

200313 SWC Residential Appraisals_A-E_v3 - Version Notes

Date	Version	Comments
200313	v3	

Scheme Ref:

A

No Units:

7

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

7 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%

70.0% % Rented

0.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

100%

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%	0.0	0%	0.0
3 bed House	50.0%	3.5	50.0%	0.0	50%	3.5
4 bed House	50.0%	3.5	0.0%	0.0	50%	3.5
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%	7.0	100.0%	0.0	100%	7.0

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	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	315	3,391	0	0	315	3,391
4 bed House	392	4,219	0	0	392	4,219
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
	707	7,610	0	0	707	7,610

AH % by floor area:

0.00% 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		0
2 bed House	270,000	3,600	334		0
3 bed House	320,000	3,556	330		1,120,000
4 bed House	450,000	4,018	373		1,575,000
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
					2,695,000

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%

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 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	230,000	-
2 bed House	0.0	@	270,000	-
3 bed House	3.5	@	320,000	1,120,000
4 bed House	3.5	@	450,000	1,575,000
5 bed House	0.0	@	520,000	-
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	7.0			2,695,000
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	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			-
Intermediate GDV -				
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		-
Sub-total GDV Residential	7			2,695,000
AH on-site cost analysis:				
			£MV (no AH) less £GDV (inc. AH)	0
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
Grant	7	@	0	-
Total GDV				2,695,000

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,234)
CIL				(28,280)
CIL analysis:		707 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	7 units @	2,000 per unit	(14,000)
S106 analysis: 60,000 £ per ha				
		0.52% % of GDV	2,000 £ per unit (total ur	(14,000)
AH Commuted Sum		707 sqm (total)	0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

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Construction Costs -						
Site Clearance and Demolition		0.58 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		7 units @	0 per unit		-
Infra. Costs analysis:		- £ 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		315 sqm @		1,166 psm		(367,290)
4 bed House		392 sqm @		1,166 psm		(457,072)
5 bed House		- sqm @		1,166 psm		-
1 bed Flat		- sqm @		1,287 psm		-
2 bed Flat		707 - sqm @		1,287 psm		-
External works		824,362 @		15.0% 17,665 £ per unit		(123,654)
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		7 units @		10 £ per unit		(70)
Low Carbon Energy cost		7 units @		4,847 £ per unit		(33,929)
Contingency		982,015 @		3.0% (GF/BF)		(29,460)
Professional Fees		982,015 @		6.5%		(63,831)
Disposal Costs -						
Residential Sales Agent Costs		2,695,000 OMS @		1.00% 3,850 £ per unit		(26,950)
Residential Sales Legal Costs		7 OM Units @		0.23% 900 £ per unit		(6,300)
Affordable Sale Legal Costs				lump sum		(10,000)
Marketing and Promotion		2,695,000 OMS @		3.00% 11,550 £ per unit 17,729 £ per unit		(80,850)
Interest (on Development Costs) -			6.50% APR	0.526% pcm		(7,791)
Developers Profit -						
Margin on AH		0		6.00% on AH values		-
Profit on OMS		2,695,000		20.00%		(539,000)
Profit analysis:		1,262,712		42.69% on costs	(539,000)	
		2,695,000		20.00% blended GDV	(539,000)	
TOTAL COSTS						(1,801,712)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						893,288
SDLT		893,288 @		(slabbed)		(34,164)
Acquisition Agent fees		893,288 @		1.0%		(8,933)
Acquisition Legal fees		893,288 @		0.5%		(4,466)
Interest on Land		893,288 @		6.50%		(58,064)
Residual Land Value						787,661
RLV analysis:		112,523 £ per plot	3,375,689 £ per ha	1,366,123 £ per acre		

BENCHMARK LAND VALUE (BLV)						
Residential Density		30.0 dph				
Site Area (Net)		0.23 ha		0.58 acres		
Density analysis:		3,030 sqm/ha		13,199 sqft/ac		
Benchmark Land Value (Net)	22,651 £ per plot	679,525 £ per ha		275,000 £ per acre		158,556

BALANCE						
Surplus/(Deficit)		2,696,164 £ per ha		1,091,123 £ per acre		629,105

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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)		629,105	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00		0	573,446	532,855	492,264	451,666	411,026	370,386	329,746
		10	567,703	527,431	487,159	446,855	406,536	366,217	325,897
		20	561,960	522,007	482,043	442,044	402,046	362,047	322,049
		30	556,218	516,583	476,911	437,233	397,555	357,878	318,200
		40	550,475	511,136	471,779	432,422	393,065	353,708	314,351
		50	544,720	505,684	466,648	427,611	388,575	349,539	310,502
		60	538,947	500,231	461,516	422,800	384,085	345,369	306,653
		70	533,174	494,779	456,384	417,989	379,594	341,200	302,805
		80	527,401	489,327	451,252	413,178	375,104	337,030	298,947
		90	521,628	483,874	446,121	408,367	370,614	332,861	295,078
		100	515,854	478,422	440,989	403,556	366,124	328,691	291,209
		110	510,081	472,969	435,857	398,745	361,633	324,504	287,340
		120	504,308	467,517	430,726	393,934	357,143	320,313	283,471
		130	498,535	462,064	425,594	389,123	352,641	316,121	279,602
		140	492,762	456,612	420,462	384,312	348,128	311,930	275,732
		150	486,989	451,160	415,330	379,489	343,614	307,739	271,863
		160	481,215	445,707	410,199	374,652	339,100	303,547	267,994
		170	475,442	440,255	405,046	369,816	334,586	299,356	264,125
		180	469,669	434,796	399,888	364,980	330,072	295,164	260,256
		190	463,896	429,314	394,729	360,144	325,558	290,973	256,387
		200	458,096	423,833	389,570	355,307	321,044	286,781	252,518
		210	452,293	418,352	384,412	350,471	316,530	282,590	248,649
		220	446,489	412,871	379,253	345,635	312,017	278,398	244,780
		230	440,686	407,390	374,094	340,798	307,503	274,207	240,902
		240	434,882	401,909	368,936	335,962	302,989	270,016	237,013
		250	429,079	396,428	363,777	331,126	298,475	265,824	233,123

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)	629,105	90%	100%	110%	120%	130%	140%	150%	
CIL £psm 40.00	0	655,865	654,629	653,393	652,157	650,921	649,685	648,448	
	10	649,484	648,248	647,012	645,776	644,540	643,304	642,067	
	20	643,103	641,867	640,631	639,395	638,159	636,922	635,686	
	30	636,722	635,486	634,250	633,014	631,778	630,541	629,305	
	40	630,341	629,105	627,869	626,633	625,396	624,160	622,924	
	50	623,960	622,724	621,488	620,252	619,015	617,779	616,543	
	60	617,579	616,343	615,107	613,871	612,634	611,398	610,162	
	70	611,198	609,962	608,722	607,481	606,240	604,998	603,757	
	80	604,790	603,549	602,308	601,066	599,825	598,584	597,342	
	90	598,376	597,134	595,893	594,652	593,410	592,169	590,928	
	100	591,961	590,720	589,478	588,237	586,996	585,754	584,513	
	110	585,546	584,305	583,064	581,822	580,581	579,340	578,098	
	120	579,132	577,890	576,649	575,408	574,166	572,925	571,684	
	130	572,717	571,476	570,234	568,993	567,752	566,510	565,269	
	140	566,303	565,061	563,820	562,578	561,337	560,096	558,854	
	150	559,888	558,647	557,405	556,164	554,922	553,681	552,440	
	160	553,473	552,232	550,991	549,749	548,508	547,266	546,025	
	170	547,059	545,817	544,576	543,335	542,093	540,852	539,610	
	180	540,644	539,403	538,161	536,920	535,679	534,437	533,196	
	190	534,229	532,988	531,747	530,505	529,264	528,023	526,781	
	200	527,815	526,573	525,332	524,091	522,849	521,608	520,367	
	210	521,400	520,159	518,917	517,676	516,432	515,185	513,938	
	220	514,973	513,726	512,478	511,231	509,984	508,737	507,489	
	230	508,524	507,277	506,030	504,783	503,535	502,288	501,041	
	240	502,076	500,829	499,582	498,334	497,087	495,840	494,593	
	250	495,628	494,380	493,133	491,886	490,639	489,391	488,144	

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Greenfield

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TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		629,105	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		771,862	748,415	724,969	701,522	678,076	654,629	631,183
	10		765,481	742,034	718,588	695,141	671,695	648,248	624,802
	20		759,100	735,653	712,207	688,760	665,314	641,867	618,421
	30		752,718	729,272	705,825	682,379	658,932	635,486	612,039
	40		746,337	722,891	699,444	675,998	652,551	629,105	605,658
	50		739,956	716,510	693,063	669,617	646,170	622,724	599,277
	60		733,575	710,129	686,682	663,236	639,789	616,343	592,896
	70		727,194	703,748	680,301	656,855	633,408	609,962	586,515
	80		720,781	697,335	673,888	650,442	626,995	603,549	580,102
	90		714,367	690,920	667,474	644,027	620,581	597,134	573,688
	100		707,952	684,506	661,059	637,613	614,166	590,720	567,273
	110		701,538	678,091	654,645	631,198	607,752	584,305	560,859
	120		695,123	671,676	648,230	624,783	601,337	577,890	554,444
	130		688,708	665,262	641,815	618,369	594,922	571,476	548,029
	140		682,294	658,847	635,401	611,954	588,508	565,061	541,615
	150		675,879	652,433	628,986	605,540	582,093	558,647	535,200
	160		669,464	646,018	622,571	599,125	575,678	552,232	528,785
	170		663,050	639,603	616,157	592,710	569,264	545,817	522,371
	180		656,635	633,189	609,742	586,296	562,849	539,403	515,956
	190		650,220	626,774	603,327	579,881	556,434	532,988	509,541
	200		643,806	620,359	596,913	573,466	550,020	526,573	503,127
	210		637,391	613,945	590,498	567,052	543,605	520,159	496,712
	220		630,958	607,512	584,065	560,619	537,172	513,726	490,279
	230		624,510	601,063	577,617	554,170	530,724	507,277	483,831
	240		618,061	594,615	571,168	547,722	524,275	500,829	477,382
	250		611,613	588,166	564,720	541,273	517,827	494,380	470,934

TABLE 4

		BLV (per acre)		275,000					
Balance (RLV - BLV)	629,105	150,000	200,000	250,000	300,000	350,000	400,000	450,000	
CIL £psm 40.00	0	726,700	697,872	669,043	640,215	611,387	582,558	553,730	
	10	720,319	691,491	662,662	633,834	605,006	576,177	547,349	
	20	713,938	685,110	656,281	627,453	598,625	569,796	540,968	
	30	707,557	678,728	649,900	621,072	592,243	563,415	534,587	
	40	701,176	672,347	643,519	614,691	585,862	557,034	528,206	
	50	694,795	665,966	637,138	608,310	579,481	550,653	521,825	
	60	688,414	659,585	630,757	601,929	573,100	544,272	515,444	
	70	682,033	653,204	624,376	595,548	566,719	537,891	509,063	
	80	675,620	646,791	617,963	589,135	560,306	531,478	502,650	
	90	669,205	640,377	611,548	582,720	553,892	525,063	496,235	
	100	662,791	633,962	605,134	576,306	547,477	518,649	489,821	
	110	656,376	627,548	598,719	569,891	541,063	512,234	483,406	
	120	649,961	621,133	592,305	563,476	534,648	505,820	476,991	
	130	643,547	614,718	585,890	557,062	528,233	499,405	470,577	
	140	637,132	608,304	579,475	550,647	521,819	492,990	464,162	
	150	630,717	601,889	573,061	544,232	515,404	486,576	457,747	
	160	624,303	595,474	566,646	537,818	508,989	480,161	451,333	
	170	617,888	589,060	560,231	531,403	502,575	473,746	444,918	
	180	611,473	582,645	553,817	524,988	496,160	467,332	438,503	
	190	605,059	576,230	547,402	518,574	489,745	460,917	432,089	
	200	598,644	569,816	540,988	512,159	483,331	454,503	425,674	
	210	592,230	563,401	534,573	505,745	476,916	448,088	419,260	
	220	585,796	556,968	528,140	499,311	470,483	441,655	412,826	
	230	579,348	550,520	521,691	492,863	464,035	435,206	406,378	
	240	572,900	544,071	515,243	486,415	457,586	428,758	399,930	
	250	566,451	537,623	508,795	479,966	451,138	422,310	393,481	

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TABLE 5		Density (dph)						
		30						
Balance (RLV - BLV)		629,105	25	30	35	40	45	50
CIL £psm 40.00	0		622,918	654,629	677,280	694,268	707,481	718,051
	10		616,537	648,248	670,899	687,887	701,100	711,670
	20		610,156	641,867	664,518	681,506	694,719	705,289
	30		603,775	635,486	658,137	675,125	688,338	698,908
	40		597,394	629,105	651,756	668,744	681,957	692,527
	50		591,013	622,724	645,375	662,363	675,576	686,146
	60		584,632	616,343	638,994	655,982	669,195	679,765
	70		578,251	609,962	632,613	649,601	662,814	673,384
	80		571,838	603,549	626,200	643,188	656,401	666,971
	90		565,423	597,134	619,785	636,773	649,986	660,557
	100		559,009	590,720	613,371	630,359	643,572	654,142
	110		552,594	584,305	606,956	623,944	637,157	647,727
	120		546,179	577,890	600,541	617,529	630,742	641,313
	130		539,765	571,476	594,127	611,115	624,328	634,898
	140		533,350	565,061	587,712	604,700	617,913	628,483
	150		526,935	558,647	581,297	598,285	611,498	622,069
	160		520,521	552,232	574,883	591,871	605,084	615,654
	170		514,106	545,817	568,468	585,456	598,669	609,240
	180		507,691	539,403	562,053	579,042	592,255	602,825
	190		501,277	532,988	555,639	572,627	585,840	596,410
	200		494,862	526,573	549,224	566,212	579,425	589,996
	210		488,448	520,159	542,810	559,798	573,011	583,581
	220		482,034	513,746	536,376	553,365	566,578	577,148
	230		475,566	507,277	529,928	546,916	560,129	570,700
	240		469,118	500,829	523,480	540,468	553,681	564,251
	250		462,669	494,380	517,031	534,019	547,232	557,803
TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)		629,105	90%	95%	100%	105%	110%	115%
CIL £psm 40.00	0		759,858	707,584	654,629	601,078	546,771	491,826
	10		753,511	701,203	648,248	594,697	540,356	485,412
	20		747,163	694,822	641,867	588,288	533,941	478,965
	30		740,801	688,441	635,486	581,873	527,527	472,516
	40		734,420	682,060	629,105	575,459	521,112	466,068
	50		728,038	675,679	622,724	569,044	514,697	459,620
	60		721,657	669,298	616,343	562,629	508,283	453,171
	70		715,276	662,917	609,962	556,215	501,868	446,723
	80		708,895	656,536	603,549	549,800	495,451	440,274
	90		702,514	650,155	597,134	543,385	489,002	433,826
	100		696,133	643,774	590,720	536,971	482,554	427,378
	110		689,752	637,393	584,305	530,556	476,106	420,929
	120		683,371	631,012	577,890	524,142	469,657	414,481
	130		676,990	624,627	571,476	517,727	463,209	408,028
	140		670,609	618,212	565,061	511,312	456,761	401,546
	150		664,228	611,798	558,647	504,888	450,312	395,064
	160		657,847	605,383	552,232	498,440	443,864	388,581
	170		651,466	598,968	545,817	491,992	437,415	382,099
	180		645,085	592,554	539,403	485,543	430,967	375,617
	190		638,692	586,139	532,988	479,095	424,519	369,134
	200		632,278	579,724	526,573	472,646	418,070	362,652
	210		625,863	573,310	520,159	466,198	411,608	356,170
	220		619,448	566,895	513,726	459,750	405,126	349,687
	230		613,034	560,481	507,277	453,301	398,643	343,205
	240		606,619	554,066	500,829	446,853	392,161	336,723
	250		600,205	547,651	494,380	440,405	385,679	330,235

Scheme Ref: **A**
 No Units: **7**
 Notes:

Location / Value Zone: **Higher** Development Scenario: **Greenfield**

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	629,105	90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00	0	475,729	565,256	654,629	744,002	833,333	922,560	1,011,788
	10	469,315	558,875	648,248	737,621	826,985	916,213	1,005,441
	20	462,900	552,468	641,867	731,240	820,613	909,865	999,093
	30	456,486	546,054	635,486	724,859	814,232	903,518	992,745
	40	450,071	539,639	629,105	718,478	807,851	897,170	986,398
	50	443,656	533,225	622,724	712,097	801,470	890,822	980,050
	60	437,242	526,810	616,343	705,716	795,089	884,462	973,702
	70	430,824	520,395	609,962	699,335	788,708	878,081	967,355
	80	424,375	513,981	603,549	692,954	782,327	871,700	961,007
	90	417,927	507,566	597,134	686,573	775,946	865,319	954,659
	100	411,478	501,151	590,720	680,192	769,565	858,938	948,311
	110	405,030	494,737	584,305	673,811	763,184	852,557	941,930
	120	398,582	488,322	577,890	667,429	756,802	846,176	935,549
	130	392,133	481,908	571,476	661,044	750,421	839,794	929,167
	140	385,685	475,493	565,061	654,629	744,040	833,413	922,786
	150	379,237	469,050	558,647	648,215	737,659	827,032	916,405
	160	372,788	462,602	552,232	641,800	731,278	820,651	910,024
	170	366,340	456,154	545,817	635,386	724,897	814,270	903,643
	180	359,891	449,705	539,403	628,971	718,516	807,889	897,262
	190	353,420	443,257	532,988	622,556	712,125	801,508	890,881
	200	346,937	436,808	526,573	616,142	705,710	795,127	884,500
	210	340,455	430,360	520,159	609,727	699,295	788,746	878,119
	220	333,973	423,912	513,726	603,312	692,881	782,365	871,738
	230	327,490	417,463	507,277	596,898	686,466	775,984	865,357
	240	321,008	411,015	500,829	590,483	680,051	769,603	858,976
250	314,526	404,567	494,380	584,068	673,637	763,205	852,595	

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:

B

No Units:

10

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

10 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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%

2.0

20%

2.0

3 bed House

50.0%

3.0

50.0%

2.0

50%

5.0

4 bed House

50.0%

3.0

0.0%

0.0

30%

3.0

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%

6.0

100.0%

4.0

100%

10.0

OMS Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

AH Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

Total Gross Floor areas -

Mkt Units GIA

AH units GIA

Total GIA (all units)

(sqm)

(sqft)

(sqm)

(sqft)

(sqm)

(sqft)

1 bed House

0

0

0

0

0

0

2 bed House

0

0

150

1,615

150

1,615

3 bed House

270

2,906

180

1,938

450

4,844

4 bed House

336

3,617

0

0

336

3,617

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

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

230,000

3,333

310

0

2 bed House

270,000

3,600

334

540,000

3 bed House

320,000

3,556

330

1,600,000

4 bed House

450,000

4,018

373

1,350,000

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

3,490,000

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: **B**
 No Units: **10** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	230,000	-
2 bed House	0.0	@	270,000	-
3 bed House	3.0	@	320,000	960,000
4 bed House	3.0	@	450,000	1,350,000
5 bed House	0.0	@	520,000	-
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	6.0			2,310,000
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	0.0	@	86,250	-
2 bed House	1.4	@	101,250	141,750
3 bed House	1.4	@	120,000	168,000
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	-
	2.8			309,750
Intermediate GDV -				
1 bed House	0.0	@	161,000	-
2 bed House	0.6	@	189,000	113,400
3 bed House	0.6	@	224,000	134,400
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	-
	1.2	4.0		247,800
Sub-total GDV Residential	10			2,867,550
AH on-site cost analysis:				
	665 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	622,450
			62,245 £ per unit (total units)	
Grant	10	@	0	-
Total GDV				2,867,550

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(4,620)
CIL		606 sqm (Market only)	40.00 £ psm	(24,240)
CIL analysis:		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	10 units @	2,000 per unit	(20,000)
S106 analysis: 60,000 £ per ha				
	0.70% % of GDV		2,000 £ per unit (total ur	(20,000)
AH Commuted Sum	936 sqm (total)		0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **B**
 No Units: **10** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

Construction Costs -				
Site Clearance and Demolition	0.82 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	10 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	- sqm @		1,166 psm	-
2 bed House	150 sqm @		1,166 psm	(174,900)
3 bed House	450 sqm @		1,166 psm	(524,700)
4 bed House	336 sqm @		1,166 psm	(391,776)
5 bed House	- sqm @		1,166 psm	-
1 bed Flat	- sqm @		1,287 psm	-
2 bed Flat	936 sqm @		1,287 psm	-
External works	1,091,376 @		15.0% 16,371 £ per unit	(163,706)
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	10 units @		10 £ per unit	(100)
Low Carbon Energy cost	10 units @		4,847 £ per unit	(48,470)
Contingency	1,303,652 @		3.0% (GF/BF)	(39,110)
Professional Fees	1,303,652 @		6.5%	(84,737)
Disposal Costs -				
Residential Sales Agent Costs	2,310,000 OMS @	1.00%	2,310 £ per unit	(23,100)
Residential Sales Legal Costs	6 OM Units @	0.23%	900 £ per unit	(5,400)
Affordable Sale Legal Costs			lump sum	(10,000)
Marketing and Promotion	2,310,000 OMS @	3.00%	6,930 £ per unit 10,780 £ per unit	(69,300)
Interest (on Development Costs) -		6.50% APR	0.526% pcm	(9,717)
Developers Profit -				
Margin on AH	557,550		6.00% on AH values	(33,453)
Profit on OMS	2,310,000		20.00%	(462,000)
Profit analysis:	1,603,877		30.89% on costs	(495,453)
	2,867,550		17.28% blended GDV	(495,453)
TOTAL COSTS				(2,099,330)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				768,220
SDLT	768,220 @	(slabbed)		(27,911)
Acquisition Agent fees	768,220 @	1.0%		(7,682)
Acquisition Legal fees	768,220 @	0.5%		(3,841)
Interest on Land	768,220 @	6.50%		(49,934)
Residual Land Value				678,852
RLV analysis:	67,885 £ per plot	2,036,555 £ per ha	824,182 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0 dph			
Site Area (Net)	0.33 ha	0.82 acres		
Density analysis:	2,808 sqm/ha	12,232 sqft/ac		
Benchmark Land Value (Net)	22,651 £ per plot	679,525 £ per ha	275,000 £ per acre	226,508

BALANCE				
Surplus/(Deficit)	1,357,030 £ per ha	549,182 £ per acre		452,343

Scheme Ref:

B

No Units:

10

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

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)	452,343	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	822,439	764,451	706,463	648,476	590,451	532,393	474,336
	10	814,235	756,703	699,171	641,635	584,036	526,437	468,838
	20	806,030	748,954	691,878	634,762	577,621	520,481	463,340
	30	797,826	741,206	684,572	627,889	571,207	514,524	457,842
	40	789,622	733,457	677,241	621,016	564,792	508,568	452,343
	50	781,418	725,676	669,910	614,144	558,377	502,611	446,845
	60	773,195	717,887	662,579	607,271	551,963	496,655	441,347
	70	764,947	710,098	655,248	600,398	545,548	490,698	435,849
	80	756,700	702,308	647,917	593,525	539,134	484,742	430,350
	90	748,453	694,519	640,586	586,652	532,719	478,785	424,851
	100	740,205	686,730	633,255	579,779	526,304	472,829	419,324
	110	731,958	678,941	625,924	572,907	519,890	466,873	413,796
	120	723,710	671,152	618,593	566,034	513,475	460,901	408,269
	130	715,463	663,362	611,262	559,161	507,060	454,913	402,742
	140	707,216	655,573	603,931	552,288	500,636	448,926	397,215
	150	698,968	647,784	596,600	545,415	494,188	442,938	391,688
	160	690,721	639,995	589,269	538,529	487,740	436,950	386,160
	170	682,473	632,206	581,938	531,620	481,291	430,962	380,633
	180	674,226	624,416	574,579	524,711	474,843	424,974	375,106
	190	665,979	616,618	567,210	517,802	468,394	418,987	369,579
	200	657,731	608,787	559,840	510,893	461,946	412,999	364,052
	210	649,444	600,957	552,471	503,984	455,498	407,011	358,525
	220	641,153	593,127	545,101	497,075	449,049	401,023	352,997
	230	632,862	585,297	537,732	490,166	442,601	395,036	347,470
	240	624,572	577,467	530,362	483,257	436,152	389,048	341,942
	250	616,281	569,637	522,992	476,348	429,704	383,060	336,386

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV)	452,343	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0	476,110	474,336	472,563	470,790	469,016	467,243	465,469
	10	470,611	468,838	467,065	465,291	463,518	461,745	459,971
	20	465,113	463,340	461,566	459,793	458,020	456,246	454,473
	30	459,615	457,842	456,068	454,295	452,521	450,748	448,975
	40	454,117	452,343	450,570	448,797	447,023	445,250	443,476
	50	448,618	446,845	445,072	443,298	441,525	439,752	437,978
	60	443,120	441,347	439,573	437,800	436,027	434,253	432,480
	70	437,622	435,849	434,075	432,302	430,528	428,755	426,982
	80	432,124	430,350	428,577	426,804	425,030	423,251	421,469
	90	426,625	424,851	423,069	421,287	419,505	417,724	415,942
	100	421,105	419,324	417,542	415,760	413,978	412,196	410,415
	110	415,578	413,796	412,015	410,233	408,451	406,669	404,887
	120	410,051	408,269	406,487	404,706	402,924	401,142	399,360
	130	404,524	402,742	400,960	399,178	397,397	395,615	393,833
	140	398,997	397,215	395,433	393,651	391,869	390,088	388,306
	150	393,469	391,688	389,906	388,124	386,342	384,561	382,779
	160	387,942	386,160	384,379	382,597	380,815	379,033	377,252
	170	382,415	380,633	378,851	377,070	375,288	373,506	371,724
	180	376,888	375,106	373,324	371,543	369,761	367,979	366,197
	190	371,361	369,579	367,797	366,015	364,234	362,452	360,670
	200	365,833	364,052	362,270	360,488	358,706	356,925	355,143
	210	360,306	358,525	356,743	354,961	353,179	351,397	349,616
	220	354,779	352,997	351,216	349,434	347,652	345,870	344,088
	230	349,252	347,470	345,688	343,907	342,125	340,334	338,542
	240	343,725	341,942	340,151	338,360	336,568	334,777	332,986
	250	338,177	336,386	334,595	332,803	331,012	329,221	327,430

Scheme Ref:

B

No Units:

10

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		452,343	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		574,821	554,724	534,627	514,530	494,433	474,336	454,239
	10		569,323	549,226	529,129	509,032	488,935	468,838	448,741
	20		563,825	543,728	523,631	503,534	483,437	463,340	443,243
	30		558,327	538,230	518,133	498,036	477,939	457,842	437,745
	40		552,828	532,731	512,634	492,537	472,440	452,343	432,246
	50		547,330	527,233	507,136	487,039	466,942	446,845	426,748
	60		541,832	521,735	501,638	481,541	461,444	441,347	421,250
	70		536,334	516,237	496,140	476,043	455,946	435,849	415,752
	80		530,835	510,738	490,641	470,544	450,447	430,350	410,253
	90		525,336	505,239	485,142	465,045	444,948	424,851	404,754
	100		519,809	499,712	479,615	459,518	439,421	419,324	399,227
	110		514,281	494,184	474,087	453,990	433,893	413,796	393,699
	120		508,754	488,657	468,560	448,463	428,366	408,269	388,172
	130		503,227	483,130	463,033	442,936	422,839	402,742	382,645
	140		497,700	477,603	457,506	437,409	417,312	397,215	377,118
	150		492,173	472,076	451,979	431,882	411,785	391,688	371,591
	160		486,645	466,548	446,451	426,354	406,257	386,160	366,063
	170		481,118	461,021	440,924	420,827	400,730	380,633	360,536
	180		475,591	455,494	435,397	415,300	395,203	375,106	355,009
	190		470,064	449,967	429,870	409,773	389,676	369,579	349,482
	200		464,537	444,440	424,343	404,246	384,149	364,052	343,955
	210		459,010	438,913	418,816	398,719	378,622	358,525	338,428
	220		453,482	433,385	413,288	393,191	373,094	352,997	332,900
	230		447,955	427,858	407,761	387,664	367,567	347,470	327,373
	240		442,427	422,330	402,233	382,136	362,039	341,942	321,845
	250		436,871	416,774	396,677	376,580	356,483	336,386	316,289

TABLE 4

		BLV (per acre)		275,000					
Balance (RLV - BLV)		452,343	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		577,295	536,111	494,928	453,745	412,561	371,378	330,195
	10		571,796	530,613	489,430	448,246	407,063	365,880	324,696
	20		566,298	525,115	483,931	442,748	401,565	360,381	319,198
	30		560,800	519,617	478,433	437,250	396,067	354,883	313,700
	40		555,302	514,118	472,935	431,752	390,568	349,385	308,202
	50		549,803	508,620	467,437	426,253	385,070	343,887	302,703
	60		544,305	503,122	461,938	420,755	379,572	338,388	297,205
	70		538,807	497,624	456,440	415,257	374,074	332,890	291,707
	80		533,309	492,125	450,942	409,759	368,575	327,392	286,209
	90		527,809	486,626	445,442	404,259	363,076	321,892	280,709
	100		522,282	481,099	439,915	398,732	357,549	316,365	275,182
	110		516,755	475,571	434,388	393,205	352,021	310,838	269,655
	120		511,228	470,044	428,861	387,678	346,494	305,311	264,128
	130		505,700	464,517	423,334	382,150	340,967	299,784	258,600
	140		500,173	458,990	417,806	376,623	335,440	294,256	253,073
	150		494,646	453,463	412,279	371,096	329,913	288,729	247,546
	160		489,119	447,935	406,752	365,569	324,385	283,202	242,019
	170		483,592	442,408	401,225	360,042	318,858	277,675	236,492
	180		478,064	436,881	395,698	354,514	313,331	272,148	230,964
	190		472,537	431,354	390,171	348,987	307,804	266,621	225,437
	200		467,010	425,827	384,643	343,460	302,277	261,093	219,910
	210		461,483	420,300	379,116	337,933	296,750	255,566	214,383
	220		455,956	414,772	373,589	332,406	291,222	250,039	208,856
	230		450,428	409,245	368,062	326,878	285,695	244,512	203,328
	240		444,900	403,717	362,534	321,350	280,167	238,984	197,800
	250		439,344	398,161	356,977	315,794	274,611	233,427	192,244

Scheme Ref:

B

No Units:

10

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 5		Density (dph)							
		30							
Balance (RLV - BLV)		452,343	25	30	35	40	45	50	55
CIL £psm 40.00	0		429,035	474,336	506,695	530,963	549,839	564,940	577,295
	10		423,536	468,838	501,196	525,465	544,341	559,441	571,796
	20		418,038	463,340	495,698	519,967	538,843	553,943	566,298
	30		412,540	457,842	490,200	514,469	533,344	548,445	560,800
	40		407,042	452,343	484,702	508,970	527,846	542,947	555,302
	50		401,543	446,845	479,203	503,472	522,348	537,448	549,803
	60		396,045	441,347	473,705	497,974	516,850	531,950	544,305
	70		390,547	435,849	468,207	492,476	511,351	526,452	538,807
	80		385,049	430,350	462,709	486,977	505,853	520,954	533,309
	90		379,549	424,851	457,209	481,478	500,354	515,454	527,809
	100		374,022	419,324	451,682	475,951	494,826	509,927	522,282
	110		368,495	413,796	446,155	470,423	489,299	504,400	516,755
	120		362,968	408,269	440,628	464,896	483,772	498,873	511,228
	130		357,440	402,742	435,100	459,369	478,245	493,345	505,700
	140		351,913	397,215	429,573	453,842	472,718	487,818	500,173
	150		346,386	391,688	424,046	448,315	467,190	482,291	494,646
	160		340,859	386,160	418,519	442,788	461,663	476,764	489,119
	170		335,332	380,633	412,992	437,260	456,136	471,237	483,592
	180		329,804	375,106	407,464	431,733	450,609	465,709	478,064
	190		324,277	369,579	401,937	426,206	445,082	460,182	472,537
	200		318,750	364,052	396,410	420,679	439,554	454,655	467,010
	210		313,223	358,525	390,883	415,152	434,027	449,128	461,483
	220		307,696	352,997	385,356	409,624	428,500	443,601	455,956
	230		302,168	347,470	379,828	404,097	422,973	438,073	450,428
	240		296,640	341,942	374,300	398,569	417,445	432,545	444,900
	250		291,084	336,386	368,744	393,013	411,888	426,989	439,344

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		452,343	90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00	0		614,282	544,792	474,336	402,964	330,537	256,980	182,221
	10		608,813	539,322	468,838	397,437	324,994	251,394	176,636
	20		603,343	533,853	463,340	391,909	319,438	245,809	171,050
	30		597,874	528,380	457,842	386,382	313,882	240,223	165,465
	40		592,404	522,882	452,343	380,855	308,326	234,638	159,879
	50		586,935	517,384	446,845	375,328	302,769	229,052	154,294
	60		581,465	511,886	441,347	369,801	297,213	223,467	148,708
	70		575,996	506,387	435,849	364,273	291,657	217,881	143,123
	80		570,526	500,889	430,350	358,746	286,101	212,296	137,537
	90		565,057	495,391	424,851	353,219	280,544	206,710	131,952
	100		559,587	489,893	419,324	347,692	274,988	201,125	126,366
	110		554,118	484,394	413,796	342,165	269,432	195,539	120,781
	120		548,644	478,896	408,269	336,638	263,876	189,954	115,195
	130		543,145	473,398	402,742	331,089	258,319	184,368	109,610
	140		537,647	467,900	397,215	325,533	252,738	178,783	104,024
	150		532,149	462,401	391,688	319,977	247,153	173,197	98,439
	160		526,651	456,903	386,160	314,421	241,567	167,612	92,853
	170		521,152	451,405	380,633	308,864	235,982	162,026	87,268
	180		515,654	445,907	375,106	303,308	230,396	156,441	81,682
	190		510,156	440,408	369,579	297,752	224,811	150,855	76,097
	200		504,658	434,889	364,052	292,195	219,225	145,270	70,511
	210		499,159	429,361	358,525	286,639	213,640	139,684	64,926
	220		493,661	423,834	352,997	281,083	208,054	134,099	59,340
	230		488,163	418,307	347,470	275,527	202,469	128,513	53,755
	240		482,665	412,780	341,942	269,970	196,883	122,928	48,167
	250		477,166	407,253	336,386	264,414	191,298	117,342	42,552

Scheme Ref:

B

No Units:

10

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	452,343	90%	95%	100%	105%	110%	115%	120%
		0	320,629	397,564	474,336	551,109	627,724	704,329	780,935
		10	315,102	392,065	468,838	545,611	622,254	698,860	775,465
		20	309,574	386,558	463,340	540,113	616,785	693,390	769,996
		30	304,047	381,031	457,842	534,614	611,315	687,921	764,526
		40	298,520	375,503	452,343	529,116	605,846	682,451	759,057
	CIL £psm	50	292,993	369,976	446,845	523,618	600,376	676,982	753,587
	40.00	60	287,466	364,449	441,347	518,120	594,892	671,512	748,118
		70	281,924	358,922	435,849	512,621	589,394	666,043	742,648
		80	276,368	353,395	430,350	507,123	583,896	660,573	737,179
		90	270,811	347,867	424,851	501,625	578,398	655,104	731,709
		100	265,255	342,340	419,324	496,127	572,899	649,634	726,240
		110	259,699	336,813	413,796	490,628	567,401	644,165	720,770
		120	254,143	331,286	408,269	485,130	561,903	638,676	715,301
		130	248,586	325,759	402,742	479,632	556,405	633,177	709,831
		140	243,030	320,231	397,215	474,134	550,906	627,679	704,362
		150	237,474	314,704	391,688	468,635	545,408	622,181	698,892
		160	231,918	309,155	386,160	463,137	539,910	616,683	693,423
		170	226,361	303,599	380,633	457,617	534,412	611,184	687,953
		180	220,805	298,042	375,106	452,089	528,913	605,686	682,459
		190	215,244	292,486	369,579	446,562	523,415	600,188	676,961
		200	209,659	286,930	364,052	441,035	517,917	594,690	671,462
		210	204,073	281,374	358,525	435,508	512,419	589,191	665,964
		220	198,488	275,817	352,997	429,981	506,920	583,693	660,466
		230	192,902	270,261	347,470	424,453	501,422	578,195	654,968
		240	187,317	264,705	341,942	418,926	495,910	572,697	649,469
		250	181,731	259,148	336,386	413,399	490,382	567,198	643,971

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:

C

No Units:

30

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

30 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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

7.0%

1.3

7.0%

0.8

7%

2.1

2 bed House

8.0%

1.4

8.0%

1.0

8%

2.4

3 bed House

50.0%

9.0

50.0%

6.0

50%

15.0

4 bed House

23.0%

4.1

23.0%

2.8

23%

6.9

5 bed House

12.0%

2.2

12.0%

1.4

12%

3.6

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%

18.0

100.0%

12.0

100%

30.0

OMS Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

AH Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

Total Gross Floor areas -

Mkt Units GIA

AH units GIA

Total GIA (all units)

(sqm)

(sqft)

(sqm)

(sqft)

(sqm)

(sqft)

1 bed House

87

936

58

624

145

1,560

2 bed House

108

1,163

72

775

180

1,938

3 bed House

810

8,719

540

5,813

1,350

14,531

4 bed House

464

4,991

309

3,327

773

8,318

5 bed House

276

2,976

184

1,984

461

4,960

1 bed Flat

0

0

0

0

0

0

2 bed Flat

0

0

0

0

0

0

1,745

18,784

1,163

12,523

2,909

31,307

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

483,000

2 bed House

270,000

3,600

334

648,000

3 bed House

320,000

3,556

330

4,800,000

4 bed House

450,000

4,018

373

3,105,000

5 bed House

520,000

4,063

377

1,872,000

1 bed Flat

170,000

3,400

316

0

2 bed Flat

215,000

3,308

307

0

10,908,000

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: **C**
 No Units: **30** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	1.3	@	230,000	289,800
2 bed House	1.4	@	270,000	388,800
3 bed House	9.0	@	320,000	2,880,000
4 bed House	4.1	@	450,000	1,863,000
5 bed House	2.2	@	520,000	1,123,200
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	18.0			6,544,800
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	0.6	@	86,250	50,715
2 bed House	0.7	@	101,250	68,040
3 bed House	4.2	@	120,000	504,000
4 bed House	1.9	@	168,750	326,025
5 bed House	1.0	@	195,000	196,560
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	8.4			1,145,340
Intermediate GDV -				
1 bed House	0.3	@	161,000	40,572
2 bed House	0.3	@	189,000	54,432
3 bed House	1.8	@	224,000	403,200
4 bed House	0.8	@	315,000	260,820
5 bed House	0.4	@	364,000	157,248
1 bed Flat	0.0	@	119,000	-
2 bed Flat	0.0	@	150,500	-
	3.6	12.0		916,272
Sub-total GDV Residential	30			8,606,412
AH on-site cost analysis:				
	791 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	2,301,588
			76,720 £ per unit (total units)	
Grant	30	@	0	-
Total GDV				8,606,412

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(40,000)
Statutory Planning Fees (Residential)				(13,860)
CIL		1,745 sqm (Market only)	40.00 £ psm	(69,804)
CIL analysis:		0.81% % of GDV	2,327 £ 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	30 units @	2,000 per unit	(60,000)
S106 analysis: 60,000 £ per ha				
	0.70% % of GDV		2,000 £ per unit (total ur	(60,000)
AH Commuted Sum	2,909 sqm (total)		0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **C**
 No Units: **30** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

Construction Costs -				
Site Clearance and Demolition	2.47	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	30	units @	0	per unit
Infra. Costs analysis:	-	£ per ha	0.00% % of GDV	0 £ per unit (total ur
1 bed House	145	sqm @	1,166	psm (168,953)
2 bed House	180	sqm @	1,166	psm (209,880)
3 bed House	1,350	sqm @	1,166	psm (1,574,100)
4 bed House	773	sqm @	1,166	psm (901,085)
5 bed House	461	sqm @	1,166	psm (537,293)
1 bed Flat	-	sqm @	1,287	psm -
2 bed Flat	2,909	-	sqm @	1,287 psm -
External works	3,391,311	@	15.0%	(508,697)
			16,957	£ 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	18 units @	90% @	521 £ per unit (8,440)
M4(3) Category 3 Housing	Mrkt units	18 units @	10% @	10,111 £ per unit (18,200)
Water Efficiency additional cost	30	units @	10	£ per unit (300)
Low Carbon Energy cost	30	units @	4,847	£ per unit (145,410)
Contingency	4,072,358	@	3.0%	(GF/BF) (122,171)
Professional Fees	4,072,358	@	6.5%	(264,703)
Disposal Costs -				
Residential Sales Agent Costs	6,544,800	OMS @	1.00%	2,182 £ per unit (65,448)
Residential Sales Legal Costs	18	OM Units @	0.25%	900 £ per unit (16,200)
Affordable Sale Legal Costs				lump sum (10,000)
Marketing and Promotion	6,544,800	OMS @	3.00%	6,545 £ per unit (196,344)
				9,600 £ per unit
Interest (on Development Costs) -		6.50% APR	0.526% pcm	(27,707)
Developers Profit -				
Margin on AH	2,061,612		6.00% on AH values	(123,697)
Profit on OMS	6,544,800		20.00%	(1,308,960)
Profit analysis:	4,958,595		28.89% on costs	(1,432,657)
	8,606,412		16.65% blended GDV	(1,432,657)
TOTAL COSTS				(6,391,252)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				2,215,160
SDLT	2,215,160	@	(slabbed)	(100,258)
Acquisition Agent fees	2,215,160	@	1.0%	(22,152)
Acquisition Legal fees	2,215,160	@	0.5%	(11,076)
Interest on Land	2,215,160	@	6.50%	(143,985)
Residual Land Value				1,937,689
RLV analysis:	64,590	£ per plot	1,937,689	£ per ha
			784,172	£ per acre

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0	dph		
Site Area (Net)	1.00	ha	2.47	acres
Density analysis:	2,909	sqm/ha	12,670	sqft/ac
Benchmark Land Value (Net)	22,651	£ per plot	679,525	£ per ha
			275,000	£ per acre
				679,525

BALANCE				
Surplus/(Deficit)	1,258,164	£ per ha	509,172	£ per acre
				1,258,164

Scheme Ref:

C

No Units:

30

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

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)	1,258,164	10%	15%	20%	25%	30%	35%	40%	
CIL £psm 40.00	0	2,200,715	2,054,231	1,907,747	1,761,263	1,614,779	1,468,295	1,321,811	
	10	2,176,965	2,031,800	1,886,636	1,741,471	1,596,307	1,451,142	1,305,914	
	20	2,153,215	2,009,370	1,865,525	1,721,679	1,577,834	1,433,989	1,289,998	
	30	2,129,465	1,986,939	1,844,413	1,701,888	1,559,362	1,416,763	1,274,081	
	40	2,105,715	1,964,509	1,823,302	1,682,096	1,540,876	1,399,520	1,258,164	
	50	2,081,965	1,942,078	1,802,191	1,662,304	1,522,307	1,382,277	1,242,248	
	60	2,058,215	1,919,647	1,781,080	1,642,440	1,503,737	1,365,034	1,226,331	
	70	2,034,465	1,897,217	1,759,921	1,622,544	1,485,168	1,347,791	1,210,414	
	80	2,010,715	1,874,749	1,738,699	1,602,649	1,466,598	1,330,548	1,194,498	
	90	1,986,924	1,852,201	1,717,477	1,582,753	1,448,029	1,313,305	1,178,581	
	100	1,963,049	1,829,652	1,696,254	1,562,857	1,429,459	1,296,062	1,162,664	
	110	1,939,174	1,807,103	1,675,032	1,542,961	1,410,890	1,278,819	1,146,748	
	120	1,915,299	1,784,555	1,653,810	1,523,065	1,392,321	1,261,576	1,130,821	
	130	1,891,424	1,762,006	1,632,588	1,503,169	1,373,751	1,244,333	1,114,821	
	140	1,867,550	1,739,458	1,611,366	1,483,274	1,355,182	1,227,053	1,098,821	
	150	1,843,675	1,716,909	1,590,143	1,463,378	1,336,612	1,209,720	1,082,820	
	160	1,819,800	1,694,360	1,568,921	1,443,482	1,317,952	1,192,386	1,066,820	
	170	1,795,925	1,671,812	1,547,699	1,423,517	1,299,285	1,175,052	1,050,819	
	180	1,772,050	1,649,263	1,526,416	1,403,517	1,280,617	1,157,718	1,034,819	
	190	1,748,175	1,626,648	1,505,082	1,383,516	1,261,950	1,140,384	1,018,819	
	200	1,724,213	1,603,981	1,483,748	1,363,516	1,243,283	1,123,051	1,002,818	
	210	1,700,212	1,581,313	1,462,414	1,343,515	1,224,616	1,105,717	986,818	
	220	1,676,212	1,558,646	1,441,080	1,323,515	1,205,949	1,088,383	970,817	
	230	1,652,211	1,535,979	1,419,746	1,303,514	1,187,282	1,071,049	954,817	
	240	1,628,211	1,513,312	1,398,413	1,283,514	1,168,615	1,053,716	938,772	
	250	1,604,210	1,490,644	1,377,079	1,263,513	1,149,947	1,036,377	922,687	

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)		1,258,164	90%	100%	110%	120%	130%	140%	150%
CIL Epsm 40.00		0	1,327,114	1,321,811	1,316,507	1,311,182	1,305,858	1,300,533	1,295,209
	10	1,311,239	1,305,914	1,300,590	1,295,265	1,289,941	1,284,616	1,279,292	
	20	1,295,322	1,289,998	1,284,673	1,279,349	1,274,024	1,268,700	1,263,375	
	30	1,279,405	1,274,081	1,268,757	1,263,432	1,258,108	1,252,783	1,247,459	
	40	1,263,489	1,258,164	1,252,840	1,247,515	1,242,191	1,236,867	1,231,542	
	50	1,247,572	1,242,248	1,236,923	1,231,599	1,226,274	1,220,950	1,215,625	
	60	1,231,655	1,226,331	1,221,007	1,215,682	1,210,358	1,205,033	1,199,709	
	70	1,215,739	1,210,414	1,205,090	1,199,765	1,194,441	1,189,117	1,183,792	
	80	1,199,822	1,194,498	1,189,173	1,183,849	1,178,524	1,173,200	1,167,875	
	90	1,183,906	1,178,581	1,173,257	1,167,932	1,162,608	1,157,283	1,151,959	
	100	1,167,989	1,162,664	1,157,340	1,152,016	1,146,691	1,141,367	1,136,042	
	110	1,152,072	1,146,748	1,141,423	1,136,099	1,130,774	1,125,450	1,120,126	
	120	1,136,156	1,130,821	1,125,474	1,120,126	1,114,778	1,109,430	1,104,082	
	130	1,120,169	1,114,821	1,109,473	1,104,125	1,098,777	1,093,429	1,088,082	
	140	1,104,169	1,098,821	1,093,473	1,088,125	1,082,777	1,077,429	1,072,081	
	150	1,088,168	1,082,820	1,077,472	1,072,124	1,066,777	1,061,429	1,056,081	
	160	1,072,168	1,066,820	1,061,472	1,056,124	1,050,776	1,045,428	1,040,080	
	170	1,056,167	1,050,819	1,045,472	1,040,124	1,034,776	1,029,428	1,024,080	
	180	1,040,167	1,034,819	1,029,471	1,024,123	1,018,775	1,013,427	1,008,080	
	190	1,024,166	1,018,819	1,013,471	1,008,123	1,002,775	997,427	992,079	
	200	1,008,166	1,002,818	997,470	992,122	986,775	981,427	976,079	
	210	992,166	986,818	981,470	976,122	970,774	965,426	960,078	
	220	976,165	970,817	965,469	960,122	954,774	949,426	944,078	
	230	960,165	954,817	949,469	944,109	938,735	933,361	927,987	
	240	944,145	938,772	933,398	928,024	922,650	917,277	911,903	
	250	928,061	922,687	917,313	911,939	906,566	901,192	895,818	

Scheme Ref:

C

No Units:

30

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		1,258,164	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		1,606,510	1,549,570	1,492,630	1,435,690	1,378,751	1,321,811	1,264,871
	10		1,590,613	1,533,673	1,476,734	1,419,794	1,362,854	1,305,914	1,248,975
	20		1,574,696	1,517,757	1,460,817	1,403,877	1,346,937	1,289,998	1,233,058
	30		1,558,780	1,501,840	1,444,900	1,387,961	1,331,021	1,274,081	1,217,141
	40		1,542,863	1,485,923	1,428,984	1,372,044	1,315,104	1,258,164	1,201,225
	50		1,526,946	1,470,007	1,413,067	1,356,127	1,299,187	1,242,248	1,185,308
	60		1,511,030	1,454,090	1,397,150	1,340,211	1,283,271	1,226,331	1,169,391
	70		1,495,113	1,438,173	1,381,234	1,324,294	1,267,354	1,210,414	1,153,475
	80		1,479,197	1,422,257	1,365,317	1,308,377	1,251,437	1,194,498	1,137,558
	90		1,463,280	1,406,340	1,349,400	1,292,461	1,235,521	1,178,581	1,121,641
	100		1,447,363	1,390,423	1,333,484	1,276,544	1,219,604	1,162,664	1,105,725
	110		1,431,447	1,374,507	1,317,567	1,260,627	1,203,688	1,146,748	1,089,808
	120		1,415,520	1,358,580	1,301,641	1,244,701	1,187,761	1,130,821	1,073,882
	130		1,399,520	1,342,580	1,285,640	1,228,701	1,171,761	1,114,821	1,057,881
	140		1,383,519	1,326,580	1,269,640	1,212,700	1,155,760	1,098,821	1,041,881
	150		1,367,519	1,310,579	1,253,639	1,196,700	1,139,760	1,082,820	1,025,880
	160		1,351,519	1,294,579	1,237,639	1,180,699	1,123,760	1,066,820	1,009,880
	170		1,335,518	1,278,578	1,221,639	1,164,699	1,107,759	1,050,819	993,880
	180		1,319,518	1,262,578	1,205,638	1,148,699	1,091,759	1,034,819	977,879
	190		1,303,517	1,246,578	1,189,638	1,132,698	1,075,758	1,018,819	961,879
	200		1,287,517	1,230,577	1,173,637	1,116,698	1,059,758	1,002,818	945,878
	210		1,271,517	1,214,577	1,157,637	1,100,697	1,043,758	986,818	929,878
	220		1,255,516	1,198,576	1,141,637	1,084,697	1,027,757	970,817	913,878
	230		1,239,516	1,182,576	1,125,636	1,068,697	1,011,757	954,817	897,877
	240		1,223,470	1,166,531	1,109,591	1,052,651	995,711	938,772	881,832
	250		1,207,386	1,150,446	1,093,506	1,036,566	979,627	922,687	865,747

TABLE 4

		BLV (per acre)							
Balance (RLV - BLV)		1,258,164	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		1,630,686	1,507,136	1,383,586	1,260,036	1,136,486	1,012,936	889,386
	10		1,614,789	1,491,239	1,367,689	1,244,139	1,120,589	997,039	873,489
	20		1,598,873	1,475,323	1,351,773	1,228,223	1,104,673	981,123	857,573
	30		1,582,956	1,459,406	1,335,856	1,212,306	1,088,756	965,206	841,656
	40		1,567,039	1,443,489	1,319,939	1,196,389	1,072,839	949,289	825,739
	50		1,551,123	1,427,573	1,304,023	1,180,473	1,056,923	933,373	809,823
	60		1,535,206	1,411,656	1,288,106	1,164,556	1,041,006	917,456	793,906
	70		1,519,289	1,395,739	1,272,189	1,148,639	1,025,089	901,539	777,989
	80		1,503,373	1,379,823	1,256,273	1,132,723	1,009,173	885,623	762,073
	90		1,487,456	1,363,906	1,240,356	1,116,806	993,256	869,706	746,156
	100		1,471,539	1,347,989	1,224,439	1,100,889	977,339	853,789	730,239
	110		1,455,623	1,332,073	1,208,523	1,084,973	961,423	837,873	714,323
	120		1,439,696	1,316,146	1,192,596	1,069,046	945,496	821,946	698,396
	130		1,423,696	1,300,146	1,176,596	1,053,046	929,496	805,946	682,396
	140		1,407,696	1,284,146	1,160,596	1,037,046	913,496	789,946	666,396
	150		1,391,695	1,268,145	1,144,595	1,021,045	897,495	773,945	650,395
	160		1,375,695	1,252,145	1,128,595	1,005,045	881,495	757,945	634,395
	170		1,359,694	1,236,144	1,112,594	989,044	865,494	741,944	618,394
	180		1,343,694	1,220,144	1,096,594	973,044	849,494	725,944	602,394
	190		1,327,694	1,204,144	1,080,594	957,044	833,494	709,944	586,394
	200		1,311,693	1,188,143	1,064,593	941,043	817,493	693,943	570,393
	210		1,295,693	1,172,143	1,048,593	925,043	801,493	677,943	554,393
	220		1,279,692	1,156,142	1,032,592	909,042	785,492	661,942	538,392
	230		1,263,692	1,140,142	1,016,592	893,042	769,492	645,942	522,392
	240		1,247,647	1,124,097	1,000,547	876,997	753,447	629,897	506,347
	250		1,231,562	1,108,012	984,462	860,912	737,362	613,812	490,262

Scheme Ref:

C

No Units:

30

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 5		Density (dph)							
		30							
Balance (RLV - BLV)		1,258,164	25	30	35	40	45	50	55
CIL £psm 40.00	0		1,185,906	1,321,811	1,418,886	1,491,692	1,548,319	1,593,621	1,630,686
	10		1,170,009	1,305,914	1,402,989	1,475,796	1,532,423	1,577,724	1,614,789
	20		1,154,093	1,289,998	1,387,073	1,459,879	1,516,506	1,561,808	1,598,873
	30		1,138,176	1,274,081	1,371,156	1,443,962	1,500,589	1,545,891	1,582,956
	40		1,122,259	1,258,164	1,355,239	1,428,046	1,484,673	1,529,974	1,567,039
	50		1,106,343	1,242,248	1,339,323	1,412,129	1,468,756	1,514,058	1,551,123
	60		1,090,426	1,226,331	1,323,406	1,396,212	1,452,839	1,498,141	1,535,206
	70		1,074,509	1,210,414	1,307,489	1,380,296	1,436,923	1,482,224	1,519,289
	80		1,058,593	1,194,498	1,291,573	1,364,379	1,421,006	1,466,308	1,503,373
	90		1,042,676	1,178,581	1,275,656	1,348,462	1,405,089	1,450,391	1,487,456
	100		1,026,759	1,162,664	1,259,739	1,332,546	1,389,173	1,434,474	1,471,539
	110		1,010,843	1,146,748	1,243,823	1,316,629	1,373,256	1,418,558	1,455,623
	120		994,916	1,130,821	1,227,896	1,300,703	1,357,330	1,402,631	1,439,696
	130		978,916	1,114,821	1,211,896	1,284,702	1,341,329	1,386,631	1,423,696
	140		962,916	1,098,821	1,195,896	1,268,702	1,325,329	1,370,631	1,407,696
	150		946,915	1,082,820	1,179,895	1,252,701	1,309,329	1,354,630	1,391,695
	160		930,915	1,066,820	1,163,895	1,236,701	1,293,328	1,338,630	1,375,695
	170		914,914	1,050,819	1,147,894	1,220,701	1,277,328	1,322,629	1,359,694
	180		898,914	1,034,819	1,131,894	1,204,700	1,261,327	1,306,629	1,343,694
	190		882,914	1,018,819	1,115,894	1,188,700	1,245,327	1,290,629	1,327,694
	200		866,913	1,002,818	1,099,893	1,172,699	1,229,327	1,274,628	1,311,693
	210		850,913	986,818	1,083,893	1,156,699	1,213,326	1,258,628	1,295,693
	220		834,912	970,817	1,067,892	1,140,699	1,197,326	1,242,627	1,279,692
	230		818,912	954,817	1,051,892	1,124,698	1,181,325	1,226,627	1,263,692
	240		802,867	938,772	1,035,847	1,108,653	1,165,280	1,210,582	1,247,647
	250		786,782	922,687	1,019,762	1,092,568	1,149,195	1,194,497	1,231,562

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		1,258,164	90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00	0		1,758,337	1,541,499	1,321,811	1,098,906	872,730	642,636	408,413
	10		1,742,587	1,525,665	1,305,914	1,082,989	856,646	626,467	392,159
	20		1,726,837	1,509,832	1,289,998	1,067,016	840,561	610,298	375,905
	30		1,711,086	1,493,999	1,274,081	1,051,016	824,477	594,128	359,650
	40		1,695,336	1,478,165	1,258,164	1,035,015	808,392	577,959	343,396
	50		1,679,567	1,462,332	1,242,248	1,019,015	792,307	561,734	327,142
	60		1,663,733	1,446,499	1,226,331	1,003,015	776,223	545,480	310,887
	70		1,647,900	1,430,665	1,210,414	987,014	760,138	529,225	294,633
	80		1,632,067	1,414,832	1,194,498	971,014	744,054	512,971	278,379
	90		1,616,233	1,398,999	1,178,581	955,013	727,969	496,717	262,124
	100		1,600,400	1,383,128	1,162,664	939,013	711,814	480,462	245,870
	110		1,584,567	1,367,211	1,146,748	923,012	695,645	464,208	229,616
	120		1,568,733	1,351,294	1,130,821	906,992	679,475	447,954	213,362
	130		1,552,900	1,335,378	1,114,821	890,908	663,306	431,699	197,107
	140		1,537,067	1,319,461	1,098,821	874,823	647,137	415,445	180,853
	150		1,521,233	1,303,544	1,082,820	858,738	630,968	399,191	164,599
	160		1,505,400	1,287,628	1,066,820	842,654	614,798	382,937	148,344
	170		1,489,567	1,271,711	1,050,819	826,569	598,629	366,682	132,090
	180		1,473,733	1,255,794	1,034,819	810,485	582,460	350,428	115,836
	190		1,457,879	1,239,878	1,018,819	794,400	566,258	334,174	99,581
	200		1,441,963	1,223,961	1,002,818	778,315	550,004	317,919	83,327
	210		1,426,046	1,208,044	986,818	762,231	533,750	301,665	67,073
	220		1,410,129	1,192,128	970,817	746,146	517,495	285,411	50,773
	230		1,394,213	1,176,155	954,817	729,989	501,241	269,156	34,433
	240		1,378,296	1,160,154	938,772	713,820	484,987	252,902	18,093
	250		1,362,379	1,144,154	922,687	697,651	468,733	236,648	1,753

Scheme Ref: **C**
 No Units: **30** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	1,258,164	90%	95%	100%	105%	110%	115%	120%	
CIL £psm 40.00	0	886,146	1,104,067	1,321,811	1,539,098	1,756,385	1,973,484	2,190,392	
	10	870,146	1,088,150	1,305,914	1,523,265	1,740,552	1,957,734	2,174,642	
	20	854,145	1,072,233	1,289,998	1,507,431	1,724,719	1,941,983	2,158,891	
	30	838,145	1,056,317	1,274,081	1,491,598	1,708,885	1,926,172	2,143,141	
	40	822,145	1,040,400	1,258,164	1,475,765	1,693,052	1,910,339	2,127,390	
	50	806,144	1,024,483	1,242,248	1,459,931	1,677,219	1,894,506	2,111,640	
	60	790,144	1,008,484	1,226,331	1,444,095	1,661,385	1,878,672	2,095,889	
	70	774,143	992,483	1,210,414	1,428,179	1,645,552	1,862,839	2,080,126	
	80	758,096	976,483	1,194,498	1,412,262	1,629,719	1,847,006	2,064,293	
	90	742,011	960,483	1,178,581	1,396,346	1,613,885	1,831,172	2,048,460	
	100	725,927	944,482	1,162,664	1,380,429	1,598,052	1,815,339	2,032,626	
	110	709,842	928,482	1,146,748	1,364,512	1,582,218	1,799,506	2,016,793	
	120	693,758	912,481	1,130,821	1,348,596	1,566,360	1,783,672	2,000,960	
	130	677,673	896,481	1,114,821	1,332,679	1,550,443	1,767,839	1,985,126	
	140	661,589	880,481	1,098,821	1,316,762	1,534,527	1,752,006	1,969,293	
	150	645,504	864,480	1,082,820	1,300,846	1,518,610	1,736,172	1,953,460	
	160	629,419	848,434	1,066,820	1,284,929	1,502,693	1,720,339	1,937,626	
	170	613,309	832,349	1,050,819	1,269,012	1,486,777	1,704,506	1,921,793	
	180	597,140	816,265	1,034,819	1,253,096	1,470,860	1,688,624	1,905,960	
	190	580,971	800,180	1,018,819	1,237,159	1,454,943	1,672,708	1,890,126	
	200	564,801	784,095	1,002,818	1,221,158	1,439,027	1,656,791	1,874,293	
	210	548,632	768,011	986,818	1,205,158	1,423,110	1,640,875	1,858,460	
	220	532,463	751,926	970,817	1,189,157	1,407,193	1,624,958	1,842,626	
	230	516,294	735,842	954,817	1,173,157	1,391,277	1,609,041	1,826,793	
	240	500,125	719,757	938,772	1,157,157	1,375,360	1,593,125	1,810,889	
	250	483,955	703,672	922,687	1,141,156	1,359,443	1,577,208	1,794,972	

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:

D

No Units:

50

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

50 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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	7.0%	2.1	7.0%	1.4	7%	3.5
2 bed House	8.0%	2.4	8.0%	1.6	8%	4.0
3 bed House	50.0%	15.0	50.0%	10.0	50%	25.0
4 bed House	23.0%	6.9	23.0%	4.6	23%	11.5
5 bed House	12.0%	3.6	12.0%	2.4	12%	6.0
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%	30.0	100.0%	20.0	100%	50.0

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	145	1,560	97	1,040	242	2,599
2 bed House	180	1,938	120	1,292	300	3,229
3 bed House	1,350	14,531	900	9,688	2,250	24,219
4 bed House	773	8,318	515	5,546	1,288	13,864
5 bed House	461	4,960	307	3,307	768	8,267
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	2,909	31,307	1,939	20,871	4,848	52,178

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		805,000
2 bed House	270,000	3,600	334		1,080,000
3 bed House	320,000	3,556	330		8,000,000
4 bed House	450,000	4,018	373		5,175,000
5 bed House	520,000	4,063	377		3,120,000
1 bed Flat	170,000	3,400	316		0
2 bed Flat	215,000	3,308	307		0
					18,180,000

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: **D**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	2.1	@	230,000	483,000
2 bed House	2.4	@	270,000	648,000
3 bed House	15.0	@	320,000	4,800,000
4 bed House	6.9	@	450,000	3,105,000
5 bed House	3.6	@	520,000	1,872,000
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	30.0			10,908,000
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	1.0	@	86,250	84,525
2 bed House	1.1	@	101,250	113,400
3 bed House	7.0	@	120,000	840,000
4 bed House	3.2	@	168,750	543,375
5 bed House	1.7	@	195,000	327,600
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	14.0			1,908,900
Intermediate GDV -				
1 bed House	0.4	@	161,000	67,620
2 bed House	0.5	@	189,000	90,720
3 bed House	3.0	@	224,000	672,000
4 bed House	1.4	@	315,000	434,700
5 bed House	0.7	@	364,000	262,080
1 bed Flat	0.0	@	119,000	-
2 bed Flat	0.0	@	150,500	-
	6.0	20.0		1,527,120
Sub-total GDV Residential	50			14,344,020
AH on-site cost analysis:				
	791 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	3,835,980
			76,720 £ per unit (total units)	
Grant	50	@	0	-
Total GDV				14,344,020

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(23,100)
CIL		2,909 sqm (Market only)	40.00 £ psm	(116,340)
CIL analysis:		0.81% % of GDV	2,327 £ 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	50 units @	2,000 per unit	(100,000)
S106 analysis: 60,000 £ per ha				
		0.70% % of GDV	2,000 £ per unit (total ur	(100,000)
AH Commuted Sum		4,848 sqm (total)	0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **D**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

Construction Costs -				
Site Clearance and Demolition	4.12 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	50 units @	0 per unit		-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	242 sqm @	1,166 psm		(281,589)
2 bed House	300 sqm @	1,166 psm		(349,800)
3 bed House	2,250 sqm @	1,166 psm		(2,623,500)
4 bed House	1,288 sqm @	1,166 psm		(1,501,808)
5 bed House	768 sqm @	1,166 psm		(895,488)
1 bed Flat	- sqm @	1,287 psm		-
2 bed Flat	4,848 - sqm @	1,287 psm		-
External works	5,652,185 @	15.0%		(847,828)
		16,957 £ 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 30 units @	90% @	521 £ per unit	(14,067)
M4(3) Category 3 Housing	Mrkt units 30 units @	10% @	10,111 £ per unit	(30,333)
Water Efficiency additional cost	50 units @		10 £ per unit	(500)
Low Carbon Energy cost	50 units @		4,847 £ per unit	(242,350)
Contingency	6,787,263 @	3.0% (GF/BF)		(203,618)
Professional Fees	6,787,263 @	6.5%		(441,172)
Disposal Costs -				
Residential Sales Agent Costs	10,908,000 OMS @	1.00%	2,182 £ per unit	(109,080)
Residential Sales Legal Costs	30 OM Units @	0.25%	900 £ per unit	(27,000)
Affordable Sale Legal Costs			lump sum	(10,000)
Marketing and Promotion	10,908,000 OMS @	3.00%	6,545 £ per unit	(327,240)
			9,466 £ per unit	
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(46,337)
Developers Profit -				
Margin on AH	3,436,020	6.00% on AH values		(206,161)
Profit on OMS	10,908,000	20.00%		(2,181,600)
Profit analysis:	8,261,150	28.90% on costs	(2,387,761)	
	14,344,020	16.65% blended GDV	(2,387,761)	
TOTAL COSTS				(10,648,911)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				3,695,109
SDLT	3,695,109 @	(slabbed)		(174,255)
Acquisition Agent fees	3,695,109 @	1.0%		(36,951)
Acquisition Legal fees	3,695,109 @	0.5%		(18,476)
Interest on Land	3,695,109 @	6.50%		(240,182)
Residual Land Value				3,225,245
RLV analysis:	64,505 £ per plot	1,935,147 £ per ha	783,143 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0 dph			
Site Area (Net)	1.67 ha	4.12 acres		
Density analysis:	2,909 sqm/ha	12,670 sqft/ac		
Benchmark Land Value (Net)	22,651 £ per plot	679,525 £ per ha	275,000 £ per acre	1,132,542

BALANCE				
Surplus/(Deficit)	1,255,622 £ per ha	508,143 £ per acre		2,092,703

Scheme Ref:

D

No Units:

50

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

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)		2,092,703	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00		0	3,663,606	3,419,466	3,175,326	2,931,186	2,687,046	2,442,906	2,198,766
		10	3,624,023	3,382,082	3,140,141	2,898,200	2,656,259	2,414,318	2,172,286
		20	3,584,440	3,344,698	3,104,956	2,865,214	2,625,472	2,385,730	2,145,759
		30	3,544,856	3,307,313	3,069,771	2,832,228	2,594,685	2,357,035	2,119,231
		40	3,505,273	3,269,929	3,034,585	2,799,242	2,563,889	2,328,296	2,092,703
		50	3,465,690	3,232,545	2,999,400	2,766,256	2,532,940	2,299,558	2,066,175
		60	3,426,106	3,195,161	2,964,215	2,733,163	2,501,991	2,270,819	2,039,648
		70	3,386,523	3,157,776	2,928,964	2,700,003	2,471,042	2,242,081	2,013,120
		80	3,346,939	3,120,344	2,893,594	2,666,844	2,440,093	2,213,343	1,986,592
		90	3,307,303	3,082,763	2,858,224	2,633,684	2,409,144	2,184,604	1,960,064
		100	3,267,512	3,045,183	2,822,853	2,600,524	2,378,195	2,155,866	1,933,537
		110	3,227,720	3,007,602	2,787,483	2,567,364	2,347,246	2,127,127	1,907,009
		120	3,187,928	2,970,021	2,752,113	2,534,205	2,316,297	2,098,389	1,880,480
		130	3,148,137	2,932,440	2,716,742	2,501,045	2,285,348	2,069,651	1,853,812
		140	3,108,345	2,894,859	2,681,372	2,467,885	2,254,399	2,040,866	1,827,145
		150	3,068,554	2,857,278	2,646,002	2,434,726	2,223,450	2,011,976	1,800,478
		160	3,028,762	2,819,697	2,610,631	2,401,566	2,192,363	1,983,087	1,773,810
		170	2,988,970	2,782,116	2,575,261	2,368,306	2,161,251	1,954,197	1,747,143
		180	2,949,179	2,744,535	2,539,804	2,334,972	2,130,140	1,925,308	1,720,475
		190	2,909,387	2,706,954	2,504,247	2,301,637	2,099,028	1,896,418	1,693,808
		200	2,869,466	2,669,078	2,468,691	2,268,303	2,067,916	1,867,528	1,667,141
		210	2,829,465	2,631,299	2,433,134	2,234,969	2,036,804	1,838,639	1,640,473
		220	2,789,464	2,593,521	2,397,578	2,201,635	2,005,692	1,809,749	1,613,806
		230	2,749,463	2,555,742	2,362,021	2,168,301	1,974,580	1,780,859	1,587,139
		240	2,709,462	2,517,963	2,326,465	2,134,967	1,943,468	1,751,970	1,560,411
		250	2,669,461	2,480,184	2,290,908	2,101,632	1,912,356	1,723,080	1,533,603

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)		2,092,703	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00		0	2,207,605	2,198,766	2,189,927	2,181,066	2,172,192	2,163,318	2,154,444
	10		2,181,161	2,172,286	2,163,412	2,154,538	2,145,664	2,136,790	2,127,916
	20		2,154,633	2,145,759	2,136,885	2,128,011	2,119,136	2,110,262	2,101,388
	30		2,128,105	2,119,231	2,110,357	2,101,483	2,092,609	2,083,735	2,074,860
	40		2,101,577	2,092,703	2,083,829	2,074,955	2,066,081	2,057,207	2,048,333
	50		2,075,050	2,066,175	2,057,301	2,048,427	2,039,553	2,030,679	2,021,805
	60		2,048,522	2,039,648	2,030,774	2,021,900	2,013,025	2,004,151	1,995,277
	70		2,021,994	2,013,120	2,004,246	1,995,372	1,986,498	1,977,624	1,968,749
	80		1,995,466	1,986,592	1,977,718	1,968,844	1,959,970	1,951,096	1,942,222
	90		1,968,939	1,960,064	1,951,190	1,942,316	1,933,442	1,924,568	1,915,694
	100		1,942,411	1,933,537	1,924,663	1,915,788	1,906,914	1,898,040	1,889,166
	110		1,915,883	1,907,009	1,898,135	1,889,261	1,880,387	1,871,494	1,862,581
	120		1,889,355	1,880,480	1,871,566	1,862,653	1,853,740	1,844,827	1,835,914
	130		1,862,725	1,853,812	1,844,899	1,835,986	1,827,073	1,818,160	1,809,246
	140		1,836,058	1,827,145	1,818,232	1,809,319	1,800,405	1,791,492	1,782,579
	150		1,809,391	1,800,478	1,791,564	1,782,651	1,773,738	1,764,825	1,755,912
	160		1,782,723	1,773,810	1,764,897	1,755,984	1,747,071	1,738,158	1,729,244
	170		1,756,056	1,747,143	1,738,230	1,729,317	1,720,403	1,711,490	1,702,577
	180		1,729,389	1,720,475	1,711,562	1,702,649	1,693,736	1,684,823	1,675,910
	190		1,702,721	1,693,808	1,684,895	1,675,982	1,667,069	1,658,156	1,649,242
	200		1,676,054	1,667,141	1,658,228	1,649,315	1,640,401	1,631,488	1,622,575
	210		1,649,387	1,640,473	1,631,560	1,622,647	1,613,734	1,604,821	1,595,908
	220		1,622,719	1,613,806	1,604,893	1,595,980	1,587,067	1,578,154	1,569,240
	230		1,596,052	1,587,139	1,578,226	1,569,306	1,560,350	1,551,394	1,542,437
	240		1,569,367	1,560,411	1,551,455	1,542,499	1,533,542	1,524,586	1,515,630
	250		1,542,560	1,533,603	1,524,647	1,515,691	1,506,735	1,497,778	1,488,822

Scheme Ref:

D

No Units:

50

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		2,092,703	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 40.00	0		2,673,264	2,578,365	2,483,465	2,388,565	2,293,666	2,198,766	2,103,867
	10		2,646,784	2,551,885	2,456,985	2,362,086	2,267,186	2,172,286	2,077,387
	20		2,620,257	2,525,357	2,430,458	2,335,558	2,240,658	2,145,759	2,050,859
	30		2,593,729	2,498,829	2,403,930	2,309,030	2,214,131	2,119,231	2,024,331
	40		2,567,201	2,472,302	2,377,402	2,282,502	2,187,603	2,092,703	1,997,804
	50		2,540,673	2,445,774	2,350,874	2,255,975	2,161,075	2,066,175	1,971,276
	60		2,514,146	2,419,246	2,324,346	2,229,447	2,134,547	2,039,648	1,944,748
	70		2,487,618	2,392,718	2,297,819	2,202,919	2,108,020	2,013,120	1,918,220
	80		2,461,090	2,366,191	2,271,291	2,176,391	2,081,492	1,986,592	1,891,693
	90		2,434,562	2,339,663	2,244,763	2,149,864	2,054,964	1,960,064	1,865,165
	100		2,408,035	2,313,135	2,218,235	2,123,336	2,028,436	1,933,537	1,838,637
	110		2,381,507	2,286,607	2,191,708	2,096,808	2,001,909	1,907,009	1,812,109
	120		2,354,978	2,260,078	2,165,178	2,070,279	1,975,379	1,880,480	1,785,580
	130		2,328,310	2,233,411	2,138,511	2,043,611	1,948,712	1,853,812	1,758,913
	140		2,301,643	2,206,743	2,111,844	2,016,944	1,922,044	1,827,145	1,732,245
	150		2,274,976	2,180,076	2,085,176	1,990,277	1,895,377	1,800,478	1,705,578
	160		2,248,308	2,153,409	2,058,509	1,963,609	1,868,710	1,773,810	1,678,911
	170		2,221,641	2,126,741	2,031,842	1,936,942	1,842,042	1,747,143	1,652,243
	180		2,194,973	2,100,074	2,005,174	1,910,275	1,815,375	1,720,475	1,625,576
	190		2,168,306	2,073,407	1,978,507	1,883,607	1,788,708	1,693,808	1,598,909
	200		2,141,639	2,046,739	1,951,840	1,856,940	1,762,040	1,667,141	1,572,241
	210		2,114,971	2,020,072	1,925,172	1,830,273	1,735,373	1,640,473	1,545,574
	220		2,088,304	1,993,405	1,898,505	1,803,605	1,708,706	1,613,806	1,518,907
	230		2,061,637	1,966,737	1,871,838	1,776,938	1,682,038	1,587,139	1,492,239
	240		2,034,969	1,940,069	1,845,170	1,750,270	1,655,371	1,560,471	1,465,571
	250		2,008,301	1,913,402	1,818,502	1,723,603	1,628,703	1,533,803	1,438,904

TABLE 4

		BLV (per acre)							
Balance (RLV - BLV)		2,092,703	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 40.00	0		2,713,558	2,507,641	2,301,724	2,095,808	1,889,891	1,683,974	1,478,058
	10		2,687,078	2,481,161	2,275,245	2,069,328	1,863,411	1,657,495	1,451,578
	20		2,660,550	2,454,634	2,248,717	2,042,800	1,836,884	1,630,967	1,425,050
	30		2,634,023	2,428,106	2,222,189	2,016,273	1,810,356	1,604,439	1,398,523
	40		2,607,495	2,401,578	2,195,662	1,989,745	1,783,828	1,577,912	1,371,995
	50		2,580,967	2,375,050	2,169,134	1,963,217	1,757,300	1,551,384	1,345,467
	60		2,554,439	2,348,523	2,142,606	1,936,689	1,730,773	1,524,856	1,318,939
	70		2,527,912	2,321,995	2,116,078	1,910,162	1,704,245	1,498,328	1,292,412
	80		2,501,384	2,295,467	2,089,551	1,883,634	1,677,717	1,471,801	1,265,884
	90		2,474,856	2,268,939	2,063,023	1,857,106	1,651,189	1,445,273	1,239,356
	100		2,448,328	2,242,412	2,036,495	1,830,578	1,624,662	1,418,745	1,212,828
	110		2,421,801	2,215,884	2,009,967	1,804,051	1,598,134	1,392,217	1,186,301
	120		2,395,271	2,189,355	1,983,438	1,777,521	1,571,605	1,365,688	1,159,771
	130		2,368,604	2,162,687	1,956,771	1,750,854	1,544,937	1,339,021	1,133,104
	140		2,341,937	2,136,020	1,930,103	1,724,187	1,518,270	1,312,353	1,106,437
	150		2,315,269	2,109,353	1,903,436	1,697,519	1,491,603	1,285,686	1,079,769
	160		2,288,602	2,082,685	1,876,769	1,670,852	1,464,935	1,259,019	1,053,102
	170		2,261,935	2,056,018	1,850,101	1,644,185	1,438,268	1,232,351	1,026,435
	180		2,235,267	2,029,350	1,823,434	1,617,517	1,411,600	1,205,684	999,767
	190		2,208,600	2,002,683	1,796,766	1,590,850	1,384,933	1,179,016	973,100
	200		2,181,932	1,976,016	1,770,099	1,564,182	1,358,266	1,152,349	946,432
	210		2,155,265	1,949,348	1,743,432	1,537,515	1,331,598	1,125,682	919,765
	220		2,128,598	1,922,681	1,716,764	1,510,848	1,304,931	1,099,014	893,098
	230		2,101,930	1,896,014	1,690,097	1,484,180	1,278,264	1,072,347	866,430
	240		2,075,263	1,869,346	1,663,369	1,457,453	1,251,536	1,045,619	839,703
	250		2,048,595	1,842,678	1,636,662	1,430,645	1,224,728	1,018,812	812,895

Scheme Ref:

D

No Units:

50

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 5		Density (dph)						
		25	30	35	40	45	50	55
Balance (RLV - BLV)	2,092,703	0	1,972,258	2,198,766	2,360,558	2,481,902	2,576,280	2,651,783
		10	1,945,778	2,172,286	2,334,078	2,455,422	2,549,800	2,625,303
CIL £psm		20	1,919,250	2,145,759	2,307,550	2,428,894	2,523,273	2,598,775
		30	1,892,723	2,119,231	2,281,023	2,402,366	2,496,745	2,572,248
40.00		40	1,866,195	2,092,703	2,254,495	2,375,839	2,470,217	2,545,720
		50	1,839,667	2,066,175	2,227,967	2,349,311	2,443,689	2,519,192
		60	1,813,139	2,039,648	2,201,439	2,322,783	2,417,162	2,492,664
		70	1,786,612	2,013,120	2,174,912	2,296,255	2,390,634	2,466,137
		80	1,760,084	1,986,592	2,148,384	2,269,728	2,364,106	2,439,609
		90	1,733,556	1,960,064	2,121,856	2,243,200	2,337,578	2,413,081
		100	1,707,028	1,933,537	2,095,328	2,216,672	2,311,051	2,386,553
		110	1,680,501	1,907,009	2,068,801	2,190,144	2,284,523	2,360,026
		120	1,653,971	1,880,480	2,042,271	2,163,615	2,257,993	2,333,496
		130	1,627,304	1,853,812	2,015,604	2,136,948	2,231,326	2,306,829
		140	1,600,637	1,827,145	1,988,937	2,110,280	2,204,659	2,280,162
		150	1,573,969	1,800,478	1,962,269	2,083,613	2,177,991	2,253,494
		160	1,547,302	1,773,810	1,935,602	2,056,946	2,151,324	2,226,827
		170	1,520,635	1,747,143	1,908,935	2,030,278	2,124,657	2,200,160
		180	1,493,967	1,720,475	1,882,267	2,003,611	2,097,989	2,173,492
		190	1,467,300	1,693,808	1,855,600	1,976,944	2,071,322	2,146,825
		200	1,440,632	1,667,141	1,828,932	1,950,276	2,044,655	2,120,157
		210	1,413,965	1,640,473	1,802,265	1,923,609	2,017,987	2,093,490
		220	1,387,298	1,613,806	1,775,598	1,896,942	1,991,320	2,066,823
		230	1,360,630	1,587,139	1,748,930	1,870,274	1,964,653	2,040,155
		240	1,333,903	1,560,411	1,722,203	1,843,546	1,937,925	2,013,428
		250	1,307,095	1,533,603	1,695,395	1,816,739	1,911,117	1,986,620

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		2,092,703	90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00	0		2,926,296	2,564,913	2,198,766	1,827,273	1,450,337	1,066,867	676,510
	10		2,900,045	2,538,524	2,172,286	1,800,745	1,423,535	1,039,918	649,419
	20		2,873,795	2,512,135	2,145,759	1,774,137	1,396,727	1,012,969	622,329
	30		2,847,544	2,485,746	2,119,231	1,747,470	1,369,919	986,020	595,238
	40		2,821,293	2,459,357	2,092,703	1,720,803	1,343,112	959,072	568,148
	50		2,795,026	2,432,968	2,066,175	1,694,135	1,316,304	932,044	541,057
	60		2,768,637	2,406,579	2,039,648	1,667,468	1,289,496	904,954	513,967
	70		2,742,248	2,380,190	2,013,120	1,640,801	1,262,689	877,863	486,876
	80		2,715,859	2,353,801	1,986,592	1,614,133	1,235,881	850,773	459,786
	90		2,689,470	2,327,412	1,960,064	1,587,466	1,209,073	823,682	432,695
	100		2,663,081	2,300,975	1,933,537	1,560,799	1,182,163	796,592	405,605
	110		2,636,693	2,274,448	1,907,009	1,534,131	1,155,214	769,501	378,514
	120		2,610,304	2,247,920	1,880,480	1,507,445	1,128,265	742,411	351,424
	130		2,583,915	2,221,392	1,853,812	1,480,638	1,101,317	715,320	324,333
	140		2,557,526	2,194,864	1,827,145	1,453,830	1,074,368	688,230	297,243
	150		2,531,137	2,168,337	1,800,478	1,427,022	1,047,419	661,139	270,152
	160		2,504,748	2,141,809	1,773,810	1,400,215	1,020,470	634,049	243,062
	170		2,478,359	2,115,281	1,747,143	1,373,407	993,522	606,958	215,971
	180		2,451,970	2,088,753	1,720,475	1,346,599	966,573	579,868	188,881
	190		2,425,581	2,062,226	1,693,808	1,319,792	939,585	552,777	161,790
200		2,399,034	2,035,698	1,667,141	1,292,984	912,495	525,687	134,700	
210		2,372,506	2,009,170	1,640,473	1,266,176	885,404	498,596	107,609	
220		2,345,978	1,982,642	1,613,806	1,239,369	858,314	471,506	80,458	
230		2,319,450	1,956,035	1,587,139	1,212,455	831,223	444,415	53,225	
240		2,292,923	1,929,368	1,560,411	1,185,507	804,133	417,325	25,991	
250		2,266,395	1,902,700	1,533,603	1,158,558	777,042	390,234	(1,242)	

Scheme Ref:

D

No Units:

50

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	2,092,703	90%	95%	100%	105%	110%	115%	120%
		0	1,472,688	1,835,874	2,198,766	2,560,912	2,923,057	3,284,874	3,646,388
		10	1,446,020	1,809,346	2,172,286	2,534,523	2,896,668	3,258,624	3,620,137
		20	1,419,353	1,782,818	2,145,759	2,508,134	2,870,279	3,232,373	3,593,886
		30	1,392,686	1,756,290	2,119,231	2,481,745	2,843,890	3,206,036	3,567,635
		40	1,366,018	1,729,762	2,092,703	2,455,356	2,817,501	3,179,647	3,541,384
	CIL £psm	50	1,339,351	1,703,235	2,066,175	2,428,967	2,791,112	3,153,258	3,515,134
	40.00	60	1,312,684	1,676,584	2,039,648	2,402,578	2,764,723	3,126,869	3,488,883
		70	1,286,016	1,649,916	2,013,120	2,376,061	2,738,335	3,100,480	3,462,625
		80	1,259,285	1,623,249	1,986,592	2,349,533	2,711,946	3,074,091	3,436,236
		90	1,232,478	1,596,582	1,960,064	2,323,005	2,685,557	3,047,702	3,409,848
		100	1,205,670	1,569,914	1,933,537	2,296,477	2,659,168	3,021,313	3,383,459
		110	1,178,862	1,543,247	1,907,009	2,269,950	2,632,779	2,994,924	3,357,070
		120	1,152,055	1,516,580	1,880,480	2,243,422	2,606,363	2,968,535	3,330,681
		130	1,125,247	1,489,912	1,853,812	2,216,894	2,579,835	2,942,147	3,304,292
		140	1,098,439	1,463,245	1,827,145	2,190,366	2,553,307	2,915,758	3,277,903
		150	1,071,632	1,436,578	1,800,478	2,163,839	2,526,779	2,889,369	3,251,514
		160	1,044,824	1,409,848	1,773,810	2,137,311	2,500,252	2,862,980	3,225,125
		170	1,017,988	1,383,040	1,747,143	2,110,783	2,473,724	2,836,591	3,198,736
		180	991,040	1,356,233	1,720,475	2,084,255	2,447,196	2,810,137	3,172,347
		190	964,091	1,329,425	1,693,808	2,057,708	2,420,668	2,783,609	3,145,959
		200	937,142	1,302,617	1,667,141	2,031,041	2,394,141	2,757,081	3,119,570
		210	910,193	1,275,810	1,640,473	2,004,373	2,367,613	2,730,554	3,093,181
		220	883,245	1,249,002	1,613,806	1,977,706	2,341,085	2,704,026	3,066,792
		230	856,296	1,222,195	1,587,139	1,951,039	2,314,557	2,677,498	3,040,403
		240	829,347	1,195,387	1,560,411	1,924,371	2,288,030	2,650,970	3,013,911
		250	802,399	1,168,579	1,533,603	1,897,704	2,261,502	2,624,442	2,987,383

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:

E

No Units:

80

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

80 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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

5.0%

2.4

5.0%

1.6

5%

4.0

2 bed House

5.0%

2.4

5.0%

1.6

5%

4.0

3 bed House

50.0%

24.0

50.0%

16.0

50%

40.0

4 bed House

23.0%

11.0

23.0%

7.4

23%

18.4

5 bed House

12.0%

5.8

12.0%

3.8

12%

9.6

1 bed Flat

2.0%

1.0

2.0%

0.6

2%

1.6

2 bed Flat

3.0%

1.4

3.0%

1.0

3%

2.4

Total number of units

100.0%

48.0

100.0%

32.0

100%

80.0

OMS Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

AH Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

Total Gross Floor areas -

Mkt Units GIA

AH units GIA

Total GIA (all units)

(sqm)

(sqft)

(sqm)

(sqft)

(sqm)

(sqft)

1 bed House

166

1,783

110

1,188

276

2,971

2 bed House

180

1,938

120

1,292

300

3,229

3 bed House

2,160

23,250

1,440

15,500

3,600

38,750

4 bed House

1,236

13,309

824

8,873

2,061

22,182

5 bed House

737

7,936

492

5,291

1,229

13,227

1 bed Flat

56

608

38

405

94

1,013

2 bed Flat

110

1,185

73

790

184

1,975

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

920,000

2 bed House

270,000

3,600

334

1,080,000

3 bed House

320,000

3,556

330

12,800,000

4 bed House

450,000

4,018

373

8,280,000

5 bed House

520,000

4,063

377

4,992,000

1 bed Flat

170,000

3,400

316

272,000

2 bed Flat

215,000

3,308

307

516,000

28,860,000

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: **E**
 No Units: **80** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	2.4	@	230,000	552,000
2 bed House	2.4	@	270,000	648,000
3 bed House	24.0	@	320,000	7,680,000
4 bed House	11.0	@	450,000	4,968,000
5 bed House	5.8	@	520,000	2,995,200
1 bed Flat	1.0	@	170,000	163,200
2 bed Flat	1.4	@	215,000	309,600
	48.0			17,316,000
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	1.1	@	86,250	96,600
2 bed House	1.1	@	101,250	113,400
3 bed House	11.2	@	120,000	1,344,000
4 bed House	5.2	@	168,750	869,400
5 bed House	2.7	@	195,000	524,160
1 bed Flat	0.4	@	63,750	28,560
2 bed Flat	0.7	@	80,625	54,180
	22.4			3,030,300
Intermediate GDV -				
1 bed House	0.5	@	161,000	77,280
2 bed House	0.5	@	189,000	90,720
3 bed House	4.8	@	224,000	1,075,200
4 bed House	2.2	@	315,000	695,520
5 bed House	1.2	@	364,000	419,328
1 bed Flat	0.2	@	119,000	22,848
2 bed Flat	0.3	@	150,500	43,344
	9.6	32.0		2,424,240
Sub-total GDV Residential	80			22,770,540
AH on-site cost analysis:				
	786 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	6,089,460
			76,118 £ per unit (total units)	
Grant	80	@	0	-
Total GDV				22,770,540

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(80,000)
Statutory Planning Fees (Residential)				(26,999)
CIL		4,646 sqm (Market only)	40.00 £ psm	(185,838)
CIL analysis:		0.82% % of GDV	2,323 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
(inc. Education)	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	80 units @	2,000 per unit	(160,000)
S106 analysis: 60,000 £ per ha				
	0.70% % of GDV		2,000 £ per unit (total ur	(160,000)
AH Commuted Sum	7,743 sqm (total)		0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **E**
 No Units: **80** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

Construction Costs -					
Site Clearance and Demolition		6.59 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	80 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House		276 sqm @		1,166 psm	(321,816)
2 bed House		300 sqm @		1,166 psm	(349,800)
3 bed House		3,600 sqm @		1,166 psm	(4,197,600)
4 bed House		2,061 sqm @		1,166 psm	(2,402,893)
5 bed House		1,229 sqm @		1,166 psm	(1,432,781)
1 bed Flat		94 sqm @		1,287 psm	(121,129)
2 bed Flat	7,743	184 sqm @		1,287 psm	(236,202)
External works		9,062,221 @		15.0%	(1,359,333)
				16,992 £ 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	48 units @	90% @	521 £ per unit	(22,507)
M4(3) Category 3 Housing	Mrkt units	48 units @	10% @	10,111 £ per unit	(48,533)
Water Efficiency additional cost		80 units @		10 £ per unit	(800)
Low Carbon Energy cost		80 units @		4,847 £ per unit	(387,760)
Contingency		10,881,155 @		3.0% (GF/BF)	(326,435)
Professional Fees		10,881,155 @		6.5%	(707,275)
Disposal Costs -					
Residential Sales Agent Costs		17,316,000 OMS @		1.00%	2,165 £ per unit
Residential Sales Legal Costs		48 OM Units @		0.25%	900 £ per unit
Affordable Sale Legal Costs					lump sum
Marketing and Promotion		17,316,000 OMS @		3.00%	6,494 £ per unit
					9,323 £ per unit
Interest (on Development Costs) -				0.526% pcm	(48,141)
				6.50% APR	
Developers Profit -					
Margin on AH		5,454,540		6.00% on AH values	(327,272)
Profit on OMS		17,316,000		20.00%	(3,463,200)
Profit analysis:		13,161,682		28.80% on costs	(3,790,472)
		22,770,540		16.65% blended GDV	(3,790,472)
TOTAL COSTS					(16,952,155)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					5,818,385
SDLT		5,818,385 @		(slabbed)	(280,419)
Acquisition Agent fees		5,818,385 @		1.0%	(58,184)
Acquisition Legal fees		5,818,385 @		0.5%	(29,092)
Interest on Land		5,818,385 @		6.50%	(378,195)
Residual Land Value					5,072,495
RLV analysis:	63,406 £ per plot	1,902,186 £ per ha		769,804 £ per acre	

BENCHMARK LAND VALUE (BLV)					
Residential Density		30.0 dph			
Site Area (Net)		2.67 ha		6.59 acres	
Density analysis:		2,904 sqm/ha		12,649 sqft/ac	
Benchmark Land Value (Net)	22,651 £ per plot	679,525 £ per ha		275,000 £ per acre	1,812,067

BALANCE					
Surplus/(Deficit)		1,222,661 £ per ha		494,804 £ per acre	3,260,429

Scheme Ref:

E

No Units:

80

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

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)		3,260,429	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00		0	5,755,658	5,368,046	4,980,349	4,592,653	4,204,956	3,817,260	3,429,563
		10	5,692,513	5,308,329	4,924,146	4,539,962	4,155,778	3,771,594	3,387,411
		20	5,629,284	5,248,613	4,867,942	4,487,271	4,106,600	3,725,929	3,345,178
		30	5,566,055	5,188,896	4,811,738	4,434,580	4,057,421	3,680,240	3,302,803
		40	5,502,825	5,129,180	4,755,534	4,381,889	4,008,240	3,634,334	3,260,429
		50	5,439,596	5,069,463	4,699,330	4,329,177	3,958,803	3,588,428	3,218,054
		60	5,376,367	5,009,747	4,643,052	4,276,209	3,909,366	3,542,522	3,175,679
		70	5,313,138	4,949,864	4,586,552	4,223,240	3,859,928	3,496,617	3,133,305
		80	5,249,614	4,889,834	4,530,053	4,170,272	3,810,491	3,450,711	3,090,930
		90	5,186,052	4,829,803	4,473,553	4,117,304	3,761,054	3,404,805	3,048,555
		100	5,122,490	4,769,772	4,417,054	4,064,336	3,711,617	3,358,899	3,005,964
		110	5,058,928	4,709,741	4,360,554	4,011,367	3,662,180	3,312,791	2,963,366
		120	4,995,367	4,649,711	4,304,055	3,958,392	3,612,518	3,266,643	2,920,769
		130	4,931,805	4,589,680	4,247,470	3,905,145	3,562,821	3,220,496	2,878,171
		140	4,868,223	4,529,448	4,190,673	3,851,899	3,513,124	3,174,349	2,835,574
		150	4,804,327	4,469,102	4,133,877	3,798,652	3,463,426	3,128,201	2,792,976
		160	4,740,431	4,408,755	4,077,080	3,745,405	3,413,729	3,082,054	2,750,378
		170	4,676,534	4,348,409	4,020,283	3,692,158	3,364,032	3,035,906	2,707,641
		180	4,612,638	4,288,062	3,963,486	3,638,911	3,314,335	2,989,609	2,664,819
		190	4,548,742	4,227,716	3,906,690	3,585,661	3,264,440	2,943,219	2,621,998
		200	4,484,845	4,167,369	3,849,787	3,532,134	3,214,481	2,896,829	2,579,176
		210	4,420,859	4,106,775	3,792,691	3,478,607	3,164,523	2,850,438	2,536,354
		220	4,356,627	4,046,111	3,735,595	3,425,080	3,114,564	2,804,048	2,493,532
		230	4,292,394	3,985,447	3,678,500	3,371,552	3,064,605	2,757,658	2,450,711
		240	4,228,162	3,924,783	3,621,404	3,318,025	3,014,646	2,711,268	2,407,818
		250	4,163,929	3,864,119	3,564,308	3,264,498	2,964,688	2,664,771	2,364,771

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)		3,260,429	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		3,443,617	3,429,563	3,415,510	3,401,456	3,387,403	3,373,349	3,359,296
	10		3,401,464	3,387,411	3,373,357	3,359,304	3,345,250	3,331,197	3,317,117
	20		3,359,265	3,345,178	3,331,091	3,317,004	3,302,916	3,288,829	3,274,742
	30		3,316,890	3,302,803	3,288,716	3,274,629	3,260,542	3,246,455	3,232,367
	40		3,274,516	3,260,429	3,246,341	3,232,254	3,218,167	3,204,080	3,189,993
	50		3,232,141	3,218,054	3,203,967	3,189,880	3,175,793	3,161,705	3,147,618
	60		3,189,766	3,175,679	3,161,592	3,147,505	3,133,418	3,119,331	3,105,244
	70		3,147,392	3,133,305	3,119,218	3,105,130	3,091,043	3,076,956	3,062,869
	80		3,105,017	3,090,930	3,076,843	3,062,756	3,048,669	3,034,582	3,020,494
	90		3,062,643	3,048,555	3,034,437	3,020,312	3,006,188	2,992,063	2,977,938
	100		3,020,089	3,005,964	2,991,839	2,977,715	2,963,590	2,949,465	2,935,341
	110		2,977,491	2,963,366	2,949,242	2,935,117	2,920,992	2,906,868	2,892,743
	120		2,934,893	2,920,769	2,906,644	2,892,519	2,878,395	2,864,270	2,850,146
	130		2,892,296	2,878,171	2,864,047	2,849,922	2,835,797	2,821,673	2,807,548
	140		2,849,698	2,835,574	2,821,449	2,807,324	2,793,200	2,779,075	2,764,950
	150		2,807,101	2,792,976	2,778,851	2,764,727	2,750,602	2,736,477	2,722,353
	160		2,764,503	2,750,378	2,736,254	2,722,129	2,707,965	2,693,799	2,679,633
	170		2,721,807	2,707,641	2,693,475	2,679,309	2,665,143	2,650,977	2,636,811
	180		2,678,985	2,664,819	2,650,653	2,636,487	2,622,321	2,608,155	2,593,989
	190		2,636,164	2,621,998	2,607,832	2,593,666	2,579,500	2,565,334	2,551,168
	200		2,593,342	2,579,176	2,565,010	2,550,844	2,536,678	2,522,512	2,508,346
	210		2,550,520	2,536,354	2,522,188	2,508,022	2,493,856	2,479,690	2,465,524
	220		2,507,698	2,493,532	2,479,366	2,465,200	2,451,034	2,436,868	2,422,702
	230		2,464,877	2,450,711	2,436,545	2,422,379	2,408,213	2,394,020	2,379,809
	240		2,422,030	2,407,818	2,393,607	2,379,396	2,365,185	2,350,973	2,336,762
	250		2,378,983	2,364,771	2,350,560	2,336,349	2,322,138	2,307,926	2,293,715

Scheme Ref:

E

No Units:

80

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		3,260,429	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		4,182,809	4,032,160	3,881,511	3,730,862	3,580,213	3,429,563	3,278,914
	10		4,140,657	3,990,007	3,839,358	3,688,709	3,538,060	3,387,411	3,236,761
	20		4,098,424	3,947,775	3,797,125	3,646,476	3,495,827	3,345,178	3,194,529
	30		4,056,049	3,905,400	3,754,751	3,604,102	3,453,452	3,302,803	3,152,154
	40		4,013,675	3,863,025	3,712,376	3,561,727	3,411,078	3,260,429	3,109,779
	50		3,971,300	3,820,651	3,670,002	3,519,352	3,368,703	3,218,054	3,067,405
	60		3,928,925	3,778,276	3,627,627	3,476,978	3,326,328	3,175,679	3,025,030
	70		3,886,551	3,735,901	3,585,252	3,434,603	3,283,954	3,133,305	2,982,655
	80		3,844,176	3,693,527	3,542,878	3,392,228	3,241,579	3,090,930	2,940,281
	90		3,801,801	3,651,152	3,500,503	3,349,854	3,199,205	3,048,555	2,897,906
	100		3,759,210	3,608,561	3,457,912	3,307,262	3,156,613	3,005,964	2,855,315
	110		3,716,612	3,565,963	3,415,314	3,264,665	3,114,016	2,963,366	2,812,717
	120		3,674,015	3,523,366	3,372,716	3,222,067	3,071,418	2,920,769	2,770,120
	130		3,631,417	3,480,768	3,330,119	3,179,470	3,028,820	2,878,171	2,727,522
	140		3,588,820	3,438,170	3,287,521	3,136,872	2,986,223	2,835,574	2,684,924
	150		3,546,222	3,395,573	3,244,924	3,094,274	2,943,625	2,792,976	2,642,327
	160		3,503,624	3,352,975	3,202,326	3,051,677	2,901,028	2,750,378	2,599,729
	170		3,460,887	3,310,238	3,159,589	3,008,939	2,858,290	2,707,641	2,556,992
	180		3,418,065	3,267,416	3,116,767	2,966,118	2,815,469	2,664,819	2,514,170
	190		3,375,244	3,224,594	3,073,945	2,923,296	2,772,647	2,621,998	2,471,348
	200		3,332,422	3,181,773	3,031,123	2,880,474	2,729,825	2,579,176	2,428,527
	210		3,289,600	3,138,951	2,988,302	2,837,653	2,687,003	2,536,354	2,385,705
	220		3,246,778	3,096,129	2,945,480	2,794,831	2,644,182	2,493,532	2,342,883
	230		3,203,957	3,053,308	2,902,658	2,752,009	2,601,360	2,450,711	2,300,062
	240		3,161,064	3,010,415	2,859,766	2,709,117	2,558,468	2,407,818	2,257,169
	250		3,118,017	2,967,368	2,816,719	2,666,070	2,515,421	2,364,771	2,214,122

TABLE 4

		BLV (per acre)							
Balance (RLV - BLV)		3,260,429	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		4,253,230	3,923,763	3,594,297	3,264,830	2,935,363	2,605,897	2,276,430
	10		4,211,077	3,881,611	3,552,144	3,222,677	2,893,211	2,563,744	2,234,277
	20		4,168,844	3,839,378	3,509,911	3,180,444	2,850,978	2,521,511	2,192,044
	30		4,126,470	3,797,003	3,467,536	3,138,070	2,808,603	2,479,136	2,149,670
	40		4,084,095	3,754,629	3,425,162	3,095,695	2,766,229	2,436,762	2,107,295
	50		4,041,721	3,712,254	3,382,787	3,053,321	2,723,854	2,394,387	2,064,921
	60		3,999,346	3,669,879	3,340,413	3,010,946	2,681,479	2,352,013	2,022,546
	70		3,956,971	3,627,505	3,298,038	2,968,571	2,639,105	2,309,638	1,980,171
	80		3,914,597	3,585,130	3,255,663	2,926,197	2,596,730	2,267,263	1,937,797
	90		3,872,222	3,542,755	3,213,289	2,883,822	2,554,355	2,224,889	1,895,422
	100		3,829,631	3,500,164	3,170,697	2,841,231	2,511,764	2,182,297	1,852,831
	110		3,787,033	3,457,566	3,128,100	2,798,633	2,469,166	2,139,700	1,810,233
	120		3,744,435	3,414,969	3,085,502	2,756,035	2,426,569	2,097,102	1,767,635
	130		3,701,838	3,372,371	3,042,905	2,713,438	2,383,971	2,054,505	1,725,038
	140		3,659,240	3,329,774	3,000,307	2,670,840	2,341,374	2,011,907	1,682,440
	150		3,616,643	3,287,176	2,957,709	2,628,243	2,298,776	1,969,309	1,639,843
	160		3,574,045	3,244,578	2,915,112	2,585,645	2,256,178	1,926,712	1,597,245
	170		3,531,308	3,201,841	2,872,374	2,542,908	2,213,441	1,883,974	1,554,508
	180		3,488,486	3,159,019	2,829,553	2,500,086	2,170,619	1,841,153	1,511,686
	190		3,445,664	3,116,198	2,786,731	2,457,264	2,127,798	1,798,331	1,468,864
	200		3,402,843	3,073,376	2,743,909	2,414,443	2,084,976	1,755,509	1,426,043
	210		3,360,021	3,030,554	2,701,087	2,371,621	2,042,154	1,712,687	1,383,221
	220		3,317,199	2,987,732	2,658,266	2,328,799	1,999,332	1,669,866	1,340,399
	230		3,274,377	2,944,911	2,615,444	2,285,977	1,956,511	1,627,044	1,297,577
	240		3,231,485	2,902,018	2,572,552	2,243,085	1,913,618	1,584,152	1,254,685
	250		3,188,438	2,858,971	2,529,505	2,200,038	1,870,571	1,541,105	1,211,638

Scheme Ref:

E

No Units:

80

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 5		Density (dph)							
		25		30	35	40	45	50	55
Balance (RLV - BLV)	3,260,429								
	0	3,067,150	3,429,563	3,688,430	3,882,580	4,033,586	4,154,390	4,253,230	
	10	3,024,997	3,387,411	3,646,277	3,840,427	3,991,433	4,112,237	4,211,077	
	20	2,982,764	3,345,178	3,604,044	3,798,194	3,949,200	4,070,004	4,168,844	
	30	2,940,390	3,302,803	3,561,670	3,755,820	3,906,825	4,027,630	4,126,470	
	40	2,898,015	3,260,429	3,519,295	3,713,445	3,864,451	3,985,255	4,084,095	
CIL £psm		50	2,855,641	3,218,054	3,476,921	3,671,071	3,822,076	3,942,881	
40.00		60	2,813,266	3,175,679	3,434,546	3,628,696	3,779,702	3,900,506	
		70	2,770,891	3,133,305	3,392,171	3,586,321	3,737,327	3,858,131	
		80	2,728,517	3,090,930	3,349,797	3,543,947	3,694,952	3,815,757	
		90	2,686,142	3,048,555	3,307,422	3,501,572	3,652,578	3,773,382	
		100	2,643,551	3,005,964	3,264,831	3,458,981	3,609,986	3,730,791	
		110	2,600,953	2,963,366	3,222,233	3,416,383	3,567,389	3,688,193	
		120	2,558,355	2,920,769	3,179,635	3,373,785	3,524,791	3,645,595	
		130	2,515,758	2,878,171	3,137,038	3,331,188	3,482,193	3,602,998	
		140	2,473,160	2,835,574	3,094,440	3,288,590	3,439,596	3,560,400	
		150	2,430,563	2,792,976	3,051,843	3,245,993	3,396,998	3,517,803	
		160	2,387,965	2,750,378	3,009,245	3,203,395	3,354,401	3,475,205	
		170	2,345,228	2,707,641	2,966,508	3,160,658	3,311,663	3,432,468	
		180	2,302,406	2,664,819	2,923,686	3,117,836	3,268,842	3,389,646	
		190	2,259,584	2,621,998	2,880,864	3,075,014	3,226,020	3,346,824	
		200	2,216,763	2,579,176	2,838,043	3,032,193	3,183,198	3,304,003	
		210	2,173,941	2,536,354	2,795,221	2,989,371	3,140,376	3,261,181	
		220	2,131,119	2,493,532	2,752,399	2,946,549	3,097,555	3,218,359	
		230	2,088,297	2,450,711	2,709,577	2,903,727	3,054,733	3,175,537	
		240	2,045,405	2,407,818	2,666,685	2,860,835	3,011,841	3,132,645	
		250	2,002,358	2,364,771	2,623,638	2,817,788	2,968,794	3,089,598	

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		3,260,429	90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00	0		4,590,408	4,013,687	3,429,563	2,838,023	2,238,744	1,631,197	1,014,103
	10		4,548,475	3,971,534	3,387,411	2,795,649	2,196,146	1,588,203	970,830
	20		4,506,543	3,929,382	3,345,178	2,753,274	2,153,549	1,545,156	927,381
	30		4,464,611	3,887,229	3,302,803	2,710,825	2,110,773	1,502,109	883,880
	40		4,422,677	3,845,076	3,260,429	2,668,228	2,067,951	1,459,062	840,379
	50		4,380,524	3,802,923	3,218,054	2,625,630	2,025,129	1,416,015	796,878
	60		4,338,371	3,760,770	3,175,679	2,583,033	1,982,308	1,372,842	753,305
	70		4,296,218	3,718,617	3,133,305	2,540,435	1,939,486	1,329,568	709,575
	80		4,254,066	3,676,297	3,090,930	2,497,837	1,896,664	1,286,295	665,845
	90		4,211,913	3,633,922	3,048,555	2,455,240	1,853,648	1,243,021	622,115
	100		4,169,760	3,591,548	3,005,964	2,412,492	1,810,601	1,199,748	578,384
	110		4,127,607	3,549,173	2,963,366	2,369,670	1,767,554	1,156,388	534,452
	120		4,085,454	3,506,799	2,920,769	2,326,849	1,724,507	1,112,887	490,492
	130		4,043,254	3,464,424	2,878,171	2,284,027	1,681,460	1,069,386	446,531
	140		4,000,879	3,422,049	2,835,574	2,241,205	1,638,413	1,025,884	402,571
	150		3,958,505	3,379,675	2,792,976	2,198,383	1,595,149	982,383	358,502
160		3,916,130	3,337,147	2,750,378	2,155,552	1,551,875	938,830	314,311	
170		3,873,755	3,294,550	2,707,641	2,112,505	1,508,602	895,100	270,119	
180		3,831,381	3,251,952	2,664,819	2,069,457	1,465,328	851,370	225,928	
190		3,789,006	3,209,355	2,621,998	2,026,410	1,422,055	807,640	181,717	
200		3,746,632	3,166,757	2,579,176	1,983,363	1,378,762	763,910	137,293	
210		3,704,257	3,124,160	2,536,354	1,940,316	1,335,260	720,157	92,869	
220		3,661,778	3,081,562	2,493,532	1,897,269	1,291,759	676,197	48,445	
230		3,619,181	3,038,964	2,450,711	1,854,120	1,248,258	632,236	4,021	
240		3,576,583	2,996,220	2,407,818	1,810,846	1,204,757	588,276	(40,572)	
250		3,533,986	2,953,398	2,364,771	1,767,573	1,161,255	544,316	(85,229)	

Scheme Ref: **E**
 No Units: **80** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	3,260,429	90%	95%	100%	105%	110%	115%	120%
		0	2,280,385	2,855,156	3,429,563	4,003,545	4,577,527	5,150,904	5,724,259
		10	2,237,897	2,812,781	3,387,411	3,961,392	4,535,374	5,108,972	5,682,327
		20	2,195,299	2,770,407	3,345,178	3,919,240	4,493,222	5,067,040	5,640,394
		30	2,152,701	2,728,032	3,302,803	3,877,087	4,451,069	5,025,051	5,598,462
		40	2,110,104	2,685,658	3,260,429	3,834,934	4,408,916	4,982,898	5,556,530
	CIL £psm	50	2,067,506	2,643,229	3,218,054	3,792,781	4,366,763	4,940,745	5,514,598
	40.00	60	2,024,909	2,600,631	3,175,679	3,750,450	4,324,610	4,898,592	5,472,574
		70	1,982,182	2,558,034	3,133,305	3,708,076	4,282,457	4,856,439	5,430,421
		80	1,939,360	2,515,436	3,090,930	3,665,701	4,240,305	4,814,286	5,388,268
		90	1,896,539	2,472,839	3,048,555	3,623,326	4,198,097	4,772,134	5,346,116
		100	1,853,717	2,430,241	3,005,964	3,580,952	4,155,723	4,729,981	5,303,963
		110	1,810,895	2,387,644	2,963,366	3,538,577	4,113,348	4,687,828	5,261,810
		120	1,768,073	2,344,912	2,920,769	3,496,203	4,070,974	4,645,675	5,219,657
		130	1,725,100	2,302,090	2,878,171	3,453,828	4,028,599	4,603,370	5,177,504
		140	1,682,053	2,259,268	2,835,574	3,411,296	3,986,224	4,560,995	5,135,351
		150	1,639,006	2,216,446	2,792,976	3,368,699	3,943,850	4,518,621	5,093,199
		160	1,595,959	2,173,625	2,750,378	3,326,101	3,901,475	4,476,246	5,051,017
		170	1,552,912	2,130,803	2,707,641	3,283,504	3,859,100	4,433,871	5,008,642
		180	1,509,865	2,087,981	2,664,819	3,240,906	3,816,629	4,391,497	4,966,268
		190	1,466,637	2,044,936	2,621,998	3,198,308	3,774,031	4,349,122	4,923,893
		200	1,423,363	2,001,889	2,579,176	3,155,711	3,731,434	4,306,748	4,881,519
		210	1,380,090	1,958,842	2,536,354	3,113,113	3,688,836	4,264,373	4,839,144
		220	1,336,816	1,915,795	2,493,532	3,070,371	3,646,238	4,221,961	4,796,769
		230	1,293,543	1,872,748	2,450,711	3,027,549	3,603,641	4,179,364	4,754,395
		240	1,250,269	1,829,701	2,407,818	2,984,727	3,561,043	4,136,766	4,712,020
		250	1,206,777	1,786,558	2,364,771	2,941,905	3,518,446	4,094,168	4,669,645

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_A-E_v3 - Summary Table

Scheme Ref:	A	B	C	D	E
No Units:	7	10	30	50	80
Location / Value Zone:	Higher	Higher	Higher	Higher	Higher
Development Scenario:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:					
Total GDV (£)	2,695,000	2,867,550	8,606,412	14,344,020	22,770,540
AH %	0%	40%	40%	40%	40%
Affordable Rent:	0.00%	0.00%	0.00%	0.00%	0.00%
Social Rent:	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%
CIL (£ psm)	40.00	40.00	40.00	40.00	40.00
CIL (£ per unit)	4,040.00	2,424.00	2,326.80	2,326.80	2,322.97
CIL (£)	28,280	24,240	69,804	116,340	185,838
Site Specific S106 (£ per unit)	2,000	2,000	2,000	2,000	2,000
Site Specific S106 (£)	14,000	20,000	60,000	100,000	160,000
Sub-total CIL+S106 (£ per unit)	6,040	4,424	4,327	4,327	4,323
Strategic Infrastructure (£ per unit)	-	-	-	-	-
Strategic Infrastructure (£)	-	-	-	-	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	6,040	4,424	4,327	4,327	4,323
Total Developers Profit (£)	539,000	495,453	1,432,657	2,387,761	3,790,472
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	17.28%	16.65%	16.65%	16.65%
Developers Profit (% on costs)	42.69%	30.89%	28.89%	28.90%	28.80%
RLV (£)	787,661	678,852	1,937,689	3,225,245	5,072,495
RLV (£/acre)	1,366,123	824,182	784,172	783,143	769,804
RLV (£/ha)	3,375,689	2,036,555	1,937,689	1,935,147	1,902,186
Balance for Plan VA:					
BLV (£)	158,556	226,508	679,525	1,132,542	1,812,067
BLV (£/acre)	275,000	275,000	275,000	275,000	275,000
BLV (£/ha)	679,525	679,525	679,525	679,525	679,525
Surplus/Deficit	629,105	452,343	1,258,164	2,092,703	3,260,429
Surplus/Deficit (£/acre)	1,091,123	549,182	509,172	508,143	494,804
Surplus/Deficit (£/ha)	2,696,164	1,357,030	1,258,164	1,255,622	1,222,661
Plan Viability comments	Viable	Viable	Viable	Viable	Viable

200313 SWC Residential Appraisals_F-K_v3 - Version Notes

Date	Version	Comments
200313	v3	

Scheme Ref:

F

No Units:

100

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

100 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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

5.0%

3.0

5.0%

2.0

5%

5.0

2 bed House

5.0%

3.0

5.0%

2.0

5%

5.0

3 bed House

50.0%

30.0

50.0%

20.0

50%

50.0

4 bed House

23.0%

13.8

23.0%

9.2

23%

23.0

5 bed House

12.0%

7.2

12.0%

4.8

12%

12.0

1 bed Flat

2.0%

1.2

2.0%

0.8

2%

2.0

2 bed Flat

3.0%

1.8

3.0%

1.2

3%

3.0

Total number of units

100.0%

60.0

100.0%

40.0

100%

100.0

OMS Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

AH Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

Total Gross Floor areas -

Mkt Units GIA

AH units GIA

Total GIA (all units)

(sqm)

(sqft)

(sqm)

(sqft)

(sqm)

(sqft)

1 bed House

207

2,228

138

1,485

345

3,714

2 bed House

225

2,422

150

1,615

375

4,036

3 bed House

2,700

29,063

1,800

19,375

4,500

48,438

4 bed House

1,546

16,637

1,030

11,091

2,576

27,728

5 bed House

922

9,920

614

6,613

1,536

16,533

1 bed Flat

71

760

47

507

118

1,266

2 bed Flat

138

1,482

92

988

229

2,469

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

1,150,000

2 bed House

270,000

3,600

334

1,350,000

3 bed House

320,000

3,556

330

16,000,000

4 bed House

450,000

4,018

373

10,350,000

5 bed House

520,000

4,063

377

6,240,000

1 bed Flat

170,000

3,400

316

340,000

2 bed Flat

215,000

3,308

307

645,000

36,075,000

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: **F**
 No Units: **100** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	3.0	@	230,000	690,000
2 bed House	3.0	@	270,000	810,000
3 bed House	30.0	@	320,000	9,600,000
4 bed House	13.8	@	450,000	6,210,000
5 bed House	7.2	@	520,000	3,744,000
1 bed Flat	1.2	@	170,000	204,000
2 bed Flat	1.8	@	215,000	387,000
	60.0			21,645,000
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	1.4	@	86,250	120,750
2 bed House	1.4	@	101,250	141,750
3 bed House	14.0	@	120,000	1,680,000
4 bed House	6.4	@	168,750	1,086,750
5 bed House	3.4	@	195,000	655,200
1 bed Flat	0.6	@	63,750	35,700
2 bed Flat	0.8	@	80,625	67,725
	28.0			3,787,875
Intermediate GDV -				
1 bed House	0.6	@	161,000	96,600
2 bed House	0.6	@	189,000	113,400
3 bed House	6.0	@	224,000	1,344,000
4 bed House	2.8	@	315,000	869,400
5 bed House	1.4	@	364,000	524,160
1 bed Flat	0.2	@	119,000	28,560
2 bed Flat	0.4	@	150,500	54,180
	12.0	40.0		3,030,300
Sub-total GDV Residential	100			28,463,175
AH on-site cost analysis:				
	786 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	7,611,825
			76,118 £ per unit (total units)	
Grant	100	@	0	-
Total GDV				28,463,175

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(90,000)
Statutory Planning Fees (Residential)				(29,759)
CIL		5,807 sqm (Market only)	40.00 £ psm	(232,297)
CIL analysis:		0.82% % of GDV	2,323 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
(inc. Education)	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	100 units @	2,000 per unit	(200,000)
S106 analysis: 80,000 £ per ha				
		0.70% % of GDV	2,000 £ per unit (total ur	(200,000)
AH Commuted Sum		9,679 sqm (total)	0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **F**
 No Units: **100** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

Construction Costs -				
Site Clearance and Demolition	6.18 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	100 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	345 sqm @	1,048 psm		(361,560)
2 bed House	375 sqm @	1,048 psm		(393,000)
3 bed House	4,500 sqm @	1,048 psm		(4,716,000)
4 bed House	2,576 sqm @	1,048 psm		(2,699,648)
5 bed House	1,536 sqm @	1,048 psm		(1,609,728)
1 bed Flat	118 sqm @	1,287 psm		(151,412)
2 bed Flat	9,679 229 sqm @	1,287 psm		(295,253)
External works	10,226,601 @	15.0%		(1,533,990)
		15,340 £ 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 60 units @	90% @	521 £ per unit	(28,134)
M4(3) Category 3 Housing	Mrkt units 60 units @	10% @	10,111 £ per unit	(60,666)
Water Efficiency additional cost	100 units @		10 £ per unit	(1,000)
Low Carbon Energy cost	100 units @		4,847 £ per unit	(484,700)
Contingency	12,335,091 @	3.0% (GF/BF)		(370,053)
Professional Fees	12,335,091 @	6.5%		(801,781)
Disposal Costs -				
Residential Sales Agent Costs	21,645,000 OMS @	1.00%	2,165 £ per unit	(216,450)
Residential Sales Legal Costs	60 OM Units @	0.25%	900 £ per unit	(54,000)
Affordable Sale Legal Costs			lump sum	(10,000)
Marketing and Promotion	21,645,000 OMS @	3.00%	6,494 £ per unit	(649,350)
			9,298 £ per unit	
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(95,119)
Developers Profit -				
Margin on AH	6,818,175	6.00% on AH values		(409,091)
Profit on OMS	21,645,000	20.00%		(4,329,000)
Profit analysis:	15,083,900	31.41% on costs	(4,738,091)	
	28,463,175	16.65% blended GDV	(4,738,091)	
TOTAL COSTS				(19,821,990)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				8,641,185
SDLT	8,641,185 @	(slabbed)		(421,559)
Acquisition Agent fees	8,641,185 @	1.0%		(86,412)
Acquisition Legal fees	8,641,185 @	0.5%		(43,206)
Interest on Land	8,641,185 @	6.50%		(561,677)
Residual Land Value				7,528,331
RLV analysis:	75,283 £ per plot	3,011,332 £ per ha	1,218,670 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	40.0 dph			
Site Area (Net)	2.50 ha	6.18 acres		
Density analysis:	3,872 sqm/ha	16,865 sqft/ac		
Benchmark Land Value (Net)	16,988 £ per plot	679,525 £ per ha	275,000 £ per acre	1,698,813

BALANCE				
Surplus/(Deficit)	2,331,807 £ per ha	943,670 £ per acre		5,829,518

Scheme Ref:

F

No Units:

100

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

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)		5,829,518	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00		0	8,932,585	8,451,146	7,969,707	7,488,268	7,006,829	6,525,390	6,043,951
		10	8,852,294	8,375,316	7,898,337	7,421,359	6,944,381	6,467,402	5,990,424
		20	8,772,003	8,299,486	7,826,968	7,354,450	6,881,932	6,409,415	5,936,897
		30	8,691,696	8,223,635	7,755,573	7,287,512	6,819,450	6,351,389	5,883,327
		40	8,610,983	8,147,405	7,683,828	7,220,251	6,756,673	6,293,096	5,829,518
		50	8,530,270	8,071,176	7,612,083	7,152,990	6,693,896	6,234,803	5,775,710
		60	8,449,556	7,994,947	7,540,338	7,085,729	6,631,119	6,176,510	5,721,901
		70	8,368,843	7,918,718	7,468,593	7,018,468	6,568,342	6,118,217	5,668,092
		80	8,288,130	7,842,489	7,396,848	6,951,207	6,505,565	6,059,924	5,614,283
		90	8,207,417	7,766,260	7,325,103	6,883,946	6,442,789	6,001,631	5,560,474
		100	8,126,704	7,690,031	7,253,358	6,816,685	6,380,012	5,943,339	5,506,666
		110	8,045,991	7,613,802	7,181,613	6,749,424	6,317,235	5,885,046	5,452,857
		120	7,964,885	7,537,229	7,109,573	6,681,918	6,254,262	5,826,607	5,398,951
		130	7,883,747	7,460,599	7,037,451	6,614,303	6,191,155	5,768,007	5,344,859
		140	7,802,609	7,383,969	6,965,328	6,546,688	6,128,048	5,709,407	5,290,767
		150	7,721,471	7,307,338	6,893,206	6,479,073	6,064,940	5,650,808	5,236,675
		160	7,640,333	7,230,708	6,821,083	6,411,458	6,001,833	5,592,208	5,182,583
		170	7,559,195	7,154,078	6,748,961	6,343,843	5,938,726	5,533,609	5,128,491
		180	7,478,057	7,077,448	6,676,838	6,276,228	5,875,619	5,475,009	5,074,399
		190	7,396,920	7,000,818	6,604,716	6,208,614	5,812,512	5,416,410	5,020,307
		200	7,315,418	6,923,904	6,532,390	6,140,876	5,749,362	5,357,810	4,966,216
		210	7,233,853	6,846,870	6,459,888	6,072,906	5,685,923	5,298,941	4,911,958
		220	7,152,288	6,769,837	6,387,386	6,004,935	5,622,484	5,240,033	4,857,582
		230	7,070,723	6,692,804	6,314,884	5,936,964	5,559,045	5,181,125	4,803,205
		240	6,989,158	6,615,770	6,242,382	5,868,994	5,495,605	5,122,217	4,748,829
		250	6,907,594	6,538,737	6,169,880	5,801,023	5,432,166	5,063,309	4,694,452

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)	5,829,518	90%	100%	110%	120%	130%	140%	150%	
CIL £psm 40.00	0	6,061,699	6,043,951	6,026,203	6,008,455	5,990,707	5,972,958	5,955,210	
	10	6,008,172	5,990,424	5,972,676	5,954,928	5,937,180	5,919,431	5,901,683	
	20	5,954,645	5,936,897	5,919,149	5,901,401	5,883,652	5,865,903	5,848,004	
	30	5,901,118	5,883,327	5,865,501	5,847,675	5,829,848	5,812,022	5,794,196	
	40	5,847,345	5,829,518	5,811,692	5,793,866	5,776,039	5,758,213	5,740,387	
	50	5,793,536	5,775,710	5,757,883	5,740,057	5,722,231	5,704,404	5,686,578	
	60	5,739,727	5,721,901	5,704,074	5,686,248	5,668,422	5,650,596	5,632,769	
	70	5,685,918	5,668,092	5,650,266	5,632,439	5,614,613	5,596,787	5,578,960	
	80	5,632,110	5,614,283	5,596,457	5,578,631	5,560,804	5,542,978	5,525,152	
	90	5,578,301	5,560,474	5,542,648	5,524,822	5,506,995	5,489,169	5,471,343	
	100	5,524,492	5,506,666	5,488,839	5,471,013	5,453,187	5,435,360	5,417,534	
	110	5,470,683	5,452,857	5,435,031	5,417,204	5,399,305	5,381,393	5,363,480	
	120	5,416,863	5,398,951	5,381,038	5,363,126	5,345,213	5,327,301	5,309,389	
	130	5,362,771	5,344,859	5,326,947	5,309,034	5,291,122	5,273,209	5,255,297	
	140	5,308,680	5,290,767	5,272,855	5,254,942	5,237,030	5,219,117	5,201,205	
	150	5,254,588	5,236,675	5,218,763	5,200,850	5,182,938	5,165,025	5,147,113	
	160	5,200,496	5,182,583	5,164,671	5,146,758	5,128,846	5,110,933	5,093,021	
	170	5,146,404	5,128,491	5,110,579	5,092,666	5,074,754	5,056,841	5,038,929	
	180	5,092,312	5,074,399	5,056,487	5,038,574	5,020,662	5,002,749	4,984,837	
	190	5,038,220	5,020,307	5,002,395	4,984,483	4,966,570	4,948,658	4,930,746	
	200	4,984,128	4,966,216	4,948,303	4,930,321	4,912,315	4,894,308	4,876,301	
	210	4,929,965	4,911,958	4,893,952	4,875,945	4,857,938	4,839,931	4,821,925	
	220	4,875,589	4,857,582	4,839,575	4,821,568	4,803,562	4,785,555	4,767,548	
	230	4,821,212	4,803,205	4,785,199	4,767,192	4,749,185	4,731,178	4,713,172	
	240	4,766,836	4,748,829	4,730,822	4,712,815	4,694,809	4,676,802	4,658,795	
	250	4,712,459	4,694,452	4,676,446	4,658,439	4,640,432	4,622,425	4,604,419	

Scheme Ref:

F

No Units:

100

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		5,829,518	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		6,985,509	6,797,197	6,608,886	6,420,574	6,232,263	6,043,951	5,855,640
	10		6,931,982	6,743,670	6,555,359	6,367,047	6,178,736	5,990,424	5,802,113
	20		6,878,454	6,690,143	6,501,831	6,313,520	6,125,208	5,936,897	5,748,585
	30		6,824,885	6,636,573	6,448,262	6,259,950	6,071,639	5,883,327	5,695,016
	40		6,771,076	6,582,764	6,394,453	6,206,141	6,017,830	5,829,518	5,641,207
	50		6,717,267	6,528,956	6,340,644	6,152,333	5,964,021	5,775,710	5,587,398
	60		6,663,458	6,475,147	6,286,835	6,098,524	5,910,212	5,721,901	5,533,589
	70		6,609,649	6,421,338	6,233,026	6,044,715	5,856,403	5,668,092	5,479,780
	80		6,555,841	6,367,529	6,179,218	5,990,906	5,802,595	5,614,283	5,425,972
	90		6,502,032	6,313,720	6,125,409	5,937,097	5,748,786	5,560,474	5,372,163
	100		6,448,223	6,259,912	6,071,600	5,883,289	5,694,977	5,506,666	5,318,354
	110		6,394,414	6,206,103	6,017,791	5,829,480	5,641,168	5,452,857	5,264,545
	120		6,340,605	6,152,294	5,963,983	5,775,672	5,587,361	5,399,050	5,210,739
	130		6,286,796	6,098,485	5,909,174	5,720,863	5,532,552	5,344,241	5,155,930
	140		6,232,987	6,044,676	5,855,365	5,667,054	5,478,743	5,290,432	5,102,121
	150		6,179,178	5,990,867	5,801,556	5,613,245	5,424,934	5,236,623	5,048,312
	160		6,125,369	5,937,058	5,747,747	5,559,436	5,371,125	5,182,814	4,994,503
	170		6,071,560	5,883,249	5,693,938	5,505,627	5,317,316	5,128,005	4,940,694
	180		6,017,751	5,829,440	5,639,129	5,450,818	5,262,507	5,074,196	4,886,885
	190		5,963,942	5,775,631	5,585,320	5,396,009	5,207,698	5,019,387	4,831,076
	200		5,910,133	5,721,822	5,531,511	5,342,200	5,153,889	4,965,578	4,777,267
	210		5,856,324	5,668,013	5,478,702	5,289,391	5,101,080	4,912,769	4,724,458
	220		5,802,515	5,614,204	5,424,893	5,235,582	5,047,271	4,858,960	4,670,649
	230		5,748,706	5,560,395	5,371,084	5,181,773	4,993,462	4,805,151	4,616,840
	240		5,694,897	5,506,586	5,317,275	5,127,964	4,939,653	4,751,342	4,563,031
	250		5,641,088	5,452,777	5,263,466	5,074,155	4,885,844	4,697,533	4,509,222

TABLE 4

		BLV (per acre)							
Balance (RLV - BLV)		5,829,518	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		6,816,139	6,507,264	6,198,389	5,889,514	5,580,639	5,271,764	4,962,889
	10		6,762,612	6,453,737	6,144,862	5,835,987	5,527,112	5,218,237	4,909,362
	20		6,709,084	6,400,209	6,091,334	5,782,459	5,473,584	5,164,709	4,855,834
	30		6,655,515	6,346,640	6,037,765	5,728,890	5,420,015	5,111,140	4,802,265
	40		6,601,706	6,292,831	5,983,956	5,675,081	5,366,206	5,057,331	4,748,456
	50		6,547,897	6,239,022	5,930,147	5,621,272	5,312,397	5,003,522	4,694,647
	60		6,494,088	6,185,213	5,876,338	5,567,463	5,258,588	4,949,713	4,640,838
	70		6,440,279	6,131,404	5,822,529	5,513,654	5,204,779	4,895,904	4,587,029
	80		6,386,471	6,077,596	5,768,721	5,459,846	5,150,971	4,842,096	4,533,221
	90		6,332,662	6,023,787	5,714,912	5,406,037	5,097,162	4,788,287	4,479,412
	100		6,278,853	5,969,978	5,661,103	5,352,228	5,043,353	4,734,478	4,425,603
	110		6,225,044	5,916,169	5,607,294	5,298,419	4,989,544	4,680,669	4,371,794
	120		6,171,235	5,862,360	5,553,488	5,244,513	4,935,638	4,626,763	4,317,888
	130		6,117,426	5,808,551	5,499,679	5,190,638	4,881,763	4,572,888	4,263,977
	140		6,063,617	5,754,742	5,445,870	5,136,869	4,827,994	4,519,119	4,209,705
	150		6,009,808	5,699,933	5,391,061	5,082,186	4,773,311	4,464,436	4,155,561
	160		5,955,999	5,646,124	5,337,252	5,028,315	4,719,440	4,410,565	4,101,690
	170		5,902,190	5,592,315	5,283,443	4,974,518	4,665,643	4,356,768	4,047,891
	180		5,848,381	5,538,506	5,229,634	4,920,713	4,611,838	4,302,963	3,994,086
	190		5,794,572	5,484,697	5,175,825	4,866,948	4,558,073	4,249,198	3,940,277
	200		5,740,763	5,430,888	5,122,016	4,813,139	4,504,264	4,195,389	3,886,468
	210		5,686,954	5,377,079	5,068,207	4,759,270	4,450,395	4,141,520	3,832,659
	220		5,633,145	5,323,270	5,014,398	4,705,461	4,396,586	4,087,711	3,778,850
	230		5,579,336	5,269,461	4,960,589	4,651,644	4,342,769	4,033,894	3,725,041
	240		5,525,527	5,215,652	4,906,780	4,597,835	4,288,960	3,980,085	3,671,232
	250		5,471,718	5,161,843	4,852,971	4,544,010	4,235,135	3,926,260	3,617,423

Scheme Ref:

F

No Units:

100

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 5		Density (dph)						
		25	30	35	40	45	50	55
Balance (RLV - BLV)	CIL £psm 40.00	5,829,518						
		0	5,024,664	5,477,680	5,801,264	6,043,951	6,232,708	6,383,714
		10	4,971,137	5,424,153	5,747,737	5,990,424	6,179,181	6,330,187
		20	4,917,609	5,370,626	5,694,209	5,936,897	6,125,654	6,276,659
		30	4,864,040	5,317,056	5,640,640	5,883,327	6,072,084	6,223,090
		40	4,810,231	5,263,248	5,586,831	5,829,518	6,018,275	6,169,281
		50	4,756,422	5,209,439	5,533,022	5,775,710	5,964,467	6,115,472
		60	4,702,613	5,155,630	5,479,213	5,721,901	5,910,658	6,061,663
		70	4,648,804	5,101,821	5,425,404	5,668,092	5,856,849	6,007,854
		80	4,594,996	5,048,012	5,371,596	5,614,283	5,803,040	5,954,046
		90	4,541,187	4,994,204	5,317,787	5,560,474	5,749,231	5,900,237
		100	4,487,378	4,940,395	5,263,978	5,506,666	5,695,423	5,846,428
		110	4,433,569	4,886,586	5,210,169	5,452,857	5,641,614	5,792,619
		120	4,379,663	4,832,680	5,156,263	5,398,951	5,587,708	5,738,713
		130	4,325,572	4,778,588	5,102,172	5,344,859	5,533,616	5,684,622
		140	4,271,480	4,724,496	5,048,080	5,290,767	5,479,524	5,630,530
		150	4,217,388	4,670,404	4,993,988	5,236,675	5,425,432	5,576,438
		160	4,163,296	4,616,312	4,939,896	5,182,583	5,371,340	5,522,346
		170	4,109,204	4,562,221	4,885,804	5,128,491	5,317,248	5,468,254
		180	4,055,112	4,508,129	4,831,712	5,074,399	5,263,156	5,414,162
		190	4,001,020	4,454,037	4,777,620	5,020,307	5,209,064	5,360,070
		200	3,946,928	4,399,945	4,723,528	4,966,216	5,154,973	5,305,978
		210	3,892,836	4,345,853	4,669,271	4,911,958	5,100,715	5,251,721
		220	3,838,744	4,291,761	4,614,894	4,857,582	5,046,339	5,197,344
		230	3,783,918	4,236,934	4,560,518	4,803,205	4,991,962	5,142,968
		240	3,729,541	4,182,558	4,506,141	4,748,829	4,937,586	5,088,591
		250	3,675,165	4,128,181	4,451,765	4,694,452	4,883,209	5,034,215

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		5,829,518	90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00	0		7,364,809	6,708,643	6,043,951	5,371,090	4,689,844	3,999,595	3,300,101
	10		7,311,562	6,655,116	5,990,424	5,317,281	4,635,752	3,945,340	3,245,614
	20		7,258,315	6,601,589	5,936,897	5,263,472	4,581,660	3,890,964	3,190,952
	30		7,205,068	6,548,062	5,883,327	5,209,664	4,527,568	3,836,587	3,136,289
	40		7,151,821	6,494,534	5,829,518	5,155,855	4,473,476	3,782,211	3,081,626
	50		7,098,306	6,441,007	5,775,710	5,102,046	4,419,384	3,727,834	3,026,964
	60		7,044,779	6,387,480	5,721,901	5,048,112	4,365,292	3,673,457	2,972,301
	70		6,991,252	6,333,953	5,668,092	4,994,020	4,311,200	3,619,081	2,917,638
	80		6,937,725	6,280,426	5,614,283	4,939,928	4,256,870	3,564,684	2,862,853
	90		6,884,198	6,226,728	5,560,474	4,885,836	4,202,494	3,510,021	2,807,903
	100		6,830,671	6,172,919	5,506,666	4,831,744	4,148,117	3,455,359	2,752,953
	110		6,777,143	6,119,110	5,452,857	4,777,652	4,093,741	3,400,696	2,698,003
	120		6,723,616	6,065,301	5,398,951	4,723,560	4,039,364	3,346,033	2,643,052
	130		6,670,089	6,011,493	5,344,859	4,669,468	3,984,988	3,291,371	2,588,102
	140		6,616,527	5,957,684	5,290,767	4,615,328	3,930,611	3,236,708	2,533,152
	150		6,562,718	5,903,875	5,236,675	4,560,951	3,876,235	3,182,045	2,478,056
	160		6,508,910	5,850,066	5,182,583	4,506,574	3,821,619	3,127,208	2,422,817
	170		6,455,101	5,796,257	5,128,491	4,452,198	3,766,956	3,072,257	2,367,578
	180		6,401,292	5,742,361	5,074,399	4,397,821	3,712,294	3,017,307	2,312,338
	190		6,347,483	5,688,269	5,020,307	4,343,445	3,657,631	2,962,357	2,257,099
	200		6,293,674	5,634,177	4,966,216	4,289,068	3,602,969	2,907,406	2,201,859
	210		6,239,866	5,580,085	4,911,958	4,234,692	3,548,306	2,852,456	2,146,620
	220		6,186,057	5,525,993	4,857,582	4,180,315	3,493,643	2,797,506	2,091,202
	230		6,132,248	5,471,901	4,803,205	4,125,745	3,438,981	2,742,502	2,035,672
	240		6,078,342	5,417,809	4,748,829	4,071,082	3,384,066	2,687,262	1,980,142
	250		6,024,250	5,363,718	4,694,452	4,016,420	3,329,115	2,632,023	1,924,612

Scheme Ref:

F

No Units:

100

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	5,829,518	90%	95%	100%	105%	110%	115%	120%
		0	4,608,422	5,326,588	6,043,951	6,761,189	7,478,427	8,195,145	8,911,648
		10	4,554,613	5,272,779	5,990,424	6,707,662	7,424,899	8,141,898	8,858,401
		20	4,500,804	5,218,970	5,936,897	6,654,135	7,371,372	8,088,610	8,805,154
		30	4,446,995	5,165,161	5,883,327	6,600,607	7,317,845	8,035,083	8,751,907
		40	4,393,108	5,111,352	5,829,518	6,547,080	7,264,318	7,981,556	8,698,660
	CIL £psm	50	4,339,016	5,057,544	5,775,710	6,493,553	7,210,791	7,928,029	8,645,266
	40.00	60	4,284,924	5,003,735	5,721,901	6,440,026	7,157,264	7,874,501	8,591,739
		70	4,230,832	4,949,926	5,668,092	6,386,258	7,103,737	7,820,974	8,538,212
		80	4,176,740	4,896,029	5,614,283	6,332,449	7,050,209	7,767,447	8,484,685
		90	4,122,648	4,841,937	5,560,474	6,278,640	6,996,682	7,713,920	8,431,158
		100	4,068,556	4,787,846	5,506,666	6,224,831	6,942,997	7,660,393	8,377,630
		110	4,014,464	4,733,754	5,452,857	6,171,023	6,889,189	7,606,866	8,324,103
		120	3,960,130	4,679,662	5,398,951	6,117,214	6,835,380	7,553,338	8,270,576
		130	3,905,753	4,625,570	5,344,859	6,063,405	6,781,571	7,499,737	8,217,049
		140	3,851,377	4,571,478	5,290,767	6,009,596	6,727,762	7,445,928	8,163,522
		150	3,797,000	4,517,386	5,236,675	5,955,788	6,673,953	7,392,119	8,109,995
		160	3,742,624	4,463,232	5,182,583	5,901,872	6,620,145	7,338,311	8,056,468
		170	3,688,247	4,408,856	5,128,491	5,847,781	6,566,336	7,284,502	8,002,668
		180	3,633,871	4,354,479	5,074,399	5,793,689	6,512,527	7,230,693	7,948,859
		190	3,579,437	4,300,103	5,020,307	5,739,597	6,458,718	7,176,884	7,895,050
		200	3,524,774	4,245,726	4,966,216	5,685,505	6,404,794	7,123,075	7,841,241
		210	3,470,112	4,191,350	4,911,958	5,631,413	6,350,702	7,069,267	7,787,432
		220	3,415,449	4,136,973	4,857,582	5,577,321	6,296,610	7,015,458	7,733,624
		230	3,360,786	4,082,597	4,803,205	5,523,229	6,242,518	6,961,649	7,679,815
		240	3,306,124	4,028,220	4,748,829	5,469,137	6,188,426	6,907,716	7,626,006
		250	3,251,461	3,973,586	4,694,452	5,415,045	6,134,334	6,853,624	7,572,197

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:

G

No Units:

200

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

200 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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

5.0%

6.0

5.0%

4.0

5%

10.0

2 bed House

5.0%

6.0

5.0%

4.0

5%

10.0

3 bed House

50.0%

60.0

50.0%

40.0

50%

100.0

4 bed House

23.0%

27.6

23.0%

18.4

23%

46.0

5 bed House

12.0%

14.4

12.0%

9.6

12%

24.0

1 bed Flat

2.0%

2.4

2.0%

1.6

2%

4.0

2 bed Flat

3.0%

3.6

3.0%

2.4

3%

6.0

Total number of units

100.0%

120.0

100.0%

80.0

100%

200.0

OMS Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

AH Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

Total Gross Floor areas -

Mkt Units GIA

AH units GIA

Total GIA (all units)

(sqm)

(sqft)

(sqm)

(sqft)

(sqm)

(sqft)

1 bed House

414

4,456

276

2,971

690

7,427

2 bed House

450

4,844

300

3,229

750

8,073

3 bed House

5,400

58,125

3,600

38,750

9,000

96,875

4 bed House

3,091

33,273

2,061

22,182

5,152

55,456

5 bed House

1,843

19,840

1,229

13,227

3,072

33,067

1 bed Flat

141

1,520

94

1,013

235

2,533

2 bed Flat

275

2,963

184

1,975

459

4,939

11,615

125,021

7,743

83,348

19,358

208,369

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

2,300,000

2 bed House

270,000

3,600

334

2,700,000

3 bed House

320,000

3,556

330

32,000,000

4 bed House

450,000

4,018

373

20,700,000

5 bed House

520,000

4,063

377

12,480,000

1 bed Flat

170,000

3,400

316

680,000

2 bed Flat

215,000

3,308

307

1,290,000

72,150,000

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: **G**
 No Units: **200** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	6.0	@	230,000	1,380,000
2 bed House	6.0	@	270,000	1,620,000
3 bed House	60.0	@	320,000	19,200,000
4 bed House	27.6	@	450,000	12,420,000
5 bed House	14.4	@	520,000	7,488,000
1 bed Flat	2.4	@	170,000	408,000
2 bed Flat	3.6	@	215,000	774,000
	120.0			43,290,000
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	2.8	@	86,250	241,500
2 bed House	2.8	@	101,250	283,500
3 bed House	28.0	@	120,000	3,360,000
4 bed House	12.9	@	168,750	2,173,500
5 bed House	6.7	@	195,000	1,310,400
1 bed Flat	1.1	@	63,750	71,400
2 bed Flat	1.7	@	80,625	135,450
	56.0			7,575,750
Intermediate GDV -				
1 bed House	1.2	@	161,000	193,200
2 bed House	1.2	@	189,000	226,800
3 bed House	12.0	@	224,000	2,688,000
4 bed House	5.5	@	315,000	1,738,800
5 bed House	2.9	@	364,000	1,048,320
1 bed Flat	0.5	@	119,000	57,120
2 bed Flat	0.7	@	150,500	108,360
	24.0	80.0		6,060,600
Sub-total GDV Residential	200			56,926,350
AH on-site cost analysis:		£MV (no AH) less £GDV (inc. AH)		15,223,650
		786 £ psm (total GIA sqm)	76,118 £ per unit (total units)	
Grant	200	@	0	-
Total GDV				56,926,350

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(130,000)
Statutory Planning Fees (Residential)				(43,559)
CIL		11,615 sqm (Market only)	40.00 £ psm	(464,595)
CIL analysis:		0.82% % of GDV	2,323 £ 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	200 units @	2,000 per unit	(400,000)
S106 analysis:		80,000 £ per ha	0.70% % of GDV	
AH Commuted Sum		19,358 sqm (total)	2,000 £ per unit (total ur)	(400,000)
Comm. Sum analysis:		0.00% % of GDV	0 £ psm	-
cont./				

Scheme Ref: **G**
 No Units: **200** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

Construction Costs -						
Site Clearance and Demolition		12.36	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		200	units @	0	per unit
Infra. Costs analysis:		-	£ per ha	0.00% % of GDV	0	£ per unit (total ur
1 bed House		690	sqm @		1,048	psm (723,120)
2 bed House		750	sqm @		1,048	psm (786,000)
3 bed House		9,000	sqm @		1,048	psm (9,432,000)
4 bed House		5,152	sqm @		1,048	psm (5,399,296)
5 bed House		3,072	sqm @		1,048	psm (3,219,456)
1 bed Flat		235	sqm @		1,287	psm (302,824)
2 bed Flat		19,358	459	sqm @	1,287	psm (590,506)
External works		20,453,201	@		15.0%	(3,067,980)
					15,340	£ 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	120	units @	90%	521	£ per unit (56,268)
M4(3) Category 3 Housing	Mrkt units	120	units @	10%	10,111	£ per unit (121,332)
Water Efficiency additional cost		200	units @		10	£ per unit (2,000)
Low Carbon Energy cost		200	units @		4,847	£ per unit (969,400)
Contingency		24,670,182	@		3.0%	(GF/BF) (740,105)
Professional Fees		24,670,182	@		6.5%	(1,603,562)
Disposal Costs -						
Residential Sales Agent Costs		43,290,000	OMS @	1.00%	2,165	£ per unit (432,900)
Residential Sales Legal Costs		120	OM Units @	0.25%	900	£ per unit (108,000)
Affordable Sale Legal Costs						lump sum (10,000)
Marketing and Promotion		43,290,000	OMS @	3.00%	6,494	£ per unit (1,298,700)
					9,248	£ per unit
Interest (on Development Costs) -				6.50% APR	0.526%	pcm (149,569)
Developers Profit -						
Margin on AH		13,636,350		6.00%	on AH values	(818,181)
Profit on OMS		43,290,000		20.00%		(8,658,000)
Profit analysis:		30,051,172		31.53%	on costs	(9,476,181)
		56,926,350		16.65%	blended GDV	(9,476,181)
TOTAL COSTS						(39,527,353)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						17,398,997
SDLT		17,398,997	@	(slabbed)		(859,450)
Acquisition Agent fees		17,398,997	@	1.0%		(173,990)
Acquisition Legal fees		17,398,997	@	0.5%		(86,995)
Interest on Land		17,398,997	@	6.50%		(1,130,935)
Residual Land Value						15,147,628
RLV analysis:		75,738	£ per plot	3,029,526	£ per ha	1,226,032
						£ per acre

BENCHMARK LAND VALUE (BLV)						
Residential Density		40.0	dph			
Site Area (Net)		5.00	ha	12.36	acres	
Density analysis:		3,872	sqm/ha	16,865	sqft/ac	
Benchmark Land Value (Net)	16,988	£ per plot	679,525	£ per ha	275,000	£ per acre
						3,397,625

BALANCE						
Surplus/(Deficit)		2,350,001	£ per ha	951,032	£ per acre	11,750,003

Scheme Ref:

G

No Units:

200

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

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)	11,750,003	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	17,971,115	17,006,672	16,042,228	15,077,785	14,113,342	13,148,899	12,184,456
	10	17,808,839	16,853,411	15,897,983	14,942,555	13,987,127	13,031,700	12,076,262
	20	17,645,758	16,699,383	15,753,008	14,806,633	13,860,259	12,913,884	11,967,509
	30	17,482,628	16,545,316	15,608,004	14,670,692	13,733,380	12,796,068	11,858,756
	40	17,319,499	16,391,249	15,463,000	14,534,751	13,606,501	12,678,252	11,750,003
	50	17,156,369	16,237,183	15,317,996	14,398,809	13,479,623	12,560,436	11,641,250
	60	16,992,519	16,082,465	15,172,411	14,262,357	13,352,304	12,442,250	11,532,196
	70	16,828,531	15,927,588	15,026,644	14,125,701	13,224,757	12,323,814	11,422,871
	80	16,664,543	15,772,710	14,880,877	13,989,044	13,097,211	12,205,378	11,313,545
	90	16,500,555	15,617,833	14,735,110	13,852,388	12,969,665	12,086,943	11,204,220
	100	16,335,914	15,462,405	14,588,897	13,715,388	12,841,879	11,968,370	11,094,862
	110	16,171,063	15,306,713	14,442,363	13,578,012	12,713,662	11,849,311	10,984,961
	120	16,006,213	15,151,020	14,295,828	13,440,636	12,585,444	11,730,252	10,875,060
	130	15,841,362	14,995,328	14,149,294	13,303,261	12,457,227	11,611,194	10,765,160
	140	15,675,907	14,839,170	14,002,432	13,165,695	12,328,958	11,492,135	10,655,259
	150	15,510,189	14,682,658	13,855,127	13,027,597	12,200,066	11,372,535	10,545,004
	160	15,344,471	14,526,146	13,707,822	12,889,498	12,071,174	11,252,850	10,434,526
	170	15,178,752	14,369,635	13,560,517	12,751,400	11,942,282	11,133,164	10,324,047
	180	15,012,462	14,212,724	13,412,987	12,613,250	11,813,390	11,013,479	10,213,568
	190	14,845,872	14,055,389	13,264,907	12,474,425	11,683,942	10,893,460	10,102,978
	200	14,679,281	13,898,054	13,116,827	12,335,600	11,554,372	10,773,145	9,991,918
	210	14,512,691	13,740,719	12,968,747	12,196,775	11,424,802	10,652,830	9,880,858
	220	14,345,542	13,583,035	12,820,529	12,057,949	11,295,232	10,532,515	9,769,798
	230	14,178,075	13,424,872	12,671,670	11,918,467	11,165,264	10,412,061	9,658,738
	240	14,010,608	13,266,709	12,522,810	11,778,911	11,035,012	10,291,113	9,547,214
	250	13,843,142	13,108,546	12,373,951	11,639,356	10,904,760	10,170,165	9,435,569

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	11,750,003	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0	12,220,280	12,184,456	12,148,631	12,112,806	12,076,975	12,040,961	12,004,948
	10	12,112,097	12,076,262	12,040,248	12,004,235	11,968,222	11,932,208	11,896,195
	20	12,003,522	11,967,509	11,931,495	11,895,482	11,859,468	11,823,455	11,787,442
	30	11,894,769	11,858,756	11,822,742	11,786,729	11,750,715	11,714,702	11,678,688
	40	11,786,016	11,750,003	11,713,989	11,677,976	11,641,962	11,605,949	11,569,932
	50	11,677,263	11,641,250	11,605,236	11,569,115	11,532,912	11,496,709	11,460,506
	60	11,568,399	11,532,196	11,495,993	11,459,790	11,423,587	11,387,384	11,351,181
	70	11,459,073	11,422,871	11,386,668	11,350,465	11,314,262	11,278,059	11,241,856
	80	11,349,748	11,313,545	11,277,342	11,241,139	11,204,936	11,168,733	11,132,530
	90	11,240,423	11,204,220	11,168,017	11,131,814	11,095,582	11,059,380	11,023,177
	100	11,131,098	11,094,862	11,058,628	11,022,395	10,986,161	10,949,928	10,913,694
	110	11,021,354	10,984,961	10,948,568	10,912,174	10,875,781	10,839,387	10,802,994
	120	10,911,454	10,875,060	10,838,667	10,802,274	10,765,880	10,729,487	10,693,093
	130	10,801,553	10,765,160	10,728,766	10,692,373	10,655,980	10,619,586	10,583,037
	140	10,691,653	10,655,259	10,618,866	10,582,473	10,546,080	10,509,687	10,473,294
	150	10,581,589	10,545,004	10,508,419	10,471,835	10,435,250	10,398,665	10,362,080
	160	10,471,111	10,434,526	10,397,941	10,361,356	10,324,771	10,288,186	10,251,601
	170	10,360,632	10,324,047	10,287,462	10,250,877	10,214,292	10,177,707	10,141,122
	180	10,250,153	10,213,568	10,176,983	10,140,398	10,103,813	10,067,228	10,030,643
	190	10,139,674	10,102,978	10,066,200	10,029,423	9,992,646	9,955,868	9,919,091
	200	10,028,695	9,991,918	9,955,140	9,918,363	9,881,586	9,844,808	9,808,031
	210	9,917,635	9,880,858	9,844,080	9,807,303	9,770,525	9,733,748	9,696,971
	220	9,806,575	9,769,798	9,733,020	9,696,243	9,659,465	9,622,689	9,585,912
	230	9,695,515	9,658,738	9,621,887	9,584,916	9,547,945	9,510,975	9,474,004
	240	9,584,185	9,547,214	9,510,243	9,473,272	9,436,301	9,399,330	9,362,359
	250	9,472,540	9,435,569	9,398,598	9,361,627	9,324,657	9,287,686	9,250,715

Scheme Ref:

G

No Units:

200

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 3		Profit (on OMS) 20%						
Balance (RLV - BLV)	11,750,003	15%	16%	17%	18%	19%	20%	21%
	0	14,067,571	13,690,948	13,314,325	12,937,702	12,561,079	12,184,456	11,807,833
	10	13,959,377	13,582,754	13,206,131	12,829,508	12,452,885	12,076,262	11,699,639
	20	13,850,624	13,474,001	13,097,378	12,720,755	12,344,132	11,967,509	11,590,886
	30	13,741,871	13,365,248	12,988,625	12,612,002	12,235,379	11,858,756	11,482,133
	40	13,633,118	13,256,495	12,879,872	12,503,249	12,126,626	11,750,003	11,373,380
CIL Epsm	50	13,524,365	13,147,742	12,771,119	12,394,496	12,017,873	11,641,250	11,264,627
40.00	60	13,415,311	13,038,688	12,662,065	12,285,442	11,908,819	11,532,196	11,155,573
	70	13,305,986	12,929,363	12,552,740	12,176,117	11,799,494	11,422,871	11,046,248
	80	13,196,660	12,820,037	12,443,414	12,066,791	11,690,168	11,313,545	10,936,922
	90	13,087,335	12,710,712	12,334,089	11,957,466	11,580,843	11,204,220	10,827,597
	100	12,977,977	12,601,354	12,224,731	11,848,108	11,471,485	11,094,862	10,718,239
	110	12,868,076	12,491,453	12,114,830	11,738,207	11,361,584	10,984,961	10,608,338
	120	12,758,175	12,381,552	12,004,929	11,628,306	11,251,683	10,875,060	10,498,437
	130	12,648,275	12,271,652	11,895,029	11,518,406	11,141,783	10,765,160	10,388,537
	140	12,538,374	12,161,751	11,785,128	11,408,505	11,031,882	10,655,259	10,278,636
	150	12,428,119	12,051,496	11,674,873	11,298,250	10,921,627	10,545,004	10,168,381
	160	12,317,641	11,941,018	11,564,395	11,187,772	10,811,149	10,434,526	10,057,903
	170	12,207,162	11,830,539	11,453,916	11,077,293	10,700,670	10,324,047	9,947,424
	180	12,096,683	11,720,060	11,343,437	10,966,814	10,590,191	10,213,568	9,836,945
	190	11,986,093	11,609,470	11,232,847	10,856,224	10,479,601	10,102,978	9,726,355
	200	11,875,033	11,498,410	11,121,787	10,745,164	10,368,541	9,991,918	9,615,295
	210	11,763,973	11,387,350	11,010,727	10,634,104	10,257,481	9,880,858	9,504,235
	220	11,652,913	11,276,290	10,899,667	10,523,044	10,146,421	9,769,798	9,393,175
	230	11,541,853	11,165,230	10,788,607	10,411,984	10,035,361	9,658,738	9,282,115
	240	11,430,329	11,053,706	10,677,083	10,300,460	9,923,837	9,547,214	9,170,591
	250	11,318,684	10,942,061	10,565,438	10,188,815	9,812,192	9,435,569	9,058,946

TABLE 4		BLV (per acre)						
Balance (RLV - BLV)	11,750,003	150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		13,728,831	13,111,081	12,493,331	11,875,581	11,257,831	10,640,081	10,022,331
10		13,620,637	13,002,887	12,385,137	11,767,387	11,149,637	10,531,887	9,914,137
20		13,511,884	12,894,134	12,276,384	11,658,634	11,040,884	10,423,134	9,805,384
30		13,403,131	12,785,381	12,167,631	11,549,881	10,932,131	10,314,381	9,696,631
40		13,294,378	12,676,628	12,058,878	11,441,128	10,823,378	10,205,628	9,587,878
CIL £psm		13,185,625	12,567,875	11,950,125	11,332,375	10,714,625	10,096,875	9,479,125
40.00		13,076,571	12,458,821	11,841,071	11,223,321	10,605,571	9,987,821	9,370,071
		12,967,246	12,349,496	11,731,746	11,113,996	10,496,246	9,878,496	9,260,746
		12,857,920	12,240,170	11,622,420	11,004,670	10,386,920	9,769,170	9,151,420
		12,748,595	12,130,845	11,513,095	10,895,345	10,277,595	9,659,845	9,042,095
		12,639,237	12,021,487	11,403,737	10,785,987	10,168,237	9,550,487	8,932,737
		12,529,336	11,911,586	11,293,836	10,676,086	10,058,336	9,440,586	8,822,836
		12,419,435	11,801,685	11,183,935	10,566,185	9,948,435	9,330,685	8,712,935
		12,309,535	11,691,785	11,074,035	10,456,285	9,838,535	9,220,785	8,603,035
		12,199,634	11,581,884	10,964,134	10,346,384	9,728,634	9,110,884	8,493,134
		12,089,379	11,471,629	10,853,879	10,236,129	9,618,379	9,000,629	8,382,879
		11,978,901	11,361,151	10,743,401	10,125,651	9,507,901	8,890,151	8,272,401
		11,868,422	11,250,672	10,632,922	10,015,172	9,397,422	8,779,672	8,161,922
		11,757,943	11,140,193	10,522,443	9,904,693	9,286,943	8,669,193	8,051,443
		11,647,353	11,029,603	10,411,853	9,794,103	9,176,353	8,558,603	7,940,853
		11,536,293	10,918,543	10,300,793	9,683,043	9,065,293	8,447,543	7,829,793
		11,425,233	10,807,483	10,189,733	9,571,983	8,954,233	8,336,483	7,718,733
		11,314,173	10,696,423	10,078,673	9,460,923	8,843,173	8,225,423	7,607,673
		11,203,113	10,585,363	9,967,613	9,349,863	8,732,113	8,114,363	7,496,613
		11,091,589	10,473,839	9,856,089	9,238,339	8,620,589	8,002,839	7,385,089
		10,979,944	10,362,194	9,744,444	9,126,694	8,508,944	7,891,194	7,273,444

Scheme Ref:

G

No Units:

200

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 5		Density (dph)						
		40						
Balance (RLV - BLV)		11,750,003	25	30	35	40	45	50
CIL Epsm 40.00	0		10,145,881	11,051,914	11,699,081	12,184,456	12,561,969	12,863,981
	10		10,037,687	10,943,720	11,590,887	12,076,262	12,453,776	12,755,787
	20		9,928,934	10,834,967	11,482,134	11,967,509	12,345,023	12,647,034
	30		9,820,181	10,726,214	11,373,381	11,858,756	12,236,270	12,538,281
	40		9,711,428	10,617,461	11,264,628	11,750,003	12,127,517	12,429,528
	50		9,602,675	10,508,708	11,155,875	11,641,250	12,018,764	12,320,775
	60		9,493,621	10,399,654	11,046,821	11,532,196	11,909,710	12,211,721
	70		9,384,296	10,290,329	10,937,496	11,422,871	11,800,384	12,102,396
	80		9,274,970	10,181,004	10,828,170	11,313,545	11,691,059	11,993,070
	90		9,165,645	10,071,678	10,718,845	11,204,220	11,581,734	11,883,745
	100		9,056,287	9,962,320	10,609,487	11,094,862	11,472,375	11,774,387
	110		8,946,386	9,852,419	10,499,586	10,984,961	11,362,475	11,664,486
	120		8,836,485	9,742,519	10,389,685	10,875,060	11,252,574	11,554,585
	130		8,726,585	9,632,618	10,279,785	10,765,160	11,142,674	11,444,685
	140		8,616,684	9,522,718	10,169,884	10,655,259	11,032,773	11,334,784
	150		8,506,429	9,412,463	10,059,629	10,545,004	10,922,518	11,224,529
	160		8,395,951	9,301,984	9,949,151	10,434,526	10,812,040	11,114,051
	170		8,285,472	9,191,505	9,838,672	10,324,047	10,701,561	11,003,572
	180		8,174,993	9,081,026	9,728,193	10,213,568	10,591,082	10,893,093
	190		8,064,403	8,970,436	9,617,603	10,102,978	10,480,492	10,782,503
	200		7,953,343	8,859,376	9,506,543	9,991,918	10,369,432	10,671,443
	210		7,842,283	8,748,316	9,395,483	9,880,858	10,258,372	10,560,383
	220		7,731,223	8,637,256	9,284,423	9,769,798	10,147,312	10,449,323
	230		7,620,163	8,526,196	9,173,363	9,658,738	10,036,251	10,338,263
	240		7,508,639	8,414,672	9,061,839	9,547,214	9,924,728	10,226,739
	250		7,396,994	8,303,028	8,950,194	9,435,569	9,813,083	10,115,094

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
		90% 95% 100% 105% 110% 120%					
Balance (RLV - BLV)		11,750,003					
CIL Epsm 40.00	0		14,818,025	13,509,383	12,184,456	10,843,476	9,486,239
	10		14,710,408	13,401,199	12,076,262	10,734,723	9,376,914
	20		14,602,790	13,293,015	11,967,509	10,625,932	9,267,589
	30		14,495,022	13,184,831	11,858,756	10,516,607	9,157,881
	40		14,386,839	13,076,647	11,750,003	10,407,282	9,047,980
	50		14,278,655	12,968,032	11,641,250	10,297,956	8,938,080
	60		14,170,471	12,859,279	11,532,196	10,188,631	8,828,179
	70		14,062,287	12,750,526	11,422,871	10,078,822	8,717,870
	80		13,953,799	12,641,773	11,313,545	9,968,922	8,607,391
	90		13,845,046	12,533,006	11,204,220	9,859,021	8,496,912
	100		13,736,293	12,423,681	11,094,862	9,749,121	8,386,434
	110		13,627,540	12,314,355	10,984,961	9,638,851	8,275,508
	120		13,518,787	12,205,030	10,875,060	9,528,373	8,164,448
	130		13,409,712	12,095,705	10,765,160	9,417,894	8,053,388
	140		13,300,387	11,986,198	10,655,259	9,307,415	7,942,327
	150		13,191,061	11,876,297	10,545,004	9,196,671	7,830,769
	160		13,081,736	11,766,396	10,434,526	9,085,611	7,719,125
	170		12,972,411	11,656,496	10,324,047	8,974,550	7,607,481
	180		12,862,731	11,546,595	10,213,568	8,863,490	7,495,836
	190		12,752,830	11,436,329	10,102,978	8,752,256	7,383,630
	200		12,642,930	11,325,850	9,991,918	8,640,612	7,271,398
	210		12,533,029	11,215,372	9,880,858	8,528,967	7,159,167
	220		12,423,129	11,104,893	9,769,798	8,417,323	7,046,888
	230		12,312,826	10,994,414	9,658,738	8,305,584	6,934,065
	240		12,202,347	10,883,370	9,547,214	8,193,352	6,821,243
	250		12,091,868	10,772,309	9,435,569	8,081,120	6,708,421

Scheme Ref:

G

No Units:

200

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	11,750,003	90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00	0	9,315,429	10,750,222	12,184,456	13,618,132	15,051,808	16,484,567	17,917,321
	10	9,206,610	10,641,469	12,076,262	13,509,948	14,943,624	16,376,949	17,809,703
	20	9,097,284	10,532,716	11,967,509	13,401,764	14,835,440	16,269,116	17,702,086
	30	8,987,959	10,423,963	11,858,756	13,293,549	14,727,256	16,160,932	17,594,468
	40	8,878,634	10,314,740	11,750,003	13,184,796	14,619,072	16,052,749	17,486,425
	50	8,769,131	10,205,415	11,641,250	13,076,043	14,510,836	15,944,565	17,378,241
	60	8,659,231	10,096,090	11,532,196	12,967,290	14,402,083	15,836,381	17,270,057
	70	8,549,330	9,986,764	11,422,871	12,858,537	14,293,330	15,728,123	17,161,873
	80	8,439,430	9,877,046	11,313,545	12,749,651	14,184,577	15,619,370	17,053,689
	90	8,329,227	9,767,146	11,204,220	12,640,326	14,075,824	15,510,617	16,945,410
	100	8,218,748	9,657,245	11,094,862	12,531,001	13,967,071	15,401,864	16,836,657
	110	8,108,270	9,547,344	10,984,961	12,421,676	13,857,782	15,293,111	16,727,904
	120	7,997,791	9,437,116	10,875,060	12,312,350	13,748,457	15,184,358	16,619,151
	130	7,886,873	9,326,637	10,765,160	12,202,776	13,639,131	15,075,238	16,510,398
	140	7,775,813	9,216,158	10,655,259	12,092,876	13,529,806	14,965,912	16,401,645
	150	7,664,753	9,105,679	10,545,004	11,982,975	13,420,481	14,856,587	16,292,693
	160	7,553,688	8,994,926	10,434,526	11,873,075	13,310,691	14,747,262	16,183,368
	170	7,442,044	8,883,865	10,324,047	11,763,174	13,200,791	14,637,936	16,074,043
	180	7,330,399	8,772,805	10,213,568	11,652,893	13,090,890	14,528,507	15,964,717
	190	7,218,755	8,661,745	10,102,978	11,542,414	12,980,990	14,418,606	15,855,392
	200	7,106,946	8,550,451	9,991,918	11,431,935	12,871,089	14,308,706	15,746,067
	210	6,994,714	8,438,807	9,880,858	11,321,457	12,760,782	14,198,805	15,636,422
	220	6,882,482	8,327,162	9,769,798	11,210,978	12,650,303	14,088,905	15,526,521
	230	6,770,250	8,215,518	9,658,738	11,099,970	12,539,824	13,979,004	15,416,621
	240	6,657,680	8,103,668	9,547,214	10,988,910	12,429,345	13,868,670	15,306,720
	250	6,544,858	7,991,436	9,435,569	10,877,850	12,318,866	13,758,191	15,196,820

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:

H

No Units:

300

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

300 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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

5.0%

9.0

5.0%

6.0

5%

15.0

2 bed House

5.0%

9.0

5.0%

6.0

5%

15.0

3 bed House

50.0%

90.0

50.0%

60.0

50%

150.0

4 bed House

23.0%

41.4

23.0%

27.6

23%

69.0

5 bed House

12.0%

21.6

12.0%

14.4

12%

36.0

1 bed Flat

2.0%

3.6

2.0%

2.4

2%

6.0

2 bed Flat

3.0%

5.4

3.0%

3.6

3%

9.0

Total number of units

100.0%

180.0

100.0%

120.0

100%

300.0

OMS Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

AH Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

Total Gross Floor areas -

Mkt Units GIA

AH units GIA

Total GIA (all units)

(sqm)

(sqft)

(sqm)

(sqft)

(sqm)

(sqft)

1 bed House

621

6,684

414

4,456

1,035

11,141

2 bed House

675

7,266

450

4,844

1,125

12,109

3 bed House

8,100

87,188

5,400

58,125

13,500

145,313

4 bed House

4,637

49,910

3,091

33,273

7,728

83,183

5 bed House

2,765

29,760

1,843

19,840

4,608

49,600

1 bed Flat

212

2,279

141

1,520

353

3,799

2 bed Flat

413

4,445

275

2,963

688

7,408

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

3,450,000

2 bed House

270,000

3,600

334

4,050,000

3 bed House

320,000

3,556

330

48,000,000

4 bed House

450,000

4,018

373

31,050,000

5 bed House

520,000

4,063

377

18,720,000

1 bed Flat

170,000

3,400

316

1,020,000

2 bed Flat

215,000

3,308

307

1,935,000

108,225,000

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: **H**
 No Units: **300** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	9.0	@	230,000	2,070,000
2 bed House	9.0	@	270,000	2,430,000
3 bed House	90.0	@	320,000	28,800,000
4 bed House	41.4	@	450,000	18,630,000
5 bed House	21.6	@	520,000	11,232,000
1 bed Flat	3.6	@	170,000	612,000
2 bed Flat	5.4	@	215,000	1,161,000
	180.0			64,935,000
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	4.2	@	86,250	362,250
2 bed House	4.2	@	101,250	425,250
3 bed House	42.0	@	120,000	5,040,000
4 bed House	19.3	@	168,750	3,260,250
5 bed House	10.1	@	195,000	1,965,600
1 bed Flat	1.7	@	63,750	107,100
2 bed Flat	2.5	@	80,625	203,175
	84.0			11,363,625
Intermediate GDV -				
1 bed House	1.8	@	161,000	289,800
2 bed House	1.8	@	189,000	340,200
3 bed House	18.0	@	224,000	4,032,000
4 bed House	8.3	@	315,000	2,608,200
5 bed House	4.3	@	364,000	1,572,480
1 bed Flat	0.7	@	119,000	85,680
2 bed Flat	1.1	@	150,500	162,540
	36.0	120.0		9,090,900
Sub-total GDV Residential	300			85,389,525
AH on-site cost analysis:				
	786 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	22,835,475
			76,118 £ per unit (total units)	
Grant	300	@	0	-
Total GDV				85,389,525

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(170,000)
Statutory Planning Fees (Residential)				(57,359)
CIL		17,422 sqm (Market only)	40.00 £ psm	(696,892)
CIL analysis:		0.82% % of GDV	2,323 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
(inc. Education)	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	300 units @	2,000 per unit	(600,000)
S106 analysis: 80,000 £ per ha				
		0.70% % of GDV	2,000 £ per unit (total ur	(600,000)
AH Commuted Sum		29,037 sqm (total)	0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **H**
 No Units: **300** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

Construction Costs -						
Site Clearance and Demolition		18.53 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	300 units @		0 per unit		-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-	
1 bed House		1,035 sqm @		1,048 psm		(1,084,680)
2 bed House		1,125 sqm @		1,048 psm		(1,179,000)
3 bed House		13,500 sqm @		1,048 psm		(14,148,000)
4 bed House		7,728 sqm @		1,048 psm		(8,098,944)
5 bed House		4,608 sqm @		1,048 psm		(4,829,184)
1 bed Flat		353 sqm @		1,287 psm		(454,235)
2 bed Flat	29,037	688 sqm @		1,287 psm		(885,759)
External works		30,679,802 @		15.0%		(4,601,970)
				15,340 £ 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	180 units @	90% @	521 £ per unit		(84,402)
M4(3) Category 3 Housing	Mrkt units	180 units @	10% @	10,111 £ per unit		(181,998)
Water Efficiency additional cost		300 units @		10 £ per unit		(3,000)
Low Carbon Energy cost		300 units @		4,847 £ per unit		(1,454,100)
Contingency		37,005,272 @		3.0% (GF/BF)		(1,110,158)
Professional Fees		37,005,272 @		6.5%		(2,405,343)
Disposal Costs -						
Residential Sales Agent Costs		64,935,000 OMS @		1.00%	2,165 £ per unit	(649,350)
Residential Sales Legal Costs		180 OM Units @		0.25%	900 £ per unit	(162,000)
Affordable Sale Legal Costs					lump sum	(10,000)
Marketing and Promotion		64,935,000 OMS @		3.00%	6,494 £ per unit	(1,948,050)
					9,231 £ per unit	
Interest (on Development Costs) -			6.50% APR	0.526% pcm		(222,243)
Developers Profit -						
Margin on AH		20,454,525		6.00% on AH values		(1,227,272)
Profit on OMS		64,935,000		20.00%		(12,987,000)
Profit analysis:		45,036,668		31.56% on costs		(14,214,272)
		85,389,525		16.65% blended GDV		(14,214,272)
TOTAL COSTS						(59,250,939)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						26,138,586
SDLT		26,138,586 @		(slabbed)		(1,296,429)
Acquisition Agent fees		26,138,586 @		1.0%		(261,386)
Acquisition Legal fees		26,138,586 @		0.5%		(130,693)
Interest on Land		26,138,586 @		6.50%		(1,699,008)
Residual Land Value						22,751,070
RLV analysis:		75,837 £ per plot	3,033,476 £ per ha	1,227,631 £ per acre		

BENCHMARK LAND VALUE (BLV)						
Residential Density		40.0 dph				
Site Area (Net)		7.50 ha		18.53 acres		
Density analysis:		3,872 sqm/ha		16,865 sqft/ac		
Benchmark Land Value (Net)	16,988 £ per plot	679,525 £ per ha		275,000 £ per acre		5,096,438

BALANCE						
Surplus/(Deficit)		2,353,951 £ per ha		952,631 £ per acre		17,654,632

Scheme Ref:

H

No Units:

300

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

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)		17,654,632	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	26,986,118	25,539,453	24,092,788	22,646,123	21,199,458	19,752,794	18,306,129	
	10	26,742,704	25,309,562	23,876,420	22,443,278	21,010,137	19,576,995	18,143,853	
	20	26,498,265	25,078,703	23,659,140	22,239,578	20,820,016	19,400,454	17,980,891	
	30	26,253,571	24,847,602	23,441,634	22,035,666	20,629,698	19,223,730	17,817,762	
	40	26,008,876	24,616,502	23,224,128	21,831,754	20,439,380	19,047,006	17,654,632	
	50	25,764,182	24,385,402	23,006,622	21,627,842	20,249,062	18,870,282	17,491,502	
	60	25,518,590	24,153,509	22,788,429	21,423,348	20,058,267	18,693,186	17,328,105	
	70	25,272,608	23,921,193	22,569,778	21,218,363	19,866,948	18,515,532	17,164,117	
	80	25,026,626	23,688,877	22,351,127	21,013,378	19,675,628	18,337,879	17,000,129	
	90	24,780,644	23,456,561	22,132,477	20,808,393	19,484,309	18,160,225	16,836,141	
	100	24,533,867	23,223,604	21,913,341	20,603,078	19,292,815	17,982,551	16,672,154	
	110	24,286,591	22,990,065	21,693,540	20,397,014	19,100,489	17,803,963	16,507,437	
	120	24,039,315	22,756,527	21,473,739	20,190,951	18,908,163	17,625,375	16,342,587	
	130	23,792,039	22,522,988	21,253,938	19,984,887	18,715,837	17,446,786	16,177,736	
	140	23,544,042	22,288,936	21,033,830	19,778,724	18,523,511	17,268,198	16,012,885	
	150	23,295,465	22,054,169	20,812,873	19,571,576	18,330,280	17,088,984	15,847,688	
	160	23,046,887	21,819,401	20,591,915	19,364,429	18,136,942	16,909,456	15,681,970	
	170	22,798,310	21,584,634	20,370,957	19,157,281	17,943,605	16,729,928	15,516,252	
	180	22,549,061	21,349,455	20,149,849	18,950,133	17,750,267	16,550,400	15,350,534	
	190	22,299,175	21,113,452	19,927,728	18,742,005	17,556,282	16,370,558	15,184,815	
	200	22,049,290	20,877,449	19,705,608	18,533,767	17,361,926	16,190,086	15,018,245	
	210	21,799,405	20,641,446	19,483,488	18,325,530	17,167,571	16,009,613	14,851,654	
	220	21,548,868	20,405,108	19,261,349	18,117,292	16,973,216	15,829,140	14,685,064	
	230	21,297,668	20,167,864	19,038,060	17,908,255	16,778,451	15,648,647	14,518,474	
	240	21,046,468	19,930,619	18,814,771	17,698,922	16,583,073	15,467,225	14,351,376	
	250	20,795,268	19,693,375	18,591,482	17,489,589	16,387,696	15,285,802	14,183,909	

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)	17,654,632	90%	100%	110%	120%	130%	140%	150%	
CIL Epsm 40.00	0	18,359,866	18,306,129	18,252,391	18,198,654	18,144,916	18,091,070	18,037,050	
	10	18,197,590	18,143,853	18,090,001	18,035,980	17,981,960	17,927,940	17,873,920	
	20	18,034,911	17,980,891	17,926,871	17,872,851	17,818,831	17,764,811	17,710,790	
	30	17,871,782	17,817,762	17,763,741	17,709,721	17,655,701	17,601,681	17,547,661	
	40	17,708,652	17,654,632	17,600,612	17,546,592	17,492,572	17,438,551	17,384,531	
	50	17,545,523	17,491,502	17,437,482	17,383,462	17,329,180	17,274,875	17,220,571	
	60	17,382,393	17,328,105	17,273,801	17,219,496	17,165,192	17,110,888	17,056,583	
	70	17,218,422	17,164,117	17,109,813	17,055,508	17,001,204	16,946,900	16,892,595	
	80	17,054,434	17,000,129	16,945,825	16,891,521	16,837,216	16,782,912	16,728,607	
	90	16,890,446	16,836,141	16,781,837	16,727,533	16,673,228	16,618,778	16,564,188	
	100	16,726,458	16,672,154	16,617,698	16,563,108	16,508,518	16,453,928	16,399,337	
	110	16,562,028	16,507,437	16,452,847	16,398,257	16,343,667	16,289,077	16,234,487	
	120	16,397,177	16,342,587	16,287,997	16,233,406	16,178,816	16,124,226	16,069,636	
	130	16,232,326	16,177,736	16,123,146	16,068,556	16,013,965	15,959,375	15,904,737	
	140	16,067,475	16,012,885	15,958,295	15,903,651	15,848,774	15,793,897	15,739,019	
	150	15,902,566	15,847,688	15,792,811	15,737,933	15,683,056	15,628,178	15,573,301	
	160	15,736,847	15,681,970	15,627,093	15,572,215	15,517,338	15,462,460	15,407,583	
	170	15,571,129	15,516,252	15,461,374	15,406,497	15,351,620	15,296,742	15,241,865	
	180	15,405,411	15,350,534	15,295,656	15,240,779	15,185,901	15,130,760	15,075,594	
	190	15,239,693	15,184,815	15,129,669	15,074,502	15,019,336	14,964,170	14,909,004	
	200	15,073,411	15,018,245	14,963,078	14,907,912	14,852,746	14,797,580	14,742,414	
	210	14,906,821	14,851,654	14,796,488	14,741,322	14,686,156	14,630,990	14,575,824	
	220	14,740,230	14,685,064	14,629,898	14,574,732	14,519,566	14,464,400	14,409,027	
	230	14,573,640	14,518,474	14,463,308	14,407,930	14,352,473	14,297,017	14,241,561	
	240	14,406,832	14,351,376	14,295,920	14,240,463	14,185,007	14,129,550	14,074,094	
	250	14,239,366	14,183,909	14,128,453	14,072,997	14,017,540	13,962,084	13,906,627	

Scheme Ref:

H

No Units:

300

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		17,654,632	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 40.00	0		21,130,801	20,565,867	20,000,932	19,435,998	18,871,063	18,306,129	17,741,194
	10		20,968,525	20,403,591	19,838,656	19,273,722	18,708,787	18,143,853	17,578,918
	20		20,805,564	20,240,629	19,675,695	19,110,760	18,545,826	17,980,891	17,415,957
	30		20,642,434	20,077,500	19,512,565	18,947,631	18,382,696	17,817,762	17,252,827
	40		20,479,305	19,914,370	19,349,436	18,784,501	18,219,567	17,654,632	17,089,698
	50		20,316,175	19,751,240	19,186,306	18,621,371	18,056,437	17,491,502	16,926,568
	60		20,152,778	19,587,843	19,022,909	18,457,974	17,893,040	17,328,105	16,763,171
	70		19,988,790	19,423,855	18,858,921	18,293,986	17,729,052	17,164,117	16,599,183
	80		19,824,802	19,259,867	18,694,933	18,129,998	17,565,064	17,000,129	16,435,195
	90		19,660,814	19,095,879	18,530,945	17,966,010	17,401,076	16,836,141	16,271,207
	100		19,496,826	18,931,892	18,366,957	17,802,023	17,237,088	16,672,154	16,107,219
	110		19,332,110	18,767,175	18,202,241	17,637,306	17,072,372	16,507,437	15,942,503
	120		19,167,259	18,602,325	18,037,390	17,472,456	16,907,521	16,342,587	15,777,652
	130		19,002,408	18,437,474	17,872,539	17,307,605	16,742,670	16,177,736	15,612,801
	140		18,837,558	18,272,623	17,707,689	17,142,754	16,577,820	16,012,885	15,447,951
	150		18,672,361	18,107,426	17,542,492	16,977,557	16,412,623	15,847,688	15,282,754
	160		18,506,642	17,941,708	17,376,773	16,811,839	16,246,904	15,681,970	15,117,035
	170		18,340,924	17,775,990	17,211,055	16,646,121	16,081,186	15,516,252	14,951,317
	180		18,175,206	17,610,272	17,045,337	16,480,403	15,915,468	15,350,534	14,785,599
	190		18,009,488	17,444,553	16,879,619	16,314,684	15,749,750	15,184,815	14,619,881
	200		17,842,917	17,277,983	16,713,048	16,148,114	15,583,179	15,018,245	14,453,310
	210		17,676,327	17,111,392	16,546,458	15,981,523	15,416,589	14,851,654	14,286,720
	220		17,509,737	16,944,802	16,379,868	15,814,933	15,249,999	14,685,064	14,120,130
	230		17,343,147	16,778,212	16,213,278	15,648,343	15,083,409	14,518,474	13,953,540
	240		17,176,049	16,611,114	16,046,180	15,481,245	14,916,311	14,351,376	13,786,442
	250		17,008,582	16,443,647	15,878,713	15,313,778	14,748,844	14,183,909	13,618,975

TABLE 4

		BLV (per acre)							
Balance (RLV - BLV)		17,654,632	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 40.00	0		20,622,691	19,696,066	18,769,441	17,842,816	16,916,191	15,989,566	15,062,941
	10		20,460,415	19,533,790	18,607,165	17,680,540	16,753,915	15,827,290	14,900,665
	20		20,297,454	19,370,829	18,444,204	17,517,579	16,590,954	15,664,329	14,737,704
	30		20,134,324	19,207,699	18,281,074	17,354,449	16,427,824	15,501,199	14,574,574
	40		19,971,195	19,044,570	18,117,945	17,191,320	16,264,695	15,338,070	14,411,445
	50		19,808,065	18,881,440	17,954,815	17,028,190	16,101,565	15,174,940	14,248,315
	60		19,644,668	18,718,043	17,791,418	16,864,793	15,938,168	15,011,543	14,084,918
	70		19,480,680	18,554,055	17,627,430	16,700,805	15,774,180	14,847,555	13,920,930
	80		19,316,692	18,390,067	17,463,442	16,536,817	15,610,192	14,683,567	13,756,942
	90		19,152,704	18,226,079	17,299,454	16,372,829	15,446,204	14,519,579	13,592,954
	100		18,988,716	18,062,091	17,135,466	16,208,841	15,282,216	14,355,591	13,428,966
	110		18,824,000	17,897,375	16,970,750	16,044,125	15,117,500	14,190,875	13,264,250
	120		18,659,149	17,732,524	16,805,899	15,879,274	14,952,649	14,026,024	13,099,399
	130		18,494,298	17,567,673	16,641,048	15,714,423	14,787,798	13,861,173	12,934,548
	140		18,329,448	17,402,823	16,476,198	15,549,573	14,622,948	13,696,323	12,769,698
	150		18,164,251	17,237,626	16,311,001	15,384,376	14,457,751	13,531,126	12,604,501
	160		17,998,532	17,071,907	16,145,282	15,218,657	14,292,032	13,365,407	12,438,782
	170		17,832,814	16,906,189	15,979,564	15,052,939	14,126,314	13,199,689	12,273,064
	180		17,667,096	16,740,471	15,813,846	14,887,221	13,960,596	13,033,971	12,107,346
	190		17,501,378	16,574,753	15,648,128	14,721,503	13,794,878	12,868,253	11,941,628
	200		17,334,807	16,408,182	15,481,557	14,554,932	13,628,307	12,701,682	11,775,057
	210		17,168,217	16,241,592	15,314,967	14,388,342	13,461,717	12,535,092	11,608,467
	220		17,001,627	16,075,002	15,148,377	14,221,752	13,295,127	12,368,502	11,441,877
	230		16,835,037	15,908,412	14,981,787	14,055,162	13,128,537	12,201,912	11,275,287
	240		16,667,939	15,741,314	14,814,689	13,888,064	12,961,439	12,034,814	11,108,189
	250		16,500,472	15,573,847	14,647,222	13,720,597	12,793,972	11,867,347	10,940,722

Scheme Ref:

H

No Units:

300

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 5		Density (dph)		40						
				25	30	35	40	45	50	55
Balance (RLV - BLV)	17,654,632	CIL Epsm	40.00	0	15,248,266	16,607,316	17,578,066	18,306,129	18,872,400	19,325,416
				10	15,085,990	16,445,040	17,415,790	18,143,853	18,710,124	19,163,140
				20	14,923,029	16,282,079	17,252,829	17,980,891	18,547,162	19,000,179
				30	14,759,899	16,118,949	17,089,699	17,817,762	18,384,033	18,837,049
				40	14,596,770	15,955,820	16,926,570	17,654,632	18,220,903	18,673,920
				50	14,433,640	15,792,690	16,763,440	17,491,502	18,057,773	18,510,790
				60	14,270,243	15,629,293	16,600,043	17,328,105	17,894,376	18,347,393
				70	14,106,255	15,465,305	16,436,055	17,164,117	17,730,388	18,183,405
				80	13,942,267	15,301,317	16,272,067	17,000,129	17,566,400	18,019,417
				90	13,778,279	15,137,329	16,108,079	16,836,141	17,402,412	17,855,429
				100	13,614,291	14,973,341	15,944,091	16,672,154	17,238,424	17,691,441
				110	13,449,575	14,808,625	15,779,375	16,507,437	17,073,708	17,526,725
				120	13,284,724	14,643,774	15,614,524	16,342,587	16,908,858	17,361,874
				130	13,119,873	14,478,923	15,449,673	16,177,736	16,744,007	17,197,023
				140	12,955,023	14,314,073	15,284,823	16,012,885	16,579,156	17,032,173
				150	12,789,826	14,148,876	15,119,626	15,847,688	16,413,959	16,866,976
				160	12,624,107	13,983,157	14,953,907	15,681,970	16,248,241	16,701,257
				170	12,458,389	13,817,439	14,788,189	15,516,252	16,082,523	16,535,539
				180	12,292,671	13,651,721	14,622,471	15,350,534	15,916,804	16,369,821
				190	12,126,953	13,486,003	14,456,753	15,184,815	15,751,086	16,204,103
				200	11,960,382	13,319,432	14,290,182	15,018,245	15,584,515	16,037,532
				210	11,793,792	13,152,842	14,123,592	14,851,654	15,417,925	15,870,942
				220	11,627,202	12,986,252	13,957,002	14,685,064	15,251,335	15,704,352
				230	11,460,612	12,819,662	13,790,412	14,518,474	15,084,745	15,537,762
				240	11,293,514	12,652,564	13,623,314	14,351,376	14,917,647	15,370,664
				250	11,126,047	12,485,097	13,455,847	14,183,909	14,750,180	15,203,197

TABLE 6		Build cost 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
				90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	17,654,632	CIL Epsm	40.00	0	22,256,301	20,293,519	18,306,129	16,294,842	14,259,171	12,198,350
				10	22,094,875	20,131,244	18,143,853	16,131,712	14,095,183	12,033,500
				20	21,933,449	19,968,968	17,980,891	15,968,583	13,931,195	11,868,649
				30	21,771,979	19,806,692	17,817,762	15,804,722	13,766,817	11,703,272
				40	21,609,703	19,644,416	17,654,632	15,640,734	13,601,967	11,537,554
				50	21,447,428	19,481,676	17,491,502	15,476,746	13,437,116	11,371,836
				60	21,285,152	19,318,547	17,328,105	15,312,758	13,272,265	11,206,117
				70	21,122,876	19,155,417	17,164,117	15,148,229	13,106,986	11,039,602
				80	20,960,326	18,992,287	17,000,129	14,983,379	12,941,268	10,873,012
				90	20,797,197	18,829,158	16,836,141	14,818,528	12,775,550	10,706,421
				100	20,634,067	18,665,332	16,672,154	14,653,677	12,609,832	10,539,619
				110	20,470,938	18,501,344	16,507,437	14,488,459	12,443,629	10,372,153
				120	20,307,808	18,337,356	16,342,587	14,322,740	12,277,039	10,204,686
				130	20,144,379	18,173,369	16,177,736	14,157,022	12,110,449	10,037,219
				140	19,980,391	18,009,292	16,012,885	13,991,304	11,943,859	9,869,234
				150	19,816,403	17,844,441	15,847,688	13,825,374	11,776,709	9,700,886
				160	19,652,415	17,679,591	15,681,970	13,658,784	11,609,243	9,532,538
				170	19,488,427	17,514,740	15,516,252	13,492,194	11,441,776	9,364,190
				180	19,324,092	17,349,889	15,350,534	13,325,603	11,274,309	9,194,997
				190	19,159,241	17,184,675	15,184,815	13,158,939	11,106,189	9,025,764
				200	18,994,391	17,018,957	15,018,245	12,991,473	10,937,841	8,856,530
				210	18,829,540	16,853,239	14,851,654	12,824,006	10,769,493	8,686,994
				220	18,664,689	16,687,521	14,685,064	12,656,539	10,601,146	8,516,870
				230	18,499,420	16,521,802	14,518,474	12,489,073	10,432,031	8,346,746
				240	18,333,702	16,355,422	14,351,376	12,320,772	10,262,798	8,176,622
				250	18,167,984	16,188,832	14,183,909	12,152,424	10,093,564	8,005,833

Scheme Ref:

H

No Units:

300

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	17,654,632	90%	95%	100%	105%	110%	115%	120%
		0	14,002,771	16,154,961	18,306,129	20,456,643	22,606,982	24,756,114	26,905,245
		10	13,839,641	15,991,831	18,143,853	20,294,367	22,444,881	24,594,687	26,743,819
		20	13,675,738	15,828,702	17,980,891	20,132,091	22,282,606	24,433,120	26,582,392
		30	13,511,750	15,665,572	17,817,762	19,969,816	22,120,330	24,270,844	26,420,966
		40	13,347,762	15,501,922	17,654,632	19,806,822	21,958,054	24,108,568	26,259,083
	CIL £psm	50	13,183,693	15,337,934	17,491,502	19,643,692	21,795,778	23,946,293	26,096,807
	40.00	60	13,018,842	15,173,946	17,328,105	19,480,563	21,632,752	23,784,017	25,934,531
		70	12,853,991	15,009,958	17,164,117	19,317,433	21,469,623	23,621,741	25,772,255
		80	12,689,140	14,845,565	17,000,129	19,154,289	21,306,493	23,458,683	25,609,980
		90	12,524,022	14,680,714	16,836,141	18,990,301	21,143,364	23,295,553	25,447,704
		100	12,358,304	14,515,864	16,672,154	18,826,313	20,980,234	23,132,424	25,284,613
		110	12,192,586	14,351,013	16,507,437	18,662,325	20,816,484	22,969,294	25,121,484
		120	12,026,868	14,185,855	16,342,587	18,498,337	20,652,496	22,806,164	24,958,354
		130	11,860,678	14,020,137	16,177,736	18,334,161	20,488,508	22,642,668	24,795,225
		140	11,694,088	13,854,419	16,012,885	18,169,310	20,324,520	22,478,680	24,632,095
		150	11,527,497	13,688,701	15,847,688	18,004,459	20,160,533	22,314,692	24,468,851
		160	11,360,907	13,522,756	15,681,970	17,839,608	19,996,033	22,150,704	24,304,863
		170	11,193,621	13,356,166	15,516,252	17,674,758	19,831,182	21,986,716	24,140,875
		180	11,026,154	13,189,576	15,350,534	17,509,521	19,666,331	21,822,728	23,976,887
		190	10,858,688	13,022,986	15,184,815	17,343,803	19,501,481	21,657,905	23,812,900
		200	10,691,162	12,856,232	15,018,245	17,178,085	19,336,630	21,493,055	23,648,912
		210	10,522,815	12,688,765	14,851,654	17,012,366	19,171,354	21,328,204	23,484,629
		220	10,354,467	12,521,299	14,685,064	16,846,648	19,005,636	21,163,353	23,319,778
		230	10,186,119	12,353,832	14,518,474	16,680,323	18,839,917	20,998,502	23,154,927
		240	10,017,453	12,186,246	14,351,376	16,513,733	18,674,199	20,833,187	22,990,076
		250	9,848,220	12,017,898	14,183,909	16,347,143	18,508,481	20,667,469	22,825,225

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:

I

No Units:

400

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

400 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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

5.0%

12.0

5.0%

8.0

5%

20.0

2 bed House

5.0%

12.0

5.0%

8.0

5%

20.0

3 bed House

50.0%

120.0

50.0%

80.0

50%

200.0

4 bed House

23.0%

55.2

23.0%

36.8

23%

92.0

5 bed House

12.0%

28.8

12.0%

19.2

12%

48.0

1 bed Flat

2.0%

4.8

2.0%

3.2

2%

8.0

2 bed Flat

3.0%

7.2

3.0%

4.8

3%

12.0

Total number of units

100.0%

240.0

100.0%

160.0

100%

400.0

OMS Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

AH Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

Total Gross Floor areas -

Mkt Units GIA

AH units GIA

Total GIA (all units)

(sqm)

(sqft)

(sqm)

(sqft)

(sqm)

(sqft)

1 bed House

828

8,913

552

5,942

1,380

14,854

2 bed House

900

9,688

600

6,458

1,500

16,146

3 bed House

10,800

116,250

7,200

77,500

18,000

193,750

4 bed House

6,182

66,547

4,122

44,365

10,304

110,911

5 bed House

3,686

39,680

2,458

26,453

6,144

66,133

1 bed Flat

282

3,039

188

2,026

471

5,065

2 bed Flat

551

5,926

367

3,951

918

9,877

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

4,600,000

2 bed House

270,000

3,600

334

5,400,000

3 bed House

320,000

3,556

330

64,000,000

4 bed House

450,000

4,018

373

41,400,000

5 bed House

520,000

4,063

377

24,960,000

1 bed Flat

170,000

3,400

316

1,360,000

2 bed Flat

215,000

3,308

307

2,580,000

144,300,000

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: **I**
 No Units: **400** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	12.0	@	230,000	2,760,000
2 bed House	12.0	@	270,000	3,240,000
3 bed House	120.0	@	320,000	38,400,000
4 bed House	55.2	@	450,000	24,840,000
5 bed House	28.8	@	520,000	14,976,000
1 bed Flat	4.8	@	170,000	816,000
2 bed Flat	7.2	@	215,000	1,548,000
	240.0			86,580,000
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	5.6	@	86,250	483,000
2 bed House	5.6	@	101,250	567,000
3 bed House	56.0	@	120,000	6,720,000
4 bed House	25.8	@	168,750	4,347,000
5 bed House	13.4	@	195,000	2,620,800
1 bed Flat	2.2	@	63,750	142,800
2 bed Flat	3.4	@	80,625	270,900
	112.0			15,151,500
Intermediate GDV -				
1 bed House	2.4	@	161,000	386,400
2 bed House	2.4	@	189,000	453,600
3 bed House	24.0	@	224,000	5,376,000
4 bed House	11.0	@	315,000	3,477,600
5 bed House	5.8	@	364,000	2,096,640
1 bed Flat	1.0	@	119,000	114,240
2 bed Flat	1.4	@	150,500	216,720
	48.0	160.0		12,121,200
Sub-total GDV Residential	400			113,852,700
AH on-site cost analysis:				
	786 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	30,447,300
			76,118 £ per unit (total units)	
Grant	400	@	0	-
Total GDV				113,852,700

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(210,000)
Statutory Planning Fees (Residential)				(71,159)
CIL				(929,190)
CIL analysis:	23,230 sqm (Market only)	40.00 £ psm		
	0.82% % of GDV	2,323 £ 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	400 units @	2,000 per unit	(800,000)
S106 analysis:	80,000 £ per ha	0.70% % of GDV	2,000 £ per unit (total ur	(800,000)
AH Commuted Sum	38,716 sqm (total)	0 £ psm		-
Comm. Sum analysis:	0.00% % of GDV			
cont./				

Scheme Ref: **I**
 No Units: **400** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

Construction Costs -						
Site Clearance and Demolition		24.71 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	400 units @		0 per unit		-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total ur		-
1 bed House		1,380 sqm @		1,048 psm		(1,446,240)
2 bed House		1,500 sqm @		1,048 psm		(1,572,000)
3 bed House		18,000 sqm @		1,048 psm		(18,864,000)
4 bed House		10,304 sqm @		1,048 psm		(10,798,592)
5 bed House		6,144 sqm @		1,048 psm		(6,438,912)
1 bed Flat		471 sqm @		1,287 psm		(605,647)
2 bed Flat		38,716 918 sqm @		1,287 psm		(1,181,012)
External works		40,906,403 @		15.0% 15,340 £ per unit		(6,135,960)
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	240 units @	90% @	521 £ per unit		(112,536)
M4(3) Category 3 Housing	Mrkt units	240 units @	10% @	10,111 £ per unit		(242,664)
Water Efficiency additional cost		400 units @		10 £ per unit		(4,000)
Low Carbon Energy cost		400 units @		4,847 £ per unit		(1,938,800)
Contingency		49,340,363 @		3.0% (GF/BF)		(1,480,211)
Professional Fees		49,340,363 @		6.5%		(3,207,124)
Disposal Costs -						
Residential Sales Agent Costs		86,580,000 OMS @		1.00% 2,165 £ per unit		(865,800)
Residential Sales Legal Costs		240 OM Units @		0.25% 900 £ per unit		(216,000)
Affordable Sale Legal Costs				lump sum		(10,000)
Marketing and Promotion		86,580,000 OMS @		3.00% 6,494 £ per unit		(2,597,400)
				9,223 £ per unit		
Interest (on Development Costs) -			6.50% APR	0.526% pcm		(363,728)
Developers Profit -						
Margin on AH		27,272,700		6.00% on AH values		(1,636,362)
Profit on OMS		86,580,000		20.00%		(17,316,000)
Profit analysis:		60,090,975		31.54% on costs		(18,952,362)
		113,852,700		16.65% blended GDV		(18,952,362)
TOTAL COSTS						(79,043,337)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						34,809,363
SDLT		34,809,363 @		(slabbed)		(1,729,968)
Acquisition Agent fees		34,809,363 @		1.0%		(348,094)
Acquisition Legal fees		34,809,363 @		0.5%		(174,047)
Interest on Land		34,809,363 @		6.50%		(2,262,609)
Residual Land Value						30,294,646
RLV analysis:		75,737 £ per plot	3,029,465 £ per ha	1,226,008 £ per acre		

BENCHMARK LAND VALUE (BLV)						
Residential Density		40.0 dph				
Site Area (Net)		10.00 ha		24.71 acres		
Density analysis:		3,872 sqm/ha		16,865 sqft/ac		
Benchmark Land Value (Net)		16,988 £ per plot	679,525 £ per ha	275,000 £ per acre		6,795,250

BALANCE						
Surplus/(Deficit)		2,349,940 £ per ha		951,008 £ per acre		23,499,396

Scheme Ref:

I

No Units:

400

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

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)		23,499,396	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		35,931,597	34,007,118	32,082,640	30,158,161	28,233,682	26,309,203	24,384,724
	10		35,600,161	33,694,095	31,788,029	29,881,964	27,975,898	26,069,832	24,163,766
	20		35,268,536	33,381,052	31,493,419	29,605,767	27,718,114	25,830,462	23,942,809
	30		34,935,355	33,066,382	31,197,409	29,328,436	27,459,463	25,590,489	23,721,516
	40		34,602,175	32,751,712	30,901,249	29,050,786	27,200,322	25,349,859	23,499,396
	50		34,268,882	32,437,042	30,605,088	28,773,135	26,941,182	25,109,229	23,277,276
	60		33,933,949	32,120,825	30,307,702	28,494,578	26,681,454	24,868,331	23,055,156
	70		33,599,016	31,804,499	30,009,983	28,215,467	26,420,951	24,626,434	22,831,918
	80		33,264,019	31,488,173	29,712,265	27,936,356	26,160,447	24,384,538	22,608,629
	90		32,927,324	31,170,397	29,413,470	27,656,543	25,899,615	24,142,642	22,385,340
	100		32,590,628	30,852,406	29,114,185	27,375,963	25,637,741	23,899,519	22,161,298
	110		32,253,891	30,534,416	28,814,899	27,095,383	25,375,867	23,656,350	21,936,834
	120		31,915,424	30,215,044	28,514,664	26,814,284	25,113,904	23,413,181	21,712,370
	130		31,576,957	29,895,381	28,213,804	26,532,228	24,850,652	23,169,076	21,487,499
	140		31,238,442	29,575,717	27,912,944	26,250,172	24,587,400	22,924,627	21,261,855
	150		30,898,194	29,254,715	27,611,236	25,967,757	24,324,147	22,680,178	21,036,210
	160		30,557,946	28,933,370	27,308,793	25,684,217	24,059,641	22,435,065	20,810,488
	170		30,217,617	28,612,024	27,006,351	25,400,677	23,795,003	22,189,330	20,583,656
	180		29,875,578	28,289,358	26,703,137	25,116,916	23,530,366	21,943,595	20,356,824
	190		29,533,540	27,966,321	26,399,103	24,831,884	23,264,666	21,697,447	20,129,992
	200		29,191,358	27,643,285	26,095,069	24,546,852	22,998,636	21,450,419	19,902,203
	210		28,847,519	27,318,918	25,790,316	24,261,715	22,732,606	21,203,392	19,674,177
	220		28,503,681	26,994,182	25,484,682	23,975,183	22,465,683	20,956,184	19,446,152
	230		28,159,608	26,669,446	25,179,048	23,688,651	22,198,254	20,707,856	19,217,459
	240		27,813,961	26,343,342	24,872,724	23,402,106	21,930,824	20,459,529	18,988,234
	250		27,468,313	26,016,898	24,565,482	23,114,066	21,662,651	20,211,201	18,759,008

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)	23,499,396	90%	100%	110%	120%	130%	140%	150%	
CIL Epsm 40.00	0	24,457,894	24,384,724	24,311,554	24,238,384	24,165,214	24,092,045	24,018,875	
	10	24,236,936	24,163,766	24,090,597	24,017,427	23,944,257	23,871,087	23,797,917	
	20	24,015,979	23,942,809	23,869,639	23,796,469	23,722,972	23,649,417	23,575,862	
	30	23,795,021	23,721,516	23,647,961	23,574,407	23,500,852	23,427,297	23,353,742	
	40	23,572,951	23,499,396	23,425,841	23,352,286	23,278,732	23,205,177	23,131,622	
	50	23,350,831	23,277,276	23,203,721	23,130,166	23,056,611	22,982,728	22,908,786	
	60	23,128,711	23,055,156	22,981,265	22,907,323	22,833,381	22,759,439	22,685,498	
	70	22,905,860	22,831,918	22,757,976	22,684,034	22,610,092	22,536,151	22,462,209	
	80	22,682,571	22,608,629	22,534,687	22,460,745	22,386,804	22,312,862	22,238,570	
	90	22,459,282	22,385,340	22,311,398	22,237,099	22,162,769	22,088,438	22,014,107	
	100	22,235,629	22,161,298	22,086,967	22,012,636	21,938,305	21,863,974	21,789,643	
	110	22,011,165	21,936,834	21,862,503	21,788,172	21,713,841	21,639,510	21,565,179	
	120	21,786,701	21,712,370	21,638,039	21,563,700	21,488,978	21,414,256	21,339,534	
	130	21,562,222	21,487,499	21,412,777	21,338,055	21,263,333	21,188,611	21,113,889	
	140	21,336,577	21,261,855	21,187,133	21,112,410	21,037,688	20,962,966	20,888,244	
	150	21,110,932	21,036,210	20,961,488	20,886,766	20,811,975	20,736,860	20,661,744	
	160	20,885,287	20,810,488	20,735,373	20,660,258	20,585,143	20,510,028	20,434,912	
	170	20,658,771	20,583,656	20,508,541	20,433,426	20,358,311	20,283,195	20,208,080	
	180	20,431,939	20,356,824	20,281,709	20,206,594	20,131,478	20,056,213	19,980,702	
	190	20,205,107	20,129,992	20,054,718	19,979,208	19,903,697	19,828,187	19,752,676	
	200	19,977,714	19,902,203	19,826,693	19,751,182	19,675,672	19,600,161	19,524,651	
	210	19,749,688	19,674,177	19,598,667	19,523,157	19,447,646	19,372,136	19,296,371	
	220	19,521,662	19,446,152	19,370,641	19,294,869	19,218,961	19,143,054	19,067,146	
	230	19,293,367	19,217,459	19,141,551	19,065,644	18,989,736	18,913,828	18,837,920	
	240	19,064,141	18,988,234	18,912,326	18,836,418	18,760,510	18,684,603	18,608,695	
	250	18,834,916	18,759,008	18,683,100	18,607,193	18,530,898	18,454,591	18,378,284	

Scheme Ref:

I

No Units:

400

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		23,499,396	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 40.00	0		28,150,954	27,397,708	26,644,462	25,891,216	25,137,970	24,384,724	23,631,478
	10		27,929,996	27,176,750	26,423,504	25,670,258	24,917,012	24,163,766	23,410,520
	20		27,709,039	26,955,793	26,202,547	25,449,301	24,696,055	23,942,809	23,189,563
	30		27,487,746	26,734,500	25,981,254	25,228,008	24,474,762	23,721,516	22,968,270
	40		27,265,626	26,512,380	25,759,134	25,005,888	24,252,642	23,499,396	22,746,150
	50		27,043,506	26,290,260	25,537,014	24,783,768	24,030,522	23,277,276	22,524,030
	60		26,821,386	26,068,140	25,314,894	24,561,648	23,808,402	23,055,156	22,301,910
	70		26,598,148	25,844,902	25,091,656	24,338,410	23,585,164	22,831,918	22,078,672
	80		26,374,859	25,621,613	24,868,367	24,115,121	23,361,875	22,608,629	21,855,383
	90		26,151,570	25,398,324	24,645,078	23,891,832	23,138,586	22,385,340	21,632,094
	100		25,927,528	25,174,282	24,421,036	23,667,790	22,914,544	22,161,298	21,408,052
	110		25,703,064	24,949,818	24,196,572	23,443,326	22,690,080	21,936,834	21,183,588
	120		25,478,600	24,725,354	23,972,108	23,218,862	22,465,616	21,712,370	20,959,124
	130		25,253,729	24,500,483	23,747,237	22,993,991	22,240,745	21,487,499	20,734,253
	140		25,028,085	24,274,839	23,521,593	22,768,347	22,015,101	21,261,855	20,508,609
	150		24,802,440	24,049,194	23,295,948	22,542,702	21,789,456	21,036,210	20,282,964
	160		24,576,718	23,823,472	23,070,226	22,316,980	21,563,734	20,810,488	20,057,242
	170		24,349,886	23,596,640	22,843,394	22,090,148	21,336,902	20,583,656	19,830,410
	180		24,123,054	23,369,808	22,616,562	21,863,316	21,110,070	20,356,824	19,603,578
	190		23,896,222	23,142,976	22,389,730	21,636,484	20,883,238	20,129,992	19,376,746
	200		23,668,433	22,915,187	22,161,941	21,408,695	20,655,449	19,902,203	19,148,957
	210		23,440,407	22,687,161	21,933,915	21,180,669	20,427,423	19,674,177	18,920,931
	220		23,212,382	22,459,136	21,705,890	20,952,644	20,199,398	19,446,152	18,692,906
	230		22,983,689	22,230,443	21,477,197	20,723,951	19,970,705	19,217,459	18,464,213
	240		22,754,464	22,001,218	21,247,972	20,494,726	19,741,480	18,988,234	18,234,988
	250		22,525,238	21,771,992	21,018,746	20,265,500	19,512,254	18,759,008	18,005,762

TABLE 4

		BLV (per acre)							
Balance (RLV - BLV)		23,499,396	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 40.00	0		27,473,474	26,237,974	25,002,474	23,766,974	22,531,474	21,295,974	20,060,474
	10		27,252,516	26,017,016	24,781,516	23,546,016	22,310,516	21,075,016	19,839,516
	20		27,031,559	25,796,059	24,560,559	23,325,059	22,089,559	20,854,059	19,618,559
	30		26,810,266	25,574,766	24,339,266	23,103,766	21,868,266	20,632,766	19,397,266
	40		26,588,146	25,352,646	24,117,146	22,881,646	21,646,146	20,410,646	19,175,146
	50		26,366,026	25,130,526	23,895,026	22,659,526	21,424,026	20,188,526	18,953,026
	60		26,143,906	24,908,406	23,672,906	22,437,406	21,201,906	19,966,406	18,730,906
	70		25,920,668	24,685,168	23,449,668	22,214,168	20,978,668	19,743,168	18,507,668
	80		25,697,379	24,461,879	23,226,379	21,990,879	20,755,379	19,519,879	18,284,379
	90		25,474,090	24,238,590	23,003,090	21,767,590	20,532,090	19,296,590	18,061,090
	100		25,250,048	24,014,548	22,779,048	21,543,548	20,308,048	19,072,548	17,837,048
	110		25,025,584	23,790,084	22,554,584	21,319,084	20,083,584	18,848,084	17,612,584
	120		24,801,120	23,565,620	22,330,120	21,094,620	19,859,120	18,623,620	17,388,120
	130		24,576,249	23,340,749	22,105,249	20,869,749	19,634,249	18,398,749	17,163,249
	140		24,350,605	23,115,105	21,879,605	20,644,105	19,408,605	18,173,105	16,937,605
	150		24,124,960	22,889,460	21,653,960	20,418,460	19,182,960	17,947,460	16,711,960
	160		23,899,238	22,663,738	21,428,238	20,192,738	18,957,238	17,721,738	16,486,238
	170		23,672,406	22,436,906	21,201,406	19,965,906	18,730,406	17,494,906	16,259,406
	180		23,445,574	22,210,074	20,974,574	19,739,074	18,503,574	17,268,074	16,032,574
	190		23,218,742	21,983,242	20,747,742	19,512,242	18,276,742	17,041,242	15,805,742
	200		22,990,953	21,755,453	20,519,953	19,284,453	18,048,953	16,813,453	15,577,953
	210		22,762,927	21,527,427	20,291,927	19,056,427	17,820,927	16,585,427	15,349,927
	220		22,534,902	21,299,402	20,063,902	18,828,402	17,592,902	16,357,402	15,121,902
	230		22,306,209	21,070,709	19,835,209	18,599,709	17,364,209	16,128,709	14,893,209
	240		22,076,984	20,841,484	19,605,984	18,370,484	17,134,984	15,899,484	14,663,984
	250		21,847,758	20,612,258	19,376,758	18,141,258	16,905,758	15,670,258	14,434,758

Scheme Ref:

I

No Units:

400

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 5		Density (dph)							
		40				50			
Balance (RLV - BLV)		25	30	35	40	45	50	55	
CIL £psm 40.00	0	20,307,574	22,119,641	23,413,974	24,384,724	25,139,752	25,743,774	26,237,974	
	10	20,086,616	21,898,683	23,193,016	24,163,766	24,918,794	25,522,816	26,017,016	
	20	19,865,659	21,677,726	22,972,059	23,942,809	24,697,837	25,301,859	25,796,059	
	30	19,644,366	21,456,433	22,750,766	23,721,516	24,476,544	25,080,566	25,574,766	
	40	19,422,246	21,234,313	22,528,646	23,499,396	24,254,424	24,858,446	25,352,646	
	50	19,200,126	21,012,193	22,306,526	23,277,276	24,032,304	24,636,326	25,130,526	
	60	18,978,006	20,790,072	22,084,406	23,055,156	23,810,184	24,414,206	24,908,406	
	70	18,754,768	20,566,835	21,861,168	22,831,918	23,586,946	24,190,968	24,685,168	
	80	18,531,479	20,343,546	21,637,879	22,608,629	23,363,657	23,967,679	24,461,879	
	90	18,308,190	20,120,257	21,414,590	22,385,340	23,140,368	23,744,390	24,238,590	
	100	18,084,148	19,896,214	21,190,548	22,161,298	22,916,325	23,520,348	24,014,548	
	110	17,859,684	19,671,750	20,966,084	21,936,834	22,691,862	23,295,884	23,790,084	
	120	17,635,220	19,447,287	20,741,620	21,712,370	22,467,398	23,071,420	23,565,620	
	130	17,410,349	19,222,416	20,516,749	21,487,499	22,242,527	22,846,549	23,340,749	
	140	17,184,705	18,996,771	20,291,105	21,261,855	22,016,882	22,620,905	23,115,105	
	150	16,959,060	18,771,126	20,065,460	21,036,210	21,791,238	22,395,260	22,889,460	
	160	16,733,338	18,545,405	19,839,738	20,810,488	21,565,516	22,169,538	22,663,738	
	170	16,506,506	18,318,573	19,612,906	20,583,656	21,338,684	21,942,706	22,436,906	
	180	16,279,674	18,091,741	19,386,074	20,356,824	21,111,852	21,715,874	22,210,074	
	190	16,052,842	17,864,909	19,159,242	20,129,992	20,885,020	21,489,042	21,983,242	
	200	15,825,053	17,637,120	18,931,453	19,902,203	20,657,231	21,261,253	21,755,453	
	210	15,597,027	17,409,094	18,703,427	19,674,177	20,429,205	21,033,227	21,527,427	
	220	15,369,002	17,181,068	18,475,402	19,446,152	20,201,180	20,805,202	21,299,402	
	230	15,140,309	16,952,376	18,246,709	19,217,459	19,972,487	20,576,509	21,070,709	
	240	14,911,084	16,723,150	18,017,484	18,988,234	19,743,261	20,347,284	20,841,484	
	250	14,681,858	16,493,925	17,788,258	18,759,008	19,514,036	20,118,058	20,612,258	

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
		90%	95%	100%	105%	110%	120%
Balance (RLV - BLV)		23,499,396					
CIL £psm 40.00	0	29,661,331	27,039,092	24,384,724	21,697,450	18,976,472	16,220,973
	10	29,442,680	26,819,291	24,163,766	21,475,329	18,753,183	15,996,509
	20	29,223,607	26,599,490	23,942,809	21,253,209	18,529,894	15,771,117
	30	29,003,806	26,378,969	23,721,516	21,030,658	18,305,586	15,545,473
	40	28,784,004	26,158,012	23,499,396	20,807,369	18,081,123	15,319,772
	50	28,564,203	25,937,054	23,277,276	20,584,080	17,856,659	15,092,940
	60	28,343,662	25,715,989	23,055,156	20,360,516	17,631,096	14,866,108
	70	28,122,705	25,493,869	22,831,918	20,136,052	17,405,451	14,638,891
	80	27,901,747	25,271,749	22,608,629	19,911,588	17,179,796	14,410,866
	90	27,680,789	25,049,629	22,385,340	19,686,987	16,952,964	14,182,840
	100	27,458,748	24,826,829	22,161,298	19,461,342	16,726,131	13,954,080
	110	27,236,628	24,603,540	21,936,834	19,235,697	16,499,176	13,724,855
	120	27,014,508	24,380,251	21,712,370	19,010,034	16,271,150	13,495,629
	130	26,792,103	24,156,859	21,487,499	18,783,202	16,043,125	13,265,299
	140	26,568,814	23,932,395	21,261,855	18,556,370	15,814,844	13,034,867
	150	26,345,525	23,707,931	21,036,210	18,329,538	15,585,619	12,804,152
	160	26,122,236	23,483,467	20,810,488	18,101,596	15,356,393	12,572,508
	170	25,898,272	23,258,279	20,583,656	17,873,571	15,126,761	12,340,864
	180	25,673,808	23,032,634	20,356,824	17,645,545	14,896,329	12,108,530
	190	25,449,345	22,806,989	20,129,992	17,416,487	14,665,898	11,875,667
	200	25,224,881	22,581,158	19,902,203	17,187,261	14,434,888	11,642,804
	210	24,999,325	22,354,326	19,674,177	16,958,036	14,203,244	11,408,824
	220	24,773,680	22,127,493	19,446,152	16,727,836	13,971,600	11,174,735
	230	24,548,036	21,900,661	19,217,459	16,497,405	13,739,187	10,940,312
	240	24,322,042	21,672,971	18,988,234	16,266,973	13,506,324	10,704,992
	250	24,095,210	21,444,945	18,759,008	16,035,608	13,273,461	10,469,672

Scheme Ref: **I**
 No Units: **400** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	23,499,396	90%	95%	100%	105%	110%	115%	120%
		0	18,644,284	21,515,196	24,384,724	27,253,019	30,120,577	32,987,723	35,853,607
		10	18,422,164	21,293,960	24,163,766	27,033,218	29,900,776	32,768,333	35,634,957
		20	18,199,632	21,071,840	23,942,809	26,812,337	29,680,975	32,548,532	35,416,090
		30	17,976,343	20,849,720	23,721,516	26,591,379	29,460,907	32,328,731	35,196,289
		40	17,753,054	20,627,419	23,499,396	26,370,421	29,239,949	32,108,930	34,976,488
	CIL £psm	50	17,529,144	20,404,131	23,277,276	26,149,072	29,018,992	31,888,519	34,756,687
	40.00	60	17,304,681	20,180,842	23,055,156	25,926,952	28,798,034	31,667,562	34,536,886
		70	17,080,217	19,957,453	22,831,918	25,704,832	28,576,629	31,446,604	34,316,132
		80	16,854,904	19,732,989	22,608,629	25,482,712	28,354,508	31,225,647	34,095,174
		90	16,629,259	19,508,525	22,385,340	25,259,706	28,132,388	31,004,185	33,874,217
		100	16,403,614	19,284,024	22,161,298	25,036,417	27,910,268	30,782,064	33,653,259
		110	16,176,871	19,058,379	21,936,834	24,813,128	27,687,493	30,559,944	33,431,741
		120	15,950,039	18,832,734	21,712,370	24,589,606	27,464,204	30,337,824	33,209,621
		130	15,723,034	18,607,089	21,487,499	24,365,142	27,240,915	30,115,281	32,987,500
		140	15,495,008	18,380,264	21,261,855	24,140,678	27,017,626	29,891,992	32,765,380
		150	15,266,982	18,153,431	21,036,210	23,916,215	26,793,451	29,668,703	32,543,068
		160	15,038,501	17,926,599	20,810,488	23,690,975	26,568,987	29,445,414	32,319,779
		170	14,809,275	17,698,605	20,583,656	23,465,330	26,344,523	29,221,759	32,096,490
		180	14,580,050	17,470,580	20,356,824	23,239,685	26,120,059	28,997,295	31,873,202
		190	14,350,066	17,242,554	20,129,992	23,013,881	25,894,450	28,772,832	31,649,913
		200	14,119,634	17,013,367	19,902,203	22,787,049	25,668,806	28,548,368	31,425,604
		210	13,889,203	16,784,142	19,674,177	22,560,217	25,443,161	28,323,571	31,201,140
		220	13,657,689	16,554,916	19,446,152	22,333,385	25,217,274	28,097,926	30,976,676
		230	13,426,044	16,324,511	19,217,459	22,105,801	24,990,442	27,872,281	30,752,212
		240	13,194,192	16,094,080	18,988,234	21,877,775	24,763,609	27,646,636	30,527,046
		250	12,961,329	15,863,643	18,759,008	21,649,749	24,536,777	27,420,666	30,301,402

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:

J

No Units:

500

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

500 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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

5.0%

15.0

5.0%

10.0

5%

25.0

2 bed House

5.0%

15.0

5.0%

10.0

5%

25.0

3 bed House

50.0%

150.0

50.0%

100.0

50%

250.0

4 bed House

23.0%

69.0

23.0%

46.0

23%

115.0

5 bed House

12.0%

36.0

12.0%

24.0

12%

60.0

1 bed Flat

2.0%

6.0

2.0%

4.0

2%

10.0

2 bed Flat

3.0%

9.0

3.0%

6.0

3%

15.0

Total number of units

100.0%

300.0

100.0%

200.0

100%

500.0

OMS Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

AH Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

Total Gross Floor areas -

Mkt Units GIA

AH units GIA

Total GIA (all units)

(sqm)

(sqft)

(sqm)

(sqft)

(sqm)

(sqft)

1 bed House

1,035

11,141

690

7,427

1,725

18,568

2 bed House

1,125

12,109

750

8,073

1,875

20,182

3 bed House

13,500

145,313

9,000

96,875

22,500

242,188

4 bed House

7,728

83,183

5,152

55,456

12,880

138,639

5 bed House

4,608

49,600

3,072

33,067

7,680

82,667

1 bed Flat

353

3,799

235

2,533

588

6,332

2 bed Flat

688

7,408

459

4,939

1,147

12,347

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

5,750,000

2 bed House

270,000

3,600

334

6,750,000

3 bed House

320,000

3,556

330

80,000,000

4 bed House

450,000

4,018

373

51,750,000

5 bed House

520,000

4,063

377

31,200,000

1 bed Flat

170,000

3,400

316

1,700,000

2 bed Flat

215,000

3,308

307

3,225,000

180,375,000

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: **J**
 No Units: **500** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	15.0	@	230,000	3,450,000
2 bed House	15.0	@	270,000	4,050,000
3 bed House	150.0	@	320,000	48,000,000
4 bed House	69.0	@	450,000	31,050,000
5 bed House	36.0	@	520,000	18,720,000
1 bed Flat	6.0	@	170,000	1,020,000
2 bed Flat	9.0	@	215,000	1,935,000
	300.0			108,225,000
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	7.0	@	86,250	603,750
2 bed House	7.0	@	101,250	708,750
3 bed House	70.0	@	120,000	8,400,000
4 bed House	32.2	@	168,750	5,433,750
5 bed House	16.8	@	195,000	3,276,000
1 bed Flat	2.8	@	63,750	178,500
2 bed Flat	4.2	@	80,625	338,625
	140.0			18,939,375
Intermediate GDV -				
1 bed House	3.0	@	161,000	483,000
2 bed House	3.0	@	189,000	567,000
3 bed House	30.0	@	224,000	6,720,000
4 bed House	13.8	@	315,000	4,347,000
5 bed House	7.2	@	364,000	2,620,800
1 bed Flat	1.2	@	119,000	142,800
2 bed Flat	1.8	@	150,500	270,900
	60.0	200.0		15,151,500
Sub-total GDV Residential	500			142,315,875
AH on-site cost analysis:		£MV (no AH) less £GDV (inc. AH)		38,059,125
		786 £ psm (total GIA sqm)	76,118 £ per unit (total units)	
Grant	500	@	0	-
Total GDV				142,315,875

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(250,000)
Statutory Planning Fees (Residential)				(84,959)
CIL				(1,161,487)
CIL analysis:		29,037 sqm (Market only)	40.00 £ psm	
		0.82% % of GDV	2,323 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
(inc. Education)	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	500 units @	2,000 per unit	(1,000,000)
S106 analysis:		80,000 £ per ha	0.70% % of GDV	
			2,000 £ per unit (total ur	(1,000,000)
AH Commuted Sum		48,395 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		

cont./

Scheme Ref: **J**
 No Units: **500** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

Construction Costs -				
Site Clearance and Demolition	30.89 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	500 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	1,725 sqm @	1,048 psm		(1,807,800)
2 bed House	1,875 sqm @	1,048 psm		(1,965,000)
3 bed House	22,500 sqm @	1,048 psm		(23,580,000)
4 bed House	12,880 sqm @	1,048 psm		(13,498,240)
5 bed House	7,680 sqm @	1,048 psm		(8,048,640)
1 bed Flat	588 sqm @	1,287 psm		(757,059)
2 bed Flat	48,395 1,147 sqm @	1,287 psm		(1,476,265)
External works	51,133,004 @	20.0%		(10,226,601)
		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 300 units @	90% @	521 £ per unit	(140,670)
M4(3) Category 3 Housing	Mrkt units 300 units @	10% @	10,111 £ per unit	(303,330)
Water Efficiency additional cost	500 units @		10 £ per unit	(5,000)
Low Carbon Energy cost	500 units @		4,847 £ per unit	(2,423,500)
Contingency	64,232,104 @	3.0% (GF/BF)		(1,926,963)
Professional Fees	64,232,104 @	6.5%		(4,175,087)
Disposal Costs -				
Residential Sales Agent Costs	108,225,000 OMS @	1.00%	2,165 £ per unit	(1,082,250)
Residential Sales Legal Costs	300 OM Units @	0.25%	900 £ per unit	(270,000)
Affordable Sale Legal Costs			lump sum	(10,000)
Marketing and Promotion	108,225,000 OMS @	3.00%	6,494 £ per unit	(3,246,750)
			9,218 £ per unit	
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(775,419)
Developers Profit -				
Margin on AH	34,090,875	6.00% on AH values		(2,045,453)
Profit on OMS	108,225,000	20.00%		(21,645,000)
Profit analysis:	78,215,019	30.29% on costs	(23,690,453)	
	142,315,875	16.65% blended GDV	(23,690,453)	
TOTAL COSTS				(101,905,472)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				40,410,403
SDLT	40,410,403 @	(slabbed)		(2,010,020)
Acquisition Agent fees	40,410,403 @	1.0%		(404,104)
Acquisition Legal fees	40,410,403 @	0.5%		(202,052)
Interest on Land	40,410,403 @	6.50%		(2,626,676)
Residual Land Value				35,167,551
RLV analysis:	70,335 £ per plot	2,813,404 £ per ha	1,138,569 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	40.0 dph			
Site Area (Net)	12.50 ha	30.89 acres		
Density analysis:	3,872 sqm/ha	16,865 sqft/ac		
Benchmark Land Value (Net)	16,988 £ per plot	679,525 £ per ha	275,000 £ per acre	8,494,063

BALANCE				
Surplus/(Deficit)	2,133,879 £ per ha	863,569 £ per acre		26,673,488

Scheme Ref:

J

No Units:

500

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

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)	26,673,488	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	42,127,665	39,742,004	37,356,342	34,970,681	32,584,870	30,198,775	27,812,680
	10	41,700,117	39,338,208	36,976,300	34,614,391	32,252,482	29,890,574	27,528,665
	20	41,272,569	38,934,413	36,596,257	34,258,101	31,919,945	29,581,789	27,243,633
	30	40,843,466	38,529,559	36,215,651	33,901,743	31,587,408	29,273,004	26,958,601
	40	40,413,669	38,123,639	35,833,608	33,543,578	31,253,548	28,963,518	26,673,488
	50	39,983,871	37,717,718	35,451,566	33,185,414	30,919,261	28,653,109	26,386,956
	60	39,552,512	37,310,797	35,069,083	32,827,249	30,584,974	28,342,699	26,100,425
	70	39,120,452	36,902,741	34,685,030	32,467,319	30,249,607	28,031,896	25,813,893
	80	38,688,393	36,494,685	34,300,977	32,107,269	29,913,561	27,719,853	25,526,145
	90	38,254,730	36,085,652	33,916,575	31,747,220	29,577,515	27,407,811	25,238,106
	100	37,820,397	35,675,449	33,530,501	31,385,553	29,240,605	27,095,657	24,950,066
	110	37,386,065	35,265,246	33,144,428	31,023,610	28,902,791	26,781,973	24,661,154
	120	36,950,049	34,854,056	32,758,064	30,661,666	28,564,977	26,468,288	24,371,599
	130	36,513,431	34,441,695	32,369,959	30,298,224	28,226,488	26,154,604	24,082,044
	140	36,076,813	34,029,334	31,981,855	29,934,375	27,886,896	25,839,417	23,791,938
	150	35,638,396	33,615,942	31,593,487	29,570,527	27,547,304	25,524,082	23,500,859
	160	35,199,481	33,201,411	31,203,340	29,205,270	27,207,200	25,208,747	23,209,780
	170	34,760,566	32,786,880	30,813,194	28,839,507	26,865,821	24,892,135	22,918,449
	180	34,319,700	32,371,240	30,422,780	28,473,745	26,524,443	24,575,140	22,625,838
	190	33,878,475	31,954,528	30,030,580	28,106,633	26,182,685	24,258,146	22,333,228
	200	33,437,250	31,537,815	29,638,381	27,738,946	25,839,511	23,940,076	22,040,618
	210	32,993,885	31,119,881	29,245,877	27,371,258	25,496,336	23,621,413	21,746,491
	220	32,550,339	30,700,976	28,851,614	27,002,252	25,152,889	23,302,751	21,452,341
	230	32,106,758	30,282,072	28,457,351	26,632,630	24,807,909	22,983,188	21,158,191
	240	31,660,878	29,861,797	28,062,715	26,263,008	24,462,929	22,662,849	20,862,770
	250	31,214,998	29,440,688	27,666,377	25,892,066	24,117,755	22,342,510	20,567,072

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	26,673,488	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0	27,906,575	27,812,680	27,718,786	27,624,892	27,530,533	27,436,145	27,341,757
	10	27,623,034	27,528,665	27,434,277	27,339,889	27,245,501	27,151,113	27,056,725
	20	27,338,021	27,243,633	27,149,245	27,054,857	26,960,469	26,866,081	26,771,693
	30	27,052,989	26,958,601	26,864,213	26,769,825	26,675,366	26,580,481	26,485,597
	40	26,767,957	26,673,488	26,578,604	26,483,719	26,388,834	26,293,949	26,199,065
	50	26,481,841	26,386,956	26,292,072	26,197,187	26,102,302	26,007,418	25,912,533
	60	26,195,309	26,100,425	26,005,540	25,910,655	25,815,770	25,720,888	25,625,304
	70	25,908,778	25,813,893	25,718,801	25,623,417	25,528,033	25,432,649	25,337,265
	80	25,621,529	25,526,145	25,430,761	25,335,377	25,239,993	25,144,610	25,049,226
	90	25,333,490	25,238,106	25,142,722	25,047,338	24,951,954	24,856,570	24,760,835
	100	25,045,450	24,950,066	24,854,682	24,758,938	24,663,052	24,567,166	24,471,280
	110	24,757,040	24,661,154	24,565,269	24,469,383	24,373,497	24,277,611	24,181,725
	120	24,467,485	24,371,599	24,275,713	24,179,828	24,083,942	23,988,056	23,892,143
	130	24,177,930	24,082,044	23,986,158	23,890,235	23,793,845	23,697,455	23,601,064
	140	23,888,328	23,791,938	23,695,547	23,599,157	23,502,766	23,406,376	23,309,986
	150	23,597,249	23,500,859	23,404,469	23,308,078	23,211,688	23,115,297	23,018,907
	160	23,306,171	23,209,780	23,113,390	23,017,000	22,920,366	22,823,469	22,726,571
	170	23,015,092	22,918,449	22,821,551	22,724,653	22,627,756	22,530,858	22,433,961
	180	22,722,736	22,625,838	22,528,941	22,432,043	22,335,146	22,238,248	22,141,351
	190	22,430,126	22,333,228	22,236,331	22,139,433	22,042,536	21,945,161	21,847,754
	200	22,137,516	22,040,618	21,943,233	21,845,826	21,748,419	21,651,011	21,553,604
	210	21,843,898	21,746,491	21,649,084	21,551,676	21,454,269	21,356,861	21,259,454
	220	21,549,749	21,452,341	21,354,934	21,257,526	21,160,119	21,062,485	20,964,565
	230	21,255,599	21,158,191	21,060,547	20,962,627	20,864,708	20,766,788	20,668,868
	240	20,960,690	20,862,770	20,764,850	20,666,930	20,569,010	20,471,090	20,373,170
	250	20,664,992	20,567,072	20,469,152	20,371,232	20,273,313	20,175,393	20,076,958

Scheme Ref:

J

No Units:

500

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 3		Profit (on OMS) 20%						
Balance (RLV - BLV)	26,673,488	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 40.00	0	32,520,468	31,578,910	30,637,353	29,695,795	28,754,238	27,812,680	26,871,123
	10	32,236,453	31,294,895	30,353,338	29,411,780	28,470,223	27,528,665	26,587,108
	20	31,951,421	31,009,863	30,068,306	29,126,748	28,185,191	27,243,633	26,302,076
	30	31,666,389	30,724,831	29,783,274	28,841,716	27,900,159	26,958,601	26,017,044
	40	31,381,276	30,439,718	29,498,161	28,556,603	27,615,046	26,673,488	25,731,931
	50	31,094,744	30,153,186	29,211,629	27,328,071	27,328,514	26,386,956	25,445,399
	60	30,808,212	29,866,655	28,925,097	27,983,540	27,041,982	26,100,425	25,158,867
	70	30,521,680	29,580,123	28,638,565	27,697,008	26,755,450	25,813,893	24,872,335
	80	30,233,933	29,292,375	28,350,818	27,409,260	26,467,703	25,526,145	24,584,588
	90	29,945,893	29,004,336	28,062,778	27,121,221	26,179,663	25,238,106	24,296,548
	100	29,657,854	28,716,296	27,774,739	26,833,181	25,891,624	24,950,066	24,008,509
	110	29,368,942	28,427,384	27,485,827	26,544,269	25,602,712	24,661,154	23,719,597
	120	29,079,387	28,137,829	27,196,272	26,254,714	25,313,157	24,371,599	23,430,042
	130	28,789,832	27,848,274	26,906,717	25,965,159	25,023,602	24,082,044	23,140,487
	140	28,499,725	27,558,168	26,616,610	25,675,053	24,733,495	23,791,938	22,850,380
	150	28,208,646	27,267,089	26,325,531	25,383,974	24,442,416	23,500,859	22,559,301
	160	27,917,568	26,976,010	26,034,453	25,092,895	24,151,338	23,209,780	22,268,223
	170	27,626,236	26,684,679	25,743,121	24,801,564	23,860,006	22,918,449	21,976,891
	180	27,333,626	26,392,068	25,450,511	24,508,953	23,567,396	22,625,838	21,684,281
	190	27,041,016	26,099,458	25,157,901	24,216,343	23,274,786	22,333,228	21,391,671
	200	26,748,406	25,806,848	24,865,291	23,923,733	22,982,176	22,040,618	21,099,061
	210	26,454,279	25,512,721	24,571,164	23,629,606	22,688,049	21,746,491	20,804,934
	220	26,160,129	25,218,571	24,277,014	23,335,456	22,393,899	21,452,341	20,510,784
	230	25,865,979	24,924,421	23,982,864	23,041,306	22,099,749	21,158,191	20,216,634
	240	25,570,557	24,629,000	23,687,442	22,745,885	21,804,327	20,862,770	19,921,212
250	25,274,860	24,333,302	23,391,745	22,450,187	21,508,630	20,567,072	19,625,515	

TABLE 4		BLV (per acre)							
Balance (RLV - BLV)		26,673,488	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 40.00	0	31,673,618	30,129,243	28,584,868	27,040,493	25,496,118	23,951,743	22,407,368	
	10	31,389,603	29,845,228	28,300,853	26,756,478	25,212,103	23,667,728	22,123,353	
	20	31,104,571	29,560,196	28,015,821	26,471,446	24,927,071	23,382,696	21,838,321	
	30	30,819,539	29,275,164	27,730,789	26,186,414	24,642,039	23,097,664	21,553,289	
	40	30,534,426	28,990,051	27,445,676	25,901,301	24,356,926	22,812,551	21,268,176	
	50	30,247,894	28,703,519	27,159,144	25,614,769	24,070,394	22,526,019	20,981,644	
	60	29,961,362	28,416,987	26,872,612	25,328,237	23,783,862	22,239,487	20,695,112	
	70	29,674,830	28,130,455	26,586,080	25,041,705	23,497,330	21,952,955	20,408,580	
	80	29,387,083	27,842,708	26,298,333	24,753,958	23,209,583	21,665,208	20,120,833	
	90	29,099,043	27,554,668	26,010,293	24,465,918	22,921,543	21,377,168	19,832,793	
	100	28,811,004	27,266,629	25,722,254	24,177,879	22,633,504	21,089,129	19,544,754	
	110	28,522,092	26,977,717	25,433,342	23,888,967	22,344,592	20,800,217	19,255,842	
	120	28,232,537	26,688,162	25,143,787	23,599,412	22,055,037	20,510,662	18,966,287	
	130	27,942,982	26,398,607	24,854,232	23,309,857	21,765,482	20,221,107	18,676,732	
	140	27,652,875	26,108,500	24,564,125	23,019,750	21,475,375	19,931,000	18,386,625	
	150	27,361,796	25,817,421	24,273,046	22,728,671	21,184,296	19,639,921	18,095,546	
	160	27,070,718	25,526,343	23,981,968	22,437,593	20,893,218	19,348,843	17,804,468	
	170	26,779,386	25,235,011	23,690,636	22,146,261	20,601,886	19,057,511	17,513,136	
	180	26,486,776	24,942,401	23,398,026	21,853,651	20,309,276	18,764,901	17,220,526	
	190	26,194,166	24,649,791	23,105,416	21,561,041	20,016,666	18,472,291	16,927,916	
200	25,901,556	24,357,181	22,812,806	21,268,431	19,724,056	18,179,681	16,635,306		
210	25,607,429	24,063,054	22,518,679	20,974,304	19,429,929	17,885,554	16,341,179		
220	25,313,279	23,768,904	22,224,529	20,680,154	19,135,779	17,591,404	16,047,029		
230	25,019,129	23,474,754	21,930,379	20,386,004	18,841,629	17,297,254	15,752,879		
240	24,723,707	23,179,332	21,634,957	20,090,582	18,546,207	17,001,832	15,457,457		
250	24,428,010	22,883,635	21,339,260	19,794,885	18,250,510	16,706,135	15,161,760		

Scheme Ref:

J

No Units:

500

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 5		Density (dph)							
		40				50			
Balance (RLV - BLV)		25	30	35	40	45	50	55	
CIL £psm 40.00	0	22,716,243	24,981,326	26,599,243	27,812,680	28,756,465	29,511,493	30,129,243	
	10	22,432,228	24,697,311	26,315,228	27,528,665	28,472,450	29,227,478	29,845,228	
	20	22,147,196	24,412,279	26,030,196	27,243,633	28,187,418	28,942,446	29,560,196	
	30	21,862,164	24,127,247	25,745,164	26,958,601	27,902,386	28,657,414	29,275,164	
	40	21,577,051	23,842,134	25,460,051	26,673,488	27,617,273	28,372,301	28,990,051	
	50	21,290,519	23,555,602	25,173,519	26,386,956	27,330,741	28,085,769	28,703,519	
	60	21,003,987	23,269,070	24,886,987	26,100,425	27,044,209	27,799,237	28,416,987	
	70	20,717,455	22,982,539	24,600,455	25,813,893	26,757,678	27,512,705	28,130,455	
	80	20,429,708	22,694,791	24,312,708	25,526,145	26,469,930	27,224,958	27,842,708	
	90	20,141,668	22,406,752	24,024,668	25,238,106	26,181,891	26,936,918	27,554,668	
	100	19,853,629	22,118,712	23,736,629	24,950,066	25,893,851	26,648,879	27,266,629	
	110	19,564,717	21,829,800	23,447,717	24,661,154	25,604,939	26,359,967	26,977,717	
	120	19,275,162	21,540,245	23,158,162	24,371,599	25,315,384	26,070,412	26,688,162	
	130	18,985,607	21,250,690	22,868,607	24,082,044	25,025,829	25,780,857	26,398,607	
	140	18,695,500	20,960,583	22,578,500	23,791,938	24,735,722	25,490,750	26,108,500	
	150	18,404,421	20,669,505	22,287,421	23,500,859	24,444,644	25,199,671	25,817,421	
	160	18,113,343	20,378,426	21,996,343	23,209,780	24,153,565	24,908,593	25,526,343	
	170	17,822,011	20,087,094	21,705,011	22,918,449	23,862,233	24,617,261	25,235,011	
	180	17,529,401	19,794,484	21,412,401	22,625,838	23,569,623	24,324,651	24,942,401	
	190	17,236,791	19,501,874	21,119,791	22,333,228	23,277,013	24,032,041	24,649,791	
	200	16,944,181	19,209,264	20,827,181	22,040,618	22,984,403	23,739,431	24,357,181	
	210	16,650,054	18,915,137	20,533,054	21,746,491	22,690,276	23,445,304	24,063,054	
	220	16,355,904	18,620,987	20,238,904	21,452,341	22,396,126	23,151,154	23,768,904	
	230	16,061,754	18,326,837	19,944,754	21,158,191	22,101,976	22,857,004	23,474,754	
	240	15,766,332	18,031,416	19,649,332	20,862,770	21,806,554	22,561,582	23,179,332	
	250	15,470,635	17,735,718	19,353,635	20,567,072	21,510,857	22,265,885	22,883,635	

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		26,673,488	90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00	0		34,935,733	31,402,724	27,812,680	24,163,023	20,451,874	16,674,669	12,826,673
	10		34,655,153	31,120,668	27,528,665	23,876,491	20,162,319	16,382,058	12,530,928
	20		34,374,574	30,838,298	27,243,633	23,589,960	19,872,764	16,089,448	12,233,675
	30		34,093,144	30,554,758	26,958,601	23,302,142	19,582,730	15,795,751	11,936,422
	40		33,811,088	30,271,218	26,673,488	23,014,103	19,291,652	15,501,601	11,638,107
	50		33,529,032	29,987,678	26,386,956	22,726,063	19,000,573	15,207,253	11,339,289
	60		33,246,976	29,703,045	26,100,425	22,436,783	18,708,714	14,911,555	11,039,939
	70		32,963,610	29,418,013	25,813,893	22,147,228	18,416,104	14,615,858	10,739,549
	80		32,680,070	29,132,981	25,526,145	21,857,672	18,123,494	14,319,282	10,439,142
	90		32,396,530	28,847,542	25,238,106	21,566,897	17,829,776	14,022,028	10,137,171
	100		32,112,677	28,561,010	24,950,066	21,275,818	17,535,626	13,724,753	9,835,201
	110		31,827,645	28,274,478	24,661,154	20,984,740	17,241,476	13,425,935	9,532,125
	120		31,542,613	27,987,947	24,371,599	20,692,437	16,945,865	13,127,118	9,228,566
	130		31,257,581	27,700,165	24,082,044	20,399,827	16,650,167	12,827,551	8,924,379
	140		30,971,717	27,412,126	23,791,938	20,107,217	16,354,185	12,527,161	8,619,223
	150		30,685,185	27,124,087	23,500,859	19,813,356	16,056,931	12,226,771	8,313,903
	160		30,398,653	26,835,435	23,209,780	19,519,206	15,759,678	11,924,875	8,007,141
	170		30,112,121	26,545,880	22,918,449	19,225,056	15,461,741	11,622,905	7,700,379
	180		29,824,203	26,256,325	22,625,838	18,929,603	15,162,924	11,320,232	7,392,289
	190		29,536,163	25,966,770	22,333,228	18,633,906	14,864,106	11,016,673	7,083,913
	200		29,248,124	25,675,695	22,040,618	18,338,208	14,564,181	10,713,114	6,774,635
	210		28,959,624	25,384,616	21,746,491	18,041,131	14,263,791	10,408,046	6,464,637
	220		28,670,069	25,093,538	21,452,341	17,743,878	13,963,401	10,102,889	6,154,149
	230		28,380,514	24,801,527	21,158,191	17,446,624	13,661,451	9,796,994	5,842,519
	240		28,090,959	24,508,917	20,862,770	17,147,890	13,359,481	9,490,232	5,530,796
	250		27,800,327	24,216,307	20,567,072	16,849,072	13,057,060	9,183,470	5,217,527

Scheme Ref:

J

No Units:

500

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	26,673,488	90%	95%	100%	105%	110%	115%	120%
		0	20,618,085	24,217,049	27,812,680	31,405,609	34,995,747	38,585,263	42,171,935
		10	20,331,553	23,932,017	27,528,665	31,122,069	34,713,691	38,303,294	41,891,355
		20	20,043,819	23,645,787	27,243,633	30,838,529	34,431,457	38,021,238	41,610,775
		30	19,755,780	23,359,255	26,958,601	30,554,989	34,147,917	37,739,182	41,328,786
		40	19,467,642	23,072,723	26,673,488	30,270,217	33,864,377	37,457,126	41,046,729
	CIL £psm	50	19,178,087	22,784,982	26,386,956	29,985,185	33,580,837	37,173,765	40,764,673
	40.00	60	18,888,532	22,496,943	26,100,425	29,700,153	33,296,802	36,890,225	40,482,617
		70	18,598,449	22,208,903	25,813,893	29,414,658	33,011,770	36,606,685	40,199,613
		80	18,307,370	21,919,621	25,526,145	29,128,126	32,726,738	36,323,145	39,916,073
		90	18,016,292	21,630,066	25,238,106	28,841,595	32,441,706	36,038,354	39,632,533
		100	17,724,229	21,340,511	24,950,066	28,555,063	32,155,828	35,753,322	39,348,993
		110	17,431,619	21,049,654	24,661,154	28,267,308	31,869,296	35,468,290	39,064,938
		120	17,139,008	20,758,575	24,371,599	27,979,269	31,582,764	35,183,258	38,779,906
		130	16,844,931	20,467,497	24,082,044	27,691,230	31,296,233	34,896,998	38,494,874
		140	16,550,781	20,175,034	23,791,938	27,402,688	31,008,471	34,610,466	38,209,842
		150	16,256,202	19,882,423	23,500,859	27,113,133	30,720,432	34,323,934	37,924,700
		160	15,960,505	19,589,813	23,209,780	26,823,578	30,432,393	34,037,403	37,638,168
		170	15,664,807	19,295,711	22,918,449	26,534,023	30,144,222	33,749,635	37,351,636
		180	15,368,152	19,001,561	22,625,838	26,243,143	29,854,667	33,461,595	37,065,104
		190	15,070,898	18,707,335	22,333,228	25,952,064	29,565,112	33,173,556	36,778,572
		200	14,773,645	18,411,637	22,040,618	25,660,985	29,275,557	32,885,516	36,490,798
		210	14,474,878	18,115,940	21,746,491	25,369,253	28,985,426	32,596,200	36,202,758
		220	14,176,060	17,820,016	21,452,341	25,076,643	28,694,348	32,306,645	35,914,719
		230	13,876,718	17,522,763	21,158,191	24,784,033	28,403,269	32,017,090	35,626,679
		240	13,576,328	17,225,509	20,862,770	24,491,421	28,112,190	31,727,535	35,337,734
		250	13,275,938	16,927,855	20,567,072	24,197,271	27,820,058	31,436,631	35,048,179

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:

K

No Units:

700

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

700 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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

5.0%

21.0

5.0%

14.0

5%

35.0

2 bed House

5.0%

21.0

5.0%

14.0

5%

35.0

3 bed House

50.0%

210.0

50.0%

140.0

50%

350.0

4 bed House

23.0%

96.6

23.0%

64.4

23%

161.0

5 bed House

12.0%

50.4

12.0%

33.6

12%

84.0

1 bed Flat

2.0%

8.4

2.0%

5.6

2%

14.0

2 bed Flat

3.0%

12.6

3.0%

8.4

3%

21.0

Total number of units

100.0%

420.0

100.0%

280.0

100%

700.0

OMS Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

AH Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

Total Gross Floor areas -

Mkt Units GIA

AH units GIA

Total GIA (all units)

(sqm)

(sqft)

(sqm)

(sqft)

(sqm)

(sqft)

1 bed House

1,449

15,597

966

10,398

2,415

25,995

2 bed House

1,575

16,953

1,050

11,302

2,625

28,255

3 bed House

18,900

203,438

12,600

135,625

31,500

339,063

4 bed House

10,819

116,457

7,213

77,638

18,032

194,095

5 bed House

6,451

69,440

4,301

46,293

10,752

115,734

1 bed Flat

494

5,319

329

3,546

824

8,864

2 bed Flat

964

10,371

642

6,914

1,606

17,286

40,652

437,575

27,101

291,717

67,753

729,292

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

8,050,000

2 bed House

270,000

3,600

334

9,450,000

3 bed House

320,000

3,556

330

112,000,000

4 bed House

450,000

4,018

373

72,450,000

5 bed House

520,000

4,063

377

43,680,000

1 bed Flat

170,000

3,400

316

2,380,000

2 bed Flat

215,000

3,308

307

4,515,000

252,525,000

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: **K**
 No Units: **700** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	21.0	@	230,000	4,830,000
2 bed House	21.0	@	270,000	5,670,000
3 bed House	210.0	@	320,000	67,200,000
4 bed House	96.6	@	450,000	43,470,000
5 bed House	50.4	@	520,000	26,208,000
1 bed Flat	8.4	@	170,000	1,428,000
2 bed Flat	12.6	@	215,000	2,709,000
	420.0			151,515,000
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	9.8	@	86,250	845,250
2 bed House	9.8	@	101,250	992,250
3 bed House	98.0	@	120,000	11,760,000
4 bed House	45.1	@	168,750	7,607,250
5 bed House	23.5	@	195,000	4,586,400
1 bed Flat	3.9	@	63,750	249,900
2 bed Flat	5.9	@	80,625	474,075
	196.0			26,515,125
Intermediate GDV -				
1 bed House	4.2	@	161,000	676,200
2 bed House	4.2	@	189,000	793,800
3 bed House	42.0	@	224,000	9,408,000
4 bed House	19.3	@	315,000	6,085,800
5 bed House	10.1	@	364,000	3,669,120
1 bed Flat	1.7	@	119,000	199,920
2 bed Flat	2.5	@	150,500	379,260
	84.0	280.0		21,212,100
Sub-total GDV Residential	700			199,242,225
AH on-site cost analysis:		£MV (no AH) less £GDV (inc. AH)		53,282,775
		786 £ psm (total GIA sqm)	76,118 £ per unit (total units)	
Grant	700	@	0	-
Total GDV				199,242,225

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(340,000)
Statutory Planning Fees (Residential)				(112,559)
CIL				(1,626,082)
CIL analysis:		40,652 sqm (Market only)	40.00 £ psm	
		0.82% % of GDV	2,323 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
(inc. Education)	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	700 units @	2,000 per unit	(1,400,000)
S106 analysis:		80,000 £ per ha	0.70% % of GDV	
			2,000 £ per unit (total ur	(1,400,000)
AH Commuted Sum		67,753 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		

cont./

Scheme Ref: **K**
 No Units: **700** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

Construction Costs -						
Site Clearance and Demolition		43.24	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		700	units @	0	per unit
Infra. Costs analysis:		-	£ per ha	0.00% % of GDV	0	£ per unit (total ur
1 bed House		2,415	sqm @		1,048	psm (2,530,920)
2 bed House		2,625	sqm @		1,048	psm (2,751,000)
3 bed House		31,500	sqm @		1,048	psm (33,012,000)
4 bed House		18,032	sqm @		1,048	psm (18,897,536)
5 bed House		10,752	sqm @		1,048	psm (11,268,096)
1 bed Flat		824	sqm @		1,287	psm (1,059,882)
2 bed Flat		67,753	1,606	sqm @	1,287	psm (2,066,771)
External works		71,586,205	@		20.0%	(14,317,241)
					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	420	units @	90%	521	£ per unit (196,938)
M4(3) Category 3 Housing	Mrkt units	420	units @	10%	10,111	£ per unit (424,662)
Water Efficiency additional cost		700	units @		10	£ per unit (7,000)
Low Carbon Energy cost		700	units @		4,847	£ per unit (3,392,900)
Contingency		89,924,946	@		3.0%	(GF/BF) (2,697,748)
Professional Fees		89,924,946	@		6.5%	(5,845,121)
Disposal Costs -						
Residential Sales Agent Costs		151,515,000	OMS @	1.00%	2,165	£ per unit (1,515,150)
Residential Sales Legal Costs		420	OM Units @	0.25%	900	£ per unit (378,000)
Affordable Sale Legal Costs						lump sum (10,000)
Marketing and Promotion		151,515,000	OMS @	3.00%	6,494	£ per unit (4,545,450)
					9,212	£ per unit
Interest (on Development Costs) -				6.50% APR	0.526%	pcm (895,258)
Developers Profit -						
Margin on AH		47,727,225		6.00%	on AH values	(2,863,634)
Profit on OMS		151,515,000		20.00%		(30,303,000)
Profit analysis:		109,290,314		30.35%	on costs	(33,166,634)
		199,242,225		16.65%	blended GDV	(33,166,634)
TOTAL COSTS						(142,456,948)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						56,785,277
SDLT		56,785,277	@	(slabbed)		(2,828,764)
Acquisition Agent fees		56,785,277	@	1.0%		(567,853)
Acquisition Legal fees		56,785,277	@	0.5%		(283,926)
Interest on Land		56,785,277	@	6.50%		(3,691,043)
Residual Land Value						49,413,691
RLV analysis:		70,591	£ per plot	2,823,639	£ per ha	1,142,711
						£ per acre

BENCHMARK LAND VALUE (BLV)						
Residential Density		40.0	dph			
Site Area (Net)		17.50	ha	43.24	acres	
Density analysis:		3,872	sqm/ha	16,865	sqft/ac	
Benchmark Land Value (Net)	16,988	£ per plot	679,525	£ per ha	275,000	£ per acre
						11,891,688

BALANCE						
Surplus/(Deficit)		2,144,114	£ per ha	867,711	£ per acre	37,522,004

Scheme Ref:

K

No Units:

700

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

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)	37,522,004	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	59,253,127	55,898,178	52,543,229	49,188,279	45,833,330	42,478,381	39,123,431
	10	58,654,019	55,332,620	52,011,169	48,689,473	45,367,778	42,046,082	38,724,386
	20	58,052,302	54,764,331	51,476,360	48,188,389	44,900,418	41,612,447	38,324,476
	30	57,450,511	54,196,043	50,941,501	47,686,959	44,432,416	41,177,874	37,923,332
	40	56,845,628	53,625,024	50,404,420	47,183,816	43,963,212	40,742,608	37,522,004
	50	56,240,745	53,053,746	49,866,746	46,679,747	43,492,747	40,305,748	37,118,748
	60	55,633,040	52,480,195	49,327,351	46,174,506	43,021,661	39,868,817	36,715,493
	70	55,024,975	51,905,911	48,786,848	45,667,785	42,548,721	39,429,658	36,310,595
	80	54,414,474	51,329,785	48,245,096	45,160,407	42,075,718	38,990,500	35,905,218
	90	53,803,209	50,752,479	47,701,749	44,651,020	41,600,290	38,549,560	35,498,831
	100	53,189,864	50,173,731	47,157,599	44,141,466	41,124,862	38,108,091	35,091,321
	110	52,575,383	49,593,388	46,611,393	43,629,398	40,647,403	37,665,409	34,683,414
	120	51,959,145	49,011,973	46,064,801	43,117,331	40,169,474	37,221,617	34,273,760
	130	51,341,431	48,428,576	45,515,721	42,602,867	39,690,012	36,777,158	33,864,105
	140	50,722,251	47,844,448	44,966,642	42,088,105	39,209,568	36,331,030	33,452,493
	150	50,101,286	47,257,981	44,414,676	41,571,371	38,728,066	35,884,761	33,040,684
	160	49,479,115	46,671,093	43,862,707	41,053,900	38,245,093	35,436,286	32,627,479
	170	48,854,883	46,081,541	43,308,199	40,534,856	37,761,514	34,987,812	32,213,503
	180	48,229,670	45,491,846	42,753,326	40,014,663	37,276,000	34,537,338	31,798,675
	190	47,602,153	44,899,191	42,196,230	39,493,268	36,790,306	34,086,504	31,382,521
	200	46,973,848	44,306,537	41,638,437	38,970,337	36,302,238	33,634,138	30,966,038
	210	46,343,029	43,710,869	41,078,710	38,446,550	35,814,169	33,180,931	30,547,694
	220	45,711,580	43,115,097	40,517,982	37,920,868	35,323,754	32,726,639	30,129,349
	230	45,077,443	42,516,511	39,955,579	37,394,646	34,833,117	32,271,048	29,708,979
	240	44,442,799	41,917,603	39,391,901	36,866,198	34,340,496	31,814,794	29,288,434
	250	43,805,325	41,316,050	38,826,776	36,337,501	33,847,278	31,356,806	28,866,333

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	37,522,004	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0	39,255,574	39,123,431	38,991,288	38,859,145	38,727,001	38,594,858	38,462,572
	10	38,856,530	38,724,386	38,592,243	38,459,944	38,327,105	38,194,267	38,061,428
	20	38,457,315	38,324,476	38,191,638	38,058,799	37,925,961	37,793,122	37,660,283
	30	38,056,170	37,923,332	37,790,493	37,657,655	37,524,646	37,391,109	37,257,571
	40	37,655,026	37,522,004	37,388,466	37,254,928	37,121,391	36,987,853	36,854,316
	50	37,252,286	37,118,748	36,985,211	36,851,673	36,718,136	36,584,388	36,450,148
	60	36,849,031	36,715,493	36,581,732	36,447,492	36,313,251	36,179,011	36,044,771
	70	36,444,835	36,310,595	36,176,355	36,042,115	35,907,874	35,773,634	35,639,118
	80	36,039,458	35,905,218	35,770,978	35,636,448	35,501,501	35,366,555	35,231,608
	90	35,633,777	35,498,831	35,363,884	35,228,938	35,093,991	34,959,045	34,824,098
	100	35,226,267	35,091,321	34,956,374	34,821,428	34,686,098	34,550,442	34,414,785
	110	34,818,757	34,683,414	34,547,757	34,412,101	34,276,444	34,140,788	34,005,131
	120	34,409,416	34,273,760	34,138,103	34,002,447	33,866,790	33,730,631	33,594,261
	130	33,999,762	33,864,105	33,727,933	33,591,562	33,455,192	33,318,822	33,182,451
	140	33,588,864	33,452,493	33,316,123	33,179,753	33,043,382	32,907,012	32,769,993
	150	33,177,054	33,040,684	32,904,313	32,767,280	32,630,192	32,493,104	32,356,017
	160	32,764,567	32,627,479	32,490,392	32,353,304	32,216,216	32,079,128	31,941,939
	170	32,350,591	32,213,503	32,076,415	31,939,212	31,801,402	31,663,593	31,525,784
	180	31,936,485	31,798,675	31,660,866	31,523,057	31,385,248	31,247,439	31,109,629
	190	31,520,330	31,382,521	31,244,711	31,106,902	30,968,780	30,830,245	30,691,711
	200	31,104,175	30,966,038	30,827,504	30,688,970	30,550,435	30,411,901	30,273,367
	210	30,686,228	30,547,694	30,409,159	30,270,625	30,132,091	29,993,018	29,853,754
	220	30,267,884	30,129,349	29,990,262	29,850,998	29,711,735	29,572,472	29,433,209
	230	29,848,242	29,708,979	29,569,716	29,430,453	29,291,190	29,151,866	29,011,870
	240	29,427,697	29,288,434	29,149,096	29,009,100	28,869,104	28,729,108	28,589,112
	250	29,006,329	28,866,333	28,726,337	28,586,341	28,446,345	28,306,349	28,166,015

Scheme Ref:

K

No Units:

700

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 3		Profit (on OMS) 20%							
Balance (RLV - BLV)		37,522,004	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		45,714,334	44,396,153	43,077,973	41,759,792	40,441,612	39,123,431	37,805,251
	10		45,315,289	43,997,108	42,678,928	41,360,747	40,042,567	38,724,386	37,406,206
	20		44,915,379	43,597,198	42,279,018	40,960,837	39,642,657	38,324,476	37,006,296
	30		44,514,234	43,196,054	41,877,873	40,559,693	39,241,512	37,923,332	36,605,151
	40		44,112,906	42,794,726	41,476,545	40,158,365	38,840,184	37,522,004	36,203,823
	50		43,709,651	42,391,470	41,073,290	39,755,109	38,436,929	37,118,748	35,800,568
	60		43,306,396	41,988,215	40,670,035	39,351,854	38,033,674	36,715,493	35,397,313
	70		42,901,497	41,583,317	40,265,136	38,946,956	37,628,775	36,310,595	34,992,414
	80		42,496,120	41,177,940	39,859,759	38,541,579	37,223,398	35,905,218	34,587,037
	90		42,089,733	40,771,553	39,453,372	38,135,192	36,817,011	35,498,831	34,180,650
	100		41,682,223	40,364,043	39,045,862	37,727,682	36,409,501	35,091,321	33,773,140
	110		41,274,316	39,956,136	38,637,955	37,319,775	36,001,594	34,683,414	33,365,233
	120		40,864,662	39,546,482	38,228,301	36,910,121	35,591,940	34,273,760	32,955,579
	130		40,455,008	39,136,827	37,818,647	36,500,466	35,182,286	33,864,105	32,545,925
	140		40,043,396	38,725,215	37,407,035	36,088,854	34,770,674	33,452,493	32,134,313
	150		39,631,586	38,313,406	36,995,225	35,677,045	34,358,864	33,040,684	31,722,503
	160		39,218,382	37,900,201	36,582,021	35,263,840	33,945,660	32,627,479	31,309,299
	170		38,804,405	37,486,225	36,168,044	34,849,864	33,531,683	32,213,503	30,895,322
	180		38,389,578	37,071,397	35,753,217	34,435,036	33,116,856	31,798,675	30,480,495
	190		37,973,423	36,655,243	35,337,062	34,018,882	32,700,701	31,382,521	30,064,340
	200		37,556,941	36,238,760	34,920,580	33,602,399	32,284,219	30,966,038	29,647,858
	210		37,138,596	35,820,416	34,502,235	33,184,055	31,865,874	30,547,694	29,229,513
	220		36,720,252	35,402,071	34,083,891	32,765,710	31,447,530	30,129,349	28,811,169
	230		36,299,882	34,981,701	33,663,521	32,345,340	31,027,160	29,708,979	28,390,799
	240		35,879,336	34,561,156	33,242,975	31,924,795	30,606,614	29,288,434	27,970,253
	250		35,457,236	34,139,055	32,820,875	31,502,694	30,184,514	28,866,333	27,548,153

TABLE 4		BLV (per acre)							
Balance (RLV - BLV)		37,522,004	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		44,528,744	42,366,619	40,204,494	38,042,369	35,880,244	33,718,119	31,555,994
	10		44,129,699	41,967,574	39,805,449	37,643,324	35,481,199	33,319,074	31,156,949
	20		43,729,789	41,567,664	39,405,539	37,243,414	35,081,289	32,919,164	30,757,039
	30		43,328,644	41,166,519	39,004,394	36,842,269	34,680,144	32,518,019	30,355,894
	40		42,927,316	40,765,191	38,603,066	36,440,941	34,278,816	32,116,691	29,954,566
	50		42,524,061	40,361,936	38,199,811	36,037,686	33,875,561	31,713,436	29,551,311
	60		42,120,806	39,958,681	37,796,556	35,634,431	33,472,306	31,310,181	29,148,056
	70		41,715,907	39,553,782	37,391,657	35,229,532	33,067,407	30,905,282	28,743,157
	80		41,310,530	39,148,405	36,986,280	34,824,155	32,662,030	30,499,905	28,337,780
	90		40,904,143	38,742,018	36,579,893	34,417,768	32,255,643	30,093,518	27,931,393
	100		40,496,633	38,334,508	36,172,383	34,010,258	31,848,133	29,686,008	27,523,883
	110		40,088,726	37,926,601	35,764,476	33,602,351	31,440,226	29,278,101	27,115,976
	120		39,679,072	37,516,947	35,354,822	33,192,697	31,030,572	28,868,447	26,706,322
	130		39,269,418	37,107,293	34,945,168	32,783,043	30,620,918	28,458,793	26,296,668
	140		38,857,806	36,695,681	34,533,556	32,371,431	30,209,306	28,047,181	25,885,056
	150		38,445,996	36,283,871	34,121,746	31,959,621	29,797,496	27,635,371	25,473,246
	160		38,032,792	35,870,667	33,708,542	31,546,417	29,384,292	27,222,167	25,060,042
	170		37,618,815	35,456,690	33,294,565	31,132,440	28,970,315	26,808,190	24,646,065
	180		37,203,988	35,041,863	32,879,738	30,717,613	28,555,488	26,393,363	24,231,238
	190		36,787,833	34,625,708	32,463,583	30,301,458	28,139,333	25,977,208	23,815,083
	200		36,371,351	34,209,226	32,047,101	29,884,976	27,722,851	25,560,726	23,398,601
	210		35,953,006	33,790,881	31,628,756	29,466,631	27,304,506	25,142,381	22,980,256
	220		35,534,662	33,372,537	31,210,412	29,048,287	26,886,162	24,724,037	22,561,912
	230		35,114,292	32,952,167	30,790,042	28,627,917	26,465,792	24,303,667	22,141,542
	240		34,693,746	32,531,621	30,369,496	28,207,371	26,045,246	23,883,121	21,720,996
	250		34,271,646	32,109,521	29,947,396	27,785,271	25,623,146	23,461,021	21,298,896

Scheme Ref:

K

No Units:

700

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 5		Density (dph)		40						
Balance (RLV - BLV)		37,522,004	25	30	35	40	45	50	55	
CIL £psm 40.00	0		31,988,419	35,159,535	37,424,619	39,123,431	40,444,730	41,501,769	42,366,619	
	10		31,589,374	34,760,490	37,025,574	38,724,386	40,045,685	41,102,724	41,967,574	
	20		31,189,464	34,360,581	36,625,664	38,324,476	39,645,775	40,702,814	41,567,664	
	30		30,788,319	33,959,436	36,224,519	37,923,332	39,244,630	40,301,669	41,166,519	
	40		30,386,991	33,558,108	35,823,191	37,522,004	38,843,302	39,900,341	40,765,191	
	50		29,983,736	33,154,852	35,419,936	37,118,748	38,440,047	39,497,086	40,361,936	
	60		29,580,481	32,751,597	35,016,681	36,715,493	38,036,792	39,093,831	39,958,681	
	70		29,175,582	32,346,699	34,611,782	36,310,595	37,631,894	38,688,932	39,553,782	
	80		28,770,205	31,941,322	34,206,405	35,905,218	37,226,516	38,283,555	39,148,405	
	90		28,363,818	31,534,935	33,800,018	35,498,831	36,820,129	37,877,168	38,742,018	
	100		27,956,308	31,127,425	33,392,508	35,091,321	36,412,619	37,469,658	38,334,508	
	110		27,548,401	30,719,518	32,984,601	34,683,414	36,004,713	37,061,751	37,926,601	
	120		27,138,747	30,309,864	32,574,947	34,273,760	35,595,058	36,652,097	37,516,947	
	130		26,729,093	29,900,210	32,165,293	33,864,105	35,185,404	36,242,443	37,107,293	
	140		26,317,481	29,488,598	31,753,681	33,452,493	34,773,792	35,830,831	36,695,681	
	150		25,905,671	29,076,788	31,341,871	33,040,684	34,361,982	35,419,021	36,283,871	
	160		25,492,467	28,663,584	30,928,667	32,627,479	33,948,778	35,005,817	35,870,667	
	170		25,078,490	28,249,607	30,514,690	32,213,503	33,534,802	34,591,840	35,456,690	
	180		24,663,663	27,834,779	30,099,863	31,798,675	33,119,974	34,177,013	35,041,863	
	190		24,247,508	27,418,625	29,683,708	31,382,521	32,703,819	33,760,858	34,625,708	
	200		23,831,026	27,002,142	29,267,226	30,966,038	32,287,337	33,344,376	34,209,226	
	210		23,412,681	26,583,798	28,848,881	30,547,694	31,868,992	32,926,031	33,790,881	
	220		22,994,337	26,165,454	28,430,537	30,129,349	31,450,648	32,507,687	33,372,537	
	230		22,573,967	25,745,083	28,010,167	29,708,979	31,030,278	32,087,317	32,952,167	
	240		22,153,421	25,324,538	27,589,621	29,288,434	30,609,732	31,666,771	32,531,621	
	250		21,731,321	24,902,437	27,167,521	28,866,333	30,187,632	31,244,671	32,109,521	

TABLE 6		Build cost 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)		37,522,004	90%	95%	100%	105%	110%	115%	120%	
CIL £psm 40.00	0		49,051,819	44,126,683	39,123,431	34,041,575	28,877,093	23,626,975	18,285,294	
	10		48,657,971	43,729,817	38,724,386	33,638,953	28,471,045	23,216,039	17,869,140	
	20		48,263,092	43,332,861	38,324,476	33,235,698	28,063,535	22,804,229	17,451,104	
	30		47,868,214	42,934,932	37,923,332	32,831,322	27,655,368	22,390,795	17,032,354	
	40		47,471,553	42,535,887	37,522,004	32,425,945	27,245,714	21,976,819	16,611,808	
	50		47,074,597	42,136,842	37,118,748	32,019,784	26,835,394	21,560,852	16,190,116	
	60		46,677,165	41,735,722	36,715,493	31,612,274	26,423,584	21,144,504	15,767,358	
	70		46,278,120	41,334,578	36,310,595	31,204,296	26,011,076	20,726,160	15,342,685	
	80		45,879,075	40,932,328	35,905,218	30,794,642	25,597,100	20,307,217	14,917,230	
	90		45,478,746	40,529,073	35,498,831	30,384,815	25,182,370	19,886,671	14,490,011	
	100		45,077,602	40,125,665	35,091,321	29,973,005	24,766,216	19,465,097	14,061,507	
	110		44,676,437	39,720,288	34,683,414	29,561,196	24,349,230	19,042,339	13,632,041	
	120		44,273,182	39,314,911	34,273,760	29,147,320	23,930,886	18,618,096	13,200,450	
	130		43,869,927	38,908,184	33,864,105	28,733,343	23,511,609	18,193,113	12,768,005	
	140		43,465,779	38,500,674	33,452,493	28,317,542	23,091,064	17,766,164	12,334,007	
	150		43,060,402	38,092,721	33,040,684	27,901,387	22,669,461	17,338,719	11,898,406	
	160		42,655,025	37,683,067	32,627,479	27,483,627	22,246,702	16,909,252	11,461,904	
	170		42,247,845	37,273,412	32,213,503	27,065,282	21,822,737	16,479,036	11,023,327	
	180		41,840,335	36,862,048	31,798,675	26,645,530	21,397,755	16,047,310	10,583,600	
	190		41,432,217	36,450,238	31,382,521	26,224,984	20,971,392	15,614,286	10,142,715	
	200		41,022,563	36,037,578	30,966,038	25,803,206	20,544,173	15,180,288	9,699,723	
	210		40,612,909	35,623,602	30,547,694	25,380,448	20,115,377	14,744,416	9,255,754	
	220		40,201,670	35,209,616	30,129,349	24,956,609	19,685,910	14,307,954	8,810,217	
	230		39,789,860	34,793,461	29,708,979	24,531,627	19,254,643	13,869,376	8,362,911	
	240		39,377,616	34,377,306	29,288,434	24,105,694	18,822,917	13,430,001	7,914,582	
	250		38,963,640	33,959,775	28,866,333	23,678,475	18,389,143	12,989,116	7,464,344	

Scheme Ref:

K

No Units:

700

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	37,522,004	90%	95%	100%	105%	110%	115%	120%
		0	29,062,002	34,094,781	39,123,431	44,149,126	49,173,029	54,193,827	59,214,155
		10	28,658,747	33,693,636	38,724,386	43,752,170	48,776,300	53,798,948	58,819,746
		20	28,254,601	33,292,003	38,324,476	43,353,200	48,379,344	53,403,474	58,424,867
		30	27,849,224	32,888,748	37,923,332	42,954,155	47,982,013	53,006,517	58,029,989
		40	27,442,836	32,485,287	37,522,004	42,554,172	47,582,968	52,609,561	57,633,691
	CIL £psm	50	27,035,326	32,079,910	37,118,748	42,153,027	47,183,924	52,211,782	57,236,735
	40.00	60	26,626,662	31,674,532	36,715,493	41,751,883	46,783,868	51,812,737	56,839,779
		70	26,217,008	31,267,078	36,310,595	41,348,749	46,382,723	51,413,692	56,441,551
		80	25,806,034	30,859,568	35,905,218	40,945,494	45,981,578	51,013,563	56,042,506
		90	25,394,224	30,450,211	35,498,831	40,541,280	45,578,749	50,612,419	55,643,461
		100	24,980,904	30,040,557	35,091,321	40,135,903	45,175,494	50,211,274	55,243,259
		110	24,566,927	29,629,263	34,683,414	39,730,526	44,771,966	49,808,750	54,842,114
		120	24,151,227	29,217,454	34,273,760	39,323,073	44,366,589	49,405,495	54,440,970
		130	23,735,072	28,804,192	33,864,105	38,915,563	43,961,212	49,002,239	54,038,750
		140	23,316,956	28,390,215	33,452,493	38,506,963	43,554,825	48,597,274	53,635,495
		150	22,898,589	27,974,951	33,040,684	38,097,308	43,147,315	48,191,897	53,232,240
		160	22,478,043	27,558,796	32,627,479	37,687,533	42,739,805	47,786,520	52,827,959
		170	22,057,200	27,141,497	32,213,503	37,275,723	42,330,511	47,379,067	52,422,582
		180	21,634,441	26,723,153	31,798,675	36,863,914	41,920,857	46,971,557	52,017,205
		190	21,211,085	26,303,784	31,382,521	36,450,767	41,510,763	46,563,714	51,610,819
		200	20,786,102	25,883,238	30,966,038	36,036,791	41,098,953	46,154,060	51,203,309
		210	20,360,197	25,461,766	30,547,694	35,622,399	40,687,143	45,744,406	50,795,799
		220	19,932,978	25,039,008	30,129,349	35,206,245	40,274,055	45,333,993	50,387,263
		230	19,504,487	24,615,399	29,708,979	34,790,090	39,860,078	44,922,183	49,977,609
		240	19,075,020	24,190,416	29,288,434	34,372,235	39,446,102	44,510,373	49,567,954
		250	18,643,905	23,764,634	28,866,333	33,953,891	39,029,969	44,097,343	49,157,223

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_F-K_v3 - Summary Table

Scheme Ref:	F	G	H	I	J	K
No Units:	100	200	300	400	500	700
Location / Value Zone:	Higher	Higher	Higher	Higher	Higher	Higher
Development Scenario:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:		0	0	0	0	0
Total GDV (£)	28,463,175	56,926,350	85,389,525	113,852,700	142,315,875	199,242,225
AH %	40%	40%	40%	40%	40%	40%
Affordable Rent:	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%
Intermediate (LCHO/Sub-Market/Starter etc.):	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
CIL (£ per unit)	2,322.97	2,322.97	2,322.97	2,322.97	2,322.97	2,322.97
CIL (£)	232,297	464,595	696,892	929,190	1,161,487	1,626,082
Site Specific S106 (£ per unit)	2,000	2,000	2,000	2,000	2,000	2,000
Site Specific S106 (£)	200,000	400,000	600,000	800,000	1,000,000	1,400,000
Sub-total CIL+S106 (£ per unit)	4,323	4,323	4,323	4,323	4,323	4,323
Strategic Infrastructure (£ per unit)	-	-	-	-	-	-
Strategic Infrastructure (£)	-	-	-	-	-	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	4,323	4,323	4,323	4,323	4,323	4,323
Total Developers Profit (£)	4,738,091	9,476,181	14,214,272	18,952,362	23,690,453	33,166,634
Developers Profit (% on OMS)	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%
Developers Profit (% blended)	16.65%	16.65%	16.65%	16.65%	16.65%	16.65%
Developers Profit (% on costs)	31.41%	31.53%	31.56%	31.54%	30.29%	30.35%
RLV (£)	7,528,331	15,147,628	22,751,070	30,294,646	35,167,551	49,413,691
RLV (£/acre)	1,218,670	1,226,032	1,227,631	1,226,008	1,138,569	1,142,711
RLV (£/ha)	3,011,332	3,029,526	3,033,476	3,029,465	2,813,404	2,823,639
Balance for Plan VA:		£0	£0	£0	£0	£0
BLV (£)	1,698,813	3,397,625	5,096,438	6,795,250	8,494,063	11,891,688
BLV (£/acre)	275,000	275,000	275,000	275,000	275,000	275,000
BLV (£/ha)	679,525	679,525	679,525	679,525	679,525	679,525
Surplus/Deficit	5,829,518	11,750,003	17,654,632	23,499,396	26,673,488	37,522,004
Surplus/Deficit (£/acre)	943,670	951,032	952,631	951,008	863,569	867,711
Surplus/Deficit (£/ha)	2,331,807	2,350,001	2,353,951	2,349,940	2,133,879	2,144,114
Plan Viability comments	Viable	Viable	Viable	Viable	Viable	Viable

200313 SWC Residential Appraisals_L-P_v3 - Version Notes

Date	Version	Comments
200313	V3	

Scheme Ref:

L

No Units:

7

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

7 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%

70.0% % Rented

0.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

100%

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%

0.0

0%

0.0

3 bed House

50.0%

3.5

50.0%

0.0

50%

3.5

4 bed House

50.0%

3.5

0.0%

0.0

50%

3.5

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%

7.0

100.0%

0.0

100%

7.0

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

0

0

0

0

3 bed House

315

3,391

0

0

315

3,391

4 bed House

392

4,219

0

0

392

4,219

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

AH % by floor area:

0.00% 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

0

2 bed House

250,000

3,333

310

0

3 bed House

310,000

3,444

320

1,085,000

4 bed House

420,000

3,750

348

1,470,000

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

2,555,000

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: **L**
 No Units: **7** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	210,000	-
2 bed House	0.0	@	250,000	-
3 bed House	3.5	@	310,000	1,085,000
4 bed House	3.5	@	420,000	1,470,000
5 bed House	0.0	@	495,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	200,000	-
	7.0			2,555,000
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	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			-
Intermediate GDV -				
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		-
Sub-total GDV Residential	7			2,555,000
AH on-site cost analysis:				
			£MV (no AH) less £GDV (inc. AH)	0
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
Grant	7	@	0	-
Total GDV				2,555,000

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,234)
CIL				(28,280)
CIL analysis:		707 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	7 units @	2,000 per unit	(14,000)
S106 analysis: 60,000 £ per ha				
		0.55% % of GDV	2,000 £ per unit (total ur	(14,000)
AH Commuted Sum		707 sqm (total)	0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				
cont./				

Scheme Ref: **L**
 No Units: **7** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

Construction Costs -				
Site Clearance and Demolition	0.58 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	7 units @		0 per unit	-
Infra. Costs analysis:	- £ 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	315 sqm @		1,166 psm	(367,290)
4 bed House	392 sqm @		1,166 psm	(457,072)
5 bed House	- sqm @		1,166 psm	-
1 bed Flat	- sqm @		1,287 psm	-
2 bed Flat	707 - sqm @		1,287 psm	-
External works	824,362 @		15.0% 17,665 £ per unit	(123,654)
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	7 units @		10 £ per unit	(70)
Low Carbon Energy cost	7 units @		4,847 £ per unit	(33,929)
Contingency	982,015 @		3.0% (GF/BF)	(29,460)
Professional Fees	982,015 @		6.5%	(63,831)
Disposal Costs -				
Residential Sales Agent Costs	2,555,000 OMS @	1.00%	3,650 £ per unit	(25,550)
Residential Sales Legal Costs	7 OM Units @	0.25%	900 £ per unit	(6,300)
Affordable Sale Legal Costs			lump sum	(10,000)
Marketing and Promotion	2,555,000 OMS @	3.00%	10,950 £ per unit 16,929 £ per unit	(76,650)
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(8,236)
Developers Profit -				
Margin on AH	0		6.00% on AH values	-
Profit on OMS	2,555,000		20.00%	(511,000)
Profit analysis:	1,257,557		40.63% on costs	(511,000)
	2,555,000		20.00% blended GDV	(511,000)
TOTAL COSTS				(1,768,557)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				786,443
SDLT	786,443 @	(slabbed)		(28,822)
Acquisition Agent fees	786,443 @	1.0%		(7,864)
Acquisition Legal fees	786,443 @	0.5%		(3,932)
Interest on Land	786,443 @	6.50%		(51,119)
Residual Land Value				694,705
RLV analysis:	99,244 £ per plot	2,977,309 £ per ha	1,204,900 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0 dph			
Site Area (Net)	0.23 ha		0.58 acres	
Density analysis:	3,030 sqm/ha		13,199 sqft/ac	
Benchmark Land Value (Net)	18,533 £ per plot	555,975 £ per ha	225,000 £ per acre	129,728

BALANCE				
Surplus/(Deficit)	2,421,334 £ per ha	979,900 £ per acre		564,978

Scheme Ref:

L

No Units:

7

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

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)		564,978	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		514,568	476,534	438,500	400,466	362,431	324,397	286,306
	10		508,795	471,081	433,368	395,655	357,941	320,215	282,437
	20		503,022	465,629	428,236	390,844	353,451	316,023	278,568
	30		497,249	460,177	423,105	386,033	348,961	311,832	274,699
	40		491,475	454,724	417,973	381,222	344,451	307,640	270,830
	50		485,702	449,272	412,841	376,411	339,937	303,449	266,961
	60		479,929	443,819	407,709	371,588	335,423	299,257	263,092
	70		474,156	438,367	402,578	366,752	330,909	295,066	259,223
	80		468,383	432,914	397,436	361,916	326,395	290,875	255,354
	90		462,610	427,462	392,277	357,079	321,881	286,683	251,485
	100		456,836	421,994	387,119	352,243	317,367	282,492	247,616
	110		451,063	416,513	381,960	347,407	312,854	278,300	243,732
	120		445,263	411,032	376,801	342,570	308,340	274,109	239,842
	130		439,459	405,551	371,643	337,734	303,826	269,917	235,953
	140		433,656	400,070	366,484	332,898	299,312	265,713	232,064
	150		427,852	394,589	361,325	328,062	294,798	261,500	228,174
	160		422,049	389,108	356,166	323,225	290,284	257,286	224,285
	170		416,245	383,627	351,008	318,389	285,750	253,073	220,395
	180		410,442	378,145	345,849	313,553	281,212	248,859	216,506
	190		404,638	372,664	340,690	308,703	276,674	244,646	212,617
	200		398,835	367,183	335,532	303,841	272,137	240,432	208,727
	210		393,031	361,702	330,360	298,980	267,599	236,219	204,838
	220		387,228	356,221	325,174	294,118	263,061	232,005	200,949
	230		381,424	350,721	319,989	289,256	258,524	227,792	197,059
	240		375,619	345,211	314,803	284,394	253,986	223,578	193,161
	250		369,785	339,701	309,617	279,533	249,449	219,365	189,251

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV)		564,978	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		591,839	590,602	589,366	588,130	586,894	585,658	584,422
	10		585,457	584,221	582,980	581,739	580,498	579,256	578,015
	20		579,048	577,807	576,566	575,324	574,083	572,842	571,600
	30		572,634	571,393	570,151	568,910	567,668	566,427	565,186
	40		566,219	564,978	563,737	562,495	561,254	560,012	558,771
	50		559,805	558,563	557,322	556,081	554,839	553,598	552,356
	60		553,390	552,149	550,907	549,666	548,425	547,183	545,942
	70		546,975	545,734	544,493	543,251	542,010	540,769	539,527
	80		540,561	539,319	538,078	536,837	535,595	534,354	533,113
	90		534,146	532,905	531,663	530,422	529,181	527,939	526,698
	100		527,731	526,490	525,249	524,007	522,766	521,525	520,283
	110		521,317	520,075	518,834	517,593	516,351	515,110	513,869
	120		514,902	513,661	512,419	511,178	509,937	508,695	507,454
	130		508,488	507,246	506,005	504,763	503,522	502,281	501,039
	140		502,073	500,828	499,581	498,333	497,086	495,839	494,592
	150		495,627	494,379	493,132	491,885	490,638	489,390	488,143
	160		489,178	487,931	486,684	485,437	484,189	482,942	481,695
	170		482,730	481,483	480,235	478,988	477,741	476,494	475,246
	180		476,282	475,034	473,787	472,540	471,293	470,045	468,798
	190		469,833	468,586	467,339	466,091	464,844	463,597	462,350
	200		463,385	462,138	460,890	459,643	458,396	457,149	455,901
	210		456,936	455,689	454,442	453,195	451,947	450,700	449,453
	220		450,488	449,241	447,994	446,746	445,499	444,252	443,005
	230		444,040	442,792	441,545	440,298	439,051	437,803	436,556
	240		437,591	436,344	435,097	433,850	432,602	431,355	430,108
	250		431,143	429,896	428,648	427,401	426,154	424,907	423,659

Scheme Ref:

L

No Units:

7

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		564,978	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		701,745	679,516	657,288	635,059	612,831	590,602	568,374
	10		695,364	673,135	650,907	628,678	606,450	584,221	561,993
	20		688,950	666,721	644,493	622,264	600,036	577,807	555,579
	30		682,535	660,307	638,078	615,850	593,621	571,393	549,164
	40		676,120	653,892	631,663	609,435	587,206	564,978	542,749
	50		669,706	647,477	625,249	603,020	580,792	558,563	536,335
	60		663,291	641,063	618,834	596,606	574,377	552,149	529,920
	70		656,876	634,648	612,419	590,191	567,962	545,734	523,505
	80		650,462	628,233	606,005	583,776	561,548	539,319	517,091
	90		644,047	621,819	599,590	577,362	555,133	532,905	510,676
	100		637,633	615,404	593,176	570,947	548,719	526,490	504,262
	110		631,218	608,989	586,761	564,532	542,304	520,075	497,847
	120		624,803	602,575	580,346	558,118	535,889	513,661	491,432
	130		618,389	596,160	573,932	551,703	529,475	507,246	485,018
	140		611,970	589,742	567,513	545,285	523,056	500,828	478,599
	150		605,522	583,293	561,065	538,836	516,608	494,379	472,151
	160		599,074	576,845	554,617	532,388	510,160	487,931	465,703
	170		592,625	570,397	548,168	525,940	503,711	481,483	459,254
	180		586,177	563,948	541,720	519,491	497,263	475,034	452,806
	190		579,728	557,500	535,271	513,043	490,814	468,586	446,357
	200		573,280	551,052	528,823	506,595	484,366	462,138	439,909
	210		566,832	544,603	522,375	500,146	477,918	455,689	433,461
	220		560,383	538,155	515,926	493,698	471,469	449,241	427,012
	230		553,935	531,706	509,478	487,249	465,021	442,792	420,564
	240		547,487	525,258	503,030	480,801	458,573	436,344	414,116
	250		541,038	518,810	496,581	474,353	452,124	429,896	407,667

TABLE 4

		BLV (per acre)		225,000					
Balance (RLV - BLV)		564,978	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		633,845	605,017	576,188	547,360	518,532	489,703	460,875
	10		627,464	598,635	569,807	540,979	512,150	483,322	454,494
	20		621,050	592,221	563,393	534,565	505,736	476,908	448,080
	30		614,635	585,807	556,978	528,150	499,322	470,493	441,665
	40		608,220	579,392	550,564	521,735	492,907	464,079	435,250
	50		601,806	572,977	544,149	515,321	486,492	457,664	428,836
	60		595,391	566,563	537,734	508,906	480,078	451,249	422,421
	70		588,976	560,148	531,320	502,491	473,663	444,835	416,006
	80		582,562	553,734	524,905	496,077	467,249	438,420	409,592
	90		576,147	547,319	518,491	489,662	460,834	432,006	403,177
	100		569,733	540,904	512,076	483,248	454,419	425,591	396,763
	110		563,318	534,490	505,661	476,833	448,005	419,176	390,348
	120		556,903	528,075	499,247	470,418	441,590	412,762	383,933
	130		550,489	521,660	492,832	464,004	435,175	406,347	377,519
	140		544,070	515,242	486,414	457,585	428,757	399,929	371,100
	150		537,622	508,794	479,965	451,137	422,309	393,480	364,652
	160		531,174	502,345	473,517	444,689	415,860	387,032	358,204
	170		524,725	495,897	467,069	438,240	409,412	380,584	351,755
	180		518,277	489,448	460,620	431,792	402,963	374,135	345,307
	190		511,828	483,000	454,172	425,343	396,515	367,687	338,858
	200		505,380	476,552	447,723	418,895	390,067	361,238	332,410
	210		498,932	470,103	441,275	412,447	383,618	354,790	325,962
	220		492,483	463,655	434,827	405,998	377,170	348,342	319,513
	230		486,035	457,207	428,378	399,550	370,722	341,893	313,065
	240		479,587	450,758	421,930	393,102	364,273	335,445	306,617
	250		473,138	444,310	415,481	386,653	357,825	328,996	300,168

Scheme Ref:

L

No Units:

7

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 5		Density (dph)						
		30						
Balance (RLV - BLV)		25	30	35	40	45	50	55
CIL £psm 40.00	0	564,657	590,602	609,135	623,034	633,845	642,493	649,569
	10	558,276	584,221	602,754	616,653	627,464	636,112	643,188
	20	551,862	577,807	596,340	610,239	621,050	629,698	636,774
	30	545,447	571,393	589,925	603,824	614,635	623,284	630,360
	40	539,032	564,978	583,510	597,410	608,220	616,869	623,945
	50	532,618	558,563	577,096	590,995	601,806	610,454	617,530
	60	526,203	552,149	570,681	584,580	595,391	604,040	611,116
	70	519,788	545,734	564,266	578,166	588,976	597,625	604,701
	80	513,374	539,319	557,852	571,751	582,562	591,210	598,286
	90	506,959	532,905	551,437	565,337	576,147	584,796	591,872
	100	500,545	526,490	545,023	558,922	569,733	578,381	585,457
	110	494,130	520,075	538,608	552,507	563,318	571,966	579,042
	120	487,715	513,661	532,193	546,093	556,903	565,552	572,628
	130	481,301	507,246	525,779	539,678	550,489	559,137	566,213
	140	474,882	500,828	519,360	533,260	544,070	552,719	559,795
	150	468,434	494,379	512,912	526,811	537,622	546,270	553,347
	160	461,986	487,931	506,464	520,363	531,174	539,822	546,898
	170	455,537	481,483	500,015	513,915	524,725	533,374	540,450
	180	449,089	475,034	493,567	507,466	518,277	526,925	534,001
	190	442,640	468,586	487,118	501,018	511,828	520,477	527,553
	200	436,192	462,138	480,670	494,569	505,380	514,029	521,105
	210	429,744	455,689	474,222	488,121	498,932	507,580	514,656
	220	423,295	449,241	467,773	481,673	492,483	501,132	508,208
	230	416,847	442,792	461,325	475,224	486,035	494,683	501,759
	240	410,399	436,344	454,877	468,776	479,587	488,235	495,311
	250	403,950	429,896	448,428	462,328	473,138	481,787	488,863
TABLE 6		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	695,917	643,557	590,602	536,888	482,541	427,377	371,464
	10	689,536	637,176	584,221	530,473	476,105	420,928	364,982
	20	683,155	630,795	577,807	524,058	469,656	414,480	358,500
	30	676,774	624,414	571,393	517,644	463,208	408,032	352,017
	40	670,393	618,033	564,978	511,229	456,760	401,576	345,535
	50	664,012	611,652	558,563	504,814	450,311	395,094	339,053
	60	657,631	605,271	552,149	498,400	443,863	388,612	332,557
	70	651,250	598,885	545,734	491,985	437,414	382,129	326,040
	80	644,869	592,470	539,319	485,542	430,966	375,647	319,524
	90	638,487	586,056	532,905	479,094	424,518	369,165	313,008
	100	632,106	579,641	526,490	472,645	418,069	362,682	306,491
	110	625,725	573,227	520,075	466,197	411,621	356,200	299,975
	120	619,344	566,812	513,661	459,749	405,156	349,718	293,458
	130	612,951	560,397	507,246	453,300	398,674	343,236	286,942
	140	606,536	553,983	500,828	446,852	392,192	336,753	280,426
	150	600,121	547,568	494,379	440,404	385,709	330,245	273,909
	160	593,707	541,153	487,931	433,955	379,227	323,729	267,393
	170	587,292	534,739	481,483	427,507	372,745	317,213	260,876
	180	580,877	528,324	475,034	421,058	366,262	310,696	254,360
	190	574,463	521,909	468,586	414,610	359,780	304,180	247,843
	200	568,048	515,495	462,138	408,133	353,298	297,663	241,327
	210	561,633	509,065	455,689	401,651	346,815	291,147	234,811
	220	555,219	502,616	449,241	395,168	340,333	284,631	228,294
	230	548,804	496,168	442,792	388,686	333,844	278,114	221,778
	240	542,390	489,720	436,344	382,204	327,328	271,598	215,261
	250	535,975	483,271	429,896	375,721	320,811	265,081	208,745

Scheme Ref: **L**
 No Units: **7**
 Notes:

Location / Value Zone: **Lower** Development Scenario: **Greenfield**

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	564,978	90%	95%	100%	105%	110%	115%	120%
		0	420,806	505,721	590,602	675,333	760,063	844,779	929,372
		10	414,360	499,306	584,221	668,952	753,682	838,412	923,024
		20	407,912	492,892	577,807	662,571	747,301	832,031	916,676
		30	401,464	486,477	571,393	656,189	740,920	825,650	910,329
		40	395,015	480,063	564,978	649,808	734,539	819,269	903,981
	CIL £psm	50	388,567	473,648	558,563	643,427	728,158	812,888	897,618
	40.00	60	382,118	467,233	552,149	637,046	721,777	806,507	891,237
		70	375,670	460,818	545,734	630,649	715,396	800,126	884,856
		80	369,222	454,370	539,319	624,235	709,014	793,745	878,475
		90	362,773	447,922	532,905	617,820	702,633	787,364	872,094
		100	356,325	441,473	526,490	611,405	696,252	780,983	865,713
		110	349,848	435,025	520,075	604,991	689,871	774,602	859,332
		120	343,365	428,576	513,661	598,576	683,490	768,220	852,951
		130	336,883	422,128	507,246	592,162	677,077	761,839	846,570
		140	330,401	415,680	500,828	585,747	670,662	755,458	840,189
		150	323,918	409,231	494,379	579,332	664,248	749,077	833,808
		160	317,436	402,783	487,931	572,918	657,833	742,696	827,427
		170	310,954	396,334	481,483	566,503	651,418	736,315	821,045
		180	304,471	389,886	475,034	560,088	645,004	729,919	814,664
		190	297,989	383,418	468,586	553,674	638,589	723,505	808,283
		200	291,507	376,936	462,138	547,259	632,175	717,090	801,902
		210	285,002	370,453	455,689	540,837	625,760	710,675	795,521
		220	278,485	363,971	449,241	534,389	619,345	704,261	789,140
		230	271,969	357,489	442,792	527,941	612,931	697,846	782,759
		240	265,452	351,007	436,344	521,492	606,516	691,431	776,347
		250	258,936	344,524	429,896	515,044	600,101	685,017	769,932

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: **M**
 No Units: **10** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		10 Units					
AH Policy requirement (% Target)		40%					
AH tenure split %	Affordable Rent:	0.0%					
	Social Rent:	70.0%		70.0% % Rented			
	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			
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%	2.0	20%	2.0
3 bed House		50.0%	3.0	50.0%	2.0	50%	5.0
4 bed House		50.0%	3.0	0.0%	0.0	30%	3.0
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%	6.0	100.0%	4.0	100%	10.0
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	150	1,615	150	1,615
3 bed House		270	2,906	180	1,938	450	4,844
4 bed House		336	3,617	0	0	336	3,617
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
		606	6,523	330	3,552	936	10,075
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	500,000		
3 bed House		310,000	3,444	320	1,550,000		
4 bed House		420,000	3,750	348	1,260,000		
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		
					3,310,000		
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: **M**
 No Units: **10** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	210,000	-
2 bed House	0.0	@	250,000	-
3 bed House	3.0	@	310,000	930,000
4 bed House	3.0	@	420,000	1,260,000
5 bed House	0.0	@	495,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	200,000	-
	6.0			2,190,000
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	0.0	@	78,750	-
2 bed House	1.4	@	93,750	131,250
3 bed House	1.4	@	116,250	162,750
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	-
	2.8			294,000
Intermediate GDV -				
1 bed House	0.0	@	147,000	-
2 bed House	0.6	@	175,000	105,000
3 bed House	0.6	@	217,000	130,200
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	-
	1.2	4.0		235,200
Sub-total GDV Residential	10			2,719,200
AH on-site cost analysis:				
	631 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	590,800
			59,080 £ per unit (total units)	
Grant	10	@	0	-
Total GDV				2,719,200

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(4,620)
CIL		606 sqm (Market only)	40.00 £ psm	(24,240)
CIL analysis:		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	10 units @	2,000 per unit	(20,000)
S106 analysis: 60,000 £ per ha				
		0.74% % of GDV	2,000 £ per unit (total ur	(20,000)
AH Commuted Sum		936 sqm (total)	0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **M**
 No Units: **10** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

Construction Costs -						
Site Clearance and Demolition		0.82 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	10 units @		0 per unit		-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total ur		-
1 bed House		- sqm @		1,166 psm		-
2 bed House		150 sqm @		1,166 psm		(174,900)
3 bed House		450 sqm @		1,166 psm		(524,700)
4 bed House		336 sqm @		1,166 psm		(391,776)
5 bed House		- sqm @		1,166 psm		-
1 bed Flat		- sqm @		1,287 psm		-
2 bed Flat	936	- sqm @		1,287 psm		-
External works		1,091,376 @		15.0% 16,371 £ per unit		(163,706)
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	10 units @			10 £ per unit		(100)
Low Carbon Energy cost	10 units @			4,847 £ per unit		(48,470)
Contingency		1,303,652 @		3.0% (GF/BF)		(39,110)
Professional Fees		1,303,652 @		6.5%		(84,737)
Disposal Costs -						
Residential Sales Agent Costs		2,190,000 OMS @		1.00% 2,190 £ per unit		(21,900)
Residential Sales Legal Costs		6 OM Units @		0.25% 900 £ per unit		(5,400)
Affordable Sale Legal Costs				lump sum		(10,000)
Marketing and Promotion		2,190,000 OMS @		3.00% 6,570 £ per unit 10,300 £ per unit		(65,700)
Interest (on Development Costs) -			6.50% APR	0.526% pcm		(10,621)
Developers Profit -						
Margin on AH		529,200		6.00% on AH values		(31,752)
Profit on OMS		2,190,000		20.00%		(438,000)
Profit analysis:		1,599,981		29.36% on costs	(469,752)	
		2,719,200		17.28% blended GDV	(469,752)	
TOTAL COSTS						(2,069,733)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						649,467
SDLT		649,467 @		(slabbed)		(21,973)
Acquisition Agent fees		649,467 @		1.0%		(6,495)
Acquisition Legal fees		649,467 @		0.5%		(3,247)
Interest on Land		649,467 @		6.50%		(42,215)
Residual Land Value						575,537
RLV analysis:		57,554 £ per plot	1,726,610 £ per ha	698,749 £ per acre		

BENCHMARK LAND VALUE (BLV)						
Residential Density		30.0 dph				
Site Area (Net)		0.33 ha		0.82 acres		
Density analysis:		2,808 sqm/ha		12,232 sqft/ac		
Benchmark Land Value (Net)	18,533 £ per plot	555,975 £ per ha		225,000 £ per acre		185,325

BALANCE						
Surplus/(Deficit)		1,170,635 £ per ha		473,749 £ per acre		390,212

Scheme Ref:

M

No Units:

10

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

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)	390,212	10%	15%	20%	25%	30%	35%	40%	
CIL £psm 40.00	0	738,368	684,033	629,699	575,364	521,029	466,695	412,320	
	10	730,120	676,244	622,368	568,491	514,615	460,738	406,793	
	20	721,873	668,455	615,036	561,618	508,200	454,773	401,266	
	30	713,625	660,665	607,705	554,746	501,786	448,785	395,739	
	40	705,378	652,876	600,374	547,873	495,371	442,798	390,212	
	50	697,131	645,087	593,043	541,000	488,935	436,810	384,684	
	60	688,883	637,298	585,712	534,127	482,487	430,822	379,157	
	70	680,636	629,509	578,381	527,243	476,038	424,834	373,630	
	80	672,389	621,719	571,050	520,334	469,590	418,846	368,103	
	90	664,141	613,930	563,708	513,425	463,142	412,859	362,576	
	100	655,894	606,141	556,338	506,516	456,693	406,871	357,048	
	110	647,646	598,330	548,968	499,607	450,245	400,883	351,521	
	120	639,399	590,500	541,599	492,698	443,796	394,895	345,984	
	130	631,110	582,670	534,229	485,789	437,348	388,907	340,428	
	140	622,820	574,840	526,860	478,880	430,900	382,920	334,872	
	150	614,529	567,009	519,490	471,971	424,451	376,923	329,316	
	160	606,238	559,179	512,121	465,062	418,003	370,904	323,759	
	170	597,947	551,349	504,751	458,153	411,555	364,885	318,203	
	180	589,657	543,519	497,381	451,244	405,084	358,865	312,647	
	190	581,366	535,689	490,012	444,335	398,601	352,846	307,091	
	200	573,075	527,859	482,642	437,412	392,119	346,827	301,534	
	210	564,784	520,028	475,273	430,466	385,637	340,807	295,978	
	220	556,493	512,198	467,887	423,521	379,154	334,788	290,422	
	230	548,203	504,368	460,479	416,576	372,672	328,769	284,865	
	240	539,912	496,511	453,071	409,630	366,190	322,750	279,309	
	250	531,617	488,639	445,662	402,685	359,708	316,730	273,752	

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV)	390,212	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0	414,102	412,320	410,539	408,757	406,975	405,193	403,411
	10	408,575	406,793	405,011	403,230	401,448	399,666	397,884
	20	403,048	401,266	399,484	397,702	395,921	394,139	392,357
	30	397,521	395,739	393,957	392,175	390,393	388,612	386,830
	40	391,993	390,212	388,430	386,648	384,866	383,084	381,303
	50	386,466	384,684	382,903	381,121	379,339	377,557	375,775
	60	380,939	379,157	377,375	375,594	373,812	372,030	370,248
	70	375,412	373,630	371,848	370,066	368,285	366,503	364,721
	80	369,885	368,103	366,321	364,539	362,757	360,976	359,194
	90	364,357	362,576	360,794	359,012	357,230	355,449	353,667
	100	358,830	357,048	355,267	353,485	351,703	349,921	348,140
	110	353,303	351,521	349,739	347,958	346,176	344,396	342,585
	120	347,776	345,984	344,193	342,402	340,611	338,820	337,029
	130	342,219	340,428	338,637	336,846	335,055	333,264	331,472
	140	336,663	334,872	333,081	331,290	329,498	327,707	325,916
	150	331,107	329,316	327,524	325,733	323,942	322,151	320,360
	160	325,551	323,759	321,968	320,177	318,386	316,595	314,804
	170	319,994	318,203	316,412	314,621	312,830	311,038	309,247
	180	314,438	312,647	310,856	309,064	307,273	305,482	303,691
	190	308,882	307,091	305,299	303,508	301,717	299,926	298,135
	200	303,325	301,534	299,743	297,952	296,161	294,370	292,578
	210	297,769	295,978	294,187	292,396	290,605	288,813	287,022
	220	292,213	290,422	288,631	286,839	285,048	283,257	281,466
	230	286,657	284,865	283,074	281,283	279,492	277,701	275,910
	240	281,100	279,309	277,518	275,727	273,936	272,135	270,334
	250	275,544	273,752	271,951	270,151	268,350	266,550	264,749

Scheme Ref:

M

No Units:

10

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		390,212	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		507,585	488,532	469,479	450,426	431,373	412,320	393,267
	10		502,058	483,005	463,952	444,899	425,846	406,793	387,740
	20		496,531	477,478	458,425	439,372	420,319	401,266	382,213
	30		491,004	471,951	452,898	433,845	414,792	395,739	376,686
	40		485,477	466,424	447,371	428,318	409,265	390,212	371,159
	50		479,949	460,896	441,843	422,790	403,737	384,684	365,631
	60		474,422	455,369	436,316	417,263	398,210	379,157	360,104
	70		468,895	449,842	430,789	411,736	392,683	373,630	354,577
	80		463,368	444,315	425,262	406,209	387,156	368,103	349,050
	90		457,841	438,788	419,735	400,682	381,629	362,576	343,523
	100		452,313	433,260	414,207	395,154	376,101	357,048	337,995
	110		446,786	427,733	408,680	389,627	370,574	351,521	332,468
	120		441,249	422,196	403,143	384,090	365,037	345,984	326,931
	130		435,693	416,640	397,587	378,534	359,481	340,428	321,375
	140		430,137	411,084	392,031	372,978	353,925	334,872	315,819
	150		424,581	405,528	386,475	367,422	348,369	329,316	310,263
	160		419,024	399,971	380,918	361,865	342,812	323,759	304,706
	170		413,468	394,415	375,362	356,309	337,256	318,203	299,150
	180		407,912	388,859	369,806	350,753	331,700	312,647	293,594
	190		402,356	383,303	364,250	345,197	326,144	307,091	288,038
	200		396,799	377,746	358,693	339,640	320,587	301,534	282,481
	210		391,243	372,190	353,137	334,084	315,031	295,978	276,925
	220		385,687	366,634	347,581	328,528	309,475	290,422	271,369
	230		380,130	361,077	342,024	322,971	303,918	284,865	265,812
	240		374,574	355,521	336,468	317,415	298,362	279,309	260,256
	250		369,017	349,964	330,911	311,858	292,805	273,752	254,699

TABLE 4

		BLV (per acre)		225,000					
Balance (RLV - BLV)		390,212	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		474,095	432,912	391,729	350,545	309,362	268,179	226,995
	10		468,568	427,385	386,201	345,018	303,835	262,651	221,468
	20		463,041	421,858	380,674	339,491	298,308	257,124	215,941
	30		457,514	416,330	375,147	333,964	292,780	251,597	210,414
	40		451,987	410,803	369,620	328,437	287,253	246,070	204,887
	50		446,459	405,276	364,093	322,909	281,726	240,543	199,359
	60		440,932	399,749	358,566	317,382	276,199	235,016	193,832
	70		435,405	394,222	353,038	311,855	270,672	229,488	188,305
	80		429,878	388,694	347,511	306,328	265,144	223,961	182,778
	90		424,351	383,167	341,984	300,801	259,617	218,434	177,251
	100		418,823	377,640	336,457	295,273	254,090	212,907	171,723
	110		413,296	372,113	330,930	289,746	248,563	207,380	166,196
	120		407,759	366,576	325,393	284,209	243,026	201,843	160,659
	130		402,203	361,020	319,836	278,653	237,470	196,286	155,103
	140		396,647	355,464	314,280	273,097	231,914	190,730	149,547
	150		391,091	349,907	308,724	267,541	226,357	185,174	143,991
	160		385,534	344,351	303,168	261,984	220,801	179,618	138,434
	170		379,978	338,795	297,611	256,428	215,245	174,061	132,878
	180		374,422	333,238	292,055	250,872	209,688	168,505	127,322
	190		368,866	327,682	286,499	245,316	204,132	162,949	121,766
	200		363,309	322,126	280,943	239,759	198,576	157,393	116,209
	210		357,753	316,570	275,386	234,203	193,020	151,836	110,653
	220		352,197	311,013	269,830	228,647	187,463	146,280	105,097
	230		346,640	305,457	264,274	223,090	181,907	140,724	99,540
	240		341,084	299,901	258,718	217,534	176,351	135,168	93,984
	250		335,527	294,344	253,160	211,977	170,794	129,610	88,427

Scheme Ref:

M

No Units:

10

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 5		Density (dph)						
		30		35				
Balance (RLV - BLV)		390,212	25	30	40	45	50	55
CIL £psm 40.00	0		375,255	412,320	438,795	458,652	474,095	496,559
	10		369,728	406,793	433,268	453,124	468,568	491,032
	20		364,201	401,266	427,741	447,597	463,041	485,505
	30		358,674	395,739	422,214	442,070	457,514	479,977
	40		353,147	390,212	416,687	436,543	451,987	474,450
	50		347,619	384,684	411,159	431,016	446,459	468,923
	60		342,092	379,157	405,632	425,488	440,932	463,396
	70		336,565	373,630	400,105	419,961	435,405	457,869
	80		331,038	368,103	394,578	414,434	429,878	452,341
	90		325,511	362,576	389,051	408,907	424,351	446,814
	100		319,983	357,048	383,523	403,380	418,823	441,287
	110		314,456	351,521	377,996	397,853	413,296	435,760
	120		308,919	345,984	372,459	392,316	407,759	430,223
	130		303,363	340,428	366,903	386,759	402,203	424,667
	140		297,807	334,872	361,347	381,203	396,647	419,111
	150		292,251	329,316	355,791	375,647	391,091	413,554
	160		286,694	323,759	350,234	370,091	385,534	407,998
	170		281,138	318,203	344,678	364,534	379,978	402,442
	180		275,582	312,647	339,122	358,978	374,422	396,885
	190		270,026	307,091	333,566	353,422	368,866	391,329
	200		264,469	301,534	328,009	347,866	363,309	385,773
	210		258,913	295,978	322,453	342,309	357,753	380,217
	220		253,357	290,422	316,897	336,753	352,197	374,660
	230		247,800	284,865	311,340	331,197	346,640	369,104
	240		242,244	279,309	305,784	325,640	341,084	363,548
	250		236,687	273,752	300,227	320,083	335,527	357,991
TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%		100%		110%		120%
Balance (RLV - BLV)		390,212	90%	100%	105%	110%	115%	120%
CIL £psm 40.00	0		552,547	482,899	412,320	340,688	267,886	193,931
	10		547,078	477,401	406,793	335,132	262,301	188,345
	20		541,608	471,903	401,266	329,576	256,715	182,760
	30		536,139	466,405	395,739	324,019	251,130	177,174
	40		530,654	460,906	390,212	318,463	245,544	171,589
	50		525,156	455,408	384,684	312,907	239,959	166,003
	60		519,657	449,910	379,157	307,350	234,373	160,418
	70		514,159	444,411	373,630	301,794	228,788	154,832
	80		508,661	438,913	368,103	296,238	223,202	149,247
	90		503,162	433,413	362,576	290,682	217,617	143,661
	100		497,664	427,885	357,048	285,125	212,031	138,076
	110		492,166	422,358	351,521	279,569	206,446	132,490
	120		486,668	416,831	345,984	274,013	200,860	126,905
	130		481,169	411,304	340,428	268,428	195,275	121,319
	140		475,671	405,777	334,872	262,842	189,689	115,734
	150		470,173	400,249	329,316	257,257	184,104	110,148
	160		464,675	394,722	323,759	251,671	178,518	104,563
	170		459,176	389,195	318,203	246,086	172,933	98,977
	180		453,678	383,668	312,647	240,500	167,347	93,392
	190		448,180	378,141	307,091	234,915	161,762	87,806
	200		442,656	372,614	301,534	229,329	156,176	82,221
	210		437,129	367,086	295,978	223,744	150,591	76,635
	220		431,601	361,559	290,422	218,158	145,005	71,024
	230		426,074	356,032	284,865	212,573	139,420	65,409
	240		420,547	350,482	279,309	206,987	133,834	59,794
	250		415,020	344,926	273,752	201,402	128,249	54,179

Scheme Ref: **M**
 No Units: **10**
 Notes:

Location / Value Zone: **Lower** Development Scenario: **Greenfield**

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	390,212	90%	95%	100%	105%	110%	115%	120%
		0	266,210	339,336	412,320	485,145	557,930	630,656	703,282
		10	260,653	333,809	406,793	479,647	552,431	625,186	697,812
		20	255,097	328,282	401,266	474,148	546,933	619,717	692,343
		30	249,541	322,755	395,739	468,650	541,435	614,219	686,873
		40	243,985	317,210	390,212	463,152	535,937	608,721	681,404
	CIL £psm	50	238,428	311,653	384,684	457,654	530,438	603,223	675,934
	40.00	60	232,862	306,097	379,157	452,141	524,940	597,725	670,465
		70	227,277	300,541	373,630	446,614	519,442	592,226	664,995
		80	221,691	294,985	368,103	441,087	513,944	586,728	659,513
		90	216,106	289,428	362,576	435,560	508,445	581,230	654,014
		100	210,520	283,872	357,048	430,033	502,947	575,732	648,516
		110	204,935	278,316	351,521	424,505	497,449	570,233	643,018
		120	199,349	272,759	345,984	418,978	491,950	564,735	637,520
		130	193,764	267,203	340,428	413,451	486,435	559,237	632,021
		140	188,178	261,647	334,872	407,924	480,908	553,739	626,523
		150	182,593	256,091	329,316	402,397	475,381	548,240	621,025
		160	177,007	250,514	323,759	396,870	469,854	542,742	615,527
		170	171,422	244,929	318,203	391,342	464,327	537,244	610,028
		180	165,836	239,343	312,647	385,815	458,799	531,746	604,530
		190	160,251	233,758	307,091	380,288	453,272	526,247	599,032
		200	154,665	228,172	301,534	374,759	447,745	520,729	593,534
		210	149,080	222,587	295,978	369,203	442,218	515,202	588,035
		220	143,494	217,001	290,422	363,647	436,691	509,675	582,537
		230	137,909	211,416	284,865	358,090	431,163	504,148	577,039
		240	132,323	205,830	279,309	352,534	425,636	498,620	571,541
		250	126,738	200,245	273,752	346,978	420,109	493,093	566,042

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:

N

No Units:

30

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

30 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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

7.0%

1.3

7.0%

0.8

7%

2.1

2 bed House

8.0%

1.4

8.0%

1.0

8%

2.4

3 bed House

50.0%

9.0

50.0%

6.0

50%

15.0

4 bed House

23.0%

4.1

23.0%

2.8

23%

6.9

5 bed House

12.0%

2.2

12.0%

1.4

12%

3.6

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%

18.0

100.0%

12.0

100%

30.0

OMS Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

AH Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

Total Gross Floor areas -

Mkt Units GIA

AH units GIA

Total GIA (all units)

(sqm)

(sqft)

(sqm)

(sqft)

(sqm)

(sqft)

1 bed House

87

936

58

624

145

1,560

2 bed House

108

1,163

72

775

180

1,938

3 bed House

810

8,719

540

5,813

1,350

14,531

4 bed House

464

4,991

309

3,327

773

8,318

5 bed House

276

2,976

184

1,984

461

4,960

1 bed Flat

0

0

0

0

0

0

2 bed Flat

0

0

0

0

0

0

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

441,000

2 bed House

250,000

3,333

310

600,000

3 bed House

310,000

3,444

320

4,650,000

4 bed House

420,000

3,750

348

2,898,000

5 bed House

495,000

3,867

359

1,782,000

1 bed Flat

150,000

3,000

279

0

2 bed Flat

200,000

3,077

286

0

10,371,000

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: **N**
 No Units: **30** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	1.3	@	210,000	264,600
2 bed House	1.4	@	250,000	360,000
3 bed House	9.0	@	310,000	2,790,000
4 bed House	4.1	@	420,000	1,738,800
5 bed House	2.2	@	495,000	1,069,200
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	200,000	-
	18.0			6,222,600
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	0.6	@	78,750	46,305
2 bed House	0.7	@	93,750	63,000
3 bed House	4.2	@	116,250	488,250
4 bed House	1.9	@	157,500	304,290
5 bed House	1.0	@	185,625	187,110
1 bed Flat	0.0	@	56,250	-
2 bed Flat	0.0	@	75,000	-
	8.4			1,088,955
Intermediate GDV -				
1 bed House	0.3	@	147,000	37,044
2 bed House	0.3	@	175,000	50,400
3 bed House	1.8	@	217,000	390,600
4 bed House	0.8	@	294,000	243,432
5 bed House	0.4	@	346,500	149,688
1 bed Flat	0.0	@	105,000	-
2 bed Flat	0.0	@	140,000	-
	3.6	12.0		871,164
Sub-total GDV Residential	30			8,182,719
AH on-site cost analysis:				
	752 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	2,188,281
			72,943 £ per unit (total units)	
Grant	30	@	0	-
Total GDV				8,182,719

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(40,000)
Statutory Planning Fees (Residential)				(13,860)
CIL		1,745 sqm (Market only)	40.00 £ psm	(69,804)
CIL analysis:		0.85% % of GDV	2,327 £ 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	30 units @	2,000 per unit	(60,000)
S106 analysis: 60,000 £ per ha				
	0.73% % of GDV		2,000 £ per unit (total ur	(60,000)
AH Commuted Sum	2,909 sqm (total)		0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **N**
 No Units: **30** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

Construction Costs -							
Site Clearance and Demolition		2.47	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	0	30 units @	0	per unit	-	
Infra. Costs analysis:		-	£ per ha	0.00% % of GDV	0 £ per unit (total ur	-	
1 bed House		145	sqm @	1,166	psm	(168,953)	
2 bed House		180	sqm @	1,166	psm	(209,880)	
3 bed House		1,350	sqm @	1,166	psm	(1,574,100)	
4 bed House		773	sqm @	1,166	psm	(901,085)	
5 bed House		461	sqm @	1,166	psm	(537,293)	
1 bed Flat		-	sqm @	1,287	psm	-	
2 bed Flat		2,909	-	sqm @	1,287	psm	-
External works		3,391,311	@	15.0%		(508,697)	
				16,957	£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	18 units @	90% @	521	£ per unit	(8,440)	
M4(3) Category 3 Housing	Mrkt units	18 units @	10% @	10,111	£ per unit	(18,200)	
Water Efficiency additional cost		30 units @		10	£ per unit	(300)	
Low Carbon Energy cost		30 units @		4,847	£ per unit	(145,410)	
Contingency		4,072,358	@	3.0%	(GF/BF)	(122,171)	
Professional Fees		4,072,358	@	6.5%		(264,703)	
Disposal Costs -							
Residential Sales Agent Costs		6,222,600	OMS @	1.00%	2,074	£ per unit (62,226)	
Residential Sales Legal Costs		18	OM Units @	0.26%	900	£ per unit (16,200)	
Affordable Sale Legal Costs					lump sum	(10,000)	
Marketing and Promotion		6,222,600	OMS @	3.00%	6,223	£ per unit (186,678)	
					9,170	£ per unit	
Interest (on Development Costs) -		6.50%	APR	0.526%	pcm	(30,497)	
Developers Profit -							
Margin on AH		1,960,119		6.00%	on AH values	(117,607)	
Profit on OMS		6,222,600		20.00%		(1,244,520)	
Profit analysis:		4,948,496		27.53%	on costs	(1,362,127)	
		8,182,719		16.65%	blended GDV	(1,362,127)	
TOTAL COSTS						(6,310,624)	

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						1,872,095
SDLT		1,872,095	@	(slabbed)		(83,105)
Acquisition Agent fees		1,872,095	@	1.0%		(18,721)
Acquisition Legal fees		1,872,095	@	0.5%		(9,360)
Interest on Land		1,872,095	@	6.50%		(121,686)
Residual Land Value						1,639,223
RLV analysis:		54,641	£ per plot	1,639,223	£ per ha	663,384
						£ per acre

BENCHMARK LAND VALUE (BLV)						
Residential Density		30.0	dph			
Site Area (Net)		1.00	ha	2.47	acres	
Density analysis:		2,909	sqm/ha	12,670	sqft/ac	
Benchmark Land Value (Net)	18,533	£ per plot	555,975	£ per ha	225,000	£ per acre
						555,975

BALANCE						
Surplus/(Deficit)		1,083,248	£ per ha	438,384	£ per acre	1,083,248

Scheme Ref:

N

No Units:

30

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

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)	1,083,248	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	1,982,446	1,843,337	1,704,211	1,564,933	1,425,656	1,286,378	1,147,101
	10	1,958,696	1,820,907	1,682,989	1,545,038	1,407,087	1,269,135	1,131,184
	20	1,934,946	1,798,391	1,661,767	1,525,142	1,388,517	1,251,892	1,115,249
	30	1,911,141	1,775,843	1,640,544	1,505,246	1,369,948	1,234,649	1,099,248
	40	1,887,266	1,753,294	1,619,322	1,485,350	1,351,378	1,217,406	1,083,248
	50	1,863,391	1,730,746	1,598,100	1,465,454	1,332,809	1,200,084	1,067,248
	60	1,839,516	1,708,197	1,576,878	1,445,559	1,314,239	1,182,751	1,051,247
	70	1,815,641	1,685,648	1,555,656	1,425,663	1,295,587	1,165,417	1,035,247
	80	1,791,766	1,663,100	1,534,433	1,405,757	1,276,920	1,148,083	1,019,246
	90	1,767,891	1,640,551	1,513,211	1,385,756	1,258,253	1,130,749	1,003,246
	100	1,744,016	1,618,003	1,491,926	1,365,756	1,239,586	1,113,416	987,246
	110	1,720,141	1,595,429	1,470,592	1,345,755	1,220,919	1,096,082	971,245
	120	1,696,265	1,572,761	1,449,258	1,325,755	1,202,251	1,078,748	955,226
	130	1,672,264	1,550,094	1,427,924	1,305,754	1,183,584	1,061,414	939,141
	140	1,648,263	1,527,427	1,406,590	1,285,754	1,164,917	1,044,079	923,057
	150	1,624,263	1,504,760	1,385,256	1,265,753	1,146,250	1,026,655	906,972
	160	1,600,262	1,482,092	1,363,923	1,245,753	1,127,572	1,009,230	890,887
	170	1,576,262	1,459,425	1,342,589	1,225,752	1,108,806	991,805	874,803
	180	1,552,261	1,436,758	1,321,255	1,205,702	1,090,041	974,380	858,718
	190	1,528,260	1,414,091	1,299,917	1,185,597	1,071,276	956,955	842,634
	200	1,504,260	1,391,423	1,278,471	1,165,491	1,052,510	939,530	826,549
	210	1,480,259	1,368,665	1,257,025	1,145,385	1,033,745	922,105	810,464
	220	1,456,179	1,345,879	1,235,579	1,125,279	1,014,979	904,680	794,356
	230	1,432,052	1,323,092	1,214,133	1,105,174	996,214	887,255	778,187
	240	1,407,925	1,300,306	1,192,687	1,085,068	977,449	869,811	762,018
	250	1,383,798	1,277,519	1,171,241	1,064,962	958,683	852,294	745,849

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	1,083,248	90%	100%	110%	120%	130%	140%	150%
CIL Epsm 40.00	0	1,152,425	1,147,101	1,141,776	1,136,452	1,131,128	1,125,803	1,120,479
	10	1,136,509	1,131,184	1,125,860	1,120,535	1,115,205	1,109,858	1,104,510
	20	1,120,592	1,115,249	1,109,901	1,104,553	1,099,205	1,093,857	1,088,509
	30	1,104,596	1,099,248	1,093,900	1,088,553	1,083,205	1,077,857	1,072,509
	40	1,088,596	1,083,248	1,077,900	1,072,552	1,067,204	1,061,856	1,056,508
	50	1,072,595	1,067,248	1,061,900	1,056,552	1,051,204	1,045,856	1,040,508
	60	1,056,595	1,051,247	1,045,899	1,040,551	1,035,203	1,029,856	1,024,508
	70	1,040,595	1,035,247	1,029,899	1,024,551	1,019,203	1,013,855	1,008,507
	80	1,024,594	1,019,246	1,013,898	1,008,551	1,003,203	997,855	992,507
	90	1,008,594	1,003,246	997,898	992,550	987,202	981,854	976,506
	100	992,593	987,246	981,898	976,550	971,202	965,854	960,506
	110	976,593	971,245	965,897	960,549	955,189	949,815	944,442
	120	960,593	955,226	949,852	944,478	939,105	933,731	928,357
	130	944,515	939,141	933,767	928,394	923,020	917,646	912,273
	140	928,430	923,057	917,683	912,309	906,935	901,562	896,188
	150	912,346	906,972	901,598	896,225	890,851	885,477	880,103
	160	896,261	890,887	885,514	880,140	874,766	869,392	864,019
	170	880,177	874,803	869,429	864,055	858,682	853,308	847,934
	180	864,092	858,718	853,345	847,971	842,597	837,223	831,850
	190	848,007	842,634	837,260	831,886	826,512	821,139	815,765
	200	831,923	826,549	821,175	815,802	810,428	805,054	799,680
	210	815,838	810,464	805,091	799,717	794,320	788,918	783,516
	220	799,754	794,356	788,954	783,552	778,150	772,748	767,346
	230	783,589	778,187	772,785	767,383	761,981	756,579	751,177
	240	767,420	762,018	756,616	751,214	745,812	740,410	735,008
	250	751,251	745,849	740,447	735,045	729,643	724,241	718,839

Scheme Ref:

N

No Units:

30

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 3		Profit (on OMS) 20%							
Balance (RLV - BLV)		1,083,248	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		1,417,784	1,363,647	1,309,511	1,255,374	1,201,238	1,147,101	1,092,964
	10		1,401,867	1,347,731	1,293,594	1,239,457	1,185,321	1,131,184	1,077,048
	20		1,385,932	1,331,795	1,277,659	1,223,522	1,169,385	1,115,249	1,061,112
	30		1,369,931	1,315,795	1,261,658	1,207,522	1,153,385	1,099,248	1,045,112
	40		1,353,931	1,299,794	1,245,658	1,191,521	1,137,385	1,083,248	1,029,111
	50		1,337,931	1,283,794	1,229,657	1,175,521	1,121,384	1,067,248	1,013,111
	60		1,321,930	1,267,794	1,213,657	1,159,520	1,105,384	1,051,247	997,111
	70		1,305,930	1,251,793	1,197,657	1,143,520	1,089,383	1,035,247	981,110
	80		1,289,929	1,235,793	1,181,656	1,127,520	1,073,383	1,019,246	965,110
	90		1,273,929	1,219,792	1,165,656	1,111,519	1,057,383	1,003,246	949,109
	100		1,257,929	1,203,792	1,149,655	1,095,519	1,041,382	987,246	933,109
	110		1,241,928	1,187,792	1,133,655	1,079,518	1,025,382	971,245	917,109
	120		1,225,909	1,171,772	1,117,636	1,063,499	1,009,362	955,226	901,089
	130		1,209,824	1,155,688	1,101,551	1,047,414	993,278	939,141	885,005
	140		1,193,740	1,139,603	1,085,466	1,031,330	977,193	923,057	868,920
	150		1,177,655	1,123,519	1,069,382	1,015,245	961,109	906,972	852,835
	160		1,161,571	1,107,434	1,053,297	999,161	945,024	890,887	836,751
	170		1,145,486	1,091,349	1,037,213	983,076	928,939	874,803	820,666
	180		1,129,401	1,075,265	1,021,128	966,992	912,855	858,718	804,582
	190		1,113,317	1,059,180	1,005,044	950,907	896,770	842,634	788,497
	200		1,097,232	1,043,096	988,959	934,822	880,686	826,549	772,412
	210		1,081,148	1,027,011	972,874	918,738	864,601	810,464	756,328
	220		1,065,040	1,010,903	956,766	902,630	848,493	794,356	740,220
	230		1,048,870	994,734	940,597	886,460	832,324	778,187	724,051
	240		1,032,701	978,564	924,428	870,291	816,155	762,018	707,881
	250		1,016,532	962,395	908,259	854,122	799,985	745,849	691,712

TABLE 4		BLV (per acre)							
Balance (RLV - BLV)		1,083,248	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		1,332,426	1,208,876	1,085,326	961,776	838,226	714,676	591,126
	10		1,316,509	1,192,959	1,069,409	945,859	822,309	698,759	575,209
	20		1,300,574	1,177,024	1,053,474	929,924	806,374	682,824	559,274
	30		1,284,573	1,161,023	1,037,473	913,923	790,373	666,823	543,273
	40		1,268,573	1,145,023	1,021,473	897,923	774,373	650,823	527,273
	50		1,252,573	1,129,023	1,005,473	881,923	758,373	634,823	511,273
	60		1,236,572	1,113,022	989,472	865,922	742,372	618,822	495,272
	70		1,220,572	1,097,022	973,472	849,922	726,372	602,822	479,272
	80		1,204,571	1,081,021	957,471	833,921	710,371	586,821	463,271
	90		1,188,571	1,065,021	941,471	817,921	694,371	570,821	447,271
	100		1,172,571	1,049,021	925,471	801,921	678,371	554,821	431,271
	110		1,156,570	1,033,020	909,470	785,920	662,370	538,820	415,270
	120		1,140,551	1,017,001	893,451	769,901	646,351	522,801	399,251
	130		1,124,466	1,000,916	877,366	753,816	630,266	506,716	383,166
	140		1,108,382	984,832	861,282	737,732	614,182	490,632	367,082
	150		1,092,297	968,747	845,197	721,647	598,097	474,547	350,997
	160		1,076,212	952,662	829,112	705,562	582,012	458,462	334,912
	170		1,060,128	936,578	813,028	689,478	565,928	442,378	318,828
	180		1,044,043	920,493	796,943	673,393	549,843	426,293	302,743
	190		1,027,959	904,409	780,859	657,309	533,759	410,209	286,659
	200		1,011,874	888,324	764,774	641,224	517,674	394,124	270,574
	210		995,789	872,239	748,689	625,139	501,589	378,039	254,489
	220		979,681	856,131	732,581	609,031	485,481	361,931	238,381
	230		963,512	839,962	716,412	592,862	469,312	345,762	222,212
	240		947,343	823,793	700,243	576,693	453,143	329,593	206,043
	250		931,174	807,624	684,074	560,524	436,974	313,424	189,874

Scheme Ref:

N

No Units:

30

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 5		Density (dph)		30						
Balance (RLV - BLV)		1,083,248	25	30	35	40	45	50	55	
CIL Epsm 40.00	0		1,035,906	1,147,101	1,226,526	1,286,095	1,332,426	1,369,491	1,399,817	
	10		1,019,989	1,131,184	1,210,609	1,270,178	1,316,509	1,353,574	1,383,900	
	20		1,004,054	1,115,249	1,194,674	1,254,243	1,300,574	1,337,639	1,367,965	
	30		988,053	1,099,248	1,178,673	1,238,242	1,284,573	1,321,638	1,351,964	
	40		972,053	1,083,248	1,162,673	1,222,242	1,268,573	1,305,638	1,335,964	
	50		956,053	1,067,248	1,146,673	1,206,241	1,252,573	1,289,638	1,319,963	
	60		940,052	1,051,247	1,130,672	1,190,241	1,236,572	1,273,637	1,303,963	
	70		924,052	1,035,247	1,114,672	1,174,241	1,220,572	1,257,637	1,287,963	
	80		908,051	1,019,246	1,098,671	1,158,240	1,204,571	1,241,636	1,271,962	
	90		892,051	1,003,246	1,082,671	1,142,240	1,188,571	1,225,636	1,255,962	
	100		876,051	987,246	1,066,671	1,126,239	1,172,571	1,209,636	1,239,961	
	110		860,050	971,245	1,050,670	1,110,239	1,156,570	1,193,635	1,223,961	
	120		844,031	955,226	1,034,651	1,094,220	1,140,551	1,177,616	1,207,942	
	130		827,946	939,141	1,018,566	1,078,135	1,124,466	1,161,531	1,191,857	
	140		811,862	923,057	1,002,482	1,062,050	1,108,382	1,145,447	1,175,773	
	150		795,777	906,972	986,397	1,045,966	1,092,297	1,129,362	1,159,688	
	160		779,692	890,887	970,312	1,029,881	1,076,212	1,113,277	1,143,603	
	170		763,608	874,803	954,228	1,013,797	1,060,128	1,097,193	1,127,519	
	180		747,523	858,718	938,143	997,712	1,044,043	1,081,108	1,111,434	
	190		731,439	842,634	922,059	981,627	1,027,959	1,065,024	1,095,350	
	200		715,354	826,549	905,974	965,543	1,011,874	1,048,939	1,079,265	
	210		699,269	810,464	889,889	949,458	995,789	1,032,854	1,063,180	
	220		683,161	794,356	873,781	933,350	979,681	1,016,746	1,047,072	
	230		666,992	778,187	857,612	917,181	963,512	1,000,577	1,030,903	
	240		650,823	762,018	841,443	901,012	947,343	984,408	1,014,734	
	250		634,654	745,849	825,274	884,842	931,174	968,239	998,565	

TABLE 6		Build cost 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)		1,083,248	90%	95%	100%	105%	110%	115%	120%	
CIL Epsm 40.00	0		1,584,713	1,367,478	1,147,101	923,440	695,823	464,061	229,468	
	10		1,568,880	1,351,645	1,131,184	907,362	679,653	447,806	213,214	
	20		1,553,046	1,335,731	1,115,249	891,277	663,484	431,552	196,960	
	30		1,537,213	1,319,814	1,099,248	875,193	647,315	415,298	180,705	
	40		1,521,380	1,303,897	1,083,248	859,108	631,128	399,043	164,451	
	50		1,505,546	1,287,981	1,067,248	843,023	614,874	382,789	148,197	
	60		1,489,713	1,272,064	1,051,247	826,939	598,620	366,535	131,864	
	70		1,473,880	1,256,148	1,035,247	810,854	582,365	350,281	115,524	
	80		1,458,046	1,240,231	1,019,246	794,770	566,111	334,026	99,184	
	90		1,442,213	1,224,314	1,003,246	778,675	549,857	317,772	82,845	
	100		1,426,380	1,208,398	987,246	762,506	533,602	301,518	66,505	
	110		1,410,482	1,192,481	971,245	746,337	517,348	285,263	50,165	
	120		1,394,566	1,176,564	955,226	730,168	501,094	269,009	33,825	
	130		1,378,649	1,160,582	939,141	713,998	484,839	252,755	17,485	
	140		1,362,732	1,144,582	923,057	697,829	468,585	236,500	1,146	
	150		1,346,816	1,128,581	906,972	681,660	452,331	220,246	(15,194)	
	160		1,330,899	1,112,581	890,887	665,491	436,077	203,992	(31,534)	
	170		1,314,982	1,096,581	874,803	649,321	419,822	187,738	(47,874)	
	180		1,299,066	1,080,580	858,718	633,145	403,568	171,483	(64,214)	
	190		1,283,149	1,064,580	842,634	616,891	387,314	155,229	(80,554)	
	200		1,267,232	1,048,579	826,549	600,637	371,059	138,933	(96,893)	
	210		1,251,316	1,032,579	810,464	584,382	354,805	122,593	(113,233)	
	220		1,235,399	1,016,579	794,356	568,128	338,551	106,254	(129,573)	
	230		1,219,444	1,000,578	778,187	551,874	322,296	89,914	(145,913)	
	240		1,203,444	984,523	762,018	535,619	306,042	73,574	(162,253)	
	250		1,187,444	968,438	745,849	519,365	289,788	57,234	(178,593)	

Scheme Ref:

N

No Units:

30

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	1,083,248	90%	95%	100%	105%	110%	115%	120%	
CIL £psm 40.00	0	731,776	939,658	1,147,101	1,354,145	1,560,971	1,767,561	1,974,151	
	10	715,692	923,658	1,131,184	1,338,228	1,545,138	1,751,728	1,958,318	
	20	699,607	907,658	1,115,249	1,322,311	1,529,304	1,735,894	1,942,485	
	30	683,522	891,657	1,099,248	1,306,395	1,513,439	1,720,061	1,926,651	
	40	667,438	875,657	1,083,248	1,290,478	1,497,522	1,704,228	1,910,818	
	50	651,297	859,586	1,067,248	1,274,562	1,481,605	1,688,394	1,894,985	
	60	635,128	843,501	1,051,247	1,258,645	1,465,689	1,672,561	1,879,151	
	70	618,958	827,416	1,035,247	1,242,728	1,449,772	1,656,728	1,863,318	
	80	602,789	811,332	1,019,246	1,226,812	1,433,855	1,640,894	1,847,485	
	90	586,620	795,247	1,003,246	1,210,837	1,417,939	1,624,983	1,831,651	
	100	570,451	779,163	987,246	1,194,837	1,402,022	1,609,066	1,815,818	
	110	554,281	763,078	971,245	1,178,836	1,386,106	1,593,149	1,799,984	
	120	538,112	746,993	955,226	1,162,836	1,370,189	1,577,233	1,784,151	
	130	521,888	730,909	939,141	1,146,835	1,354,272	1,561,316	1,768,318	
	140	505,634	714,742	923,057	1,130,835	1,338,356	1,545,399	1,752,443	
	150	489,380	698,573	906,972	1,114,835	1,322,426	1,529,483	1,736,527	
	160	473,125	682,404	890,887	1,098,834	1,306,425	1,513,566	1,720,610	
	170	456,871	666,234	874,803	1,082,834	1,290,425	1,497,649	1,704,693	
	180	440,617	650,065	858,718	1,066,833	1,274,425	1,481,733	1,688,777	
	190	424,362	633,896	842,634	1,050,833	1,258,424	1,465,816	1,672,860	
	200	408,108	617,727	826,549	1,034,781	1,242,424	1,449,900	1,656,943	
	210	391,854	601,557	810,464	1,018,697	1,226,423	1,433,983	1,641,027	
	220	375,600	585,388	794,356	1,002,612	1,210,423	1,418,014	1,625,110	
	230	359,345	569,144	778,187	986,528	1,194,423	1,402,014	1,609,193	
	240	343,091	552,890	762,018	970,443	1,178,422	1,386,013	1,593,277	
250	326,837	536,636	745,849	954,359	1,162,422	1,370,013	1,577,360		

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:

O

No Units:

50

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

50 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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	7.0%	2.1	7.0%	1.4	7%	3.5
2 bed House	8.0%	2.4	8.0%	1.6	8%	4.0
3 bed House	50.0%	15.0	50.0%	10.0	50%	25.0
4 bed House	23.0%	6.9	23.0%	4.6	23%	11.5
5 bed House	12.0%	3.6	12.0%	2.4	12%	6.0
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%	30.0	100.0%	20.0	100%	50.0

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	145	1,560	97	1,040	242	2,599
2 bed House	180	1,938	120	1,292	300	3,229
3 bed House	1,350	14,531	900	9,688	2,250	24,219
4 bed House	773	8,318	515	5,546	1,288	13,864
5 bed House	461	4,960	307	3,307	768	8,267
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	2,909	31,307	1,939	20,871	4,848	52,178

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		735,000
2 bed House	250,000	3,333	310		1,000,000
3 bed House	310,000	3,444	320		7,750,000
4 bed House	420,000	3,750	348		4,830,000
5 bed House	495,000	3,867	359		2,970,000
1 bed Flat	150,000	3,000	279		0
2 bed Flat	200,000	3,077	286		0
					17,285,000

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: **O**
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	2.1	@	210,000	441,000
2 bed House	2.4	@	250,000	600,000
3 bed House	15.0	@	310,000	4,650,000
4 bed House	6.9	@	420,000	2,898,000
5 bed House	3.6	@	495,000	1,782,000
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	200,000	-
	30.0			10,371,000
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	1.0	@	78,750	77,175
2 bed House	1.1	@	93,750	105,000
3 bed House	7.0	@	116,250	813,750
4 bed House	3.2	@	157,500	507,150
5 bed House	1.7	@	185,625	311,850
1 bed Flat	0.0	@	56,250	-
2 bed Flat	0.0	@	75,000	-
	14.0			1,814,925
Intermediate GDV -				
1 bed House	0.4	@	147,000	61,740
2 bed House	0.5	@	175,000	84,000
3 bed House	3.0	@	217,000	651,000
4 bed House	1.4	@	294,000	405,720
5 bed House	0.7	@	346,500	249,480
1 bed Flat	0.0	@	105,000	-
2 bed Flat	0.0	@	140,000	-
	6.0	20.0		1,451,940
Sub-total GDV Residential	50			13,637,865
AH on-site cost analysis:				
	752 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	3,647,135
			72,943 £ per unit (total units)	
Grant	50	@	0	-
Total GDV				13,637,865

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(23,100)
CIL		2,909 sqm (Market only)	40.00 £ psm	(116,340)
CIL analysis:		0.85% % of GDV	2,327 £ 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	50 units @	2,000 per unit	(100,000)
S106 analysis: 60,000 £ per ha				
		0.73% % of GDV	2,000 £ per unit (total ur	(100,000)
AH Commuted Sum		4,848 sqm (total)	0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **O**
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

Construction Costs -				
Site Clearance and Demolition	4.12 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	50 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	242 sqm @	1,166 psm		(281,589)
2 bed House	300 sqm @	1,166 psm		(349,800)
3 bed House	2,250 sqm @	1,166 psm		(2,623,500)
4 bed House	1,288 sqm @	1,166 psm		(1,501,808)
5 bed House	768 sqm @	1,166 psm		(895,488)
1 bed Flat	- sqm @	1,287 psm		-
2 bed Flat	4,848 - sqm @	1,287 psm		-
External works	5,652,185 @	15.0%		(847,828)
		16,957 £ 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 30 units @	90% @	521 £ per unit	(14,067)
M4(3) Category 3 Housing	Mrkt units 30 units @	10% @	10,111 £ per unit	(30,333)
Water Efficiency additional cost	50 units @		10 £ per unit	(500)
Low Carbon Energy cost	50 units @		4,847 £ per unit	(242,350)
Contingency	6,787,263 @	3.0% (GF/BF)		(203,618)
Professional Fees	6,787,263 @	6.5%		(441,172)
Disposal Costs -				
Residential Sales Agent Costs	10,371,000 OMS @	1.00%	2,074 £ per unit	(103,710)
Residential Sales Legal Costs	30 OM Units @	0.26%	900 £ per unit	(27,000)
Affordable Sale Legal Costs			lump sum	(10,000)
Marketing and Promotion	10,371,000 OMS @	3.00%	6,223 £ per unit	(311,130)
			9,037 £ per unit	
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(50,969)
Developers Profit -				
Margin on AH	3,266,865	6.00% on AH values		(196,012)
Profit on OMS	10,371,000	20.00%		(2,074,200)
Profit analysis:	8,244,302	27.54% on costs	(2,270,212)	
	13,637,865	16.65% blended GDV	(2,270,212)	
TOTAL COSTS				(10,514,514)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				3,123,351
SDLT	3,123,351 @	(slabbed)		(145,668)
Acquisition Agent fees	3,123,351 @	1.0%		(31,234)
Acquisition Legal fees	3,123,351 @	0.5%		(15,617)
Interest on Land	3,123,351 @	6.50%		(203,018)
Residual Land Value				2,727,815
RLV analysis:	54,556 £ per plot	1,636,689 £ per ha	662,359 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0 dph			
Site Area (Net)	1.67 ha	4.12 acres		
Density analysis:	2,909 sqm/ha	12,670 sqft/ac		
Benchmark Land Value (Net)	18,533 £ per plot	555,975 £ per ha	225,000 £ per acre	926,625

BALANCE			
Surplus/(Deficit)	1,080,714 £ per ha	437,359 £ per acre	1,801,190

Scheme Ref:

O

No Units:

50

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

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)	1,801,190	10%	15%	20%	25%	30%	35%	40%	
CIL £psm 40.00	0	3,299,826	3,067,977	2,836,114	2,603,985	2,371,856	2,139,727	1,907,597	
	10	3,260,242	3,030,592	2,800,744	2,570,825	2,340,907	2,110,988	1,881,070	
	20	3,220,659	2,993,082	2,765,374	2,537,666	2,309,958	2,082,250	1,854,525	
	30	3,180,998	2,955,501	2,730,003	2,504,506	2,279,009	2,053,511	1,827,858	
	40	3,141,206	2,917,920	2,694,633	2,471,346	2,248,060	2,024,773	1,801,190	
	50	3,101,415	2,880,339	2,659,263	2,438,187	2,217,111	1,995,918	1,774,523	
	60	3,061,623	2,842,758	2,623,892	2,405,027	2,186,162	1,967,028	1,747,856	
	70	3,021,831	2,805,177	2,588,522	2,371,867	2,155,089	1,938,139	1,721,188	
	80	2,982,040	2,767,596	2,553,152	2,338,705	2,123,977	1,909,249	1,694,521	
	90	2,942,248	2,730,015	2,517,781	2,305,371	2,092,865	1,880,359	1,667,854	
	100	2,902,456	2,692,434	2,482,320	2,272,037	2,061,753	1,851,470	1,641,186	
	110	2,862,665	2,654,825	2,446,764	2,238,703	2,030,641	1,822,580	1,614,519	
	120	2,822,873	2,617,046	2,411,207	2,205,368	1,999,529	1,793,691	1,587,835	
	130	2,782,884	2,579,267	2,375,651	2,172,034	1,968,418	1,764,801	1,561,027	
	140	2,742,883	2,541,489	2,340,094	2,138,700	1,937,306	1,735,911	1,534,219	
	150	2,702,882	2,503,710	2,304,538	2,105,366	1,906,194	1,706,883	1,507,412	
	160	2,662,881	2,465,931	2,268,981	2,072,032	1,875,078	1,677,841	1,480,604	
	170	2,622,880	2,428,152	2,233,425	2,038,697	1,843,802	1,648,799	1,453,797	
	180	2,582,879	2,390,374	2,197,869	2,005,296	1,812,527	1,619,758	1,426,989	
	190	2,542,878	2,352,595	2,162,312	1,971,786	1,781,251	1,590,716	1,400,181	
	200	2,502,877	2,314,816	2,126,577	1,938,276	1,749,975	1,561,675	1,373,374	
	210	2,462,876	2,276,901	2,090,834	1,904,767	1,718,700	1,532,633	1,346,566	
	220	2,422,875	2,238,923	2,055,090	1,871,257	1,687,424	1,503,591	1,319,734	
	230	2,382,874	2,200,946	2,019,347	1,837,748	1,656,149	1,474,550	1,292,785	
	240	2,342,873	2,162,968	1,983,603	1,804,238	1,624,873	1,445,491	1,265,836	
	250	2,302,872	2,124,991	1,947,860	1,770,729	1,593,597	1,416,297	1,238,888	

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)		1,801,190	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00		0	1,916,472	1,907,597	1,898,723	1,889,849	1,880,975	1,872,101	1,863,227
	10		1,889,944	1,881,070	1,872,196	1,863,321	1,854,447	1,845,540	1,836,627
	20		1,863,416	1,854,525	1,845,612	1,836,699	1,827,786	1,818,872	1,809,959
	30		1,836,771	1,827,858	1,818,945	1,810,031	1,801,118	1,792,205	1,783,292
	40		1,810,104	1,801,190	1,792,277	1,783,364	1,774,451	1,765,538	1,756,625
	50		1,783,436	1,774,523	1,765,610	1,756,697	1,747,784	1,738,870	1,729,957
	60		1,756,769	1,747,856	1,738,943	1,730,029	1,721,116	1,712,203	1,703,290
	70		1,730,102	1,721,188	1,712,275	1,703,362	1,694,449	1,685,536	1,676,623
	80		1,703,434	1,694,521	1,685,608	1,676,695	1,667,782	1,658,868	1,649,955
	90		1,676,767	1,667,854	1,658,941	1,650,027	1,641,114	1,632,201	1,623,288
	100		1,650,100	1,641,186	1,632,273	1,623,360	1,614,447	1,605,534	1,596,621
	110		1,623,432	1,614,519	1,605,606	1,596,693	1,587,774	1,578,817	1,569,861
	120		1,596,765	1,587,835	1,578,879	1,569,922	1,560,966	1,552,010	1,543,054
	130		1,569,983	1,561,027	1,552,071	1,543,115	1,534,158	1,525,202	1,516,246
	140		1,543,176	1,534,219	1,525,263	1,516,307	1,507,351	1,498,395	1,489,438
	150		1,516,368	1,507,412	1,498,456	1,489,499	1,480,543	1,471,587	1,462,631
	160		1,489,560	1,480,604	1,471,648	1,462,692	1,453,735	1,444,779	1,435,823
	170		1,462,753	1,453,797	1,444,840	1,435,884	1,426,928	1,417,972	1,409,015
	180		1,435,945	1,426,989	1,418,033	1,409,076	1,400,120	1,391,164	1,382,208
	190		1,409,137	1,400,181	1,391,225	1,382,269	1,373,313	1,364,356	1,355,400
	200		1,382,330	1,373,374	1,364,417	1,355,461	1,346,505	1,337,549	1,328,592
	210		1,355,522	1,346,566	1,337,610	1,328,653	1,319,672	1,310,669	1,301,666
	220		1,328,715	1,319,734	1,310,730	1,301,727	1,292,724	1,283,720	1,274,717
	230		1,301,788	1,292,785	1,283,782	1,274,778	1,265,775	1,256,772	1,247,768
	240		1,274,840	1,265,836	1,256,833	1,247,830	1,238,826	1,229,823	1,220,820
	250		1,247,891	1,238,888	1,229,884	1,220,881	1,211,878	1,202,874	1,193,871

Scheme Ref:

O

No Units:

50

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 3		Profit (on OMS) 20%							
Balance (RLV - BLV)		1,801,190	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		2,358,736	2,268,508	2,178,281	2,088,053	1,997,825	1,907,597	1,817,370
	10		2,332,208	2,241,980	2,151,753	2,061,525	1,971,297	1,881,070	1,790,842
	20		2,305,664	2,215,436	2,125,208	2,034,981	1,944,753	1,854,525	1,764,297
	30		2,278,996	2,188,769	2,098,541	2,008,313	1,918,085	1,827,858	1,737,630
	40		2,252,329	2,162,101	2,071,874	1,981,646	1,891,418	1,801,190	1,710,963
	50		2,225,662	2,135,434	2,045,206	1,954,979	1,864,751	1,774,523	1,684,295
	60		2,198,994	2,108,767	2,018,539	1,928,311	1,838,083	1,747,856	1,657,628
	70		2,172,327	2,082,099	1,991,872	1,901,644	1,811,416	1,721,188	1,630,961
	80		2,145,660	2,055,432	1,965,204	1,874,976	1,784,749	1,694,521	1,604,293
	90		2,118,992	2,028,765	1,938,537	1,848,309	1,758,081	1,667,854	1,577,626
	100		2,092,325	2,002,097	1,911,870	1,821,642	1,731,414	1,641,186	1,550,959
	110		2,065,658	1,975,430	1,885,202	1,794,974	1,704,747	1,614,519	1,524,291
	120		2,038,973	1,948,746	1,858,518	1,768,290	1,678,062	1,587,835	1,497,607
	130		2,012,166	1,921,938	1,831,710	1,741,483	1,651,255	1,561,027	1,470,799
	140		1,985,358	1,895,130	1,804,903	1,714,675	1,624,447	1,534,219	1,443,992
	150		1,958,550	1,868,323	1,778,095	1,687,867	1,597,640	1,507,412	1,417,184
	160		1,931,743	1,841,515	1,751,287	1,661,060	1,570,832	1,480,604	1,390,376
	170		1,904,935	1,814,707	1,724,480	1,634,252	1,544,024	1,453,797	1,363,569
	180		1,878,127	1,787,900	1,697,672	1,607,444	1,517,217	1,426,989	1,336,761
	190		1,851,320	1,761,092	1,670,864	1,580,637	1,490,409	1,400,181	1,309,954
	200		1,824,512	1,734,284	1,644,057	1,553,829	1,463,601	1,373,374	1,283,146
	210		1,797,704	1,707,477	1,617,249	1,527,021	1,436,794	1,346,566	1,256,338
	220		1,770,872	1,680,645	1,590,417	1,500,189	1,409,962	1,319,734	1,229,506
	230		1,743,924	1,653,696	1,563,468	1,473,240	1,383,013	1,292,785	1,202,557
	240		1,716,975	1,626,747	1,536,519	1,446,292	1,356,064	1,265,836	1,175,609
	250		1,690,026	1,599,798	1,509,571	1,419,343	1,329,115	1,238,888	1,148,660

TABLE 4		BLV (per acre)							
Balance (RLV - BLV)		1,801,190	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		2,216,472	2,010,556	1,804,639	1,598,722	1,392,806	1,186,889	980,972
	10		2,189,945	1,984,028	1,778,111	1,572,195	1,366,278	1,160,361	954,445
	20		2,163,400	1,957,483	1,751,567	1,545,650	1,339,733	1,133,817	927,900
	30		2,136,733	1,930,816	1,724,899	1,518,983	1,313,066	1,107,149	901,233
	40		2,110,065	1,904,149	1,698,232	1,492,315	1,286,399	1,080,482	874,565
	50		2,083,398	1,877,481	1,671,565	1,465,648	1,259,731	1,053,815	847,898
	60		2,056,731	1,850,814	1,644,897	1,438,981	1,233,064	1,027,147	821,231
	70		2,030,063	1,824,147	1,618,230	1,412,313	1,206,397	1,000,480	794,563
	80		2,003,396	1,797,479	1,591,563	1,385,646	1,179,729	973,813	767,896
	90		1,976,729	1,770,812	1,564,895	1,358,979	1,153,062	947,145	741,229
	100		1,950,061	1,744,145	1,538,228	1,332,311	1,126,395	920,478	714,561
	110		1,923,394	1,717,477	1,511,561	1,305,644	1,099,727	893,811	687,894
	120		1,896,710	1,690,793	1,484,876	1,278,960	1,073,043	867,126	661,210
	130		1,869,902	1,663,985	1,458,069	1,252,152	1,046,235	840,319	634,402
	140		1,843,094	1,637,178	1,431,261	1,225,344	1,019,428	813,511	607,594
	150		1,816,287	1,610,370	1,404,454	1,198,537	992,620	786,704	580,787
	160		1,789,479	1,583,563	1,377,646	1,171,729	965,813	759,896	553,979
	170		1,762,672	1,556,755	1,350,838	1,144,922	939,005	733,088	527,172
	180		1,735,864	1,529,947	1,324,031	1,118,114	912,197	706,281	500,364
	190		1,709,056	1,503,140	1,297,223	1,091,306	885,390	679,473	473,556
	200		1,682,249	1,476,332	1,270,415	1,064,499	858,582	652,665	446,749
	210		1,655,441	1,449,524	1,243,608	1,037,691	831,774	625,858	419,941
	220		1,628,609	1,422,692	1,216,775	1,010,859	804,942	599,025	393,109
	230		1,601,660	1,395,743	1,189,827	983,910	777,993	572,077	366,160
	240		1,574,711	1,368,795	1,162,878	956,961	751,045	545,128	339,211
	250		1,547,763	1,341,846	1,135,929	930,013	724,096	518,179	312,263

Scheme Ref:

O

No Units:

50

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 5

		Density (dph)						
		30						
Balance (RLV - BLV)	1,801,190	25	30	35	40	45	50	55
CIL £psm 40.00	0	1,722,272	1,907,597	2,039,972	2,139,254	2,216,472	2,278,247	2,328,791
	10	1,695,745	1,881,070	2,013,445	2,112,726	2,189,945	2,251,720	2,302,263
	20	1,669,200	1,854,525	1,986,900	2,086,181	2,163,400	2,225,175	2,275,718
	30	1,642,533	1,827,858	1,960,233	2,059,514	2,136,733	2,198,508	2,249,051
	40	1,615,865	1,801,190	1,933,565	2,032,847	2,110,065	2,171,840	2,222,384
	50	1,589,198	1,774,523	1,906,898	2,006,179	2,083,398	2,145,173	2,195,716
	60	1,562,531	1,747,856	1,880,231	1,979,512	2,056,731	2,118,506	2,169,049
	70	1,535,863	1,721,188	1,853,563	1,952,845	2,030,063	2,091,838	2,142,382
	80	1,509,196	1,694,521	1,826,896	1,926,177	2,003,396	2,065,171	2,115,714
	90	1,482,529	1,667,854	1,800,229	1,899,510	1,976,729	2,038,504	2,089,047
	100	1,455,861	1,641,186	1,773,561	1,872,843	1,950,061	2,011,836	2,062,380
	110	1,429,194	1,614,519	1,746,894	1,846,175	1,923,394	1,985,169	2,035,712
	120	1,402,510	1,587,835	1,720,210	1,819,491	1,896,710	1,958,485	2,009,028
	130	1,375,702	1,561,027	1,693,402	1,792,683	1,869,902	1,931,677	1,982,220
	140	1,348,894	1,534,219	1,666,594	1,765,876	1,843,094	1,904,869	1,955,413
	150	1,322,087	1,507,412	1,639,787	1,739,068	1,816,287	1,878,062	1,928,605
	160	1,295,279	1,480,604	1,612,979	1,712,260	1,789,479	1,851,254	1,901,797
	170	1,268,472	1,453,797	1,586,172	1,685,453	1,762,672	1,824,447	1,874,990
	180	1,241,664	1,426,989	1,559,364	1,658,645	1,735,864	1,797,639	1,848,182
	190	1,214,856	1,400,181	1,532,556	1,631,837	1,709,056	1,770,831	1,821,374
	200	1,188,049	1,373,374	1,505,749	1,605,030	1,682,249	1,744,024	1,794,567
	210	1,161,241	1,346,566	1,478,941	1,578,222	1,655,441	1,717,216	1,767,759
	220	1,134,409	1,319,734	1,452,109	1,551,390	1,628,609	1,690,384	1,740,927
	230	1,107,460	1,292,785	1,425,160	1,524,441	1,601,660	1,663,435	1,713,978
	240	1,080,511	1,265,836	1,398,211	1,497,493	1,574,711	1,636,486	1,687,030
	250	1,053,563	1,238,888	1,371,263	1,470,544	1,547,763	1,609,538	1,660,081

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
		90%	95%	100%	105%	110%	120%
Balance (RLV - BLV)	1,801,190						
CIL £psm 40.00	0	2,636,937	2,274,879	1,907,597	1,534,844	1,155,511	769,256
	10	2,610,548	2,248,490	1,881,070	1,508,061	1,128,562	742,165
	20	2,584,159	2,221,981	1,854,525	1,481,254	1,101,614	715,075
	30	2,557,770	2,195,453	1,827,858	1,454,446	1,074,665	687,984
	40	2,531,381	2,168,925	1,801,190	1,427,638	1,047,702	660,894
	50	2,504,992	2,142,397	1,774,523	1,400,831	1,020,611	633,803
	60	2,478,603	2,115,870	1,747,856	1,374,023	993,521	606,713
	70	2,452,214	2,089,342	1,721,188	1,347,216	966,430	579,622
	80	2,425,825	2,062,814	1,694,521	1,320,408	939,339	552,532
	90	2,399,436	2,036,286	1,667,854	1,293,598	912,249	525,441
	100	2,373,048	2,009,759	1,641,186	1,266,650	885,158	498,351
	110	2,346,567	1,983,231	1,614,519	1,239,701	858,068	471,260
	120	2,320,039	1,956,703	1,587,835	1,212,752	830,977	444,170
	130	2,293,511	1,930,081	1,561,027	1,185,804	803,887	417,079
	140	2,266,983	1,903,413	1,534,219	1,158,855	776,796	389,989
	150	2,240,456	1,876,746	1,507,412	1,131,906	749,706	362,898
	160	2,213,928	1,850,079	1,480,604	1,104,958	722,615	335,808
	170	2,187,400	1,823,411	1,453,797	1,078,009	695,525	308,717
	180	2,160,872	1,796,744	1,426,989	1,051,060	668,434	281,627
	190	2,134,345	1,770,077	1,400,181	1,023,973	641,344	254,536
	200	2,107,817	1,743,409	1,373,374	996,882	614,253	227,391
	210	2,081,289	1,716,742	1,346,566	969,792	587,163	200,158
	220	2,054,761	1,690,075	1,319,734	942,701	560,072	172,925
	230	2,028,184	1,663,407	1,292,785	915,611	532,982	145,692
	240	2,001,517	1,636,663	1,265,836	888,520	505,891	118,459
	250	1,974,850	1,609,855	1,238,888	861,430	478,801	91,226

Scheme Ref: **O**
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	1,801,190	90%	95%	100%	105%	110%	115%	120%	
CIL £psm 40.00	0	1,215,419	1,561,875	1,907,597	2,252,671	2,597,366	2,941,683	3,286,000	
	10	1,188,611	1,535,207	1,881,070	2,226,143	2,570,977	2,915,294	3,259,611	
	20	1,161,803	1,508,540	1,854,525	2,199,615	2,544,588	2,888,905	3,233,222	
	30	1,134,996	1,481,873	1,827,858	2,173,087	2,518,161	2,862,517	3,206,834	
	40	1,108,188	1,455,205	1,801,190	2,146,560	2,491,633	2,836,128	3,180,445	
	50	1,081,301	1,428,434	1,774,523	2,120,032	2,465,105	2,809,739	3,154,056	
	60	1,054,352	1,401,627	1,747,856	2,093,504	2,438,577	2,783,350	3,127,667	
	70	1,027,404	1,374,819	1,721,188	2,066,976	2,412,050	2,756,961	3,101,278	
	80	1,000,455	1,348,011	1,694,521	2,040,449	2,385,522	2,730,572	3,074,889	
	90	973,506	1,321,204	1,667,854	2,013,839	2,358,994	2,704,067	3,048,500	
	100	946,558	1,294,396	1,641,186	1,987,172	2,332,466	2,677,539	3,022,111	
	110	919,609	1,267,588	1,614,519	1,960,504	2,305,938	2,651,012	2,995,722	
	120	892,660	1,240,781	1,587,835	1,933,837	2,279,411	2,624,484	2,969,333	
	130	865,635	1,213,973	1,561,027	1,907,170	2,252,883	2,597,956	2,942,945	
	140	838,544	1,187,043	1,534,219	1,880,502	2,226,355	2,571,428	2,916,502	
	150	811,454	1,160,094	1,507,412	1,853,835	2,199,820	2,544,901	2,889,974	
	160	784,363	1,133,146	1,480,604	1,827,168	2,173,153	2,518,373	2,863,446	
	170	757,273	1,106,197	1,453,797	1,800,500	2,146,486	2,491,845	2,836,918	
	180	730,182	1,079,248	1,426,989	1,773,833	2,119,818	2,465,317	2,810,391	
	190	703,092	1,052,300	1,400,181	1,747,166	2,093,151	2,438,790	2,783,863	
	200	676,001	1,025,351	1,373,374	1,720,428	2,066,484	2,412,262	2,757,335	
	210	648,911	998,402	1,346,566	1,693,620	2,039,816	2,385,734	2,730,807	
	220	621,820	971,453	1,319,734	1,666,812	2,013,149	2,359,134	2,704,280	
	230	594,730	944,395	1,292,785	1,640,005	1,986,482	2,332,467	2,677,752	
	240	567,639	917,304	1,265,836	1,613,197	1,959,814	2,305,799	2,651,224	
	250	540,549	890,214	1,238,888	1,586,389	1,933,147	2,279,132	2,624,696	

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:

P

No Units:

80

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

80 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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	5.0%	2.4	5.0%	1.6	5%	4.0
2 bed House	5.0%	2.4	5.0%	1.6	5%	4.0
3 bed House	50.0%	24.0	50.0%	16.0	50%	40.0
4 bed House	23.0%	11.0	23.0%	7.4	23%	18.4
5 bed House	12.0%	5.8	12.0%	3.8	12%	9.6
1 bed Flat	2.0%	1.0	2.0%	0.6	2%	1.6
2 bed Flat	3.0%	1.4	3.0%	1.0	3%	2.4
Total number of units	100.0%	48.0	100.0%	32.0	100%	80.0

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	166	1,783	110	1,188	276	2,971
2 bed House	180	1,938	120	1,292	300	3,229
3 bed House	2,160	23,250	1,440	15,500	3,600	38,750
4 bed House	1,236	13,309	824	8,873	2,061	22,182
5 bed House	737	7,936	492	5,291	1,229	13,227
1 bed Flat	56	608	38	405	94	1,013
2 bed Flat	110	1,185	73	790	184	1,975
	4,646	50,009	3,097	33,339	7,743	83,348

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		840,000
2 bed House	250,000	3,333	310		1,000,000
3 bed House	310,000	3,444	320		12,400,000
4 bed House	420,000	3,750	348		7,728,000
5 bed House	495,000	3,867	359		4,752,000
1 bed Flat	150,000	3,000	279		240,000
2 bed Flat	200,000	3,077	286		480,000
					27,440,000

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: **P**
 No Units: **80** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	2.4	@	210,000	504,000
2 bed House	2.4	@	250,000	600,000
3 bed House	24.0	@	310,000	7,440,000
4 bed House	11.0	@	420,000	4,636,800
5 bed House	5.8	@	495,000	2,851,200
1 bed Flat	1.0	@	150,000	144,000
2 bed Flat	1.4	@	200,000	288,000
	48.0			16,464,000
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	1.1	@	78,750	88,200
2 bed House	1.1	@	93,750	105,000
3 bed House	11.2	@	116,250	1,302,000
4 bed House	5.2	@	157,500	811,440
5 bed House	2.7	@	185,625	498,960
1 bed Flat	0.4	@	56,250	25,200
2 bed Flat	0.7	@	75,000	50,400
	22.4			2,881,200
Intermediate GDV -				
1 bed House	0.5	@	147,000	70,560
2 bed House	0.5	@	175,000	84,000
3 bed House	4.8	@	217,000	1,041,600
4 bed House	2.2	@	294,000	649,152
5 bed House	1.2	@	346,500	399,168
1 bed Flat	0.2	@	105,000	20,160
2 bed Flat	0.3	@	140,000	40,320
	9.6	32.0		2,304,960
Sub-total GDV Residential	80			21,650,160
AH on-site cost analysis:				
	748 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	5,789,840
			72,373 £ per unit (total units)	
Grant	80	@	0	-
Total GDV				21,650,160

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(80,000)
Statutory Planning Fees (Residential)				(26,999)
CIL		4,646 sqm (Market only)	40.00 £ psm	(185,838)
CIL analysis:		0.86% % of GDV	2,323 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
(inc. Education)	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	80 units @	2,000 per unit	(160,000)
S106 analysis: 60,000 £ per ha				
		0.74% % of GDV	2,000 £ per unit (total ur	(160,000)
AH Commuted Sum		7,743 sqm (total)	0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **P**
 No Units: **80** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

Construction Costs -						
Site Clearance and Demolition		6.59 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	80 units @		0 per unit		-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total ur		-
1 bed House		276 sqm @		1,166 psm		(321,816)
2 bed House		300 sqm @		1,166 psm		(349,800)
3 bed House		3,600 sqm @		1,166 psm		(4,197,600)
4 bed House		2,061 sqm @		1,166 psm		(2,402,893)
5 bed House		1,229 sqm @		1,166 psm		(1,432,781)
1 bed Flat		94 sqm @		1,287 psm		(121,129)
2 bed Flat		7,743 184 sqm @		1,287 psm		(236,202)
External works		9,062,221 @		15.0%		(1,359,333)
				16,992 £ 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	48 units @	90% @	521 £ per unit		(22,507)
M4(3) Category 3 Housing	Mrkt units	48 units @	10% @	10,111 £ per unit		(48,533)
Water Efficiency additional cost		80 units @		10 £ per unit		(800)
Low Carbon Energy cost		80 units @		4,847 £ per unit		(387,760)
Contingency		10,881,155 @		3.0% (GF/BF)		(326,435)
Professional Fees		10,881,155 @		6.5%		(707,275)
Disposal Costs -						
Residential Sales Agent Costs		16,464,000 OMS @		1.00%	2,058 £ per unit	(164,640)
Residential Sales Legal Costs		48 OM Units @		0.26%	900 £ per unit	(43,200)
Affordable Sale Legal Costs					lump sum	(10,000)
Marketing and Promotion		16,464,000 OMS @		3.00%	6,174 £ per unit	(493,920)
					8,897 £ per unit	
Interest (on Development Costs) -			6.50% APR	0.526% pcm		(52,630)
Developers Profit -						
Margin on AH		5,186,160		6.00% on AH values		(311,170)
Profit on OMS		16,464,000		20.00%		(3,292,800)
Profit analysis:		13,132,091		27.44% on costs		(3,603,970)
		21,650,160		16.65% blended GDV		(3,603,970)
TOTAL COSTS						(16,736,061)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						4,914,099
SDLT		4,914,099 @		(slabbed)		(235,205)
Acquisition Agent fees		4,914,099 @		1.0%		(49,141)
Acquisition Legal fees		4,914,099 @		0.5%		(24,570)
Interest on Land		4,914,099 @		6.50%		(319,416)
Residual Land Value						4,285,766
RLV analysis:		53,572 £ per plot	1,607,162 £ per ha	650,410 £ per acre		

BENCHMARK LAND VALUE (BLV)						
Residential Density		30.0 dph				
Site Area (Net)		2.67 ha		6.59 acres		
Density analysis:		2,904 sqm/ha		12,649 sqft/ac		
Benchmark Land Value (Net)	18,533 £ per plot	555,975 £ per ha		225,000 £ per acre		1,482,600

BALANCE						
Surplus/(Deficit)		1,051,187 £ per ha		425,410 £ per acre		2,803,166

Scheme Ref:

P

No Units:

80

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

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)		2,803,166	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00		0	5,182,839	4,814,653	4,446,466	4,078,279	3,709,932	3,341,428	2,972,925
		10	5,119,610	4,754,936	4,390,262	4,025,468	3,660,495	3,295,523	2,930,550
		20	5,056,381	4,695,220	4,333,941	3,972,499	3,611,058	3,249,617	2,888,175
		30	4,993,152	4,635,351	4,277,441	3,919,531	3,561,621	3,203,711	2,845,764
		40	4,929,699	4,575,320	4,220,942	3,866,563	3,512,184	3,157,805	2,803,166
		50	4,866,137	4,515,290	4,164,442	3,813,594	3,462,747	3,111,743	2,760,569
		60	4,802,575	4,455,259	4,107,943	3,760,626	3,413,219	3,065,595	2,717,971
		70	4,739,013	4,395,228	4,051,443	3,707,597	3,363,522	3,019,448	2,675,374
		80	4,675,452	4,335,198	3,994,874	3,654,350	3,313,825	2,973,301	2,632,776
		90	4,611,890	4,275,052	3,938,077	3,601,103	3,264,128	2,927,153	2,590,179
		100	4,548,130	4,214,705	3,881,281	3,547,856	3,214,431	2,881,006	2,547,405
		110	4,484,234	4,154,359	3,824,484	3,494,609	3,164,734	2,834,775	2,504,583
		120	4,420,338	4,094,012	3,767,687	3,441,362	3,115,008	2,788,385	2,461,761
		130	4,356,441	4,033,666	3,710,890	3,388,104	3,065,049	2,741,994	2,418,940
		140	4,292,545	3,973,319	3,654,063	3,334,577	3,015,090	2,695,604	2,376,118
		150	4,228,648	3,912,885	3,596,967	3,281,049	2,965,132	2,649,214	2,333,296
		160	4,164,570	3,852,221	3,539,872	3,227,522	2,915,173	2,602,824	2,290,375
		170	4,100,338	3,791,557	3,482,776	3,173,995	2,865,214	2,556,415	2,247,328
		180	4,036,105	3,730,893	3,425,680	3,120,468	2,815,256	2,509,781	2,204,281
		190	3,971,873	3,670,229	3,368,585	3,066,941	2,765,059	2,463,147	2,161,234
		200	3,907,640	3,609,565	3,311,488	3,013,163	2,714,838	2,416,512	2,118,187
		210	3,843,407	3,548,830	3,254,092	2,959,354	2,664,616	2,369,878	2,075,140
		220	3,778,998	3,487,847	3,196,696	2,905,545	2,614,395	2,323,244	2,032,064
		230	3,714,427	3,426,864	3,139,300	2,851,737	2,564,173	2,276,609	1,988,790
		240	3,649,857	3,365,881	3,081,904	2,797,928	2,513,951	2,229,769	1,945,517
		250	3,585,286	3,304,897	3,024,508	2,744,119	2,463,536	2,182,890	1,902,243

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)	2,803,166	90%	100%	110%	120%	130%	140%	150%	
CIL £psm 40.00	0	2,987,012	2,972,925	2,958,838	2,944,750	2,930,663	2,916,576	2,902,489	
	10	2,944,637	2,930,550	2,916,463	2,902,376	2,888,289	2,874,202	2,860,114	
	20	2,902,263	2,888,175	2,874,088	2,860,001	2,845,914	2,831,827	2,817,738	
	30	2,859,888	2,845,764	2,831,639	2,817,515	2,803,390	2,789,266	2,775,141	
	40	2,817,291	2,803,166	2,789,042	2,774,917	2,760,793	2,746,668	2,732,543	
	50	2,774,694	2,760,569	2,746,444	2,732,320	2,718,195	2,704,070	2,689,946	
	60	2,732,096	2,717,971	2,703,847	2,689,722	2,675,597	2,661,473	2,647,348	
	70	2,689,498	2,675,374	2,661,249	2,647,124	2,633,000	2,618,875	2,604,751	
	80	2,646,901	2,632,776	2,618,652	2,604,527	2,590,402	2,576,278	2,562,153	
	90	2,604,303	2,590,179	2,576,054	2,561,894	2,547,728	2,533,562	2,519,396	
	100	2,561,571	2,547,405	2,533,239	2,519,073	2,504,907	2,490,741	2,476,575	
	110	2,518,749	2,504,583	2,490,417	2,476,251	2,462,085	2,447,919	2,433,753	
	120	2,475,927	2,461,761	2,447,595	2,433,429	2,419,263	2,405,097	2,390,931	
	130	2,433,106	2,418,940	2,404,774	2,390,608	2,376,442	2,362,276	2,348,110	
	140	2,390,284	2,376,118	2,361,952	2,347,786	2,333,620	2,319,454	2,305,288	
	150	2,347,462	2,333,296	2,319,130	2,304,964	2,290,798	2,276,632	2,262,466	
	160	2,304,586	2,290,375	2,276,164	2,261,953	2,247,741	2,233,530	2,219,319	
	170	2,261,539	2,247,328	2,233,117	2,218,906	2,204,694	2,190,483	2,176,272	
	180	2,218,492	2,204,281	2,190,070	2,175,859	2,161,647	2,147,436	2,133,225	
	190	2,175,445	2,161,234	2,147,023	2,132,812	2,118,600	2,104,389	2,090,178	
	200	2,132,398	2,118,187	2,103,976	2,089,764	2,075,553	2,061,342	2,047,131	
	210	2,089,351	2,075,140	2,060,929	2,046,717	2,032,506	2,018,295	2,004,035	
	220	2,046,304	2,032,064	2,017,803	2,003,543	1,989,283	1,975,022	1,960,762	
	230	2,003,051	1,988,790	1,974,530	1,960,269	1,946,009	1,931,749	1,917,488	
	240	1,959,777	1,945,517	1,931,256	1,916,996	1,902,736	1,888,475	1,874,215	
	250	1,916,504	1,902,243	1,887,983	1,873,722	1,859,462	1,845,202	1,830,941	

Scheme Ref:

P

No Units:

80

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		2,803,166	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		3,689,109	3,545,872	3,402,635	3,259,398	3,116,162	2,972,925	2,829,688
	10		3,646,734	3,503,497	3,360,261	3,217,024	3,073,787	2,930,550	2,787,313
	20		3,604,359	3,461,123	3,317,886	3,174,649	3,031,412	2,888,175	2,744,939
	30		3,561,948	3,418,711	3,275,474	3,132,238	2,989,001	2,845,764	2,702,527
	40		3,519,350	3,376,114	3,232,877	3,089,640	2,946,403	2,803,166	2,659,930
	50		3,476,753	3,333,516	3,190,279	3,047,042	2,903,806	2,760,569	2,617,332
	60		3,434,155	3,290,919	3,147,682	3,004,445	2,861,208	2,717,971	2,574,735
	70		3,391,558	3,248,321	3,105,084	2,961,847	2,818,611	2,675,374	2,532,137
	80		3,348,960	3,205,723	3,062,487	2,919,250	2,776,013	2,632,776	2,489,539
	90		3,306,363	3,163,126	3,019,889	2,876,652	2,733,415	2,590,179	2,446,942
	100		3,263,589	3,120,352	2,977,115	2,833,878	2,690,642	2,547,405	2,404,168
	110		3,220,767	3,077,530	2,934,293	2,791,057	2,647,820	2,504,583	2,361,346
	120		3,177,945	3,034,708	2,891,472	2,748,235	2,604,998	2,461,761	2,318,524
	130		3,135,124	2,991,887	2,848,650	2,705,413	2,562,176	2,418,940	2,275,703
	140		3,092,302	2,949,065	2,805,828	2,662,591	2,519,355	2,376,118	2,232,881
	150		3,049,480	2,906,243	2,763,007	2,619,770	2,476,533	2,333,296	2,190,059
	160		3,006,559	2,863,322	2,720,085	2,576,849	2,433,612	2,290,375	2,147,138
	170		2,963,512	2,820,275	2,677,038	2,533,802	2,390,565	2,247,328	2,104,091
	180		2,920,465	2,777,228	2,633,991	2,490,755	2,347,518	2,204,281	2,061,044
	190		2,877,418	2,734,181	2,590,944	2,447,708	2,304,471	2,161,234	2,017,997
	200		2,834,371	2,691,134	2,547,897	2,404,661	2,261,424	2,118,187	1,974,950
	210		2,791,324	2,648,087	2,504,850	2,361,614	2,218,377	2,075,140	1,931,903
	220		2,748,248	2,605,011	2,461,774	2,318,537	2,175,301	2,032,064	1,888,827
	230		2,704,974	2,561,737	2,418,501	2,275,264	2,132,027	1,988,790	1,845,553
	240		2,661,701	2,518,464	2,375,227	2,231,990	2,088,753	1,945,517	1,802,280
	250		2,618,427	2,475,190	2,331,954	2,188,717	2,045,480	1,902,243	1,759,006

TABLE 4

		BLV (per acre)							
Balance (RLV - BLV)		2,803,166	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		3,467,125	3,137,658	2,808,191	2,478,725	2,149,258	1,819,791	1,490,325
	10		3,424,750	3,095,283	2,765,817	2,436,350	2,106,883	1,777,417	1,447,950
	20		3,382,375	3,052,909	2,723,442	2,393,975	2,064,509	1,735,042	1,405,575
	30		3,339,964	3,010,497	2,681,031	2,351,564	2,022,097	1,692,631	1,363,164
	40		3,297,366	2,967,900	2,638,433	2,308,966	1,979,500	1,650,033	1,320,566
	50		3,254,769	2,925,302	2,595,836	2,266,369	1,936,902	1,607,436	1,277,969
	60		3,212,171	2,882,705	2,553,238	2,223,771	1,894,305	1,564,838	1,235,371
	70		3,169,574	2,840,107	2,510,640	2,181,174	1,851,707	1,522,240	1,192,774
	80		3,126,976	2,797,509	2,468,043	2,138,576	1,809,109	1,479,643	1,150,176
	90		3,084,379	2,754,912	2,425,445	2,095,979	1,766,512	1,437,045	1,107,579
	100		3,041,605	2,712,138	2,382,671	2,053,205	1,723,738	1,394,271	1,064,805
	110		2,998,783	2,669,316	2,339,850	2,010,383	1,680,916	1,351,450	1,021,983
	120		2,955,961	2,626,495	2,297,028	1,967,561	1,638,095	1,308,628	979,161
	130		2,913,140	2,583,673	2,254,206	1,924,740	1,595,273	1,265,806	936,340
	140		2,870,318	2,540,851	2,211,385	1,881,918	1,552,451	1,222,985	893,518
	150		2,827,496	2,498,029	2,168,563	1,839,096	1,509,629	1,180,163	850,696
	160		2,784,575	2,455,108	2,125,642	1,796,175	1,466,708	1,137,242	807,775
	170		2,741,528	2,412,061	2,082,595	1,753,128	1,423,661	1,094,195	764,728
	180		2,698,481	2,369,014	2,039,548	1,710,081	1,380,614	1,051,148	721,681
	190		2,655,434	2,325,967	1,996,501	1,667,034	1,337,567	1,008,101	678,634
	200		2,612,387	2,282,920	1,953,454	1,623,987	1,294,520	965,054	635,587
	210		2,569,340	2,239,873	1,910,407	1,580,940	1,251,473	922,007	592,540
	220		2,526,264	2,196,797	1,867,330	1,537,864	1,208,397	878,930	549,464
	230		2,482,990	2,153,524	1,824,057	1,494,590	1,165,124	835,657	506,190
	240		2,439,717	2,110,250	1,780,783	1,451,317	1,121,850	792,383	462,917
	250		2,396,443	2,066,976	1,737,510	1,408,043	1,078,576	749,110	419,643

Scheme Ref:

P

No Units:

80

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 5

		Density (dph)							
		30							
Balance (RLV - BLV)	2,803,166	25	30	35	40	45	50	55	
CIL £psm 40.00	0	2,676,405	2,972,925	3,184,725	3,343,575	3,467,125	3,565,965	3,646,834	
	10	2,634,030	2,930,550	3,142,350	3,301,200	3,424,750	3,523,590	3,604,459	
	20	2,591,655	2,888,175	3,099,975	3,258,825	3,382,375	3,481,215	3,562,085	
	30	2,549,244	2,845,764	3,057,564	3,216,414	3,339,964	3,438,804	3,519,673	
	40	2,506,646	2,803,166	3,014,966	3,173,816	3,297,366	3,396,206	3,477,076	
	50	2,464,049	2,760,569	2,972,369	3,131,219	3,254,769	3,353,609	3,434,478	
	60	2,421,451	2,717,971	2,929,771	3,088,621	3,212,171	3,311,011	3,391,880	
	70	2,378,854	2,675,374	2,887,174	3,046,024	3,169,574	3,268,414	3,349,283	
	80	2,336,256	2,632,776	2,844,576	3,003,426	3,126,976	3,225,816	3,306,685	
	90	2,293,659	2,590,179	2,801,979	2,960,829	3,084,379	3,183,219	3,264,088	
	100	2,250,885	2,547,405	2,759,205	2,918,055	3,041,605	3,140,445	3,221,314	
	110	2,208,063	2,504,583	2,716,383	2,875,233	2,998,783	3,097,623	3,178,492	
	120	2,165,241	2,461,761	2,673,561	2,832,411	2,955,961	3,054,801	3,135,670	
	130	2,122,420	2,418,940	2,630,740	2,789,590	2,913,140	3,011,980	3,092,849	
	140	2,079,598	2,376,118	2,587,918	2,746,768	2,870,318	2,969,158	3,050,027	
	150	2,036,776	2,333,296	2,545,096	2,703,946	2,827,496	2,926,336	3,007,205	
	160	1,993,855	2,290,375	2,502,175	2,661,025	2,784,575	2,883,415	2,964,284	
	170	1,950,808	2,247,328	2,459,128	2,617,978	2,741,528	2,840,368	2,921,237	
	180	1,907,761	2,204,281	2,416,081	2,574,931	2,698,481	2,797,321	2,878,190	
	190	1,864,714	2,161,234	2,373,034	2,531,884	2,655,434	2,754,274	2,835,143	
	200	1,821,667	2,118,187	2,329,987	2,488,837	2,612,387	2,711,227	2,792,096	
	210	1,778,620	2,075,140	2,286,940	2,445,790	2,569,340	2,668,180	2,749,049	
	220	1,735,544	2,032,064	2,243,864	2,402,714	2,526,264	2,625,104	2,705,973	
	230	1,692,270	1,988,790	2,200,590	2,359,440	2,482,990	2,581,830	2,662,699	
	240	1,648,997	1,945,517	2,157,317	2,316,167	2,439,717	2,538,557	2,619,426	
	250	1,605,723	1,902,243	2,114,043	2,272,893	2,396,443	2,495,283	2,576,152	

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	2,803,166	90%	95%	100%	105%	110%	115%	120%	
CIL £psm 40.00	0	4,135,443	3,557,842	2,972,925	2,380,235	1,779,250	1,168,605	546,587	
	10	4,093,290	3,515,689	2,930,550	2,337,638	1,736,205	1,125,236	502,627	
	20	4,051,137	3,473,536	2,888,175	2,295,040	1,693,158	1,081,735	458,586	
	30	4,008,985	3,431,168	2,845,764	2,252,256	1,650,111	1,038,233	414,395	
	40	3,966,832	3,388,793	2,803,166	2,209,434	1,607,064	994,732	370,203	
	50	3,924,679	3,346,419	2,760,569	2,166,612	1,564,006	951,181	326,012	
	60	3,882,526	3,304,044	2,717,971	2,123,791	1,520,733	907,451	281,612	
	70	3,840,373	3,261,669	2,675,374	2,080,969	1,477,459	863,721	237,188	
	80	3,798,125	3,219,295	2,632,776	2,038,108	1,434,186	819,991	192,764	
	90	3,755,750	3,176,920	2,590,179	1,995,061	1,390,912	776,252	148,231	
	100	3,713,376	3,134,350	2,547,405	1,952,014	1,347,609	732,292	103,574	
	110	3,671,001	3,091,752	2,504,583	1,908,967	1,304,108	688,332	58,916	
	120	3,628,626	3,049,155	2,461,761	1,865,920	1,260,607	644,371	14,247	
	130	3,586,252	3,006,557	2,418,940	1,822,873	1,217,106	600,411	(30,646)	
	140	3,543,877	2,963,960	2,376,118	1,779,704	1,173,604	556,248	(75,539)	
	150	3,501,502	2,921,362	2,333,296	1,736,430	1,130,049	512,056	(120,431)	
	160	3,458,981	2,878,765	2,290,375	1,693,156	1,086,319	467,865	(165,441)	
	170	3,416,383	2,835,984	2,247,328	1,649,883	1,042,588	423,673	(210,570)	
	180	3,373,786	2,793,162	2,204,281	1,606,609	998,858	379,309	(255,699)	
	190	3,331,188	2,750,340	2,161,234	1,563,336	955,128	334,885	(300,828)	
	200	3,288,591	2,707,519	2,118,187	1,519,848	911,312	290,461	(345,957)	
	210	3,245,993	2,664,697	2,075,140	1,476,347	867,352	246,037	(391,086)	
	220	3,203,395	2,621,875	2,032,064	1,432,846	823,392	201,466	(436,215)	
	230	3,160,798	2,579,053	1,988,790	1,389,345	779,432	156,809	(481,344)	
	240	3,117,993	2,536,053	1,945,517	1,345,844	735,471	112,151	(526,473)	
	250	3,075,171	2,493,006	1,902,243	1,302,258	691,388	67,493	(571,602)	

Scheme Ref:

P

No Units:

80

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	2,803,166	90%	95%	100%	105%	110%	115%	120%
		0	1,878,710	2,426,161	2,972,925	3,519,415	4,065,199	4,610,939	5,156,505
		10	1,835,888	2,383,564	2,930,550	3,477,041	4,023,046	4,568,786	5,114,526
		20	1,793,067	2,340,966	2,888,175	3,434,666	3,980,893	4,526,633	5,072,374
		30	1,750,245	2,298,369	2,845,764	3,392,291	3,938,740	4,484,481	5,030,221
		40	1,707,423	2,255,771	2,803,166	3,349,917	3,896,407	4,442,328	4,988,068
	CIL £psm	50	1,664,547	2,213,057	2,760,569	3,307,542	3,854,033	4,400,175	4,945,915
	40.00	60	1,621,500	2,170,236	2,717,971	3,265,168	3,811,658	4,358,022	4,903,762
		70	1,578,453	2,127,414	2,675,374	3,222,769	3,769,283	4,315,774	4,861,609
		80	1,535,406	2,084,592	2,632,776	3,180,172	3,726,909	4,273,399	4,819,457
		90	1,492,359	2,041,771	2,590,179	3,137,574	3,684,534	4,231,025	4,777,304
		100	1,449,253	1,998,949	2,547,405	3,094,976	3,642,160	4,188,650	4,735,141
		110	1,405,980	1,955,938	2,504,583	3,052,379	3,599,774	4,146,275	4,692,766
		120	1,362,706	1,912,891	2,461,761	3,009,781	3,557,177	4,103,901	4,650,391
		130	1,319,433	1,869,844	2,418,940	2,967,184	3,514,579	4,061,526	4,608,017
		140	1,276,159	1,826,797	2,376,118	2,924,574	3,471,982	4,019,152	4,565,642
		150	1,232,816	1,783,749	2,333,296	2,881,752	3,429,384	3,976,777	4,523,267
		160	1,189,315	1,740,658	2,290,375	2,838,930	3,386,786	3,934,182	4,480,893
		170	1,145,814	1,697,385	2,247,328	2,796,109	3,344,189	3,891,584	4,438,518
		180	1,102,312	1,654,111	2,204,281	2,753,287	3,301,591	3,848,987	4,396,144
		190	1,058,811	1,610,838	2,161,234	2,710,465	3,258,921	3,806,389	4,353,769
		200	1,015,224	1,567,564	2,118,187	2,667,643	3,216,099	3,763,791	4,311,187
		210	971,494	1,524,291	2,075,140	2,624,813	3,173,278	3,721,194	4,268,589
		220	927,764	1,480,886	2,032,064	2,581,766	3,130,456	3,678,596	4,225,992
		230	884,034	1,437,385	1,988,790	2,538,718	3,087,634	3,635,999	4,183,394
		240	840,303	1,393,883	1,945,517	2,495,671	3,044,812	3,593,268	4,140,797
		250	796,465	1,350,382	1,902,243	2,452,624	3,001,991	3,550,447	4,098,199

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_L-P_v3 - Summary Table

Scheme Ref:	L	M	N	O	P
No Units:	7	10	30	50	80
Location / Value Zone:	Lower	Lower	Lower	Lower	Lower
Development Scenario:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:					
Total GDV (£)	2,555,000	2,719,200	8,182,719	13,637,865	21,650,160
AH %	0%	40%	40%	40%	40%
Affordable Rent:	0.00%	0.00%	0.00%	0.00%	0.00%
Social Rent:	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%
CIL (£ psm)	40.00	40.00	40.00	40.00	40.00
CIL (£ per unit)	4,040.00	2,424.00	2,326.80	2,326.80	2,322.97
CIL (£)	28,280	24,240	69,804	116,340	185,838
Site Specific S106 (£ per unit)	2,000	2,000	2,000	2,000	2,000
Site Specific S106 (£)	14,000	20,000	60,000	100,000	160,000
Sub-total CIL+S106 (£ per unit)	6,040	4,424	4,327	4,327	4,323
Strategic Infrastructure (£ per unit)	-	-	-	-	-
Strategic Infrastructure (£)	-	-	-	-	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	6,040	4,424	4,327	4,327	4,323
Total Developers Profit (£)	511,000	469,752	1,362,127	2,270,212	3,603,970
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	17.28%	16.65%	16.65%	16.65%
Developers Profit (% on costs)	40.63%	29.36%	27.53%	27.54%	27.44%
RLV (£)	694,705	575,537	1,639,223	2,727,815	4,285,766
RLV (£/acre)	1,204,900	698,749	663,384	662,359	650,410
RLV (£/ha)	2,977,309	1,726,610	1,639,223	1,636,689	1,607,162
Balance for Plan VA:					
BLV (£)	129,728	185,325	555,975	926,625	1,482,600
BLV (£/acre)	225,000	225,000	225,000	225,000	225,000
BLV (£/ha)	555,975	555,975	555,975	555,975	555,975
Surplus/Deficit	564,978	390,212	1,083,248	1,801,190	2,803,166
Surplus/Deficit (£/acre)	979,900	473,749	438,384	437,359	425,410
Surplus/Deficit (£/ha)	2,421,334	1,170,635	1,083,248	1,080,714	1,051,187
Plan Viability comments	Viable	Viable	Viable	Viable	Viable

200313 SWC Residential Appraisals_Q-T_v3 - Version Notes

Date	Version	Comments
200313	V3	

Scheme Ref:

Q

No Units:

100

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

100 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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

5.0%

3.0

5.0%

2.0

5%

5.0

2 bed House

5.0%

3.0

5.0%

2.0

5%

5.0

3 bed House

50.0%

30.0

50.0%

20.0

50%

50.0

4 bed House

23.0%

13.8

23.0%

9.2

23%

23.0

5 bed House

12.0%

7.2

12.0%

4.8

12%

12.0

1 bed Flat

2.0%

1.2

2.0%

0.8

2%

2.0

2 bed Flat

3.0%

1.8

3.0%

1.2

3%

3.0

Total number of units

100.0%

60.0

100.0%

40.0

100%

100.0

OMS Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

AH Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

Total Gross Floor areas -

Mkt Units GIA

AH units GIA

Total GIA (all units)

(sqm)

(sqft)

(sqm)

(sqft)

(sqm)

(sqft)

1 bed House

207

2,228

138

1,485

345

3,714

2 bed House

225

2,422

150

1,615

375

4,036

3 bed House

2,700

29,063

1,800

19,375

4,500

48,438

4 bed House

1,546

16,637

1,030

11,091

2,576

27,728

5 bed House

922

9,920

614

6,613

1,536

16,533

1 bed Flat

71

760

47

507

118

1,266

2 bed Flat

138

1,482

92

988

229

2,469

5,807

62,511

3,872

41,674

9,679

104,185

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

1,050,000

2 bed House

250,000

3,333

310

1,250,000

3 bed House

310,000

3,444

320

15,500,000

4 bed House

420,000

3,750

348

9,660,000

5 bed House

495,000

3,867

359

5,940,000

1 bed Flat

150,000

3,000

279

300,000

2 bed Flat

200,000

3,077

286

600,000

34,300,000

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: **Q**
 No Units: **100** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	3.0	@	210,000	630,000
2 bed House	3.0	@	250,000	750,000
3 bed House	30.0	@	310,000	9,300,000
4 bed House	13.8	@	420,000	5,796,000
5 bed House	7.2	@	495,000	3,564,000
1 bed Flat	1.2	@	150,000	180,000
2 bed Flat	1.8	@	200,000	360,000
	60.0			20,580,000
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	1.4	@	78,750	110,250
2 bed House	1.4	@	93,750	131,250
3 bed House	14.0	@	116,250	1,627,500
4 bed House	6.4	@	157,500	1,014,300
5 bed House	3.4	@	185,625	623,700
1 bed Flat	0.6	@	56,250	31,500
2 bed Flat	0.8	@	75,000	63,000
	28.0			3,601,500
Intermediate GDV -				
1 bed House	0.6	@	147,000	88,200
2 bed House	0.6	@	175,000	105,000
3 bed House	6.0	@	217,000	1,302,000
4 bed House	2.8	@	294,000	811,440
5 bed House	1.4	@	346,500	498,960
1 bed Flat	0.2	@	105,000	25,200
2 bed Flat	0.4	@	140,000	50,400
	12.0	40.0		2,881,200
Sub-total GDV Residential	100			27,062,700
AH on-site cost analysis:				
	748 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	7,237,300
			72,373 £ per unit (total units)	
Grant	100	@	0	-
Total GDV				27,062,700

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(90,000)
Statutory Planning Fees (Residential)				(29,759)
CIL		5,807 sqm (Market only)	40.00 £ psm	(232,297)
CIL analysis:		0.86% % of GDV	2,323 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
(inc. Education)	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	100 units @	2,000 per unit	(200,000)
S106 analysis:	80,000 £ per ha	0.74% % of GDV	2,000 £ per unit (total ur	(200,000)
AH Commuted Sum		9,679 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		

cont./

Scheme Ref: **Q**
 No Units: **100** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

Construction Costs -					
Site Clearance and Demolition		6.18 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	100 units @		0 per unit	-
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total ur) -					
1 bed House		345 sqm @	1,048 psm		(361,560)
2 bed House		375 sqm @	1,048 psm		(393,000)
3 bed House		4,500 sqm @	1,048 psm		(4,716,000)
4 bed House		2,576 sqm @	1,048 psm		(2,699,648)
5 bed House		1,536 sqm @	1,048 psm		(1,609,728)
1 bed Flat		118 sqm @	1,287 psm		(151,412)
2 bed Flat	9,679	229 sqm @	1,287 psm		(295,253)
External works		10,226,601 @	15.0% 15,340 £ per unit		(1,533,990)
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	60 units @	90% @ 521 £ per unit		(28,134)
M4(3) Category 3 Housing	Mrkt units	60 units @	10% @ 10,111 £ per unit		(60,666)
Water Efficiency additional cost		100 units @	10 £ per unit		(1,000)
Low Carbon Energy cost		100 units @	4,847 £ per unit		(484,700)
Contingency		12,335,091 @	3.0% (GF/BF)		(370,053)
Professional Fees		12,335,091 @	6.5%		(801,781)
Disposal Costs -					
Residential Sales Agent Costs		20,580,000 OMS @	1.00% 2,058 £ per unit		(205,800)
Residential Sales Legal Costs		60 OM Units @	0.26% 900 £ per unit		(54,000)
Affordable Sale Legal Costs			lump sum		(10,000)
Marketing and Promotion		20,580,000 OMS @	3.00% 6,174 £ per unit 8,872 £ per unit		(617,400)
Interest (on Development Costs) -		6.50% APR	0.526% pcm		(101,375)
Developers Profit -					
Margin on AH		6,482,700	6.00% on AH values		(388,962)
Profit on OMS		20,580,000	20.00%		(4,116,000)
Profit analysis: 15,047,556 29.94% on costs (4,504,962) 27,062,700 16.65% blended GDV (4,504,962)					
TOTAL COSTS					(19,552,518)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					7,510,182
SDLT		7,510,182 @	(slabbed)		(365,009)
Acquisition Agent fees		7,510,182 @	1.0%		(75,102)
Acquisition Legal fees		7,510,182 @	0.5%		(37,551)
Interest on Land		7,510,182 @	6.50%		(488,162)
Residual Land Value					6,544,358
RLV analysis: 65,444 £ per plot 2,617,743 £ per ha 1,059,386 £ per acre					

BENCHMARK LAND VALUE (BLV)					
Residential Density		40.0 dph			
Site Area (Net)		2.50 ha	6.18 acres		
Density analysis: 3,872 sqm/ha 16,865 sqft/ac					
Benchmark Land Value (Net)	13,899 £ per plot	555,975 £ per ha	225,000 £ per acre		1,389,938

BALANCE					
Surplus/(Deficit)		2,061,768 £ per ha	834,386 £ per acre		5,154,421

Scheme Ref:

Q

No Units:

100

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

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)		5,154,421	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00		0	8,113,319	7,656,042	7,198,765	6,741,487	6,284,210	5,826,933	5,369,656
		10	8,032,606	7,579,813	7,127,019	6,674,226	6,221,433	5,768,640	5,315,847
		20	7,951,892	7,503,583	7,055,274	6,606,965	6,158,656	5,710,348	5,262,039
		30	7,871,179	7,427,354	6,983,529	6,539,704	6,095,880	5,652,055	5,208,230
		40	7,790,466	7,351,125	6,911,784	6,472,443	6,033,103	5,593,762	5,154,421
		50	7,709,753	7,274,896	6,840,039	6,405,182	5,970,326	5,535,469	5,100,612
		60	7,629,040	7,198,667	6,768,294	6,337,921	5,907,549	5,477,116	5,046,663
		70	7,548,240	7,122,295	6,696,350	6,270,406	5,844,461	5,418,516	4,992,571
		80	7,467,102	7,045,665	6,624,228	6,202,791	5,781,354	5,359,917	4,938,479
		90	7,385,964	6,969,035	6,552,105	6,135,176	5,718,246	5,301,317	4,884,387
		100	7,304,826	6,892,405	6,479,983	6,067,561	5,655,139	5,242,717	4,830,296
		110	7,223,688	6,815,774	6,407,860	5,999,946	5,592,032	5,184,118	4,776,204
		120	7,142,551	6,739,144	6,335,738	5,932,331	5,528,925	5,125,518	4,722,112
		130	7,061,413	6,662,514	6,263,615	5,864,716	5,465,817	5,066,919	4,668,020
		140	6,980,275	6,585,884	6,191,485	5,797,052	5,402,620	5,008,188	4,613,755
		150	6,898,785	6,508,884	6,118,983	5,729,082	5,339,181	4,949,280	4,559,379
		160	6,817,220	6,431,850	6,046,481	5,661,111	5,275,741	4,890,372	4,505,002
		170	6,735,655	6,354,817	5,973,979	5,593,140	5,212,302	4,831,464	4,450,626
		180	6,654,090	6,277,783	5,901,476	5,525,170	5,148,863	4,772,556	4,396,249
		190	6,572,525	6,200,750	5,828,974	5,457,199	5,085,424	4,713,648	4,341,873
		200	6,490,961	6,123,716	5,756,472	5,389,228	5,021,984	4,654,740	4,287,496
		210	6,409,396	6,046,683	5,683,970	5,321,258	4,958,545	4,595,832	4,233,120
		220	6,327,699	5,969,516	5,611,333	5,253,150	4,894,968	4,536,785	4,178,602
		230	6,245,705	5,892,077	5,538,450	5,184,822	4,831,195	4,477,567	4,123,940
		240	6,163,711	5,814,638	5,465,566	5,116,494	4,767,422	4,418,349	4,069,277
		250	6,081,717	5,737,200	5,392,683	5,048,166	4,703,648	4,359,131	4,014,614

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	5,154,421	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0	5,387,482	5,369,656	5,351,830	5,334,004	5,316,177	5,298,351	5,280,525
	10	5,333,674	5,315,847	5,298,021	5,280,195	5,262,368	5,244,542	5,226,716
	20	5,279,865	5,262,039	5,244,212	5,226,386	5,208,560	5,190,733	5,172,907
	30	5,226,056	5,208,230	5,190,403	5,172,577	5,154,751	5,136,925	5,119,098
	40	5,172,247	5,154,421	5,136,595	5,118,768	5,100,942	5,083,116	5,065,285
	50	5,118,438	5,100,612	5,082,786	5,064,930	5,047,018	5,029,105	5,011,193
	60	5,064,576	5,046,663	5,028,751	5,010,838	4,992,926	4,975,013	4,957,101
	70	5,010,484	4,992,571	4,974,659	4,956,746	4,938,834	4,920,921	4,903,009
	80	4,956,392	4,938,479	4,920,567	4,902,654	4,884,742	4,866,829	4,848,917
	90	4,902,300	4,884,387	4,866,475	4,848,563	4,830,650	4,812,738	4,794,825
	100	4,848,208	4,830,296	4,812,383	4,794,471	4,776,558	4,758,646	4,740,733
	110	4,794,116	4,776,204	4,758,291	4,740,379	4,722,466	4,704,554	4,686,641
	120	4,740,024	4,722,112	4,704,199	4,686,287	4,668,374	4,650,462	4,632,475
	130	4,685,932	4,668,020	4,650,107	4,632,118	4,614,112	4,596,105	4,578,098
	140	4,631,762	4,613,755	4,595,749	4,577,742	4,559,735	4,541,728	4,523,722
	150	4,577,386	4,559,379	4,541,372	4,523,365	4,505,359	4,487,352	4,469,345
	160	4,523,009	4,505,002	4,486,996	4,468,989	4,450,982	4,432,975	4,414,969
	170	4,468,632	4,450,626	4,432,619	4,414,612	4,396,606	4,378,599	4,360,592
	180	4,414,256	4,396,249	4,378,242	4,360,236	4,342,229	4,324,222	4,306,216
	190	4,359,879	4,341,873	4,323,866	4,305,859	4,287,852	4,269,846	4,251,839
	200	4,305,503	4,287,496	4,269,489	4,251,483	4,233,476	4,215,469	4,197,420
	210	4,251,126	4,233,120	4,215,113	4,197,062	4,178,960	4,160,859	4,142,758
	220	4,196,704	4,178,602	4,160,501	4,142,399	4,124,298	4,106,196	4,088,095
	230	4,142,041	4,123,940	4,105,838	4,087,737	4,069,635	4,051,534	4,033,432
	240	4,087,378	4,069,277	4,051,175	4,033,074	4,014,973	3,996,871	3,978,770
	250	4,032,716	4,014,614	3,996,513	3,978,411	3,960,310	3,942,208	3,924,107

Scheme Ref:

Q

No Units:

100

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 3		Profit (on OMS) 20%							
Balance (RLV - BLV)		5,154,421	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		6,264,886	6,085,840	5,906,794	5,727,748	5,548,702	5,369,656	5,190,610
	10		6,211,077	6,032,031	5,852,985	5,673,939	5,494,893	5,315,847	5,136,801
	20		6,157,269	5,978,223	5,799,177	5,620,131	5,441,085	5,262,039	5,082,993
	30		6,103,460	5,924,414	5,745,368	5,566,322	5,387,276	5,208,230	5,029,184
	40		6,049,651	5,870,605	5,691,559	5,512,513	5,333,467	5,154,421	4,975,375
	50		5,995,842	5,816,796	5,637,750	5,458,704	5,279,658	5,100,612	4,921,566
	60		5,941,893	5,762,847	5,583,801	5,404,755	5,225,709	5,046,663	4,867,617
	70		5,887,801	5,708,755	5,529,709	5,350,663	5,171,617	4,992,571	4,813,525
	80		5,833,709	5,654,663	5,475,617	5,296,571	5,117,525	4,938,479	4,759,433
	90		5,779,617	5,600,571	5,421,525	5,242,479	5,063,433	4,884,387	4,705,341
	100		5,725,526	5,546,480	5,367,434	5,188,388	5,009,342	4,830,296	4,651,250
	110		5,671,434	5,492,388	5,313,342	5,134,296	4,955,250	4,776,204	4,597,158
	120		5,617,342	5,438,296	5,259,250	5,080,204	4,901,158	4,722,112	4,543,066
	130		5,563,250	5,384,204	5,205,158	5,026,112	4,847,066	4,668,020	4,488,974
	140		5,508,985	5,329,939	5,150,893	4,971,847	4,792,801	4,613,755	4,434,709
	150		5,454,609	5,275,563	5,096,517	4,917,471	4,738,425	4,559,379	4,380,333
	160		5,400,232	5,221,186	5,042,140	4,863,094	4,684,048	4,505,002	4,325,956
	170		5,345,856	5,166,810	4,987,764	4,808,718	4,629,672	4,450,626	4,271,580
	180		5,291,479	5,112,433	4,933,387	4,754,341	4,575,295	4,396,249	4,217,203
	190		5,237,103	5,058,057	4,879,011	4,699,965	4,520,919	4,341,873	4,162,827
	200		5,182,726	5,003,680	4,824,634	4,645,588	4,466,542	4,287,496	4,108,450
	210		5,128,350	4,949,304	4,770,258	4,591,212	4,412,166	4,233,120	4,054,074
	220		5,073,832	4,894,786	4,715,740	4,536,694	4,357,648	4,178,602	3,999,556
	230		5,019,170	4,840,124	4,661,078	4,482,032	4,302,986	4,123,940	3,944,894
	240		4,964,507	4,785,461	4,606,415	4,427,369	4,248,323	4,069,277	3,890,231
	250		4,909,844	4,730,798	4,551,752	4,372,706	4,193,660	4,014,614	3,835,568

TABLE 4		BLV (per acre)							
Balance (RLV - BLV)		5,154,421	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		5,832,969	5,524,094	5,215,219	4,906,344	4,597,469	4,288,594	3,979,719
	10		5,779,160	5,470,285	5,161,410	4,852,535	4,543,660	4,234,785	3,925,910
	20		5,725,351	5,416,476	5,107,601	4,798,726	4,489,851	4,180,976	3,872,101
	30		5,671,542	5,362,667	5,053,792	4,744,917	4,436,042	4,127,167	3,818,292
	40		5,617,733	5,308,858	4,999,983	4,691,108	4,382,233	4,073,358	3,764,483
	50		5,563,925	5,255,050	4,946,175	4,637,300	4,328,425	4,019,550	3,710,675
	60		5,509,976	5,201,101	4,892,226	4,583,351	4,274,476	3,965,601	3,656,726
	70		5,455,884	5,147,009	4,838,134	4,529,259	4,220,384	3,911,509	3,602,634
	80		5,401,792	5,092,917	4,784,042	4,475,167	4,166,292	3,857,417	3,548,542
	90		5,347,700	5,038,825	4,729,950	4,421,075	4,112,200	3,803,325	3,494,450
	100		5,293,608	4,984,733	4,675,858	4,366,983	4,058,108	3,749,233	3,440,358
	110		5,239,516	4,930,641	4,621,766	4,312,891	4,004,016	3,695,141	3,386,266
	120		5,185,424	4,876,549	4,567,674	4,258,799	3,949,924	3,641,049	3,332,174
	130		5,131,332	4,822,457	4,513,582	4,204,707	3,895,832	3,586,957	3,278,082
	140		5,077,068	4,768,193	4,459,318	4,150,443	3,841,568	3,532,693	3,223,818
	150		5,022,691	4,713,816	4,404,941	4,096,066	3,787,191	3,478,316	3,169,441
	160		4,968,315	4,659,440	4,350,565	4,041,690	3,732,815	3,423,940	3,115,065
	170		4,913,938	4,605,063	4,296,188	3,987,313	3,678,438	3,369,563	3,060,688
	180		4,859,562	4,550,687	4,241,812	3,932,937	3,624,062	3,315,187	3,006,312
	190		4,805,185	4,496,310	4,187,435	3,878,560	3,569,685	3,260,810	2,951,935
	200		4,750,809	4,441,934	4,133,059	3,824,184	3,515,309	3,206,434	2,897,559
	210		4,696,432	4,387,557	4,078,682	3,769,807	3,460,932	3,152,057	2,843,182
	220		4,641,915	4,333,040	4,024,165	3,715,290	3,406,415	3,097,540	2,788,665
	230		4,587,252	4,278,377	3,969,502	3,660,627	3,351,752	3,042,877	2,734,002
	240		4,532,589	4,223,714	3,914,839	3,605,964	3,297,089	2,988,214	2,679,339
	250		4,477,927	4,169,052	3,860,177	3,551,302	3,242,427	2,933,552	2,624,677

Scheme Ref:

Q

No Units:

100

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 5

		Density (dph)						
		40						
Balance (RLV - BLV)		25	30	35	40	45	50	55
CIL £psm 40.00	0	4,535,694	4,906,344	5,171,094	5,369,656	5,524,094	5,647,644	5,748,730
	10	4,481,885	4,852,535	5,117,285	5,315,847	5,470,285	5,593,835	5,694,921
	20	4,428,076	4,798,726	5,063,476	5,262,039	5,416,476	5,540,026	5,641,112
	30	4,374,267	4,744,917	5,009,667	5,208,230	5,362,667	5,486,217	5,587,304
	40	4,320,458	4,691,108	4,955,858	5,154,421	5,308,858	5,432,408	5,533,495
	50	4,266,650	4,637,300	4,902,050	5,100,612	5,255,050	5,378,600	5,479,686
	60	4,212,701	4,583,351	4,848,101	5,046,663	5,201,101	5,324,651	5,425,737
	70	4,158,609	4,529,259	4,794,009	4,992,571	5,147,009	5,270,559	5,371,645
	80	4,104,517	4,475,167	4,739,917	4,938,479	5,092,917	5,216,467	5,317,553
	90	4,050,425	4,421,075	4,685,825	4,884,387	5,038,825	5,162,375	5,263,461
	100	3,996,333	4,366,983	4,631,733	4,830,296	4,984,733	5,108,283	5,209,369
	110	3,942,241	4,312,891	4,577,641	4,776,204	4,930,641	5,054,191	5,155,278
	120	3,888,149	4,258,799	4,523,549	4,722,112	4,876,549	5,000,099	5,101,186
	130	3,834,057	4,204,707	4,469,457	4,668,020	4,822,457	4,946,007	5,047,094
	140	3,779,793	4,150,443	4,415,193	4,613,755	4,768,193	4,891,743	4,992,829
	150	3,725,416	4,096,066	4,360,816	4,559,379	4,713,816	4,837,366	4,938,453
	160	3,671,040	4,041,690	4,306,440	4,505,002	4,659,440	4,782,990	4,884,076
	170	3,616,663	3,987,313	4,252,063	4,450,626	4,605,063	4,728,613	4,829,700
	180	3,562,287	3,932,937	4,197,687	4,396,249	4,550,687	4,674,237	4,775,323
	190	3,507,910	3,878,560	4,143,310	4,341,873	4,496,310	4,619,860	4,720,947
	200	3,453,534	3,824,184	4,088,934	4,287,496	4,441,934	4,565,484	4,666,570
	210	3,399,157	3,769,807	4,034,557	4,233,120	4,387,557	4,511,107	4,612,193
	220	3,344,640	3,715,290	3,980,040	4,178,602	4,333,040	4,456,590	4,557,676
	230	3,289,977	3,660,627	3,925,377	4,123,940	4,278,377	4,401,927	4,503,013
	240	3,235,314	3,605,964	3,870,714	4,069,277	4,223,714	4,347,264	4,448,351
	250	3,180,652	3,551,302	3,816,052	4,014,614	4,169,052	4,292,602	4,393,688

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		5,154,421	90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00	0		6,692,330	6,035,031	5,369,656	4,695,824	4,013,004	3,320,878	2,618,839
	10		6,638,803	5,981,504	5,315,847	4,641,732	3,958,667	3,266,225	2,563,888
	20		6,585,276	5,927,977	5,262,039	4,587,640	3,904,291	3,211,562	2,508,938
	30		6,531,749	5,874,450	5,208,230	4,533,548	3,849,914	3,156,900	2,453,988
	40		6,478,221	5,820,674	5,154,421	4,479,456	3,795,538	3,102,237	2,399,038
	50		6,424,694	5,766,866	5,100,612	4,425,365	3,741,161	3,047,574	2,344,052
	60		6,371,167	5,713,057	5,046,663	4,371,273	3,686,785	2,992,912	2,288,813
	70		6,317,640	5,659,248	4,992,571	4,317,124	3,632,408	2,938,143	2,233,574
	80		6,264,113	5,605,439	4,938,479	4,262,748	3,577,823	2,883,193	2,178,334
	90		6,210,474	5,551,630	4,884,387	4,208,371	3,523,160	2,828,243	2,123,095
	100		6,156,665	5,497,822	4,830,296	4,153,995	3,468,497	2,773,292	2,067,855
	110		6,102,856	5,444,013	4,776,204	4,099,618	3,413,835	2,718,342	2,012,590
	120		6,049,047	5,390,073	4,722,112	4,045,242	3,359,172	2,663,392	1,957,060
	130		5,995,239	5,335,981	4,668,020	3,990,865	3,304,510	2,608,442	1,901,530
	140		5,941,430	5,281,889	4,613,755	3,936,489	3,249,847	2,553,258	1,846,000
	150		5,887,621	5,227,797	4,559,379	3,881,948	3,195,001	2,498,019	1,790,470
	160		5,833,812	5,173,706	4,505,002	3,827,286	3,140,051	2,442,779	1,734,940
	170		5,780,003	5,119,614	4,450,626	3,772,623	3,085,101	2,387,540	1,679,383
	180		5,726,054	5,065,522	4,396,249	3,717,961	3,030,150	2,332,301	1,623,561
	190		5,671,962	5,011,430	4,341,873	3,663,298	2,975,200	2,277,061	1,567,739
	200		5,617,870	4,957,313	4,287,496	3,608,635	2,920,250	2,221,741	1,511,917
	210		5,563,778	4,902,936	4,233,120	3,553,973	2,865,300	2,166,211	1,456,095
	220		5,509,687	4,848,560	4,178,602	3,499,310	2,810,182	2,110,681	1,400,272
	230		5,455,595	4,794,183	4,123,940	3,444,364	2,754,943	2,055,151	1,344,414
	240		5,401,503	4,739,807	4,069,277	3,389,413	2,699,703	1,999,621	1,288,299
	250		5,347,411	4,685,430	4,014,614	3,334,463	2,644,464	1,944,091	1,232,183

Scheme Ref:

Q

No Units:

100

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	5,154,421	90%	95%	100%	105%	110%	115%	120%
		0	4,003,419	4,686,826	5,369,656	6,052,287	6,734,234	7,416,181	8,098,129
		10	3,949,327	4,633,017	5,315,847	5,998,677	6,680,707	7,362,654	8,044,602
		20	3,895,235	4,579,133	5,262,039	5,944,868	6,627,180	7,309,127	7,991,074
		30	3,841,143	4,525,041	5,208,230	5,891,060	6,573,653	7,255,600	7,937,547
		40	3,787,051	4,470,949	5,154,421	5,837,251	6,520,081	7,202,073	7,884,020
	CIL £psm	50	3,732,839	4,416,857	5,100,612	5,783,442	6,466,272	7,148,546	7,830,493
	40.00	60	3,678,463	4,362,765	5,046,663	5,729,633	6,412,463	7,095,018	7,776,966
		70	3,624,086	4,308,673	4,992,571	5,675,825	6,358,654	7,041,484	7,723,439
		80	3,569,709	4,254,581	4,938,479	5,622,016	6,304,846	6,987,676	7,669,912
		90	3,515,333	4,200,485	4,884,387	5,568,207	6,251,037	6,933,867	7,616,384
		100	3,460,956	4,146,109	4,830,296	5,514,194	6,197,228	6,880,058	7,562,857
		110	3,406,580	4,091,732	4,776,204	5,460,102	6,143,419	6,826,249	7,509,079
		120	3,352,040	4,037,356	4,722,112	5,406,010	6,089,610	6,772,440	7,455,270
		130	3,297,377	3,982,979	4,668,020	5,351,918	6,035,802	6,718,632	7,401,462
		140	3,242,714	3,928,603	4,613,755	5,297,826	5,981,724	6,664,823	7,347,653
		150	3,188,052	3,874,226	4,559,379	5,243,734	5,927,632	6,611,014	7,293,844
		160	3,133,389	3,819,850	4,505,002	5,189,642	5,873,540	6,557,205	7,240,035
		170	3,078,726	3,765,321	4,450,626	5,135,550	5,819,448	6,503,346	7,186,226
		180	3,024,064	3,710,658	4,396,249	5,081,402	5,765,356	6,449,254	7,132,418
		190	2,969,183	3,655,996	4,341,873	5,027,025	5,711,264	6,395,162	7,078,609
		200	2,914,233	3,601,333	4,287,496	4,972,649	5,657,172	6,341,070	7,024,800
		210	2,859,282	3,546,670	4,233,120	4,918,272	5,603,080	6,286,978	6,970,876
		220	2,804,332	3,492,008	4,178,602	4,863,896	5,548,989	6,232,887	6,916,785
		230	2,749,382	3,437,345	4,123,940	4,809,519	5,494,672	6,178,795	6,862,693
		240	2,694,432	3,382,657	4,069,277	4,755,143	5,440,295	6,124,703	6,808,601
		250	2,639,481	3,327,706	4,014,614	4,700,766	5,385,919	6,070,611	6,754,509

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:

R

No Units:

200

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

200 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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

5.0%

6.0

5.0%

4.0

5%

10.0

2 bed House

5.0%

6.0

5.0%

4.0

5%

10.0

3 bed House

50.0%

60.0

50.0%

40.0

50%

100.0

4 bed House

23.0%

27.6

23.0%

18.4

23%

46.0

5 bed House

12.0%

14.4

12.0%

9.6

12%

24.0

1 bed Flat

2.0%

2.4

2.0%

1.6

2%

4.0

2 bed Flat

3.0%

3.6

3.0%

2.4

3%

6.0

Total number of units

100.0%

120.0

100.0%

80.0

100%

200.0

OMS Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

AH Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

Total Gross Floor areas -

Mkt Units GIA

AH units GIA

Total GIA (all units)

(sqm)

(sqft)

(sqm)

(sqft)

(sqm)

(sqft)

1 bed House

414

4,456

276

2,971

690

7,427

2 bed House

450

4,844

300

3,229

750

8,073

3 bed House

5,400

58,125

3,600

38,750

9,000

96,875

4 bed House

3,091

33,273

2,061

22,182

5,152

55,456

5 bed House

1,843

19,840

1,229

13,227

3,072

33,067

1 bed Flat

141

1,520

94

1,013

235

2,533

2 bed Flat

275

2,963

184

1,975

459

4,939

11,615

125,021

7,743

83,348

19,358

208,369

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

2,100,000

2 bed House

250,000

3,333

310

2,500,000

3 bed House

310,000

3,444

320

31,000,000

4 bed House

420,000

3,750

348

19,320,000

5 bed House

495,000

3,867

359

11,880,000

1 bed Flat

150,000

3,000

279

600,000

2 bed Flat

200,000

3,077

286

1,200,000

68,600,000

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: **R**
 No Units: **200** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	6.0	@	210,000	1,260,000
2 bed House	6.0	@	250,000	1,500,000
3 bed House	60.0	@	310,000	18,600,000
4 bed House	27.6	@	420,000	11,592,000
5 bed House	14.4	@	495,000	7,128,000
1 bed Flat	2.4	@	150,000	360,000
2 bed Flat	3.6	@	200,000	720,000
	120.0			41,160,000
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	2.8	@	78,750	220,500
2 bed House	2.8	@	93,750	262,500
3 bed House	28.0	@	116,250	3,255,000
4 bed House	12.9	@	157,500	2,028,600
5 bed House	6.7	@	185,625	1,247,400
1 bed Flat	1.1	@	56,250	63,000
2 bed Flat	1.7	@	75,000	126,000
	56.0			7,203,000
Intermediate GDV -				
1 bed House	1.2	@	147,000	176,400
2 bed House	1.2	@	175,000	210,000
3 bed House	12.0	@	217,000	2,604,000
4 bed House	5.5	@	294,000	1,622,880
5 bed House	2.9	@	346,500	997,920
1 bed Flat	0.5	@	105,000	50,400
2 bed Flat	0.7	@	140,000	100,800
	24.0	80.0		5,762,400
Sub-total GDV Residential	200			54,125,400
AH on-site cost analysis:				
	748 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	14,474,600
			72,373 £ per unit (total units)	
Grant	200	@	0	-
Total GDV				54,125,400

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(130,000)
Statutory Planning Fees (Residential)				(43,559)
CIL				(464,595)
CIL analysis:	11,615 sqm (Market only)	40.00 £ psm		
	0.86% % of GDV	2,323 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0		-
(inc. Education)	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	200 units @	2,000 per unit	(400,000)
S106 analysis: 80,000 £ per ha				
	0.74% % of GDV	2,000 £ per unit (total ur	(400,000)	
AH Commuted Sum	19,358 sqm (total)	0 £ psm		-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **R**
 No Units: **200** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

Construction Costs -				
Site Clearance and Demolition	12.36	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	200 units @	0	per unit
Infra. Costs analysis:	-	£ per ha	0.00% % of GDV	0 £ per unit (total ur
1 bed House	690	sqm @	1,048	psm (723,120)
2 bed House	750	sqm @	1,048	psm (786,000)
3 bed House	9,000	sqm @	1,048	psm (9,432,000)
4 bed House	5,152	sqm @	1,048	psm (5,399,296)
5 bed House	3,072	sqm @	1,048	psm (3,219,456)
1 bed Flat	235	sqm @	1,287	psm (302,824)
2 bed Flat	19,358	459 sqm @	1,287	psm (590,506)
External works	20,453,201	@	15.0%	(3,067,980)
			15,340	£ 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	120 units @	90% @	521 £ per unit (56,268)
M4(3) Category 3 Housing	Mrkt units	120 units @	10% @	10,111 £ per unit (121,332)
Water Efficiency additional cost	200	units @	10	£ per unit (2,000)
Low Carbon Energy cost	200	units @	4,847	£ per unit (969,400)
Contingency	24,670,182	@	3.0%	(GF/BF) (740,105)
Professional Fees	24,670,182	@	6.5%	(1,603,562)
Disposal Costs -				
Residential Sales Agent Costs	41,160,000	OMS @	1.00%	2,058 £ per unit (411,600)
Residential Sales Legal Costs	120	OM Units @	0.26%	900 £ per unit (108,000)
Affordable Sale Legal Costs				lump sum (10,000)
Marketing and Promotion	41,160,000	OMS @	3.00%	6,174 £ per unit (1,234,800)
			8,822	£ per unit
Interest (on Development Costs) -	6.50%	APR	0.526%	pcm (159,939)
Developers Profit -				
Margin on AH	12,965,400		6.00%	on AH values (777,924)
Profit on OMS	41,160,000		20.00%	(8,232,000)
Profit analysis:	29,976,342		30.06% on costs	(9,009,924)
	54,125,400		16.65% blended GDV	(9,009,924)
TOTAL COSTS				(38,986,266)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				15,139,134
SDLT	15,139,134	@	(slabbed)	(746,457)
Acquisition Agent fees	15,139,134	@	1.0%	(151,391)
Acquisition Legal fees	15,139,134	@	0.5%	(75,696)
Interest on Land	15,139,134	@	6.50%	(984,044)
Residual Land Value				13,181,547
RLV analysis:	65,908	£ per plot	2,636,309	£ per ha
			1,066,900	£ per acre

BENCHMARK LAND VALUE (BLV)				
Residential Density	40.0	dph		
Site Area (Net)	5.00	ha	12.36	acres
Density analysis:	3,872	sqm/ha	16,865	sqft/ac
Benchmark Land Value (Net)	13,899	£ per plot	555,975	£ per ha
			225,000	£ per acre
				2,779,875

BALANCE				
Surplus/(Deficit)	2,080,334	£ per ha	841,900	£ per acre
				10,401,672

Scheme Ref:

R

No Units:

200

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

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)		10,401,672	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00		0	16,333,646	15,417,688	14,501,730	13,585,772	12,669,814	11,753,857	10,837,899
		10	16,170,516	15,263,621	14,356,726	13,449,831	12,542,936	11,636,041	10,729,146
		20	16,007,386	15,109,554	14,211,722	13,313,890	12,416,057	11,518,225	10,620,322
		30	15,843,982	14,955,151	14,066,320	13,177,489	12,288,658	11,399,828	10,510,997
		40	15,679,994	14,800,273	13,920,553	13,040,833	12,161,112	11,281,392	10,401,672
		50	15,516,006	14,645,396	13,774,786	12,904,176	12,033,566	11,162,956	10,292,346
		60	15,352,018	14,490,518	13,629,019	12,767,519	11,906,020	11,044,521	10,182,971
		70	15,187,528	14,335,118	13,482,709	12,630,299	11,777,890	10,925,480	10,073,070
		80	15,022,677	14,179,426	13,336,175	12,492,924	11,649,672	10,806,421	9,963,170
		90	14,857,826	14,023,733	13,189,641	12,355,548	11,521,455	10,687,362	9,853,269
		100	14,692,976	13,868,041	13,043,107	12,218,172	11,393,238	10,568,288	9,743,327
		110	14,527,377	13,711,622	12,895,867	12,080,113	11,264,358	10,448,603	9,632,848
		120	14,361,659	13,555,110	12,748,562	11,942,014	11,135,466	10,328,918	9,522,369
		130	14,195,940	13,398,599	12,601,257	11,803,916	11,006,574	10,209,232	9,411,891
		140	14,030,081	13,241,962	12,453,843	11,665,723	10,877,604	10,089,485	9,301,366
		150	13,863,491	13,084,626	12,305,762	11,526,898	10,748,034	9,969,170	9,190,306
		160	13,696,900	12,927,291	12,157,682	11,388,073	10,618,464	9,848,855	9,079,246
		170	13,530,310	12,769,956	12,009,602	11,249,248	10,488,894	9,728,540	8,968,186
		180	13,363,298	12,612,259	11,861,220	11,110,181	10,359,142	9,608,103	8,857,064
		190	13,195,831	12,454,096	11,712,361	10,970,625	10,228,890	9,487,155	8,745,419
		200	13,028,365	12,295,933	11,563,501	10,831,070	10,098,638	9,366,206	8,633,775
		210	12,860,898	12,137,770	11,414,642	10,691,514	9,968,386	9,245,258	8,522,130
		220	12,692,708	11,978,990	11,265,271	10,551,552	9,837,833	9,124,114	8,410,395
		230	12,524,360	11,819,994	11,115,628	10,411,262	9,706,896	9,002,530	8,298,163
		240	12,356,013	11,660,999	10,965,986	10,270,972	9,575,959	8,880,945	8,185,932
		250	12,187,507	11,501,949	10,816,343	10,130,682	9,445,021	8,759,361	8,073,700

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)		10,401,672	90%	100%	110%	120%	130%	140%	150%
CIL Epsm 40.00		0	10,873,912	10,837,899	10,801,885	10,765,872	10,729,858	10,693,845	10,657,831
	10	10,765,159	10,729,146	10,693,132	10,657,119	10,621,039	10,584,836	10,548,633	
	20	10,656,406	10,620,322	10,584,119	10,547,916	10,511,713	10,475,510	10,439,307	
	30	10,547,200	10,510,997	10,474,794	10,438,591	10,402,388	10,366,185	10,329,982	
	40	10,437,875	10,401,672	10,365,469	10,329,266	10,293,063	10,256,860	10,220,657	
	50	10,328,549	10,292,346	10,256,143	10,219,940	10,183,691	10,147,298	10,110,904	
	60	10,219,224	10,182,971	10,146,578	10,110,184	10,073,791	10,037,397	10,001,004	
	70	10,109,464	10,073,070	10,036,677	10,000,284	9,963,890	9,927,497	9,891,103	
	80	9,999,563	9,963,170	9,926,776	9,890,383	9,853,990	9,817,596	9,781,203	
	90	9,889,663	9,853,269	9,816,876	9,780,483	9,744,051	9,707,466	9,670,881	
	100	9,779,762	9,743,327	9,706,742	9,670,157	9,633,572	9,596,987	9,560,402	
	110	9,669,433	9,632,848	9,596,263	9,559,678	9,523,093	9,486,508	9,449,924	
	120	9,558,954	9,522,369	9,485,784	9,449,200	9,412,615	9,376,030	9,339,445	
	130	9,448,476	9,411,891	9,375,306	9,338,721	9,302,094	9,265,316	9,228,539	
	140	9,337,997	9,301,366	9,264,589	9,227,811	9,191,034	9,154,256	9,117,479	
	150	9,227,083	9,190,306	9,153,529	9,116,751	9,079,974	9,043,196	9,006,419	
	160	9,116,023	9,079,246	9,042,468	9,005,691	8,968,914	8,932,136	8,895,359	
	170	9,004,963	8,968,186	8,931,408	8,894,631	8,857,795	8,820,824	8,783,853	
	180	8,893,903	8,857,064	8,820,093	8,783,122	8,746,151	8,709,180	8,672,209	
	190	8,782,390	8,745,419	8,708,448	8,671,477	8,634,506	8,597,535	8,560,565	
	200	8,670,746	8,633,775	8,596,804	8,559,833	8,522,862	8,485,891	8,448,920	
	210	8,559,101	8,522,130	8,485,159	8,448,188	8,411,131	8,373,965	8,336,800	
	220	8,447,457	8,410,395	8,373,230	8,336,064	8,298,899	8,261,733	8,224,568	
	230	8,335,329	8,298,163	8,260,998	8,223,833	8,186,667	8,149,502	8,112,336	
	240	8,223,097	8,185,932	8,148,766	8,111,601	8,074,435	8,037,270	8,000,104	
	250	8,110,865	8,073,700	8,036,534	7,999,369	7,962,076	7,924,715	7,887,353	

Scheme Ref:

R

No Units:

200

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		10,401,672	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		12,628,359	12,270,267	11,912,175	11,554,083	11,195,991	10,837,899	10,479,807
	10		12,519,606	12,161,514	11,803,422	11,445,330	11,087,238	10,729,146	10,371,054
	20		12,410,782	12,052,690	11,694,598	11,336,506	10,978,414	10,620,322	10,262,230
	30		12,301,457	11,943,365	11,585,273	11,227,181	10,869,089	10,510,997	10,152,905
	40		12,192,132	11,834,040	11,475,948	11,117,856	10,759,764	10,401,672	10,043,580
	50		12,082,806	11,724,714	11,366,622	11,008,530	10,650,438	10,292,346	9,934,254
	60		11,973,431	11,615,339	11,257,247	10,899,155	10,541,063	10,182,971	9,824,879
	70		11,863,530	11,505,438	11,147,346	10,789,254	10,431,162	10,073,070	9,714,978
	80		11,753,630	11,395,538	11,037,446	10,679,354	10,321,262	9,963,170	9,605,078
	90		11,643,729	11,285,637	10,927,545	10,569,453	10,211,361	9,853,269	9,495,177
	100		11,533,787	11,175,695	10,817,603	10,459,511	10,101,419	9,743,327	9,385,235
	110		11,423,308	11,065,216	10,707,124	10,349,032	9,990,940	9,632,848	9,274,756
	120		11,312,829	10,954,737	10,596,645	10,238,553	9,880,461	9,522,369	9,164,277
	130		11,202,351	10,844,259	10,486,167	10,128,075	9,769,983	9,411,891	9,053,799
	140		11,091,826	10,733,734	10,375,642	10,017,550	9,659,458	9,301,366	8,943,274
	150		10,980,766	10,622,674	10,264,582	9,906,490	9,548,398	9,190,306	8,832,214
	160		10,869,706	10,511,614	10,153,522	9,795,430	9,437,338	9,079,246	8,721,154
	170		10,758,646	10,400,554	10,042,462	9,684,370	9,326,278	8,968,186	8,610,094
	180		10,647,524	10,289,432	9,931,340	9,573,248	9,215,156	8,857,064	8,498,972
	190		10,535,879	10,177,787	9,819,695	9,461,603	9,103,511	8,745,419	8,387,327
	200		10,424,235	10,066,143	9,708,051	9,349,959	8,991,867	8,633,775	8,275,683
	210		10,312,590	9,954,498	9,596,406	9,238,314	8,880,222	8,522,130	8,164,038
	220		10,200,855	9,842,763	9,484,671	9,126,579	8,768,487	8,410,395	8,052,303
	230		10,088,623	9,730,531	9,372,439	9,014,347	8,656,255	8,298,163	7,940,071
	240		9,976,392	9,618,300	9,260,208	8,902,116	8,544,024	8,185,932	7,827,840
	250		9,864,160	9,506,068	9,147,976	8,789,884	8,431,792	8,073,700	7,715,608

TABLE 4

		BLV (per acre)							
Balance (RLV - BLV)		10,401,672	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		11,764,524	11,146,774	10,529,024	9,911,274	9,293,524	8,675,774	8,058,024
	10		11,655,771	11,038,021	10,420,271	9,802,521	9,184,771	8,567,021	7,949,271
	20		11,546,947	10,929,197	10,311,447	9,693,697	9,075,947	8,458,197	7,840,447
	30		11,437,622	10,819,872	10,202,122	9,584,372	8,966,622	8,348,872	7,731,122
	40		11,328,297	10,710,547	10,092,797	9,475,047	8,857,297	8,239,547	7,621,797
	50		11,218,971	10,601,221	9,983,471	9,365,721	8,747,971	8,130,221	7,512,471
	60		11,109,596	10,491,846	9,874,096	9,256,346	8,638,596	8,020,846	7,403,096
	70		10,999,695	10,381,945	9,764,195	9,146,445	8,528,695	7,910,945	7,293,195
	80		10,889,795	10,272,045	9,654,295	9,036,545	8,418,795	7,801,045	7,183,295
	90		10,779,894	10,162,144	9,544,394	8,926,644	8,308,894	7,691,144	7,073,394
	100		10,669,952	10,052,202	9,434,452	8,816,702	8,198,952	7,581,202	6,963,452
	110		10,559,473	9,941,723	9,323,973	8,706,223	8,088,473	7,470,723	6,852,973
	120		10,448,994	9,831,244	9,213,494	8,595,744	7,977,994	7,360,244	6,742,494
	130		10,338,516	9,720,766	9,103,016	8,485,266	7,867,516	7,249,766	6,632,016
	140		10,227,991	9,610,241	8,992,491	8,374,741	7,756,991	7,139,241	6,521,491
	150		10,116,931	9,499,181	8,881,431	8,263,681	7,645,931	7,028,181	6,410,431
	160		10,005,871	9,388,121	8,770,371	8,152,621	7,534,871	6,917,121	6,299,371
	170		9,894,811	9,277,061	8,659,311	8,041,561	7,423,811	6,806,061	6,188,311
	180		9,783,689	9,165,939	8,548,189	7,930,439	7,312,689	6,694,939	6,077,189
	190		9,672,044	9,054,294	8,436,544	7,818,794	7,201,044	6,583,294	5,965,544
	200		9,560,400	8,942,650	8,324,900	7,707,150	7,089,400	6,471,650	5,853,900
	210		9,448,755	8,831,005	8,213,255	7,595,505	6,977,755	6,360,005	5,742,255
	220		9,337,020	8,719,270	8,101,520	7,483,770	6,866,020	6,248,270	5,630,520
	230		9,224,788	8,607,038	7,989,288	7,371,538	6,753,788	6,136,038	5,518,288
	240		9,112,557	8,494,807	7,877,057	7,259,307	6,641,557	6,023,807	5,406,057
	250		9,000,325	8,382,575	7,764,825	7,147,075	6,529,325	5,911,575	5,293,825

Scheme Ref:

R

No Units:

200

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 5		Density (dph)						
		40						
Balance (RLV - BLV)	10,401,672	25	30	35	40	45	50	55
CIL £psm 40.00	0	9,169,974	9,911,274	10,440,774	10,837,899	11,146,774	11,393,874	11,596,046
	10	9,061,221	9,802,521	10,332,021	10,729,146	11,038,021	11,285,121	11,487,293
	20	8,952,397	9,693,697	10,223,197	10,620,322	10,929,197	11,176,297	11,378,470
	30	8,843,072	9,584,372	10,113,872	10,510,997	10,819,872	11,066,972	11,269,145
	40	8,733,747	9,475,047	10,004,547	10,401,672	10,710,547	10,957,647	11,159,819
	50	8,624,421	9,365,721	9,895,221	10,292,346	10,601,221	10,848,321	11,050,494
	60	8,515,046	9,256,346	9,785,846	10,182,971	10,491,846	10,738,946	10,941,119
	70	8,405,145	9,146,445	9,675,945	10,073,070	10,381,945	10,629,045	10,831,218
	80	8,295,245	9,036,545	9,566,045	9,963,170	10,272,045	10,519,145	10,721,318
	90	8,185,344	8,926,644	9,456,144	9,853,269	10,162,144	10,409,244	10,611,417
	100	8,075,402	8,816,702	9,346,202	9,743,327	10,052,202	10,299,302	10,501,475
	110	7,964,923	8,706,223	9,235,723	9,632,848	9,941,723	10,188,823	10,390,996
	120	7,854,444	8,595,744	9,125,244	9,522,369	9,831,244	10,078,344	10,280,517
	130	7,743,966	8,485,266	9,014,766	9,411,891	9,720,766	9,967,866	10,170,038
	140	7,633,441	8,374,741	8,904,241	9,301,366	9,610,241	9,857,341	10,059,514
	150	7,522,381	8,263,681	8,793,181	9,190,306	9,499,181	9,746,281	9,948,454
	160	7,411,321	8,152,621	8,682,121	9,079,246	9,388,121	9,635,221	9,837,394
	170	7,300,261	8,041,561	8,571,061	8,968,186	9,277,061	9,524,161	9,726,333
	180	7,189,139	7,930,439	8,459,939	8,857,064	9,165,939	9,413,039	9,615,211
	190	7,077,494	7,818,794	8,348,294	8,745,419	9,054,294	9,301,394	9,503,567
	200	6,965,850	7,707,150	8,236,650	8,633,775	8,942,650	9,189,750	9,391,923
	210	6,854,205	7,595,505	8,125,005	8,522,130	8,831,005	9,078,105	9,280,278
	220	6,742,470	7,483,770	8,013,270	8,410,395	8,719,270	8,966,370	9,168,543
	230	6,630,238	7,371,538	7,901,038	8,298,163	8,607,038	8,854,138	9,056,311
	240	6,518,007	7,259,307	7,788,807	8,185,932	8,494,807	8,741,907	8,944,079
	250	6,405,775	7,147,075	7,676,575	8,073,700	8,382,575	8,629,675	8,831,847

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	10,401,672							
CIL £psm 40.00	0	13,474,253	12,164,067	10,837,899	9,495,408	8,136,090	6,759,425	5,364,637
	10	13,366,074	12,055,883	10,729,146	9,386,083	8,026,189	6,648,937	5,252,992
	20	13,257,890	11,947,175	10,620,322	9,276,758	7,916,193	6,537,877	5,141,348
	30	13,149,706	11,838,422	10,510,997	9,166,932	7,805,714	6,426,817	5,029,446
	40	13,041,523	11,729,669	10,401,672	9,057,031	7,695,235	6,315,757	4,917,215
	50	12,932,942	11,620,916	10,292,346	8,947,131	7,584,756	6,204,248	4,804,983
	60	12,824,189	11,511,807	10,182,971	8,837,174	7,473,896	6,092,604	4,692,474
	70	12,715,436	11,402,482	10,073,070	8,726,695	7,362,836	5,980,959	4,579,652
	80	12,606,683	11,293,156	9,963,170	8,616,216	7,251,776	5,868,998	4,466,829
	90	12,497,838	11,183,831	9,853,269	8,505,738	7,140,619	5,756,767	4,353,701
	100	12,388,513	11,074,307	9,743,327	8,395,059	7,028,975	5,644,535	4,240,285
	110	12,279,188	10,964,406	9,632,848	8,283,999	6,917,330	5,532,111	4,126,868
	120	12,169,862	10,854,506	9,522,369	8,172,939	6,805,686	5,419,288	4,013,108
	130	12,060,537	10,744,605	9,411,891	8,061,878	6,693,635	5,306,466	3,899,095
	140	11,950,840	10,634,652	9,301,366	7,950,462	6,581,403	5,193,567	3,785,082
	150	11,840,940	10,524,173	9,190,306	7,838,817	6,469,172	5,080,151	3,670,676
	160	11,731,039	10,413,694	9,079,246	7,727,173	6,356,800	4,966,735	3,556,063
	170	11,621,139	10,303,215	8,968,186	7,615,528	6,243,978	4,853,319	3,441,450
	180	11,511,148	10,192,737	8,857,064	7,503,357	6,131,155	4,739,337	3,326,386
	190	11,400,669	10,081,758	8,745,419	7,391,125	6,018,333	4,625,324	3,211,170
	200	11,290,191	9,970,698	8,633,775	7,278,893	5,905,036	4,511,311	3,095,954
	210	11,179,712	9,859,637	8,522,130	7,166,542	5,791,620	4,396,827	2,980,219
	220	11,069,233	9,748,577	8,410,395	7,053,720	5,678,204	4,282,214	2,864,397
	230	10,958,354	9,637,137	8,298,163	6,940,897	5,564,561	4,167,601	2,748,575
	240	10,847,294	9,525,492	8,185,932	6,828,075	5,450,548	4,052,603	2,632,156
	250	10,736,234	9,413,848	8,073,700	6,714,939	5,336,535	3,937,387	2,515,724

Scheme Ref:

R

No Units:

200

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	10,401,672	90%	95%	100%	105%	110%	115%	120%	
CIL £psm 40.00	0	8,108,082	9,473,527	10,837,899	12,202,096	13,565,409	14,928,544	16,291,565	
	10	7,998,711	9,364,202	10,729,146	12,093,343	13,457,226	14,820,360	16,183,495	
	20	7,888,810	9,254,877	10,620,322	11,984,590	13,348,786	14,712,177	16,075,312	
	30	7,778,910	9,145,552	10,510,997	11,875,836	13,240,033	14,603,993	15,967,128	
	40	7,669,009	9,035,891	10,401,672	11,767,083	13,131,280	14,495,477	15,858,944	
	50	7,558,709	8,925,990	10,292,346	11,657,792	13,022,527	14,386,724	15,750,760	
	60	7,448,231	8,816,090	10,182,971	11,548,467	12,913,774	14,277,971	15,642,168	
	70	7,337,752	8,706,189	10,073,070	11,439,141	12,804,587	14,169,218	15,533,415	
	80	7,227,087	8,595,779	9,963,170	11,329,816	12,695,261	14,060,465	15,424,662	
	90	7,116,027	8,485,300	9,853,269	11,220,151	12,585,936	13,951,382	15,315,909	
	100	7,004,967	8,374,821	9,743,327	11,110,250	12,476,611	13,842,056	15,207,156	
	110	6,893,907	8,264,227	9,632,848	11,000,350	12,367,231	13,732,731	15,098,176	
	120	6,782,283	8,153,167	9,522,369	10,890,449	12,257,331	13,623,406	14,988,851	
	130	6,670,638	8,042,107	9,411,891	10,780,396	12,147,430	13,514,080	14,879,526	
	140	6,558,994	7,931,046	9,301,366	10,669,918	12,037,530	13,404,411	14,770,201	
	150	6,446,980	7,819,673	9,190,306	10,559,439	11,927,629	13,294,510	14,660,875	
	160	6,334,748	7,708,029	9,079,246	10,448,960	11,817,466	13,184,610	14,551,491	
	170	6,222,516	7,596,384	8,968,186	10,338,481	11,706,987	13,074,709	14,441,591	
	180	6,110,100	7,484,740	8,857,064	10,227,445	11,596,508	12,964,809	14,331,690	
	190	5,997,278	7,372,572	8,745,419	10,116,385	11,486,029	12,854,535	14,221,790	
	200	5,884,456	7,260,340	8,633,775	10,005,325	11,375,551	12,744,056	14,111,889	
	210	5,771,628	7,148,108	8,522,130	9,894,265	11,264,585	12,633,578	14,001,989	
	220	5,658,211	7,035,718	8,410,395	9,782,810	11,153,524	12,523,099	13,891,605	
	230	5,544,795	6,922,896	8,298,163	9,671,165	11,042,464	12,412,620	13,781,126	
	240	5,431,379	6,810,073	8,185,932	9,559,521	10,931,404	12,301,724	13,670,647	
	250	5,317,530	6,697,251	8,073,700	9,447,876	10,820,200	12,190,664	13,560,168	

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:

S

No Units:

400

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

400 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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

5.0%

12.0

5.0%

8.0

5%

20.0

2 bed House

5.0%

12.0

5.0%

8.0

5%

20.0

3 bed House

50.0%

120.0

50.0%

80.0

50%

200.0

4 bed House

23.0%

55.2

23.0%

36.8

23%

92.0

5 bed House

12.0%

28.8

12.0%

19.2

12%

48.0

1 bed Flat

2.0%

4.8

2.0%

3.2

2%

8.0

2 bed Flat

3.0%

7.2

3.0%

4.8

3%

12.0

Total number of units

100.0%

240.0

100.0%

160.0

100%

400.0

OMS Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

AH Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

Total Gross Floor areas -

Mkt Units GIA

AH units GIA

Total GIA (all units)

(sqm)

(sqft)

(sqm)

(sqft)

(sqm)

(sqft)

1 bed House

828

8,913

552

5,942

1,380

14,854

2 bed House

900

9,688

600

6,458

1,500

16,146

3 bed House

10,800

116,250

7,200

77,500

18,000

193,750

4 bed House

6,182

66,547

4,122

44,365

10,304

110,911

5 bed House

3,686

39,680

2,458

26,453

6,144

66,133

1 bed Flat

282

3,039

188

2,026

471

5,065

2 bed Flat

551

5,926

367

3,951

918

9,877

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

4,200,000

2 bed House

250,000

3,333

310

5,000,000

3 bed House

310,000

3,444

320

62,000,000

4 bed House

420,000

3,750

348

38,640,000

5 bed House

495,000

3,867

359

23,760,000

1 bed Flat

150,000

3,000

279

1,200,000

2 bed Flat

200,000

3,077

286

2,400,000

137,200,000

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: **S**
 No Units: **400** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	12.0	@	210,000	2,520,000
2 bed House	12.0	@	250,000	3,000,000
3 bed House	120.0	@	310,000	37,200,000
4 bed House	55.2	@	420,000	23,184,000
5 bed House	28.8	@	495,000	14,256,000
1 bed Flat	4.8	@	150,000	720,000
2 bed Flat	7.2	@	200,000	1,440,000
	240.0			82,320,000
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	5.6	@	78,750	441,000
2 bed House	5.6	@	93,750	525,000
3 bed House	56.0	@	116,250	6,510,000
4 bed House	25.8	@	157,500	4,057,200
5 bed House	13.4	@	185,625	2,494,800
1 bed Flat	2.2	@	56,250	126,000
2 bed Flat	3.4	@	75,000	252,000
	112.0			14,406,000
Intermediate GDV -				
1 bed House	2.4	@	147,000	352,800
2 bed House	2.4	@	175,000	420,000
3 bed House	24.0	@	217,000	5,208,000
4 bed House	11.0	@	294,000	3,245,760
5 bed House	5.8	@	346,500	1,995,840
1 bed Flat	1.0	@	105,000	100,800
2 bed Flat	1.4	@	140,000	201,600
	48.0	160.0		11,524,800
Sub-total GDV Residential	400			108,250,800
AH on-site cost analysis:				
	748 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	28,949,200
			72,373 £ per unit (total units)	
Grant	400	@	0	-
Total GDV				108,250,800

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(210,000)
Statutory Planning Fees (Residential)				(71,159)
CIL				(929,190)
CIL analysis:	23,230 sqm (Market only)	40.00 £ psm		
	0.86% % of GDV	2,323 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0		-
(inc. Education)	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	400 units @	2,000 per unit	(800,000)
S106 analysis:	80,000 £ per ha	0.74% % of GDV	2,000 £ per unit (total ur	(800,000)
AH Commuted Sum	38,716 sqm (total)	0 £ psm		-
Comm. Sum analysis:	0.00% % of GDV			

cont./

Scheme Ref: **S**
 No Units: **400** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

Construction Costs -						
Site Clearance and Demolition		24.71 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	400 units @		0 per unit		-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total ur		-
1 bed House		1,380 sqm @		1,048 psm		(1,446,240)
2 bed House		1,500 sqm @		1,048 psm		(1,572,000)
3 bed House		18,000 sqm @		1,048 psm		(18,864,000)
4 bed House		10,304 sqm @		1,048 psm		(10,798,592)
5 bed House		6,144 sqm @		1,048 psm		(6,438,912)
1 bed Flat		471 sqm @		1,287 psm		(605,647)
2 bed Flat		38,716 918 sqm @		1,287 psm		(1,181,012)
External works		40,906,403 @		15.0% 15,340 £ per unit		(6,135,960)
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	240 units @	90% @	521 £ per unit		(112,536)
M4(3) Category 3 Housing	Mrkt units	240 units @	10% @	10,111 £ per unit		(242,664)
Water Efficiency additional cost		400 units @		10 £ per unit		(4,000)
Low Carbon Energy cost		400 units @		4,847 £ per unit		(1,938,800)
Contingency		49,340,363 @		3.0% (GF/BF)		(1,480,211)
Professional Fees		49,340,363 @		6.5%		(3,207,124)
Disposal Costs -						
Residential Sales Agent Costs		82,320,000 OMS @		1.00% 2,058 £ per unit		(823,200)
Residential Sales Legal Costs		240 OM Units @		0.26% 900 £ per unit		(216,000)
Affordable Sale Legal Costs				lump sum		(10,000)
Marketing and Promotion		82,320,000 OMS @		3.00% 6,174 £ per unit		(2,469,600)
				8,797 £ per unit		
Interest (on Development Costs) -			6.50% APR	0.526% pcm		(389,792)
Developers Profit -						
Margin on AH		25,930,800		6.00% on AH values		(1,555,848)
Profit on OMS		82,320,000		20.00%		(16,464,000)
Profit analysis:		59,946,639		30.06% on costs		(18,019,848)
		108,250,800		16.65% blended GDV		(18,019,848)
TOTAL COSTS						(77,966,487)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						30,284,313
SDLT		30,284,313 @		(slabbed)		(1,503,716)
Acquisition Agent fees		30,284,313 @		1.0%		(302,843)
Acquisition Legal fees		30,284,313 @		0.5%		(151,422)
Interest on Land		30,284,313 @		6.50%		(1,968,480)
Residual Land Value						26,357,853
RLV analysis:		65,895 £ per plot	2,635,785 £ per ha	1,066,688 £ per acre		

BENCHMARK LAND VALUE (BLV)						
Residential Density		40.0 dph				
Site Area (Net)		10.00 ha		24.71 acres		
Density analysis:		3,872 sqm/ha		16,865 sqft/ac		
Benchmark Land Value (Net)		13,899 £ per plot	555,975 £ per ha	225,000 £ per acre		5,559,750

BALANCE						
Surplus/(Deficit)		2,079,810 £ per ha		841,688 £ per acre		20,798,103

Scheme Ref:

S

No Units:

400

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

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)	20,798,103	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	32,654,094	30,826,459	28,998,824	27,171,189	25,343,554	23,515,919	21,688,284
	10	32,320,914	30,511,789	28,702,664	26,893,539	25,084,414	23,275,289	21,466,163
	20	31,987,734	30,197,119	28,406,503	26,615,888	24,825,273	23,034,658	21,244,043
	30	31,653,765	29,881,703	28,109,641	26,337,578	24,565,516	22,793,454	21,021,392
	40	31,318,832	29,565,377	27,811,922	26,058,467	24,305,012	22,551,558	20,798,103
	50	30,983,898	29,249,051	27,514,203	25,779,356	24,044,509	22,309,661	20,574,814
	60	30,647,774	28,931,642	27,215,510	25,499,379	23,783,247	22,067,115	20,350,984
	70	30,311,078	28,613,652	26,916,225	25,218,799	23,521,373	21,823,946	20,126,520
	80	29,974,382	28,295,661	26,616,940	24,938,219	23,259,498	21,580,777	19,902,056
	90	29,636,063	27,976,223	26,316,383	24,656,542	22,996,702	21,336,862	19,677,022
	100	29,297,595	27,656,559	26,015,523	24,374,486	22,733,450	21,092,414	19,451,377
	110	28,958,822	27,336,735	25,714,649	24,092,430	22,470,198	20,847,965	19,225,733
	120	28,618,574	27,015,390	25,412,206	23,809,022	22,205,838	20,602,654	18,999,470
	130	28,278,326	26,694,044	25,109,763	23,525,482	21,941,201	20,356,920	18,772,638
	140	27,937,287	26,372,125	24,806,963	23,241,802	21,676,563	20,111,185	18,545,806
	150	27,595,249	26,049,089	24,502,929	22,956,770	21,410,610	19,864,450	18,318,290
	160	27,253,210	25,726,053	24,198,895	22,671,737	21,144,580	19,617,422	18,090,265
	170	26,909,866	25,402,000	23,894,134	22,386,268	20,878,402	19,370,395	17,862,239
	180	26,566,028	25,077,264	23,588,500	22,099,736	20,610,972	19,122,208	17,633,444
	190	26,222,147	24,752,528	23,282,866	21,813,204	20,343,543	18,873,881	17,404,219
	200	25,876,500	24,426,304	22,976,109	21,525,913	20,075,717	18,625,521	17,174,994
	210	25,530,853	24,099,860	22,668,867	21,237,873	19,806,880	18,375,887	16,944,894
	220	25,184,595	23,773,144	22,361,624	20,949,834	19,538,043	18,126,253	16,714,463
	230	24,837,129	23,444,982	22,052,834	20,660,687	19,268,540	17,876,392	16,484,031
	240	24,489,663	23,116,819	21,743,975	20,371,132	18,998,288	17,625,445	16,252,601
	250	24,140,987	22,787,864	21,434,742	20,081,577	18,728,037	17,374,497	16,020,957

TABLE 2

		Site Specific S106					
		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)	20,798,103	90%	100%	110%	120%	130%	150%
CIL £psm 40.00	0	21,761,838	21,688,284	21,614,729	21,541,174	21,467,619	21,394,064
	10	21,539,718	21,466,163	21,392,609	21,319,054	21,245,499	21,171,944
	20	21,317,598	21,244,043	21,170,488	21,096,797	21,022,855	20,948,913
	30	21,095,334	21,021,392	20,947,450	20,873,508	20,799,566	20,725,624
	40	20,872,045	20,798,103	20,724,161	20,650,219	20,576,277	20,502,335
	50	20,648,756	20,574,814	20,500,872	20,426,785	20,352,455	20,278,124
	60	20,425,315	20,350,984	20,276,653	20,202,322	20,127,991	20,053,660
	70	20,200,851	20,126,520	20,052,189	19,977,858	19,903,527	19,829,196
	80	19,976,387	19,902,056	19,827,725	19,753,223	19,678,501	19,603,779
	90	19,751,744	19,677,022	19,602,300	19,527,578	19,452,856	19,378,134
	100	19,526,099	19,451,377	19,376,655	19,301,933	19,227,211	19,152,489
	110	19,300,455	19,225,733	19,151,011	19,076,072	19,000,957	18,925,842
	120	19,074,586	18,999,470	18,924,355	18,849,240	18,774,125	18,699,010
	130	18,847,754	18,772,638	18,697,523	18,622,408	18,547,293	18,472,177
	140	18,620,921	18,545,806	18,470,691	18,395,295	18,319,785	18,244,274
	150	18,393,801	18,318,290	18,242,780	18,167,270	18,091,759	18,016,249
	160	18,165,775	18,090,265	18,014,754	17,939,244	17,863,733	17,788,223
	170	17,937,750	17,862,239	17,786,729	17,710,854	17,634,947	17,559,039
	180	17,709,352	17,633,444	17,557,537	17,481,629	17,405,721	17,329,813
	190	17,480,127	17,404,219	17,328,311	17,252,403	17,176,496	17,100,529
	200	17,250,901	17,174,994	17,099,018	17,022,711	16,946,404	16,870,097
	210	17,021,201	16,944,894	16,868,587	16,792,280	16,715,973	16,639,665
	220	16,790,770	16,714,463	16,638,155	16,561,848	16,485,541	16,409,054
	230	16,560,338	16,484,031	16,407,536	16,330,828	16,254,119	16,177,410
	240	16,329,310	16,252,601	16,175,892	16,099,184	16,022,475	15,945,766
	250	16,097,666	16,020,957	15,944,248	15,867,539	15,790,831	15,713,803

Scheme Ref:

S

No Units:

400

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		20,798,103	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		25,269,204	24,553,020	23,836,836	23,120,652	22,404,468	21,688,284	20,972,100
	10		25,047,083	24,330,899	23,614,715	22,898,531	22,182,347	21,466,163	20,749,979
	20		24,824,963	24,108,779	23,392,595	22,676,411	21,960,227	21,244,043	20,527,859
	30		24,602,312	23,886,128	23,169,944	22,453,760	21,737,576	21,021,392	20,305,208
	40		24,379,023	23,662,839	22,946,655	22,230,471	21,514,287	20,798,103	20,081,919
	50		24,155,734	23,439,550	22,723,366	22,007,182	21,290,998	20,574,814	19,858,630
	60		23,931,904	23,215,720	22,499,536	21,783,352	21,067,168	20,350,984	19,634,800
	70		23,707,440	22,991,256	22,275,072	21,558,888	20,842,704	20,126,520	19,410,336
	80		23,482,976	22,766,792	22,050,608	21,334,424	20,618,240	19,902,056	19,185,872
	90		23,257,942	22,541,758	21,825,574	21,109,390	20,393,206	19,677,022	18,960,838
	100		23,032,297	22,316,113	21,599,929	20,883,745	20,167,561	19,451,377	18,735,193
	110		22,806,653	22,090,469	21,374,285	20,658,101	19,941,917	19,225,733	18,509,549
	120		22,580,390	21,864,206	21,148,022	20,431,838	19,715,654	18,999,470	18,283,286
	130		22,353,558	21,637,374	20,921,190	20,205,006	19,488,822	18,772,638	18,056,454
	140		22,126,726	21,410,542	20,694,358	19,978,174	19,261,990	18,545,806	17,829,622
	150		21,899,210	21,183,026	20,466,842	19,750,658	19,034,474	18,318,290	17,602,106
	160		21,671,185	20,955,001	20,238,817	19,522,633	18,806,449	18,090,265	17,374,081
	170		21,443,159	20,726,975	20,010,791	19,294,607	18,578,423	17,862,239	17,146,055
	180		21,214,364	20,498,180	19,781,996	19,065,812	18,349,628	17,633,444	16,917,260
	190		20,985,139	20,268,955	19,552,771	18,836,587	18,120,403	17,404,219	16,688,035
	200		20,755,914	20,039,730	19,323,546	18,607,362	17,891,178	17,174,994	16,458,810
	210		20,525,814	19,809,630	19,093,446	18,377,262	17,661,078	16,944,894	16,228,710
	220		20,295,383	19,579,199	18,863,015	18,146,831	17,430,647	16,714,463	15,998,279
	230		20,064,951	19,348,767	18,632,583	17,916,399	17,200,215	16,484,031	15,767,847
	240		19,833,521	19,117,337	18,401,153	17,684,969	16,968,785	16,252,601	15,536,417
	250		19,601,877	18,885,693	18,169,509	17,453,325	16,737,141	16,020,957	15,304,773

TABLE 4

		BLV (per acre)							
Balance (RLV - BLV)		20,798,103	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		23,541,534	22,306,034	21,070,534	19,835,034	18,599,534	17,364,034	16,128,534
	10		23,319,413	22,083,913	20,848,413	19,612,913	18,377,413	17,141,913	15,906,413
	20		23,097,293	21,861,793	20,626,293	19,390,793	18,155,293	16,919,793	15,684,293
	30		22,874,642	21,639,142	20,403,642	19,168,142	17,932,642	16,697,142	15,461,642
	40		22,651,353	21,415,853	20,180,353	18,944,853	17,709,353	16,473,853	15,238,353
	50		22,428,064	21,192,564	19,957,064	18,721,564	17,486,064	16,250,564	15,015,064
	60		22,204,234	20,968,734	19,733,234	18,497,734	17,262,234	16,026,734	14,791,234
	70		21,979,770	20,744,270	19,508,770	18,273,270	17,037,770	15,802,270	14,566,770
	80		21,755,306	20,519,806	19,284,306	18,048,806	16,813,306	15,577,806	14,342,306
	90		21,530,272	20,294,772	19,059,272	17,823,772	16,588,272	15,352,772	14,117,272
	100		21,304,627	20,069,127	18,833,627	17,598,127	16,362,627	15,127,127	13,891,627
	110		21,078,983	19,843,483	18,607,983	17,372,483	16,136,983	14,901,483	13,665,983
	120		20,852,720	19,617,220	18,381,720	17,146,220	15,910,720	14,675,220	13,439,720
	130		20,625,888	19,390,388	18,154,888	16,919,388	15,683,888	14,448,388	13,212,888
	140		20,399,056	19,163,556	17,928,056	16,692,556	15,457,056	14,221,556	12,986,056
	150		20,171,540	18,936,040	17,700,540	16,465,040	15,229,540	13,994,040	12,758,540
	160		19,943,515	18,708,015	17,472,515	16,237,015	15,001,515	13,766,015	12,530,515
	170		19,715,489	18,479,989	17,244,489	16,008,989	14,773,489	13,537,989	12,302,489
	180		19,486,694	18,251,194	17,015,694	15,780,194	14,544,694	13,309,194	12,073,694
	190		19,257,469	18,021,969	16,786,469	15,550,969	14,315,469	13,079,969	11,844,469
	200		19,028,244	17,792,744	16,557,244	15,321,744	14,086,244	12,850,744	11,615,244
	210		18,798,144	17,562,644	16,327,144	15,091,644	13,856,144	12,620,644	11,385,144
	220		18,567,713	17,332,213	16,096,713	14,861,213	13,625,713	12,390,213	11,154,713
	230		18,337,281	17,101,781	15,866,281	14,630,781	13,395,281	12,159,781	10,924,281
	240		18,105,851	16,870,351	15,634,851	14,399,351	13,163,851	11,928,351	10,692,851
	250		17,874,207	16,638,707	15,403,207	14,167,707	12,932,207	11,696,707	10,461,207

Scheme Ref:

S

No Units:

400

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 5

		Density (dph)						
		40						
Balance (RLV - BLV)	20,798,103	25	30	35	40	45	50	55
CIL Epsm 40.00	0	18,352,434	19,835,034	20,894,034	21,688,284	22,306,034	22,800,234	23,204,579
	10	18,130,313	19,612,913	20,671,913	21,466,163	22,083,913	22,578,113	22,982,459
	20	17,908,193	19,390,793	20,449,793	21,244,043	21,861,793	22,355,993	22,760,339
	30	17,685,542	19,168,142	20,227,142	21,021,392	21,639,142	22,133,342	22,537,687
	40	17,462,253	18,944,853	20,003,853	20,798,103	21,415,853	21,910,053	22,314,398
	50	17,238,964	18,721,564	19,780,564	20,574,814	21,192,564	21,686,764	22,091,109
	60	17,015,134	18,497,734	19,556,734	20,350,984	20,968,734	21,462,934	21,867,279
	70	16,790,670	18,273,270	19,332,270	20,126,520	20,744,270	21,238,470	21,642,815
	80	16,566,206	18,048,806	19,107,806	19,902,056	20,519,806	21,014,006	21,418,351
	90	16,341,172	17,823,772	18,882,772	19,677,022	20,294,772	20,788,972	21,193,318
	100	16,115,527	17,598,127	18,657,127	19,451,377	20,069,127	20,563,327	20,967,673
	110	15,889,883	17,372,483	18,431,483	19,225,733	19,843,483	20,337,683	20,742,028
	120	15,663,620	17,146,220	18,205,220	18,999,470	19,617,220	20,111,420	20,515,766
	130	15,436,788	16,919,388	17,978,388	18,772,638	19,390,388	19,884,588	20,288,934
	140	15,209,956	16,692,556	17,751,556	18,545,806	19,163,556	19,657,756	20,062,102
	150	14,982,440	16,465,040	17,524,040	18,318,290	18,936,040	19,430,240	19,834,586
	160	14,754,415	16,237,015	17,296,015	18,090,265	18,708,015	19,202,215	19,606,560
	170	14,526,389	16,008,989	17,067,989	17,862,239	18,479,989	18,974,189	19,378,535
	180	14,297,594	15,780,194	16,839,194	17,633,444	18,251,194	18,745,394	19,149,740
	190	14,068,369	15,550,969	16,609,969	17,404,219	18,021,969	18,516,169	18,920,514
	200	13,839,144	15,321,744	16,380,744	17,174,994	17,792,744	18,286,944	18,691,289
	210	13,609,044	15,091,644	16,150,644	16,944,894	17,562,644	18,056,844	18,461,190
	220	13,378,613	14,861,213	15,920,213	16,714,463	17,332,213	17,826,413	18,230,758
	230	13,148,181	14,630,781	15,689,781	16,484,031	17,101,781	17,595,981	18,000,326
	240	12,916,751	14,399,351	15,458,351	16,252,601	16,870,351	17,364,551	17,768,896
	250	12,685,107	14,167,707	15,226,707	16,020,957	16,638,707	17,132,907	17,537,252

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
		90%	95%	100%	105%	110%	120%
Balance (RLV - BLV)	20,798,103						
CIL Epsm 40.00	0	26,970,607	24,345,942	21,688,284	18,996,843	16,270,809	13,508,754
	10	26,750,806	24,124,984	21,466,163	18,773,554	16,046,264	13,281,922
	20	26,531,005	23,904,026	21,244,043	18,550,202	15,820,619	13,054,979
	30	26,310,634	23,682,757	21,021,392	18,325,738	15,594,974	12,826,953
	40	26,089,677	23,460,636	20,798,103	18,101,274	15,368,778	12,598,927
	50	25,868,719	23,238,516	20,574,814	17,876,510	15,141,946	12,370,065
	60	25,647,636	23,016,303	20,350,984	17,650,865	14,915,114	12,140,840
	70	25,425,515	22,793,014	20,126,520	17,425,220	14,687,238	11,911,236
	80	25,203,395	22,569,725	19,902,056	17,199,016	14,459,212	11,680,805
	90	24,981,275	22,346,436	19,677,022	16,972,184	14,230,829	11,450,373
	100	24,758,287	22,122,081	19,451,377	16,745,352	14,001,604	11,218,799
	110	24,534,999	21,897,617	19,225,733	16,517,684	13,772,378	10,987,155
	120	24,311,710	21,673,153	18,999,470	16,289,658	13,542,267	10,754,800
	130	24,087,958	21,447,802	18,772,638	16,061,632	13,311,835	10,521,937
	140	23,863,494	21,222,157	18,545,806	15,832,472	13,081,180	10,288,784
	150	23,639,031	20,996,512	18,318,290	15,603,247	12,849,536	10,054,696
	160	23,414,493	20,770,140	18,090,265	15,373,774	12,617,892	9,820,608
	170	23,188,848	20,543,308	17,862,239	15,143,342	12,385,458	9,585,408
	180	22,963,203	20,316,475	17,633,444	14,912,911	12,152,595	9,350,088
	190	22,737,558	20,089,058	17,404,219	14,681,899	11,919,578	9,114,049
	200	22,511,024	19,861,033	17,174,994	14,450,255	11,685,490	8,877,491
	210	22,284,192	19,633,007	16,944,894	14,218,611	11,451,402	8,640,596
	220	22,057,360	19,404,521	16,714,463	13,986,033	11,216,556	8,402,793
	230	21,829,988	19,175,296	16,484,031	13,753,170	10,981,236	8,164,990
	240	21,601,962	18,946,070	16,252,601	13,520,223	10,745,770	7,925,970
	250	21,373,936	18,716,491	16,020,957	13,286,135	10,509,212	7,686,916

Scheme Ref:

S

No Units:

400

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	20,798,103	90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00	0	16,225,383	18,957,788	21,688,284	24,417,162	27,145,500	29,872,255	32,598,720
	10	16,001,968	18,735,032	21,466,163	24,196,204	26,924,542	29,652,454	32,378,919
	20	15,777,504	18,511,743	21,244,043	23,974,539	26,703,585	29,431,923	32,159,118
	30	15,553,040	18,288,454	21,021,392	23,752,418	26,482,627	29,210,965	31,939,304
	40	15,327,876	18,064,244	20,798,103	23,530,298	26,260,794	28,990,008	31,718,346
	50	15,102,231	17,839,780	20,574,814	23,307,752	26,038,673	28,769,050	31,497,388
	60	14,876,477	17,615,272	20,350,984	23,084,463	25,816,553	28,547,048	31,276,431
	70	14,649,645	17,389,627	20,126,520	22,861,174	25,594,112	28,324,928	31,055,424
	80	14,422,813	17,163,982	19,902,056	22,637,723	25,370,823	28,102,808	30,833,303
	90	14,195,260	16,937,974	19,677,022	22,413,259	25,147,534	27,880,472	30,611,183
	100	13,967,234	16,711,142	19,451,377	22,188,796	24,924,245	27,657,183	30,389,063
	110	13,739,054	16,484,310	19,225,733	21,964,332	24,699,999	27,433,894	30,166,832
	120	13,509,828	16,256,775	18,999,470	21,738,773	24,475,535	27,210,605	29,943,543
	130	13,280,603	16,028,750	18,772,638	21,513,128	24,251,072	26,986,739	29,720,254
	140	13,050,573	15,800,724	18,545,806	21,287,483	24,026,168	26,762,275	29,496,965
	150	12,820,141	15,571,636	18,318,290	21,060,967	23,800,523	26,537,811	29,273,478
	160	12,589,445	15,342,411	18,090,265	20,834,135	23,574,879	26,313,347	29,049,015
	170	12,357,801	15,112,949	17,862,239	20,607,303	23,349,234	26,087,919	28,824,551
	180	12,126,157	14,882,518	17,633,444	20,379,806	23,122,464	25,862,274	28,600,087
	190	11,893,560	14,652,086	17,404,219	20,151,780	22,895,631	25,636,629	28,375,314
	200	11,660,697	14,421,023	17,174,994	19,923,754	22,668,799	25,410,792	28,149,669
	210	11,427,395	14,189,379	16,944,894	19,695,253	22,441,321	25,183,960	27,924,025
	220	11,193,306	13,957,735	16,714,463	19,466,027	22,213,295	24,957,128	27,698,380
	230	10,959,218	13,725,043	16,484,031	19,236,802	21,985,270	24,730,296	27,472,289
	240	10,723,963	13,492,180	16,252,601	19,007,271	21,757,061	24,502,836	27,245,457
	250	10,488,643	13,259,056	16,020,957	18,776,839	21,527,835	24,274,810	27,018,624

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:

T

No Units:

650

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

650 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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

5.0%

19.5

5.0%

13.0

5%

32.5

2 bed House

5.0%

19.5

5.0%

13.0

5%

32.5

3 bed House

50.0%

195.0

50.0%

130.0

50%

325.0

4 bed House

23.0%

89.7

23.0%

59.8

23%

149.5

5 bed House

12.0%

46.8

12.0%

31.2

12%

78.0

1 bed Flat

2.0%

7.8

2.0%

5.2

2%

13.0

2 bed Flat

3.0%

11.7

3.0%

7.8

3%

19.5

Total number of units

100.0%

390.0

100.0%

260.0

100%

650.0

OMS Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

AH Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

Total Gross Floor areas -

Mkt Units GIA

AH units GIA

Total GIA (all units)

(sqm)

(sqft)

(sqm)

(sqft)

(sqm)

(sqft)

1 bed House

1,346

14,483

897

9,655

2,243

24,138

2 bed House

1,463

15,742

975

10,495

2,438

26,237

3 bed House

17,550

188,907

11,700

125,938

29,250

314,844

4 bed House

10,046

108,139

6,698

72,092

16,744

180,231

5 bed House

5,990

64,480

3,994

42,987

9,984

107,467

1 bed Flat

459

4,939

306

3,292

765

8,231

2 bed Flat

895

9,631

596

6,420

1,491

16,051

37,748

406,320

25,166

270,880

62,914

677,199

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

6,825,000

2 bed House

250,000

3,333

310

8,125,000

3 bed House

310,000

3,444

320

100,750,000

4 bed House

420,000

3,750

348

62,790,000

5 bed House

495,000

3,867

359

38,610,000

1 bed Flat

150,000

3,000

279

1,950,000

2 bed Flat

200,000

3,077

286

3,900,000

222,950,000

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: **T**
 No Units: **650** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	19.5	@	210,000	4,095,000
2 bed House	19.5	@	250,000	4,875,000
3 bed House	195.0	@	310,000	60,450,000
4 bed House	89.7	@	420,000	37,674,000
5 bed House	46.8	@	495,000	23,166,000
1 bed Flat	7.8	@	150,000	1,170,000
2 bed Flat	11.7	@	200,000	2,340,000
	390.0			133,770,000
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	9.1	@	78,750	716,625
2 bed House	9.1	@	93,750	853,125
3 bed House	91.0	@	116,250	10,578,750
4 bed House	41.9	@	157,500	6,592,950
5 bed House	21.8	@	185,625	4,054,050
1 bed Flat	3.6	@	56,250	204,750
2 bed Flat	5.5	@	75,000	409,500
	182.0			23,409,750
Intermediate GDV -				
1 bed House	3.9	@	147,000	573,300
2 bed House	3.9	@	175,000	682,500
3 bed House	39.0	@	217,000	8,463,000
4 bed House	17.9	@	294,000	5,274,360
5 bed House	9.4	@	346,500	3,243,240
1 bed Flat	1.6	@	105,000	163,800
2 bed Flat	2.3	@	140,000	327,600
	78.0	260.0		18,727,800
Sub-total GDV Residential	650			175,907,550
AH on-site cost analysis:				
	748 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	47,042,450
			72,373 £ per unit (total units)	
Grant	650	@	0	-
Total GDV				175,907,550

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(320,000)
Statutory Planning Fees (Residential)				(105,659)
CIL				(1,509,933)
CIL analysis:		37,748 sqm (Market only)	40.00 £ psm	
		0.86% % of GDV	2,323 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
(inc. Education)	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	650 units @	2,000 per unit	(1,300,000)
S106 analysis: 80,000 £ per ha				
		0.74% % of GDV	2,000 £ per unit (total ur	(1,300,000)
AH Commuted Sum		62,914 sqm (total)	0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

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Scheme Ref: **T**
 No Units: **650** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

Construction Costs -						
Site Clearance and Demolition		40.15	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		650	units @	0	per unit
Infra. Costs analysis:		-	£ per ha	0.00% % of GDV	0	£ per unit (total ur
1 bed House		2,243	sqm @		1,048	psm (2,350,140)
2 bed House		2,438	sqm @		1,048	psm (2,554,500)
3 bed House		29,250	sqm @		1,048	psm (30,654,000)
4 bed House		16,744	sqm @		1,048	psm (17,547,712)
5 bed House		9,984	sqm @		1,048	psm (10,463,232)
1 bed Flat		765	sqm @		1,287	psm (984,176)
2 bed Flat		62,914	1,491	sqm @	1,287	psm (1,919,144)
External works		66,472,905	@		20.0%	(13,294,581)
					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	390	units @	90%	521	£ per unit (182,871)
M4(3) Category 3 Housing	Mrkt units	390	units @	10%	10,111	£ per unit (394,329)
Water Efficiency additional cost		650	units @		10	£ per unit (6,500)
Low Carbon Energy cost		650	units @		4,847	£ per unit (3,150,550)
Contingency		83,501,736	@		3.0%	(2,505,052)
						(GF/BF)
Professional Fees		83,501,736	@		6.5%	(5,427,613)
Disposal Costs -						
Residential Sales Agent Costs		133,770,000	OMS @	1.00%	2,058	£ per unit (1,337,700)
Residential Sales Legal Costs		390	OM Units @	0.26%	900	£ per unit (351,000)
Affordable Sale Legal Costs						lump sum (10,000)
Marketing and Promotion		133,770,000	OMS @	3.00%	6,174	£ per unit (4,013,100)
					8,787	£ per unit
Interest (on Development Costs) -				6.50%	APR	0.526% pcm (899,170)
Developers Profit -						
Margin on AH		42,137,550		6.00%	on AH values	(2,528,253)
Profit on OMS		133,770,000		20.00%		(26,754,000)
Profit analysis:		101,280,963		28.91%	on costs	(29,282,253)
		175,907,550		16.65%	blended GDV	(29,282,253)
TOTAL COSTS						(130,563,216)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						45,344,334
SDLT		45,344,334	@		(slabbed)	(2,256,717)
Acquisition Agent fees		45,344,334	@	1.0%		(453,443)
Acquisition Legal fees		45,344,334	@	0.5%		(226,722)
Interest on Land		45,344,334	@	6.50%		(2,947,382)
Residual Land Value						39,460,071
RLV analysis:		60,708	£ per plot	2,428,312	£ per ha	982,724
						£ per acre

BENCHMARK LAND VALUE (BLV)						
Residential Density		40.0	dph			
Site Area (Net)		16.25	ha	40.15	acres	
Density analysis:		3,872	sqm/ha	16,865	sqft/ac	
Benchmark Land Value (Net)	13,899	£ per plot	555,975	£ per ha	225,000	£ per acre
						9,034,594

BALANCE						
Surplus/(Deficit)		1,872,337	£ per ha	757,724	£ per acre	30,425,477

Scheme Ref:

T

No Units:

650

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

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)	30,425,477	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	49,675,597	46,717,225	43,758,853	40,800,482	37,842,110	34,883,738	31,925,366
	10	49,115,770	46,188,436	43,261,101	40,333,766	37,406,432	34,479,097	31,551,762
	20	48,554,094	45,657,963	42,761,833	39,865,702	36,969,572	34,073,442	31,177,311
	30	47,991,179	45,126,299	42,261,419	39,396,539	36,531,659	33,666,779	30,801,899
	40	47,426,547	44,593,035	41,759,523	38,926,012	36,092,500	33,258,989	30,425,477
	50	46,860,496	44,058,451	41,256,406	38,454,361	35,652,316	32,850,271	30,048,226
	60	46,292,893	43,522,382	40,751,870	37,981,358	35,210,847	32,440,335	29,669,824
	70	45,723,660	42,984,833	40,246,007	37,507,181	34,768,355	32,029,529	29,290,703
	80	45,153,070	42,445,943	39,738,816	37,031,690	34,324,563	31,617,437	28,910,310
	90	44,580,605	41,905,385	39,230,166	36,554,947	33,879,728	31,204,508	28,529,289
	100	44,007,013	41,363,660	38,720,307	36,076,954	33,433,600	30,790,247	28,146,894
	110	43,431,268	40,820,047	38,208,826	35,597,605	32,986,384	30,375,163	27,763,942
	120	42,854,658	40,275,471	37,696,283	35,117,096	32,537,909	29,958,722	27,379,535
	130	42,275,583	39,728,756	37,181,929	34,635,102	32,088,275	29,541,448	26,994,620
	140	41,695,939	39,181,315	36,666,690	34,152,065	31,637,440	29,122,816	26,608,191
	150	41,113,487	38,631,453	36,149,418	33,667,384	31,185,350	28,703,316	26,221,282
	160	40,530,672	38,081,130	35,631,468	33,181,806	30,732,144	28,282,482	25,832,819
	170	39,944,912	37,528,074	35,111,236	32,694,398	30,277,560	27,860,722	25,443,884
	180	39,358,634	36,974,686	34,590,560	32,206,265	29,821,969	27,437,673	25,053,377
	190	38,769,792	36,418,557	34,067,323	31,716,088	29,364,853	27,013,619	24,662,384
	200	38,180,001	35,861,895	33,543,789	31,225,386	28,906,865	26,588,344	24,269,823
	210	37,588,061	35,302,840	33,017,620	30,732,399	28,447,179	26,161,959	23,876,738
	220	36,994,705	34,742,856	32,491,006	30,239,116	27,986,781	25,734,446	23,482,111
	230	36,399,650	34,180,859	31,962,068	29,743,277	27,524,486	25,305,695	23,086,904
	240	35,802,679	33,617,504	31,432,328	29,247,153	27,061,665	24,875,933	22,690,200
	250	35,204,493	33,052,550	30,900,608	28,748,665	26,596,722	24,444,779	22,292,836

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	30,425,477	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0	32,048,716	31,925,366	31,802,016	31,678,215	31,554,216	31,430,217	31,306,218
	10	31,675,762	31,551,762	31,427,763	31,303,764	31,179,765	31,055,766	30,931,484
	20	31,301,310	31,177,311	31,053,312	30,929,017	30,804,366	30,679,714	30,555,062
	30	30,926,550	30,801,899	30,677,247	30,552,596	30,427,944	30,303,292	30,178,493
	40	30,550,129	30,425,477	30,300,826	30,176,013	30,050,706	29,925,398	29,800,091
	50	30,173,533	30,048,226	29,922,919	29,797,611	29,672,304	29,546,996	29,421,656
	60	29,795,131	29,669,824	29,544,516	29,419,163	29,293,196	29,167,229	29,041,262
	70	29,416,670	29,290,703	29,164,736	29,038,770	28,912,803	28,786,836	28,660,869
	80	29,036,277	28,910,310	28,784,343	28,658,376	28,531,795	28,405,165	28,278,536
	90	28,655,884	28,529,289	28,402,659	28,276,030	28,149,400	28,022,771	27,896,141
	100	28,273,524	28,146,894	28,020,265	27,893,635	27,766,461	27,639,165	27,511,869
	110	27,891,129	27,763,942	27,636,646	27,509,350	27,382,054	27,254,759	27,127,463
	120	27,506,831	27,379,535	27,252,239	27,124,944	26,997,153	26,869,187	26,741,221
	130	27,122,424	26,994,620	26,866,655	26,738,689	26,610,723	26,482,758	26,354,792
	140	26,736,157	26,608,191	26,480,225	26,352,260	26,223,828	26,095,189	25,966,550
	150	26,349,727	26,221,282	26,092,643	25,964,004	25,835,365	25,706,726	25,578,087
	160	25,961,458	25,832,819	25,704,180	25,575,541	25,446,443	25,317,127	25,187,811
	170	25,572,996	25,443,884	25,314,568	25,185,252	25,055,937	24,926,621	24,797,305
	180	25,182,693	25,053,377	24,924,062	24,794,746	24,664,956	24,534,960	24,404,964
	190	24,792,187	24,662,384	24,532,388	24,402,391	24,272,395	24,142,399	24,012,403
	200	24,399,819	24,269,823	24,139,826	24,009,830	23,879,324	23,748,644	23,617,964
	210	24,007,257	23,876,738	23,746,058	23,615,378	23,484,697	23,354,017	23,223,337
	220	23,612,792	23,482,111	23,351,431	23,220,751	23,089,503	22,958,135	22,826,767
	230	23,218,165	23,086,904	22,955,536	22,824,168	22,692,800	22,561,432	22,430,064
	240	22,821,568	22,690,200	22,558,832	22,427,465	22,295,449	22,163,390	22,031,331
	250	22,424,865	22,292,836	22,160,777	22,028,718	21,896,659	21,764,600	21,632,499

Scheme Ref:

T

No Units:

650

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		30,425,477	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 40.00	0		37,744,361	36,580,562	35,416,763	34,252,964	33,089,165	31,925,366	30,761,567
	10		37,370,757	36,206,958	35,043,159	33,879,360	32,715,561	31,551,762	30,387,963
	20		36,996,306	35,832,507	34,668,708	33,504,909	32,341,110	31,177,311	30,013,512
	30		36,620,894	35,457,095	34,293,296	33,129,497	31,965,698	30,801,899	29,638,100
	40		36,244,472	35,080,673	33,916,874	32,753,075	31,589,276	30,425,477	29,261,678
	50		35,867,221	34,703,422	33,539,623	32,375,824	31,212,025	30,048,226	28,884,427
	60		35,488,819	34,325,020	33,161,221	31,997,422	30,833,623	29,669,824	28,506,025
	70		35,109,698	33,945,899	32,782,100	31,618,301	30,454,502	29,290,703	28,126,904
	80		34,729,305	33,565,506	32,401,707	31,237,908	30,074,109	28,910,310	27,746,511
	90		34,348,284	33,184,485	32,020,686	30,856,887	29,693,088	28,529,289	27,365,490
	100		33,965,889	32,802,090	31,638,291	30,474,492	29,310,693	28,146,894	26,983,095
	110		33,582,937	32,419,138	31,255,339	30,091,540	28,927,741	27,763,942	26,600,143
	120		33,198,530	32,034,731	30,870,932	29,707,133	28,543,334	27,379,535	26,215,736
	130		32,813,615	31,649,816	30,486,017	29,322,218	28,158,419	26,994,620	25,830,821
	140		32,427,186	31,263,387	30,099,588	28,935,789	27,771,990	26,608,191	25,444,392
	150		32,040,277	30,876,478	29,712,679	28,548,880	27,385,081	26,221,282	25,057,483
	160		31,651,814	30,488,015	29,324,216	28,160,417	26,996,618	25,832,819	24,669,020
	170		31,262,879	30,099,080	28,935,281	27,771,482	26,607,683	25,443,884	24,280,085
	180		30,872,372	29,708,573	28,544,774	27,380,975	26,217,176	25,053,377	23,889,578
	190		30,481,379	29,317,580	28,153,781	26,989,982	25,826,183	24,662,384	23,498,585
	200		30,088,818	28,925,019	27,761,220	26,597,421	25,433,622	24,269,823	23,106,024
	210		29,695,733	28,531,934	27,368,135	26,204,336	25,040,537	23,876,738	22,712,939
	220		29,301,106	28,137,307	26,973,508	25,809,709	24,645,910	23,482,111	22,318,312
	230		28,905,899	27,742,100	26,578,301	25,414,502	24,250,703	23,086,904	21,923,105
	240		28,509,195	27,345,396	26,181,597	25,017,798	23,853,999	22,690,200	21,526,401
	250		28,111,831	26,948,032	25,784,233	24,620,434	23,456,635	22,292,836	21,129,037

TABLE 4

		BLV (per acre)							
Balance (RLV - BLV)		30,425,477	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 40.00	0		34,936,897	32,929,210	30,921,522	28,913,835	26,906,147	24,898,460	22,890,772
	10		34,563,294	32,555,606	30,547,919	28,540,231	26,532,544	24,524,856	22,517,169
	20		34,188,842	32,181,155	30,173,467	28,165,780	26,158,092	24,150,405	22,142,717
	30		33,813,430	31,805,743	29,798,055	27,790,368	25,782,680	23,774,993	21,767,305
	40		33,437,009	31,429,321	29,421,634	27,413,946	25,406,259	23,398,571	21,390,884
	50		33,059,757	31,052,070	29,044,382	27,036,695	25,029,007	23,021,320	21,013,632
	60		32,681,355	30,673,668	28,665,980	26,658,293	24,650,605	22,642,918	20,635,230
	70		32,302,234	30,294,547	28,286,859	26,279,172	24,271,484	22,263,797	20,256,109
	80		31,921,841	29,914,154	27,906,466	25,898,779	23,891,091	21,883,404	19,875,716
	90		31,540,820	29,533,133	27,525,445	25,517,758	23,510,070	21,502,383	19,494,695
	100		31,158,426	29,150,738	27,143,051	25,135,363	23,127,676	21,119,988	19,112,301
	110		30,775,473	28,767,786	26,760,098	24,752,411	22,744,723	20,737,036	18,729,348
	120		30,391,067	28,383,379	26,375,692	24,368,004	22,360,317	20,352,629	18,344,942
	130		30,006,152	27,998,464	25,990,777	23,983,089	21,975,402	19,967,714	17,960,027
	140		29,619,722	27,612,035	25,604,347	23,596,660	21,588,972	19,581,285	17,573,597
	150		29,232,813	27,225,126	25,217,438	23,209,751	21,202,063	19,194,376	17,186,688
	160		28,844,351	26,836,663	24,828,976	22,821,288	20,813,601	18,805,913	16,798,226
	170		28,455,415	26,447,728	24,440,040	22,432,353	20,424,665	18,416,978	16,409,290
	180		28,064,909	26,057,221	24,049,534	22,041,846	20,034,159	18,026,471	16,018,784
	190		27,673,915	25,666,228	23,658,540	21,650,853	19,643,165	17,635,478	15,627,790
	200		27,281,354	25,273,666	23,265,979	21,258,291	19,250,604	17,242,916	15,235,229
	210		26,888,270	24,880,582	22,872,895	20,865,207	18,857,520	16,849,832	14,842,145
	220		26,493,643	24,485,955	22,478,268	20,470,580	18,462,893	16,455,205	14,447,518
	230		26,098,435	24,090,747	22,083,060	20,075,372	18,067,685	16,059,997	14,052,310
	240		25,701,732	23,694,044	21,686,357	19,678,669	17,670,982	15,663,294	13,655,607
	250		25,304,367	23,296,680	21,288,992	19,281,305	17,273,617	15,265,930	13,258,242

Scheme Ref:

T

No Units:

650

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 5		Density (dph)								
		40								
Balance (RLV - BLV)		30,425,477	25	30	35	40	45	50	55	
CIL £psm 40.00	0		26,504,610	28,913,835	30,634,710	31,925,366	32,929,210	33,732,285	34,389,346	
	10		26,131,006	28,540,231	30,261,106	31,551,762	32,555,606	33,358,681	34,015,743	
	20		25,756,555	28,165,780	29,886,655	31,177,311	32,181,155	32,984,230	33,641,291	
	30		25,381,143	27,790,368	29,511,243	30,801,899	31,805,743	32,608,818	33,265,879	
	40		25,004,721	27,413,946	29,134,821	30,425,477	31,429,321	32,232,396	32,889,457	
	50		24,627,470	27,036,695	28,757,570	30,048,226	31,052,070	31,855,145	32,512,206	
	60		24,249,068	26,658,293	28,379,168	29,669,824	30,673,668	31,476,743	32,133,804	
	70		23,869,947	26,279,172	28,000,047	29,290,703	30,294,547	31,097,622	31,754,683	
	80		23,489,554	25,898,779	27,619,654	28,910,310	29,914,154	30,717,229	31,374,290	
	90		23,108,533	25,517,758	27,238,633	28,529,289	29,533,133	30,336,208	30,993,269	
	100		22,726,138	25,135,363	26,856,238	28,146,894	29,150,738	29,953,813	30,610,874	
	110		22,343,186	24,752,411	26,473,286	27,763,942	28,767,786	29,570,861	30,227,922	
	120		21,958,779	24,368,004	26,088,879	27,379,535	28,383,379	29,186,454	29,843,515	
	130		21,573,864	23,983,089	25,703,964	26,994,620	27,998,464	28,801,539	29,458,601	
	140		21,187,435	23,596,660	25,317,535	26,608,191	27,612,035	28,415,110	29,072,171	
	150		20,800,526	23,209,751	24,930,626	26,221,282	27,225,126	28,028,201	28,685,262	
	160		20,412,063	22,821,288	24,542,163	25,832,819	26,836,663	27,639,738	28,296,799	
	170		20,023,128	22,432,353	24,153,228	25,443,884	26,447,728	27,250,803	27,907,864	
	180		19,632,621	22,041,846	23,762,721	25,053,377	26,057,221	26,860,296	27,517,358	
	190		19,241,628	21,650,853	23,371,728	24,662,384	25,666,228	26,469,303	27,126,364	
	200		18,849,066	21,258,291	22,979,166	24,269,823	25,273,666	26,076,741	26,733,803	
	210		18,455,982	20,865,207	22,586,082	23,876,738	24,880,582	25,683,657	26,340,718	
	220		18,061,355	20,470,580	22,191,455	23,482,111	24,485,955	25,289,030	25,946,091	
	230		17,666,147	20,075,372	21,796,247	23,086,904	24,090,747	24,893,822	25,550,884	
	240		17,269,444	19,678,669	21,399,544	22,690,200	23,694,044	24,497,119	25,154,180	
	250		16,872,080	19,281,305	21,002,180	22,292,836	23,296,680	24,099,755	24,756,816	

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)											
		90%		100%		105%		110%		115%		120%	
Balance (RLV - BLV)		30,425,477											
CIL £psm 40.00	0		41,159,964	36,579,475	31,925,366	27,194,724	22,384,268	17,488,070	12,499,050				
	10		40,792,073	36,208,933	31,551,762	26,817,683	22,002,445	17,101,286	12,105,214				
	20		40,423,470	35,837,934	31,177,311	26,439,281	21,620,050	16,712,823	11,710,194				
	30		40,054,406	35,465,443	30,801,899	26,060,094	21,235,732	16,323,170	11,313,490				
	40		39,683,864	35,092,944	30,425,477	25,679,701	20,850,909	15,932,663	10,915,182				
	50		39,313,322	34,718,492	30,048,226	25,298,336	20,464,479	15,540,103	10,515,644				
	60		38,941,108	34,344,041	29,669,824	24,915,941	20,077,103	15,146,666	10,114,755				
	70		38,568,617	33,968,043	29,290,703	24,532,365	19,688,640	14,752,039	9,711,860				
	80		38,195,165	33,591,621	28,910,310	24,147,959	19,298,677	14,355,633	9,307,690				
	90		37,820,714	33,214,054	28,529,289	23,762,139	18,908,145	13,958,307	8,902,227				
	100		37,445,999	32,835,652	28,146,894	23,375,710	18,515,584	13,559,516	8,494,976				
	110		37,069,577	32,456,488	27,763,942	22,987,614	18,122,405	13,159,156	8,086,058				
	120		36,693,156	32,076,095	27,379,535	22,599,152	17,727,778	12,757,834	7,675,799				
	130		36,315,168	31,695,304	26,994,620	22,208,746	17,331,916	12,354,836	7,264,180				
	140		35,936,766	31,312,909	26,608,191	21,818,051	16,935,213	11,950,414	6,850,467				
	150		35,557,449	30,930,462	26,221,282	21,425,490	16,536,632	11,544,987	6,435,293				
	160		35,177,056	30,546,056	25,832,819	21,032,429	16,137,394	11,137,737	6,018,711				
	170		34,796,381	30,161,649	25,443,884	20,637,802	15,736,505	10,729,144	5,600,633				
	180		34,413,987	29,775,493	25,053,377	20,242,339	15,334,487	10,319,501	5,180,425				
	190		34,031,592	29,389,064	24,662,384	19,845,636	14,931,489	9,907,953	4,758,758				
	200		33,647,520	29,001,181	24,269,823	19,447,738	14,526,653	9,495,078	4,335,614				
	210		33,263,113	28,612,718	23,876,738	19,048,948	14,121,094	9,081,106	3,910,902				
	220		32,877,616	28,223,078	23,482,111	18,648,580	13,713,843	8,665,216	3,484,027				
	230		32,491,187	27,832,571	23,086,904	18,247,691	13,305,403	8,247,944	3,055,624				
	240		32,104,236	27,441,143	22,690,200	17,844,818	12,896,010	7,829,529	2,625,673				
	250		31,715,774	27,048,581	22,292,836	17,441,524	12,484,652	7,409,251	2,194,155				

Scheme Ref:

T

No Units:

650

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	30,425,477	90%	95%	100%	105%	110%	115%	120%
		0	23,028,819	27,479,564	31,925,366	36,367,609	40,806,619	45,243,046	49,678,326
		10	22,650,417	27,103,741	31,551,762	35,995,528	40,436,078	44,874,444	49,310,163
		20	22,271,118	26,727,320	31,177,311	35,623,037	40,065,536	44,504,546	48,941,560
		30	21,890,724	26,349,322	30,801,899	35,249,509	39,693,198	44,134,004	48,572,958
		40	21,508,856	25,970,919	30,425,477	34,875,058	39,320,707	43,763,360	48,202,473
	CIL £psm	50	21,126,395	25,590,714	30,048,226	34,500,056	38,947,256	43,390,869	47,831,931
	40.00	60	20,741,989	25,210,270	29,669,824	34,123,635	38,572,805	43,018,377	47,461,031
		70	20,356,900	24,827,875	29,290,703	33,747,130	38,198,214	42,645,003	47,088,539
		80	19,970,471	24,445,169	28,910,310	33,368,728	37,821,792	42,270,551	46,716,048
		90	19,582,719	24,060,762	28,529,289	32,990,326	37,445,371	41,896,100	46,342,750
		100	19,194,257	23,675,760	28,146,894	32,610,299	37,067,633	41,519,950	45,968,298
		110	18,803,806	23,289,331	27,763,942	32,229,906	36,689,231	41,143,528	45,593,847
		120	18,412,677	22,902,001	27,379,535	31,848,308	36,310,289	40,766,537	45,218,107
		130	18,020,115	22,513,538	26,994,620	31,465,914	35,929,896	40,388,135	44,841,686
		140	17,626,226	22,123,845	26,608,191	31,082,715	35,549,502	40,009,733	44,465,264
		150	17,231,599	21,733,339	26,221,282	30,698,309	35,167,328	39,629,885	44,087,040
		160	16,834,914	21,341,250	25,832,819	30,313,481	34,784,933	39,249,492	43,708,637
		170	16,437,484	20,948,688	25,443,884	29,927,051	34,401,489	38,868,742	43,329,874
		180	16,038,693	20,554,169	25,053,377	29,540,563	34,017,082	38,486,347	42,949,481
		190	15,638,405	20,159,260	24,662,384	29,152,101	33,632,341	38,103,952	42,569,088
		200	15,237,331	19,762,557	24,269,823	28,763,638	33,245,911	37,720,262	42,187,761
		210	14,834,333	19,365,160	23,876,738	28,373,416	32,859,482	37,335,855	41,805,366
		220	14,430,337	18,966,369	23,482,111	27,982,910	32,471,382	36,951,201	41,422,971
		230	14,025,218	18,566,448	23,086,904	27,590,957	32,082,919	36,564,771	41,039,035
		240	13,618,263	18,165,559	22,690,200	27,198,396	31,693,455	36,178,342	40,654,629
		250	13,210,453	17,763,079	22,292,836	26,804,681	31,302,949	35,790,663	40,270,061

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_Q-T_v3 - Summary Table

Scheme Ref:	Q	R	S	T
No Units:	100	200	400	650
Location / Value Zone:	Lower	Lower	Lower	Lower
Development Scenario:	Greenfield	Greenfield	Greenfield	Greenfield
Notes:		0	0	0
Total GDV (£)	27,062,700	54,125,400	108,250,800	175,907,550
AH %	40%	40%	40%	40%
Affordable Rent:	0.00%	0.00%	0.00%	0.00%
Social Rent:	70.00%	70.00%	70.00%	70.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	30.00%	30.00%	30.00%	30.00%
CIL (£ psm)	40.00	40.00	40.00	40.00
CIL (£ per unit)	2,322.97	2,322.97	2,322.97	2,322.97
CIL (£)	232,297	464,595	929,190	1,509,933
Site Specific S106 (£ per unit)	2,000	2,000	2,000	2,000
Site Specific S106 (£)	200,000	400,000	800,000	1,300,000
Sub-total CIL+S106 (£ per unit)	4,323	4,323	4,323	4,323
Strategic Infrastructure (£ per unit)	-	-	-	-
Strategic Infrastructure (£)	-	-	-	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	4,323	4,323	4,323	4,323
Total Developers Profit (£)	4,504,962	9,009,924	18,019,848	29,282,253
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	16.65%	16.65%	16.65%	16.65%
Developers Profit (% on costs)	29.94%	30.06%	30.06%	28.91%
RLV (£)	6,544,358	13,181,547	26,357,853	39,460,071
RLV (£/acre)	1,059,386	1,066,900	1,066,688	982,724
RLV (£/ha)	2,617,743	2,636,309	2,635,785	2,428,312
Balance for Plan VA:		£0	£0	£0
BLV (£)	1,389,938	2,779,875	5,559,750	9,034,594
BLV (£/acre)	225,000	225,000	225,000	225,000
BLV (£/ha)	555,975	555,975	555,975	555,975
Surplus/Deficit	5,154,421	10,401,672	20,798,103	30,425,477
Surplus/Deficit (£/acre)	834,386	841,900	841,688	757,724
Surplus/Deficit (£/ha)	2,061,768	2,080,334	2,079,810	1,872,337
Plan Viability comments	Viable	Viable	Viable	Viable

200313 SWC Residential Appraisals_U - AA_v3 - Version Notes

Date	Version	Comments
200313	V3	

Scheme Ref: **U**
 No Units: **8**
 Notes:

Location / Value Zone: **Higher**Development Scenario: **Brownfield****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%		100.0%	
CIL Rate (£ psm)			40.00		£ psm	
Unit mix -			Mkt Units mix%	MV # units	AH mix%	AH # units
1 bed House			0.0%	0.0	0.0%	0.0
2 bed House			0.0%	0.0	50.0%	0.0
3 bed House			50.0%	4.0	50.0%	0.0
4 bed House			50.0%	4.0	0.0%	0.0
5 bed House			0.0%	0.0	0.0%	0.0
1 bed Flat			0.0%	0.0	0.0%	0.0
2 bed Flat			0.0%	0.0	0.0%	0.0
Total number of units			100.0%	8.0	100.0%	0.0
					100%	
					8.0	
OMS Unit Floor areas -			Net area per unit	Net to Gross %	Gross (GIA) per unit	
			(sqm)	%	(sqm)	(sqft)
1 bed House			69.0		69.0	743
2 bed House			75.0		75.0	807
3 bed House			90.0		90.0	969
4 bed House			112.0		112.0	1,206
5 bed House			128.0		128.0	1,378
1 bed Flat			50.0	85.0%	58.8	633
2 bed Flat			65.0	85.0%	76.5	823
AH Unit Floor areas -			Net area per unit	Net to Gross %	Gross (GIA) per unit	
			(sqm)	%	(sqm)	(sqft)
1 bed House			69.0		69.0	743
2 bed House			75.0		75.0	807
3 bed House			90.0		90.0	969
4 bed House			112.0		112.0	1,206
5 bed House			128.0		128.0	1,378
1 bed Flat			50.0	85.0%	58.8	633
2 bed Flat			65.0	85.0%	76.5	823
Total Gross Floor areas -			Mkt Units GIA	AH units GIA	Total GIA (all units)	
			(sqm)	(sqm)	(sqm)	(sqft)
1 bed House			0	0	0	0
2 bed House			0	0	0	0
3 bed House			360	0	360	3,875
4 bed House			448	0	448	4,822
5 bed House			0	0	0	0
1 bed Flat			0	0	0	0
2 bed Flat			0	0	0	0
			808	0	808	8,697
AH % by floor area:			0.00% 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	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
Affordable Housing values (£) -			Aff. Rent £	% of MV	Social Rent £	% of MV
1 bed House			86,250	37.5%	86,250	37.5%
2 bed House			101,250	37.5%	101,250	37.5%
3 bed House			120,000	37.5%	120,000	37.5%
4 bed House			168,750	37.5%	168,750	37.5%
5 bed House			195,000	37.5%	195,000	37.5%
1 bed Flat			63,750	37.5%	63,750	37.5%
2 bed Flat			80,625	37.5%	80,625	37.5%

Scheme Ref: **U**
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (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
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	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			-
Intermediate GDV -				
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		-
Sub-total GDV Residential	8			3,080,000
AH on-site cost analysis:				
			£MV (no AH) less £GDV (inc. AH)	0
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
Grant	8	@	0	-
Total GDV				3,080,000

DEVELOPMENT COSTS

Initial Payments -				
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)
S106 analysis: 60,000 £ per ha				
		0.52% % of GDV	2,000 £ per unit (total ur	(16,000)
AH Commuted Sum		808 sqm (total)	0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **U**
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

Construction Costs -				
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	-
Infra. Costs analysis:	- £ 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 @		4,847 £ per unit	(38,776)
Contingency	1,155,250 @	5.0%	(GF/BF)	(57,762)
Professional Fees	1,155,250 @	6.5%		(75,091)
Disposal Costs -				
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	
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(10,273)
Developers Profit -				
Margin on AH	0	6.00% on AH values		-
Profit on OMS	3,080,000	20.00%		(616,000)
Profit analysis:	1,500,793	41.04% on costs	(616,000)	
	3,080,000	20.00% blended GDV	(616,000)	
TOTAL COSTS				(2,116,793)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				963,207
SDLT	963,207 @	(slabbed)		(37,660)
Acquisition Agent fees	963,207 @	1.0%		(9,632)
Acquisition Legal fees	963,207 @	0.5%		(4,816)
Interest on Land	963,207 @	6.50%		(62,608)
Residual Land Value				848,490
RLV analysis:	106,061 £ per plot	3,181,839 £ per ha	1,287,673 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0	dph		
Site Area (Net)	0.27	ha	0.66 acres	
Density analysis:	3,030	sqm/ha	13,199	sqft/ac
Benchmark Land Value (Net)	32,947 £ per plot	988,400 £ per ha	400,000 £ per acre	263,573

BALANCE				
Surplus/(Deficit)	2,193,439	£ per ha	887,673	£ per acre
				584,917

Scheme Ref:

U

No Units:

8

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

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)		584,917	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		521,700	475,430	429,159	382,889	336,618	290,348	244,017
	10		515,102	469,198	423,294	377,391	331,487	285,578	239,595
	20		508,504	462,967	417,430	371,892	326,355	280,788	235,174
	30		501,906	456,736	411,565	366,394	321,223	275,998	230,752
	40		495,309	450,504	405,700	360,896	316,085	271,208	226,330
	50		488,711	444,273	399,835	355,398	310,926	266,417	221,908
	60		482,113	438,042	393,970	349,899	305,768	261,627	217,487
	70		475,515	431,810	388,106	344,381	300,609	256,837	213,065
	80		468,917	425,579	382,241	338,854	295,450	252,047	208,643
	90		462,319	419,348	376,362	333,327	290,291	247,256	204,221
	100		455,721	413,116	370,466	327,799	285,133	242,466	199,800
	110		449,123	406,888	364,570	322,272	279,974	237,676	195,378
	120		442,525	400,604	358,675	316,745	274,815	232,886	190,954
	130		435,901	394,340	352,779	311,218	269,657	228,096	186,509
	140		429,268	388,076	346,883	305,691	264,498	223,305	182,064
	150		422,636	381,812	340,988	300,163	259,339	218,515	177,619
	160		416,003	375,548	335,092	294,636	254,181	213,706	173,174
	170		409,371	369,283	329,196	289,109	249,022	208,891	168,729
	180		402,738	363,019	323,301	283,582	243,863	204,075	164,284
	190		396,105	356,755	317,405	278,055	238,680	199,260	159,839
	200		389,473	350,491	311,509	272,527	233,494	194,444	155,394
	210		382,840	344,227	305,614	266,988	228,308	189,629	150,949
	220		376,207	337,963	299,718	261,432	223,122	184,813	146,504
	230		369,575	331,699	293,814	255,875	217,937	179,998	142,059
	240		362,942	325,434	287,887	250,319	212,751	175,183	137,614
	250		356,310	319,158	281,961	244,763	207,565	170,367	133,169

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)	584,917	90%	100%	110%	120%	130%	140%	150%	
CIL £psm 40.00	0	615,611	614,198	612,785	611,372	609,960	608,547	607,134	
	10	608,318	606,905	605,491	604,073	602,654	601,235	599,817	
	20	600,998	599,579	598,160	596,742	595,323	593,904	592,486	
	30	593,667	592,248	590,829	589,411	587,992	586,573	585,155	
	40	586,336	584,917	583,498	582,080	580,661	579,242	577,824	
	50	579,005	577,586	576,167	574,749	573,330	571,911	570,493	
	60	571,674	570,255	568,836	567,418	565,999	564,580	563,162	
	70	564,343	562,924	561,505	560,087	558,668	557,249	555,831	
	80	557,012	555,593	554,174	552,756	551,337	549,918	548,500	
	90	549,681	548,262	546,843	545,425	544,006	542,587	541,169	
	100	542,350	540,931	539,512	538,094	536,675	535,256	533,838	
	110	535,019	533,600	532,181	530,763	529,344	527,925	526,507	
	120	527,688	526,269	524,850	523,432	522,013	520,594	519,176	
	130	520,357	518,938	517,519	516,101	514,682	513,263	511,845	
	140	513,026	511,607	510,188	508,770	507,351	505,932	504,514	
	150	505,695	504,276	502,857	501,433	500,008	498,582	497,157	
	160	498,340	496,915	495,489	494,064	492,638	491,213	489,787	
	170	490,970	489,545	488,120	486,694	485,269	483,843	482,418	
	180	483,601	482,175	480,750	479,325	477,899	476,474	475,048	
	190	476,231	474,806	473,380	471,955	470,530	469,104	467,679	
	200	468,862	467,436	466,011	464,585	463,160	461,735	460,309	
	210	461,492	460,067	458,641	457,216	455,790	454,365	452,940	
	220	454,123	452,697	451,272	449,846	448,421	446,995	445,570	
	230	446,753	445,328	443,902	442,477	441,051	439,626	438,200	
	240	439,383	437,958	436,532	435,107	433,682	432,256	430,831	
	250	432,014	430,588	429,163	427,737	426,312	424,887	423,461	

Scheme Ref: **U**
 No Units: **8**
 Notes:

Location / Value Zone: **Higher** Development Scenario: **Brownfield**

TABLE 3		Profit (on OMS) 20%							
	Balance (RLV - BLV)	584,917	15%	16%	17%	18%	19%	20%	21%
		0	748,178	721,382	694,586	667,790	640,994	614,198	587,402
		10	740,885	714,089	687,293	660,497	633,701	606,905	580,109
		20	733,559	706,763	679,967	653,171	626,375	599,579	572,783
		30	726,228	699,432	672,636	645,840	619,044	592,248	565,452
		40	718,897	692,101	665,305	638,509	611,713	584,917	558,121
	CIL Epsm	50	711,566	684,770	657,974	631,178	604,382	577,586	550,790
	40.00	60	704,235	677,439	650,643	623,847	597,051	570,255	543,459
		70	696,904	670,108	643,312	616,516	589,720	562,924	536,128
		80	689,573	662,777	635,981	609,185	582,389	555,593	528,797
		90	682,242	655,446	628,650	601,854	575,058	548,262	521,466
		100	674,911	648,115	621,319	594,523	567,727	540,931	514,135
		110	667,580	640,784	613,988	587,192	560,396	533,600	506,804
		120	660,249	633,453	606,657	579,861	553,065	526,269	499,473
		130	652,918	626,122	599,326	572,530	545,734	518,938	492,142
		140	645,587	618,791	591,995	565,199	538,403	511,607	484,811
		150	638,256	611,460	584,664	557,868	531,072	504,276	477,480
		160	630,895	604,099	577,303	550,507	523,711	496,915	470,119
		170	623,525	596,729	569,933	543,137	516,341	489,545	462,749
		180	616,155	589,359	562,563	535,767	508,971	482,175	455,379
		190	608,786	581,990	555,194	528,398	501,602	474,806	448,010
		200	601,416	574,620	547,824	521,028	494,232	467,436	440,640
		210	594,047	567,251	540,455	513,659	486,863	460,067	433,271
		220	586,677	559,881	533,085	506,289	479,493	452,697	425,901
		230	579,308	552,512	525,716	498,920	472,124	445,328	418,532
		240	571,938	545,142	518,346	491,550	464,754	437,958	411,162
		250	564,568	537,772	510,976	484,180	457,384	430,588	403,792

TABLE 4		BLV (per acre) 400,000							
	Balance (RLV - BLV)	584,917	150,000	200,000	250,000	300,000	350,000	400,000	450,000
		0	778,931	745,985	713,038	680,091	647,145	614,198	581,251
		10	771,639	738,692	705,745	672,799	639,852	606,905	573,959
		20	764,312	731,366	698,419	665,472	632,526	599,579	566,632
		30	756,981	724,035	691,088	658,141	625,195	592,248	559,301
		40	749,650	716,704	683,757	650,810	617,864	584,917	551,970
	CIL Epsm	50	742,319	709,373	676,426	643,479	610,533	577,586	544,639
	40.00	60	734,988	702,042	669,095	636,148	603,202	570,255	537,308
		70	727,657	694,711	661,764	628,817	595,871	562,924	529,977
		80	720,326	687,380	654,433	621,486	588,540	555,593	522,646
		90	712,995	680,049	647,102	614,155	581,209	548,262	515,315
		100	705,664	672,718	639,771	606,824	573,878	540,931	507,984
		110	698,333	665,387	632,440	599,493	566,547	533,600	500,653
		120	691,002	658,056	625,109	592,162	559,216	526,269	493,322
		130	683,671	650,725	617,778	584,831	551,885	518,938	485,991
		140	676,340	643,394	610,447	577,500	544,554	511,607	478,660
		150	669,009	636,063	603,116	570,169	537,223	504,276	471,329
		160	661,648	628,701	595,755	562,808	529,861	496,915	463,968
		170	654,278	621,332	588,385	555,438	522,492	489,545	456,598
		180	646,909	613,962	581,015	548,069	515,122	482,175	449,229
		190	639,539	606,592	573,646	540,699	507,752	474,806	441,859
		200	632,170	599,223	566,276	533,330	500,383	467,436	434,490
		210	624,800	591,853	558,907	525,960	493,013	460,067	427,120
		220	617,430	584,484	551,537	518,590	485,644	452,697	419,750
		230	610,061	577,114	544,168	511,221	478,274	445,328	412,381
		240	602,691	569,745	536,798	503,851	470,905	437,958	405,011
		250	595,322	562,375	529,428	496,482	463,535	430,588	397,642

Scheme Ref: **U**
 No Units: **8**
 Notes:

Location / Value Zone: **Higher**Development Scenario: **Brownfield**

TABLE 5		Density (dph)							
		30		35					
Balance (RLV - BLV)		584,917	25	30	35	40	45	50	55
CIL £psm 40.00	0		554,900	614,198	656,553	688,320	713,027	732,793	748,965
	10		547,579	606,905	649,261	681,027	705,734	725,500	741,672
	20		540,248	599,579	641,958	673,734	698,442	718,207	734,380
	30		532,917	592,248	634,627	666,412	691,133	710,910	727,087
	40		525,586	584,917	627,296	659,081	683,802	703,579	719,760
	50		518,255	577,586	619,965	651,750	676,471	696,248	712,429
	60		510,924	570,255	612,634	644,419	669,140	688,917	705,098
	70		503,593	562,924	605,303	637,088	661,809	681,586	697,767
	80		496,262	555,593	597,972	629,757	654,478	674,255	690,436
	90		488,931	548,262	590,641	622,426	647,147	666,924	683,105
	100		481,600	540,931	583,310	615,095	639,816	659,593	675,774
	110		474,269	533,600	575,979	607,764	632,485	652,262	668,443
	120		466,938	526,269	568,648	600,433	625,154	644,931	661,112
	130		459,607	518,938	561,317	593,102	617,823	637,600	653,781
	140		452,276	511,607	553,986	585,771	610,492	630,269	646,450
	150		444,919	504,276	546,655	578,440	603,161	622,938	639,119
	160		437,549	496,915	539,318	571,109	595,830	615,607	631,788
	170		430,180	489,545	531,949	563,751	588,487	608,275	624,457
	180		422,810	482,175	524,579	556,382	581,117	600,906	617,096
	190		415,441	474,806	517,210	549,012	573,748	593,536	609,727
	200		408,071	467,436	509,840	541,643	566,378	586,167	602,357
	210		400,702	460,067	502,470	534,273	559,009	578,797	594,987
	220		393,332	452,697	495,101	526,904	551,639	571,427	587,618
	230		385,962	445,328	487,731	519,534	544,269	564,058	580,248
	240		378,593	437,958	480,362	512,164	536,900	556,688	572,879
	250		371,223	430,588	472,992	504,795	529,530	549,319	565,509

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		584,917	90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00	0		736,756	675,823	614,198	551,692	488,447	424,292	359,304
	10		729,463	668,531	606,905	544,361	481,116	416,922	351,895
	20		722,171	661,238	599,579	537,030	473,763	409,553	344,487
	30		714,878	653,945	592,248	529,699	466,394	402,183	337,079
	40		707,585	646,653	584,917	522,368	459,024	394,813	329,670
	50		700,293	639,360	577,586	515,037	451,655	387,444	322,262
	60		693,000	632,068	570,255	507,706	444,285	380,071	314,853
	70		685,707	624,775	562,924	500,375	436,915	372,662	307,445
	80		678,415	617,447	555,593	493,044	429,546	365,254	300,037
	90		671,122	610,116	548,262	485,688	422,176	357,846	292,617
	100		663,829	602,785	540,931	478,319	414,807	350,437	285,169
	110		656,537	595,454	533,600	470,949	407,437	343,029	277,722
	120		649,244	588,123	526,269	463,579	400,067	335,620	270,275
	130		641,949	580,792	518,938	456,210	392,698	328,212	262,827
	140		634,618	573,461	511,607	448,840	385,319	320,804	255,380
	150		627,287	566,130	504,276	441,471	377,911	313,395	247,933
	160		619,956	558,799	496,915	434,101	370,502	305,987	240,485
	170		612,625	551,468	489,545	426,732	363,094	298,579	233,038
	180		605,294	544,137	482,175	419,362	355,686	291,151	225,591
	190		597,963	536,806	474,806	411,992	348,277	283,704	218,143
	200		590,632	529,475	467,436	404,623	340,869	276,256	210,696
	210		583,301	522,143	460,067	397,253	333,461	268,809	203,249
	220		575,970	514,812	452,697	389,866	326,052	261,362	195,801
	230		568,639	507,442	445,328	382,457	318,644	253,914	188,354
	240		561,308	500,073	437,958	375,049	311,236	246,467	180,907
	250		553,977	492,703	430,588	367,641	303,827	239,020	173,459

Scheme Ref: **U**
 No Units: **8**
 Notes:

Location / Value Zone: **Higher** Development Scenario: **Brownfield**

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	584,917	90%	95%	100%	105%	110%	115%	120%
		0	409,514	511,877	614,198	716,338	818,479	920,620	1,022,594
		10	402,169	504,546	606,905	709,046	811,186	913,327	1,015,340
		20	394,800	497,215	599,579	701,753	803,894	906,034	1,008,085
		30	387,430	489,884	592,248	694,461	796,601	898,742	1,000,831
		40	380,061	482,553	584,917	687,168	789,309	891,449	993,576
	CIL £psm	50	372,691	475,222	577,586	679,875	782,016	884,156	986,297
	40.00	60	365,322	467,891	570,255	672,583	774,723	876,864	979,004
		70	357,952	460,560	562,924	665,288	767,431	869,571	971,712
		80	350,582	453,227	555,593	657,957	760,138	862,279	964,419
		90	343,213	445,857	548,262	650,626	752,845	854,986	957,127
		100	335,843	438,488	540,931	643,295	745,553	847,693	949,834
		110	328,474	431,118	533,600	635,964	738,260	840,401	942,541
		120	321,095	423,748	526,269	628,633	730,967	833,108	935,249
		130	313,686	416,379	518,938	621,302	723,665	825,815	927,956
		140	306,278	409,009	511,607	613,971	716,334	818,523	920,663
		150	298,870	401,640	504,276	606,640	709,003	811,230	913,371
		160	291,461	394,270	496,915	599,309	701,672	803,937	906,078
		170	284,053	386,901	489,545	591,978	694,341	796,645	898,785
		180	276,645	379,531	482,175	584,647	687,010	789,352	891,493
		190	269,236	372,161	474,806	577,316	679,679	782,043	884,200
		200	261,828	364,792	467,436	569,985	672,348	774,712	876,908
		210	254,419	357,402	460,067	562,654	665,017	767,381	869,615
		220	247,011	349,994	452,697	555,323	657,686	760,050	862,322
		230	239,602	342,586	445,328	547,972	650,355	752,719	855,030
		240	232,155	335,177	437,958	540,602	643,024	745,388	847,737
		250	224,708	327,769	430,588	533,233	635,693	738,057	840,421

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:

V

No Units:

10

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

10 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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%	2.0	20%	2.0
3 bed House	50.0%	3.0	50.0%	2.0	50%	5.0
4 bed House	50.0%	3.0	0.0%	0.0	30%	3.0
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%	6.0	100.0%	4.0	100%	10.0

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	0	0	0	0	0	0
2 bed House	0	0	150	1,615	150	1,615
3 bed House	270	2,906	180	1,938	450	4,844
4 bed House	336	3,617	0	0	336	3,617
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
	606	6,523	330	3,552	936	10,075

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	230,000	3,333	310		0
2 bed House	270,000	3,600	334		540,000
3 bed House	320,000	3,556	330		1,600,000
4 bed House	450,000	4,018	373		1,350,000
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
					3,490,000

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: **V**
 No Units: **10** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	230,000	-
2 bed House	0.0	@	270,000	-
3 bed House	3.0	@	320,000	960,000
4 bed House	3.0	@	450,000	1,350,000
5 bed House	0.0	@	520,000	-
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	6.0			2,310,000
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	0.0	@	86,250	-
2 bed House	1.4	@	101,250	141,750
3 bed House	1.4	@	120,000	168,000
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	-
	2.8			309,750
Intermediate GDV -				
1 bed House	0.0	@	161,000	-
2 bed House	0.6	@	189,000	113,400
3 bed House	0.6	@	224,000	134,400
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	-
	1.2	4.0		247,800
Sub-total GDV Residential	10			2,867,550
AH on-site cost analysis:				
	665 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	622,450
			62,245 £ per unit (total units)	
Grant	10	@	0	-
Total GDV				2,867,550

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(4,620)
CIL		606 sqm (Market only)	40.00 £ psm	(24,240)
CIL analysis:		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	10 units @	2,000 per unit	(20,000)
S106 analysis: 60,000 £ per ha				
	0.70% % of GDV		2,000 £ per unit (total ur	(20,000)
AH Commuted Sum	936 sqm (total)		0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **V**
 No Units: **10** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

Construction Costs -				
Site Clearance and Demolition	0.82 acres @	50,000	£ per acre (if brownfield)	(41,183)
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 units @	0	per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	- sqm @	1,166	psm	-
2 bed House	150 sqm @	1,166	psm	(174,900)
3 bed House	450 sqm @	1,166	psm	(524,700)
4 bed House	336 sqm @	1,166	psm	(391,776)
5 bed House	- sqm @	1,166	psm	-
1 bed Flat	- sqm @	1,287	psm	-
2 bed Flat	936 sqm @	1,287	psm	-
External works	1,091,376 @	15.0%		(163,706)
		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	10 units @		10	£ per unit (100)
Low Carbon Energy cost	10 units @		4,847	£ per unit (48,470)
Contingency	1,344,836 @	5.0%	(GF/BF)	(67,242)
Professional Fees	1,344,836 @	6.5%		(87,414)
Disposal Costs -				
Residential Sales Agent Costs	2,310,000 OMS @	1.00%	2,310	£ per unit (23,100)
Residential Sales Legal Costs	6 OM Units @	0.23%	900	£ per unit (5,400)
Affordable Sale Legal Costs				lump sum (10,000)
Marketing and Promotion	2,310,000 OMS @	3.00%	6,930	£ per unit (69,300)
			10,780	£ per unit
Interest (on Development Costs) -	6.50% APR	0.526%	pcm	(11,910)
Developers Profit -				
Margin on AH	557,550	6.00%	on AH values	(33,453)
Profit on OMS	2,310,000	20.00%		(462,000)
Profit analysis:	1,678,061	29.53%	on costs	(495,453)
	2,867,550	17.28%	blended GDV	(495,453)
TOTAL COSTS				(2,173,514)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				694,036
SDLT	694,036 @	(slabbed)		(24,202)
Acquisition Agent fees	694,036 @	1.0%		(6,940)
Acquisition Legal fees	694,036 @	0.5%		(3,470)
Interest on Land	694,036 @	6.50%		(45,112)
Residual Land Value				614,311
RLV analysis:	61,431 £ per plot	1,842,933 £ per ha	745,825 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0	dph		
Site Area (Net)	0.33	ha	0.82	acres
Density analysis:	2,808	sqm/ha	12,232	sqft/ac
Benchmark Land Value (Net)	32,947 £ per plot	988,400 £ per ha	400,000	£ per acre
				329,467

BALANCE				
Surplus/(Deficit)	854,533	£ per ha	345,825	£ per acre
				284,844

Scheme Ref:

V

No Units:

10

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

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)	284,844	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	654,033	596,195	538,357	480,519	422,681	364,843	306,953
	10	645,786	588,406	531,026	473,646	416,266	358,886	301,426
	20	637,538	580,616	523,695	466,773	409,851	352,917	295,899
	30	629,291	572,827	516,364	459,900	403,437	346,929	290,371
	40	621,043	565,038	509,033	453,027	397,022	340,941	284,844
	50	612,796	557,249	501,702	446,155	390,589	334,953	279,317
	60	604,549	549,460	494,371	439,282	384,141	328,966	273,790
	70	596,301	541,670	487,040	432,408	377,693	322,978	268,263
	80	588,054	533,881	479,709	425,499	371,244	316,990	262,736
	90	579,806	526,092	472,378	418,590	364,796	311,002	257,208
	100	571,559	518,303	465,014	411,681	358,348	305,014	251,681
	110	563,312	510,514	457,644	404,772	351,899	299,027	246,154
	120	555,064	502,687	450,275	397,863	345,451	293,039	240,627
	130	546,808	494,857	442,905	390,954	339,002	287,051	235,092
	140	538,517	487,026	435,536	384,045	332,554	281,063	229,536
	150	530,226	479,196	428,166	377,136	326,106	275,075	223,980
	160	521,936	471,366	420,796	370,227	319,657	269,088	218,423
	170	513,645	463,536	413,427	363,318	313,209	263,069	212,867
	180	505,354	455,706	406,057	356,409	306,760	257,049	207,311
	190	497,063	447,875	398,688	349,500	300,306	251,030	201,755
	200	488,772	440,045	391,318	342,591	293,823	245,011	196,198
	210	480,482	432,215	383,949	335,682	287,341	238,992	190,642
	220	472,191	424,385	376,579	328,745	280,859	232,972	185,086
	230	463,900	416,555	369,209	321,800	274,376	226,953	179,530
	240	455,609	408,725	361,815	314,854	267,894	220,934	173,973
	250	447,319	400,894	354,406	307,909	261,412	214,914	168,417

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV)	284,844	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0	308,735	306,953	305,171	303,389	301,608	299,826	298,044
	10	303,208	301,426	299,644	297,862	296,081	294,299	292,517
	20	297,680	295,899	294,117	292,335	290,553	288,772	286,990
	30	292,153	290,371	288,590	286,808	285,026	283,244	281,463
	40	286,626	284,844	283,063	281,281	279,499	277,717	275,935
	50	281,099	279,317	277,535	275,754	273,972	272,190	270,408
	60	275,572	273,790	272,008	270,226	268,445	266,663	264,881
	70	270,045	268,263	266,481	264,699	262,917	261,136	259,354
	80	264,517	262,736	260,954	259,172	257,390	255,608	253,827
	90	258,990	257,208	255,427	253,645	251,863	250,081	248,299
	100	253,463	251,681	249,899	248,118	246,336	244,554	242,772
	110	247,936	246,154	244,372	242,590	240,809	239,027	237,245
	120	242,409	240,627	238,845	237,063	235,275	233,484	231,693
	130	236,881	235,092	233,301	231,510	229,719	227,928	226,136
	140	231,327	229,536	227,745	225,954	224,163	222,371	220,580
	150	225,771	223,980	222,189	220,397	218,606	216,815	215,024
	160	220,215	218,423	216,632	214,841	213,050	211,259	209,468
	170	214,658	212,867	211,076	209,285	207,494	205,703	203,911
	180	209,102	207,311	205,520	203,729	201,937	200,146	198,355
	190	203,546	201,755	199,964	198,172	196,381	194,590	192,799
	200	197,990	196,198	194,407	192,616	190,825	189,034	187,243
	210	192,433	190,642	188,851	187,060	185,269	183,478	181,686
	220	186,877	185,086	183,295	181,504	179,712	177,921	176,130
	230	181,321	179,530	177,738	175,947	174,156	172,365	170,574
	240	175,764	173,973	172,182	170,391	168,600	166,809	165,018
	250	170,208	168,417	166,626	164,835	163,044	161,252	159,461

Scheme Ref:

V

No Units:

10

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		284,844	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		407,438	387,341	367,244	347,147	327,050	306,953	286,856
	10		401,911	381,814	361,717	341,620	321,523	301,426	281,329
	20		396,384	376,287	356,190	336,093	315,996	295,899	275,802
	30		390,856	370,759	350,662	330,565	310,468	290,371	270,274
	40		385,329	365,232	345,135	325,038	304,941	284,844	264,747
	50		379,802	359,705	339,608	319,511	299,414	279,317	259,220
	60		374,275	354,178	334,081	313,984	293,887	273,790	253,693
	70		368,748	348,651	328,554	308,457	288,360	268,263	248,166
	80		363,221	343,124	323,027	302,930	282,833	262,736	242,639
	90		357,693	337,596	317,499	297,402	277,305	257,208	237,111
	100		352,166	332,069	311,972	291,875	271,778	251,681	231,584
	110		346,639	326,542	306,445	286,348	266,251	246,154	226,057
	120		341,112	321,015	300,918	280,821	260,724	240,627	220,530
	130		335,577	315,480	295,383	275,286	255,189	235,092	214,995
	140		330,021	309,924	289,827	269,730	249,633	229,536	209,439
	150		324,465	304,368	284,271	264,174	244,077	223,980	203,883
	160		318,908	298,811	278,714	258,617	238,520	218,423	198,326
	170		313,352	293,255	273,158	253,061	232,964	212,867	192,770
	180		307,796	287,699	267,602	247,505	227,408	207,311	187,214
	190		302,240	282,143	262,046	241,949	221,852	201,755	181,658
	200		296,683	276,586	256,489	236,392	216,295	196,198	176,101
	210		291,127	271,030	250,933	230,836	210,739	190,642	170,545
	220		285,571	265,474	245,377	225,280	205,183	185,086	164,989
	230		280,015	259,918	239,821	219,724	199,627	179,530	159,433
	240		274,458	254,361	234,264	214,167	194,070	173,973	153,876
	250		268,902	248,805	228,708	208,611	188,514	168,417	148,320

TABLE 4

		BLV (per acre)							
Balance (RLV - BLV)		284,844	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		512,870	471,686	430,503	389,320	348,136	306,953	265,770
	10		507,343	466,159	424,976	383,793	342,609	301,426	260,243
	20		501,815	460,632	419,449	378,265	337,082	295,899	254,715
	30		496,288	455,105	413,921	372,738	331,555	290,371	249,188
	40		490,761	449,578	408,394	367,211	326,028	284,844	243,661
	50		485,234	444,050	402,867	361,684	320,500	279,317	238,134
	60		479,707	438,523	397,340	356,157	314,973	273,790	232,607
	70		474,179	432,996	391,813	350,629	309,446	268,263	227,079
	80		468,652	427,469	386,286	345,102	303,919	262,736	221,552
	90		463,125	421,942	380,758	339,575	298,392	257,208	216,025
	100		457,598	416,415	375,231	334,048	292,865	251,681	210,498
	110		452,071	410,887	369,704	328,521	287,337	246,154	204,971
	120		446,543	405,360	364,177	322,993	281,810	240,627	199,443
	130		441,009	399,826	358,642	317,459	276,276	235,092	193,909
	140		435,453	394,269	353,086	311,903	270,719	229,536	188,353
	150		429,896	388,713	347,530	306,346	265,163	223,980	182,796
	160		424,340	383,157	341,973	300,790	259,607	218,423	177,240
	170		418,784	377,601	336,417	295,234	254,051	212,867	171,684
	180		413,228	372,044	330,861	289,678	248,494	207,311	166,128
	190		407,671	366,488	325,305	284,121	242,938	201,755	160,571
	200		402,115	360,932	319,748	278,565	237,382	196,198	155,015
	210		396,559	355,375	314,192	273,009	231,825	190,642	149,459
	220		391,003	349,819	308,636	267,453	226,269	185,086	143,903
	230		385,446	344,263	303,080	261,896	220,713	179,530	138,346
	240		379,890	338,707	297,523	256,340	215,157	173,973	132,790
	250		374,334	333,150	291,967	250,784	209,600	168,417	127,234

Scheme Ref:

V

No Units:

10

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

TABLE 5		Density (dph)						
		30		35				
Balance (RLV - BLV)		25	30	35	40	45	50	55
CIL Epsm 40.00	0	232,747	306,953	359,958	399,709	430,611	455,332	475,559
	10	227,219	301,426	354,430	394,184	425,103	449,834	470,060
	20	221,692	295,899	348,903	388,657	419,576	444,312	464,550
	30	216,165	290,371	343,376	383,130	414,049	438,784	459,022
	40	210,638	284,844	337,849	377,602	408,522	433,257	453,495
	50	205,111	279,317	332,322	372,075	402,995	427,730	447,968
	60	199,583	273,790	326,795	366,548	397,467	422,203	442,441
	70	194,056	268,263	321,267	361,021	391,940	416,676	436,914
	80	188,529	262,736	315,740	355,494	386,413	411,148	431,387
	90	183,002	257,208	310,213	349,966	380,886	405,621	425,859
	100	177,475	251,681	304,686	344,439	375,359	400,094	420,332
	110	171,948	246,154	299,159	338,912	369,831	394,567	414,805
	120	166,399	240,627	293,631	333,385	364,304	389,040	409,278
	130	160,843	235,092	288,104	327,858	358,777	383,512	403,751
	140	155,286	229,536	282,572	322,330	353,250	377,985	398,223
	150	149,730	223,980	277,015	316,792	347,723	372,458	392,696
	160	144,174	218,423	271,459	311,236	342,173	366,923	387,169
	170	138,617	212,867	265,903	305,679	336,617	361,367	381,617
	180	133,061	207,311	260,346	300,123	331,061	355,810	376,060
	190	127,505	201,755	254,790	294,567	325,504	350,254	370,504
	200	121,949	196,198	249,234	289,011	319,948	344,698	364,948
	210	116,392	190,642	243,678	283,454	314,392	339,142	359,392
	220	110,836	185,086	238,121	277,898	308,835	333,585	353,835
	230	105,280	179,530	232,565	272,342	303,279	328,029	348,279
	240	99,724	173,973	227,009	266,786	297,723	322,473	342,723
	250	94,167	168,417	221,453	261,229	292,167	316,917	337,166

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
		90%	95%	100%	105%	110%	120%
Balance (RLV - BLV)		284,844					
CIL Epsm 40.00	0	449,798	378,832	306,953	234,013	159,938	8,537
	10	444,328	373,333	301,426	228,481	154,382	2,951
	20	438,857	367,835	295,899	222,925	148,796	(2,634)
	30	433,358	362,337	290,371	217,369	143,211	(8,220)
	40	427,860	356,839	284,844	211,813	137,625	(13,805)
	50	422,362	351,340	279,317	206,256	132,040	(19,391)
	60	416,864	345,842	273,790	200,700	126,454	(24,976)
	70	411,365	340,344	268,263	195,144	120,869	(30,562)
	80	405,867	334,846	262,736	189,588	115,283	(36,147)
	90	400,369	329,339	257,208	184,031	109,698	(41,733)
	100	394,871	323,812	251,681	178,475	104,112	(47,318)
	110	389,372	318,285	246,154	172,919	98,527	(52,904)
	120	383,874	312,758	240,627	167,362	92,941	(58,511)
	130	378,376	307,230	235,092	161,806	87,356	(64,125)
	140	372,878	301,703	229,536	156,250	81,770	(69,740)
	150	367,379	296,176	223,980	150,674	76,185	(75,355)
	160	361,881	290,649	218,423	145,088	70,599	(80,970)
	170	356,383	285,122	212,867	139,503	65,014	(86,585)
	180	350,885	279,594	207,311	133,917	59,428	(92,200)
	190	345,386	274,067	201,755	128,332	53,843	(97,815)
	200	339,862	268,540	196,198	122,746	48,257	(103,430)
	210	334,334	263,013	190,642	117,161	42,672	(109,045)
	220	328,807	257,486	185,086	111,575	37,086	(114,660)
	230	323,280	251,959	179,530	105,990	31,501	(120,274)
	240	317,753	246,431	173,973	100,404	25,915	(125,889)
	250	312,226	240,890	168,417	94,819	20,330	(131,504)

Scheme Ref: **V**
 No Units: **10** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	284,844	90%	95%	100%	105%	110%	115%	120%
		0	152,849	229,970	306,953	383,777	460,550	537,292	613,898
		10	147,293	224,443	301,426	378,279	455,052	531,823	608,428
		20	141,737	218,915	295,899	372,781	449,554	526,326	602,959
		30	136,180	213,388	290,371	367,282	444,055	520,828	597,489
		40	130,624	207,861	284,844	361,784	438,557	515,330	592,020
	CIL £psm	50	125,068	202,305	279,317	356,286	433,059	509,832	586,550
	40.00	60	119,512	196,749	273,790	350,773	427,561	504,333	581,081
		70	113,955	191,193	268,263	345,246	422,062	498,835	575,608
		80	108,374	185,636	262,736	339,719	416,564	493,337	570,110
		90	102,789	180,080	257,208	334,192	411,066	487,839	564,611
		100	97,203	174,524	251,681	328,665	405,567	482,340	559,113
		110	91,618	168,968	246,154	323,137	400,069	476,842	553,615
		120	86,032	163,411	240,627	317,610	394,571	471,344	548,117
		130	80,447	157,855	235,092	312,083	389,066	465,846	542,618
		140	74,861	152,299	229,536	306,556	383,539	460,347	537,120
		150	69,276	146,742	223,980	301,029	378,012	454,849	531,622
		160	63,690	141,186	218,423	295,501	372,485	449,351	526,124
		170	58,105	135,630	212,867	289,974	366,958	443,852	520,625
		180	52,519	130,054	207,311	284,447	361,430	438,354	515,127
		190	46,934	124,469	201,755	278,920	355,903	432,856	509,629
		200	41,348	118,883	196,198	273,393	350,376	427,358	504,131
		210	35,763	113,298	190,642	267,865	344,849	421,832	498,632
		220	30,177	107,712	185,086	262,323	339,322	416,305	493,134
		230	24,592	102,127	179,530	256,767	333,794	410,778	487,636
		240	19,006	96,541	173,973	251,211	328,267	405,251	482,137
		250	13,421	90,956	168,417	245,654	322,740	399,723	476,639

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:

W

No Units:

30

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

30 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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

7.0%

1.3

7.0%

0.8

7%

2.1

2 bed House

8.0%

1.4

8.0%

1.0

8%

2.4

3 bed House

50.0%

9.0

50.0%

6.0

50%

15.0

4 bed House

23.0%

4.1

23.0%

2.8

23%

6.9

5 bed House

12.0%

2.2

12.0%

1.4

12%

3.6

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%

18.0

100.0%

12.0

100%

30.0

OMS Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

AH Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

Total Gross Floor areas -

Mkt Units GIA

AH units GIA

Total GIA (all units)

(sqm)

(sqft)

(sqm)

(sqft)

(sqm)

(sqft)

1 bed House

87

936

58

624

145

1,560

2 bed House

108

1,163

72

775

180

1,938

3 bed House

810

8,719

540

5,813

1,350

14,531

4 bed House

464

4,991

309

3,327

773

8,318

5 bed House

276

2,976

184

1,984

461

4,960

1 bed Flat

0

0

0

0

0

0

2 bed Flat

0

0

0

0

0

0

1,745

18,784

1,163

12,523

2,909

31,307

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

483,000

2 bed House

270,000

3,600

334

648,000

3 bed House

320,000

3,556

330

4,800,000

4 bed House

450,000

4,018

373

3,105,000

5 bed House

520,000

4,063

377

1,872,000

1 bed Flat

170,000

3,400

316

0

2 bed Flat

215,000

3,308

307

0

10,908,000

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: **W**
 No Units: **30** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	1.3	@	230,000	289,800
2 bed House	1.4	@	270,000	388,800
3 bed House	9.0	@	320,000	2,880,000
4 bed House	4.1	@	450,000	1,863,000
5 bed House	2.2	@	520,000	1,123,200
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	18.0			6,544,800
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	0.6	@	86,250	50,715
2 bed House	0.7	@	101,250	68,040
3 bed House	4.2	@	120,000	504,000
4 bed House	1.9	@	168,750	326,025
5 bed House	1.0	@	195,000	196,560
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	8.4			1,145,340
Intermediate GDV -				
1 bed House	0.3	@	161,000	40,572
2 bed House	0.3	@	189,000	54,432
3 bed House	1.8	@	224,000	403,200
4 bed House	0.8	@	315,000	260,820
5 bed House	0.4	@	364,000	157,248
1 bed Flat	0.0	@	119,000	-
2 bed Flat	0.0	@	150,500	-
	3.6	12.0		916,272
Sub-total GDV Residential	30			8,606,412
AH on-site cost analysis:		£MV (no AH) less £GDV (inc. AH)		2,301,588
		791 £ psm (total GIA sqm)	76,720 £ per unit (total units)	
Grant	30	@	0	-
Total GDV				8,606,412

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(40,000)
Statutory Planning Fees (Residential)				(13,860)
CIL		1,745 sqm (Market only)	40.00 £ psm	(69,804)
CIL analysis:		0.81% % of GDV	2,327 £ 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	30 units @	2,000 per unit	(60,000)
S106 analysis:		60,000 £ per ha	0.70% % of GDV	2,000 £ per unit (total ur)
AH Commuted Sum		2,909 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		

cont./

Scheme Ref: **W**
 No Units: **30** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

Construction Costs -				
Site Clearance and Demolition	2.47	acres @	50,000	£ per acre (if brownfield) (123,550)
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	30 units @	0	per unit -
Infra. Costs analysis:	-	£ per ha	0.00% % of GDV	0 £ per unit (total ur) -
1 bed House	145	sqm @	1,166	psm (168,953)
2 bed House	180	sqm @	1,166	psm (209,880)
3 bed House	1,350	sqm @	1,166	psm (1,574,100)
4 bed House	773	sqm @	1,166	psm (901,085)
5 bed House	461	sqm @	1,166	psm (537,293)
1 bed Flat	-	sqm @	1,287	psm -
2 bed Flat	2,909	-	sqm @ 1,287	psm -
External works	3,391,311	@	15.0%	(508,697)
			16,957	£ 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	18 units @	90% @	521 £ per unit (8,440)
M4(3) Category 3 Housing	Mrkt units	18 units @	10% @	10,111 £ per unit (18,200)
Water Efficiency additional cost	30	units @	10	£ per unit (300)
Low Carbon Energy cost	30	units @	4,847	£ per unit (145,410)
Contingency	4,195,908	@	5.0%	(209,795)
			(GF/BF)	
Professional Fees	4,195,908	@	6.5%	(272,734)
Disposal Costs -				
Residential Sales Agent Costs	6,544,800	OMS @	1.00%	2,182 £ per unit (65,448)
Residential Sales Legal Costs	18	OM Units @	0.25%	900 £ per unit (16,200)
Affordable Sale Legal Costs				lump sum (10,000)
Marketing and Promotion	6,544,800	OMS @	3.00%	6,545 £ per unit (196,344)
				9,600 £ per unit
Interest (on Development Costs) -		6.50% APR	0.526% pcm	(34,839)
Developers Profit -				
Margin on AH	2,061,612		6.00% on AH values	(123,697)
Profit on OMS	6,544,800		20.00%	(1,308,960)
Profit analysis:	5,184,932		27.63% on costs	(1,432,657)
	8,606,412		16.65% blended GDV	(1,432,657)
TOTAL COSTS				(6,617,589)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				1,988,823
SDLT	1,988,823	@	(slabbed)	(88,941)
Acquisition Agent fees	1,988,823	@	1.0%	(19,888)
Acquisition Legal fees	1,988,823	@	0.5%	(9,944)
Interest on Land	1,988,823	@	6.50%	(129,273)
Residual Land Value				1,740,776
RLV analysis:	58,026	£ per plot	1,740,776	£ per ha 704,482 £ per acre

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0	dph		
Site Area (Net)	1.00	ha	2.47	acres
Density analysis:	2,909	sqm/ha	12,670	sqft/ac
Benchmark Land Value (Net)	32,947	£ per plot	988,400	£ per ha 400,000 £ per acre
				988,400

BALANCE				
Surplus/(Deficit)	752,376	£ per ha	304,482	£ per acre 752,376

Scheme Ref:

W

No Units:

30

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

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)	752,376	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	1,695,841	1,549,396	1,402,796	1,256,174	1,109,552	962,930	816,308
	10	1,672,091	1,526,870	1,381,574	1,236,278	1,090,982	945,687	800,377
	20	1,648,290	1,504,321	1,360,352	1,216,382	1,072,413	928,444	784,377
	30	1,624,415	1,481,772	1,339,129	1,196,487	1,053,844	911,201	768,376
	40	1,600,540	1,459,224	1,317,907	1,176,591	1,035,274	893,903	752,376
	50	1,576,665	1,436,675	1,296,685	1,156,695	1,016,705	876,569	736,376
	60	1,552,790	1,414,127	1,275,463	1,136,799	998,096	859,235	720,375
	70	1,528,916	1,391,578	1,254,241	1,116,903	979,428	841,902	704,375
	80	1,505,041	1,369,029	1,233,018	1,096,955	960,761	824,568	688,374
	90	1,481,166	1,346,481	1,211,796	1,076,954	942,094	807,234	672,374
	100	1,457,291	1,323,932	1,190,481	1,056,954	923,427	789,900	656,374
	110	1,433,416	1,301,340	1,169,147	1,036,953	904,760	772,567	640,373
	120	1,409,533	1,278,673	1,147,813	1,016,953	886,093	755,233	624,371
	130	1,385,532	1,256,006	1,126,479	996,952	867,426	737,899	608,287
	140	1,361,532	1,233,338	1,105,145	976,952	848,759	720,565	592,202
	150	1,337,531	1,210,671	1,083,811	956,951	830,091	703,172	576,118
	160	1,313,530	1,188,004	1,062,477	936,951	811,424	685,747	560,033
	170	1,289,530	1,165,337	1,041,143	916,950	792,696	668,322	543,948
	180	1,265,529	1,142,669	1,019,810	896,950	773,930	650,897	527,864
	190	1,241,529	1,120,002	998,476	876,858	755,165	633,472	511,779
	200	1,217,528	1,097,335	977,104	856,752	736,400	616,047	495,695
	210	1,193,527	1,074,668	955,658	836,646	717,634	598,622	479,610
	220	1,169,527	1,051,884	934,212	816,540	698,869	581,197	463,526
	230	1,145,428	1,029,097	912,766	796,435	680,103	563,772	447,441
	240	1,121,302	1,006,311	891,320	776,329	661,338	546,347	431,278
	250	1,097,175	983,524	869,874	756,223	642,573	528,922	415,109

TABLE 2

		Site Specific S106						
		100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV)	752,376	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0	821,632	816,308	810,983	805,659	800,334	794,986	789,638
	10	805,715	800,377	795,029	789,681	784,334	778,986	773,638
	20	789,725	784,377	779,029	773,681	768,333	762,985	757,637
	30	773,724	768,376	763,029	757,681	752,333	746,985	741,637
	40	757,724	752,376	747,028	741,680	736,332	730,984	725,637
	50	741,723	736,376	731,028	725,680	720,332	714,984	709,636
	60	725,723	720,375	715,027	709,679	704,332	698,984	693,636
	70	709,723	704,375	699,027	693,679	688,331	682,983	677,635
	80	693,722	688,374	683,026	677,679	672,331	666,983	661,635
	90	677,722	672,374	667,026	661,678	656,330	650,982	645,635
	100	661,721	656,374	651,026	645,678	640,330	634,982	629,634
	110	645,721	640,373	635,025	629,677	624,330	618,981	613,587
	120	629,721	624,371	618,998	613,624	608,250	602,876	597,503
	130	613,661	608,287	602,913	597,539	592,166	586,792	581,418
	140	597,576	592,202	586,828	581,455	576,081	570,707	565,334
	150	581,491	576,118	570,744	565,370	559,996	554,623	549,249
	160	565,407	560,033	554,659	549,286	543,912	538,538	533,164
	170	549,322	543,948	538,575	533,201	527,827	522,453	517,080
	180	533,238	527,864	522,490	517,116	511,743	506,369	500,995
	190	517,153	511,779	506,406	501,032	495,658	490,284	484,911
	200	501,068	495,695	490,321	484,947	479,573	474,200	468,826
	210	484,984	479,610	474,236	468,863	463,489	458,115	452,741
	220	468,899	463,526	458,152	452,778	447,404	442,008	436,606
	230	452,815	447,441	442,045	436,643	431,241	425,839	420,437
	240	436,680	431,278	425,876	420,474	415,072	409,670	404,268
	250	420,511	415,109	409,707	404,305	398,903	393,501	388,099

Scheme Ref:

W

No Units:

30

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		752,376	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		1,101,006	1,044,067	987,127	930,187	873,247	816,308	759,368
	10		1,085,076	1,028,136	971,196	914,257	857,317	800,377	743,437
	20		1,069,076	1,012,136	955,196	898,256	841,317	784,377	727,437
	30		1,053,075	996,135	939,196	882,256	825,316	768,376	711,437
	40		1,037,075	980,135	923,195	866,256	809,316	752,376	695,436
	50		1,021,074	964,135	907,195	850,255	793,315	736,376	679,436
	60		1,005,074	948,134	891,194	834,255	777,315	720,375	663,435
	70		989,074	932,134	875,194	818,254	761,315	704,375	647,435
	80		973,073	916,133	859,194	802,254	745,314	688,374	631,435
	90		957,073	900,133	843,193	786,254	729,314	672,374	615,434
	100		941,072	884,133	827,193	770,253	713,313	656,374	599,434
	110		925,072	868,132	811,192	754,253	697,313	640,373	583,433
	120		909,070	852,130	795,191	738,251	681,311	624,371	567,432
	130		892,986	836,046	779,106	722,166	665,227	608,287	551,347
	140		876,901	819,961	763,022	706,082	649,142	592,202	535,262
	150		860,816	803,877	746,937	689,997	633,057	576,118	519,178
	160		844,732	787,792	730,852	673,913	616,973	560,033	503,093
	170		828,647	771,707	714,768	657,828	600,888	543,948	487,009
	180		812,563	755,623	698,683	641,743	584,804	527,864	470,924
	190		796,478	739,538	682,599	625,659	568,719	511,779	454,840
	200		780,393	723,454	666,514	609,574	552,634	495,695	438,755
	210		764,309	707,369	650,429	593,490	536,550	479,610	422,670
	220		748,224	691,285	634,345	577,405	520,465	463,526	406,586
	230		732,140	675,200	618,260	561,320	504,381	447,441	390,501
	240		715,977	659,037	602,097	545,157	488,218	431,278	374,338
	250		699,807	642,868	585,928	528,988	472,048	415,109	358,169

TABLE 4

		BLV (per acre)							
Balance (RLV - BLV)		752,376	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		1,434,058	1,310,508	1,186,958	1,063,408	939,858	816,308	692,758
	10		1,418,127	1,294,577	1,171,027	1,047,477	923,927	800,377	676,827
	20		1,402,127	1,278,577	1,155,027	1,031,477	907,927	784,377	660,827
	30		1,386,126	1,262,576	1,139,026	1,015,476	891,926	768,376	644,826
	40		1,370,126	1,246,576	1,123,026	999,476	875,926	752,376	628,826
	50		1,354,126	1,230,576	1,107,026	983,476	859,926	736,376	612,826
	60		1,338,125	1,214,575	1,091,025	967,475	843,925	720,375	596,825
	70		1,322,125	1,198,575	1,075,025	951,475	827,925	704,375	580,825
	80		1,306,124	1,182,574	1,059,024	935,474	811,924	688,374	564,824
	90		1,290,124	1,166,574	1,043,024	919,474	795,924	672,374	548,824
	100		1,274,124	1,150,574	1,027,024	903,474	779,924	656,374	532,824
	110		1,258,123	1,134,573	1,011,023	887,473	763,923	640,373	516,823
	120		1,242,121	1,118,571	995,021	871,471	747,921	624,371	500,821
	130		1,226,037	1,102,487	978,937	855,387	731,837	608,287	484,737
	140		1,209,952	1,086,402	962,852	839,302	715,752	592,202	468,652
	150		1,193,868	1,070,318	946,768	823,218	699,668	576,118	452,568
	160		1,177,783	1,054,233	930,683	807,133	683,583	560,033	436,483
	170		1,161,698	1,038,148	914,598	791,048	667,498	543,948	420,398
	180		1,145,614	1,022,064	898,514	774,964	651,414	527,864	404,314
	190		1,129,529	1,005,979	882,429	758,879	635,329	511,779	388,229
	200		1,113,445	989,895	866,345	742,795	619,245	495,695	372,145
	210		1,097,360	973,810	850,260	726,710	603,160	479,610	356,060
	220		1,081,276	957,726	834,176	710,626	587,076	463,526	339,976
	230		1,065,191	941,641	818,091	694,541	570,991	447,441	323,891
	240		1,049,028	925,478	801,928	678,378	554,828	431,278	307,728
	250		1,032,859	909,309	785,759	662,209	538,659	415,109	291,559

Scheme Ref:

W

No Units:

30

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

TABLE 5

		Density (dph)						
		30						
Balance (RLV - BLV)	752,376	25	30	35	40	45	50	55
0		593,638	816,308	975,316	1,094,572	1,187,327	1,261,530	1,322,243
10		577,638	800,377	959,399	1,078,655	1,171,410	1,245,614	1,306,326
20		561,637	784,377	943,476	1,062,739	1,155,493	1,229,697	1,290,409
30		545,637	768,376	927,476	1,046,801	1,139,577	1,213,780	1,274,493
40		529,637	752,376	911,476	1,030,800	1,123,608	1,197,855	1,258,576
50	CIL Epsm	513,636	736,376	895,475	1,014,800	1,107,608	1,181,854	1,242,601
60	40.00	497,636	720,375	879,475	998,799	1,091,607	1,165,854	1,226,601
70		481,635	704,375	863,474	982,799	1,075,607	1,149,853	1,210,601
80		465,635	688,374	847,474	966,799	1,059,607	1,133,853	1,194,600
90		449,635	672,374	831,474	950,798	1,043,606	1,117,853	1,178,600
100		433,634	656,374	815,473	934,798	1,027,606	1,101,852	1,162,599
110		417,587	640,373	799,473	918,797	1,011,605	1,085,852	1,146,599
120		401,502	624,371	783,472	902,797	995,605	1,069,851	1,130,599
130		385,418	608,287	767,472	886,797	979,605	1,053,851	1,114,598
140		369,333	592,202	751,394	870,789	963,604	1,037,851	1,098,598
150		353,249	576,118	735,310	854,704	947,566	1,021,850	1,082,597
160		337,164	560,033	719,225	838,619	931,481	1,005,771	1,066,554
170		321,079	543,948	703,141	822,535	915,397	989,687	1,050,469
180		304,995	527,864	687,056	806,450	899,312	973,602	1,034,384
190		288,910	511,779	670,971	790,366	883,228	957,517	1,018,300
200		272,826	495,695	654,887	774,281	867,143	941,433	1,002,215
210		256,741	479,610	638,802	758,196	851,058	925,348	986,131
220		240,616	463,526	622,718	742,112	834,974	909,264	970,046
230		224,447	447,441	606,633	726,027	818,889	893,179	953,961
240		208,277	431,278	590,548	709,943	802,805	877,094	937,877
250		192,108	415,109	574,395	693,858	786,720	861,010	921,792

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
		90%	95%	100%	105%	110%	120%
Balance (RLV - BLV)	752,376						
0		1,262,074	1,040,798	816,308	588,480	356,786	120,952 (117,925)
10		1,246,241	1,024,881	800,377	572,402	340,616	104,698 (134,179)
20		1,230,408	1,008,964	784,377	556,317	324,447	88,444 (150,433)
30		1,214,574	993,048	768,376	540,232	308,278	72,190 (166,687)
40		1,198,741	977,131	752,376	524,148	292,109	55,935 (182,942)
50	CIL Epsm	1,182,908	961,214	736,376	508,063	275,940	39,681 (199,196)
60	40.00	1,167,074	945,298	720,375	491,979	259,750	23,427 (215,450)
70		1,151,241	929,381	704,375	475,894	243,496	7,172 (231,705)
80		1,135,408	913,464	688,374	459,809	227,242	(9,082) (247,959)
90		1,119,531	897,548	672,374	443,725	210,987	(25,336) (264,291)
100		1,103,614	881,631	656,374	427,640	194,733	(41,591) (280,631)
110		1,087,698	865,714	640,373	411,471	178,479	(57,845) (296,971)
120		1,071,781	849,753	624,371	395,302	162,225	(74,099) (313,311)
130		1,055,864	833,753	608,287	379,133	145,970	(90,353) (329,651)
140		1,039,948	817,752	592,202	362,963	129,716	(106,608) (345,990)
150		1,024,031	801,752	576,118	346,794	113,462	(122,862) (362,330)
160		1,008,114	785,752	560,033	330,625	97,207	(139,116) (378,670)
170		992,198	769,751	543,948	314,456	80,953	(155,371) (395,010)
180		976,281	753,751	527,864	298,286	64,699	(171,625) (411,350)
190		960,364	737,750	511,779	282,117	48,444	(187,879) (427,690)
200		944,448	721,750	495,695	265,948	32,190	(204,134) (444,029)
210		928,531	705,750	479,610	249,706	15,936	(220,388) (460,369)
220		912,613	689,749	463,526	233,452	(318)	(236,642) (476,709)
230		896,613	673,749	447,441	217,198	(16,573)	(252,915) (493,049)
240		880,612	657,729	431,278	200,943	(32,827)	(269,255) (509,389)
250		864,612	641,644	415,109	184,689	(49,081)	(285,595) (525,729)

Scheme Ref: **W**
 No Units: **30** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	752,376	90%	95%	100%	105%	110%	115%	120%
		0	379,358	598,038	816,308	1,034,072	1,251,746	1,469,033	1,686,320
		10	363,273	582,037	800,377	1,018,155	1,235,913	1,453,200	1,670,487
		20	347,188	566,037	784,377	1,002,239	1,220,003	1,437,366	1,654,654
		30	331,104	550,036	768,376	986,322	1,204,086	1,421,533	1,638,820
		40	315,019	534,034	752,376	970,405	1,188,170	1,405,700	1,622,987
	CIL £psm	50	298,916	517,949	736,376	954,489	1,172,253	1,389,866	1,607,154
	40.00	60	282,747	501,864	720,375	938,572	1,156,337	1,374,033	1,591,320
		70	266,578	485,780	704,375	922,655	1,140,420	1,358,184	1,575,487
		80	250,409	469,695	688,374	906,714	1,124,503	1,342,268	1,559,654
		90	234,239	453,611	672,374	890,714	1,108,587	1,326,351	1,543,820
		100	218,070	437,526	656,374	874,714	1,092,670	1,310,434	1,527,987
		110	201,901	421,442	640,373	858,713	1,076,753	1,294,518	1,512,154
		120	185,732	405,357	624,371	842,713	1,060,837	1,278,601	1,496,320
		130	169,563	389,272	608,287	826,712	1,044,920	1,262,684	1,480,449
		140	153,379	373,182	592,202	810,712	1,029,003	1,246,768	1,464,532
		150	137,125	357,012	576,118	794,712	1,013,052	1,230,851	1,448,615
		160	120,870	340,843	560,033	778,711	997,051	1,214,934	1,432,699
		170	104,616	324,674	543,948	762,711	981,051	1,199,018	1,416,782
		180	88,362	308,505	527,864	746,710	965,050	1,183,101	1,400,866
		190	72,107	292,336	511,779	730,710	949,050	1,167,184	1,384,949
		200	55,853	276,166	495,695	714,709	933,050	1,151,268	1,369,032
		210	39,599	259,997	479,610	698,625	917,049	1,135,351	1,353,116
		220	23,345	243,828	463,526	682,540	901,049	1,119,389	1,337,199
		230	7,090	227,659	447,441	666,455	885,048	1,103,388	1,321,282
		240	(9,164)	211,489	431,278	650,371	869,048	1,087,388	1,305,366
		250	(25,418)	195,244	415,109	634,286	853,048	1,071,388	1,289,449

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:

X

No Units:

50

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

50 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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	7.0%	2.1	7.0%	1.4	7%	3.5
2 bed House	8.0%	2.4	8.0%	1.6	8%	4.0
3 bed House	50.0%	15.0	50.0%	10.0	50%	25.0
4 bed House	23.0%	6.9	23.0%	4.6	23%	11.5
5 bed House	12.0%	3.6	12.0%	2.4	12%	6.0
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%	30.0	100.0%	20.0	100%	50.0

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	145	1,560	97	1,040	242	2,599
2 bed House	180	1,938	120	1,292	300	3,229
3 bed House	1,350	14,531	900	9,688	2,250	24,219
4 bed House	773	8,318	515	5,546	1,288	13,864
5 bed House	461	4,960	307	3,307	768	8,267
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	2,909	31,307	1,939	20,871	4,848	52,178

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	805,000
2 bed House	270,000	3,600	334	1,080,000
3 bed House	320,000	3,556	330	8,000,000
4 bed House	450,000	4,018	373	5,175,000
5 bed House	520,000	4,063	377	3,120,000
1 bed Flat	170,000	3,400	316	0
2 bed Flat	215,000	3,308	307	0
				18,180,000

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: **X**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	2.1	@	230,000	483,000
2 bed House	2.4	@	270,000	648,000
3 bed House	15.0	@	320,000	4,800,000
4 bed House	6.9	@	450,000	3,105,000
5 bed House	3.6	@	520,000	1,872,000
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	30.0			10,908,000
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	1.0	@	86,250	84,525
2 bed House	1.1	@	101,250	113,400
3 bed House	7.0	@	120,000	840,000
4 bed House	3.2	@	168,750	543,375
5 bed House	1.7	@	195,000	327,600
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	14.0			1,908,900
Intermediate GDV -				
1 bed House	0.4	@	161,000	67,620
2 bed House	0.5	@	189,000	90,720
3 bed House	3.0	@	224,000	672,000
4 bed House	1.4	@	315,000	434,700
5 bed House	0.7	@	364,000	262,080
1 bed Flat	0.0	@	119,000	-
2 bed Flat	0.0	@	150,500	-
	6.0	20.0		1,527,120
Sub-total GDV Residential	50			14,344,020
AH on-site cost analysis:		£MV (no AH) less £GDV (inc. AH)		3,835,980
		791 £ psm (total GIA sqm)	76,720 £ per unit (total units)	
Grant	50	@	0	-
Total GDV				14,344,020

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(23,100)
CIL				(116,340)
CIL analysis:		2,909 sqm (Market only)	40.00 £ psm	
		0.81% % of GDV	2,327 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
(inc. Education)	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	50 units @	2,000 per unit	(100,000)
S106 analysis:		60,000 £ per ha	0.70% % of GDV	
			4,848 sqm (total)	
Comm. Sum analysis:		0.00% % of GDV	2,000 £ per unit (total ur)	(100,000)
			0 £ psm	-

cont./

Scheme Ref: **X**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

Construction Costs -			
Site Clearance and Demolition	4.12 acres @	50,000 £ per acre (if brownfield)	(205,917)
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	50 units @	0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur)
1 bed House	242 sqm @	1,166 psm	(281,589)
2 bed House	300 sqm @	1,166 psm	(349,800)
3 bed House	2,250 sqm @	1,166 psm	(2,623,500)
4 bed House	1,288 sqm @	1,166 psm	(1,501,808)
5 bed House	768 sqm @	1,166 psm	(895,488)
1 bed Flat	- sqm @	1,287 psm	-
2 bed Flat	4,848 - sqm @	1,287 psm	-
External works	5,652,185 @	15.0% 16,957 £ per unit	(847,828)
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 30 units @	90% @	521 £ per unit
M4(3) Category 3 Housing	Mrkt units 30 units @	10% @	10,111 £ per unit
Water Efficiency additional cost	50 units @		10 £ per unit
Low Carbon Energy cost	50 units @		4,847 £ per unit
Contingency	6,993,179 @	5.0% (GF/BF)	(349,659)
Professional Fees	6,993,179 @	6.5%	(454,557)
Disposal Costs -			
Residential Sales Agent Costs	10,908,000 OMS @	1.00%	2,182 £ per unit
Residential Sales Legal Costs	30 OM Units @	0.25%	900 £ per unit
Affordable Sale Legal Costs			lump sum
Marketing and Promotion	10,908,000 OMS @	3.00%	6,545 £ per unit
			9,466 £ per unit
Interest (on Development Costs) -	6.50% APR	0.526% pcm	(58,207)
Developers Profit -			
Margin on AH	3,436,020	6.00% on AH values	(206,161)
Profit on OMS	10,908,000	20.00%	(2,181,600)
Profit analysis:	8,638,362	27.64% on costs	(2,387,761)
	14,344,020	16.65% blended GDV	(2,387,761)
TOTAL COSTS			(11,026,123)

RESIDUAL LAND VALUE (RLV)			
Residual Land Value (gross)			3,317,897
SDLT	3,317,897 @	(slabbed)	(155,395)
Acquisition Agent fees	3,317,897 @	1.0%	(33,179)
Acquisition Legal fees	3,317,897 @	0.5%	(16,589)
Interest on Land	3,317,897 @	6.50%	(215,663)
Residual Land Value			2,897,070
RLV analysis:	57,941 £ per plot	1,738,242 £ per ha	703,457 £ per acre

BENCHMARK LAND VALUE (BLV)			
Residential Density	30.0 dph		
Site Area (Net)	1.67 ha	4.12 acres	
Density analysis:	2,909 sqm/ha	12,670 sqft/ac	
Benchmark Land Value (Net)	32,947 £ per plot	988,400 £ per ha	400,000 £ per acre
			1,647,333

BALANCE			
Surplus/(Deficit)	749,842 £ per ha	303,457 £ per acre	1,249,737

Scheme Ref:

X

No Units:

50

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

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)	1,249,737	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	2,822,150	2,578,075	2,333,756	2,089,386	1,845,016	1,600,645	1,356,275
	10	2,782,566	2,540,545	2,298,386	2,056,226	1,814,067	1,571,907	1,329,739
	20	2,742,913	2,502,964	2,263,015	2,023,067	1,783,118	1,543,169	1,303,072
	30	2,703,122	2,465,383	2,227,645	1,989,907	1,752,169	1,514,430	1,276,405
	40	2,663,330	2,427,802	2,192,275	1,956,747	1,721,219	1,485,615	1,249,737
	50	2,623,538	2,390,221	2,156,904	1,923,587	1,690,270	1,456,726	1,223,070
	60	2,583,747	2,352,640	2,121,534	1,890,428	1,659,270	1,427,836	1,196,402
	70	2,543,955	2,315,059	2,086,164	1,857,268	1,628,158	1,398,947	1,169,735
	80	2,504,163	2,277,478	2,050,793	1,824,035	1,597,046	1,370,057	1,143,068
	90	2,464,372	2,239,897	2,015,423	1,790,701	1,565,934	1,341,167	1,116,400
	100	2,424,580	2,202,316	1,979,911	1,757,367	1,534,822	1,312,278	1,089,733
	110	2,384,789	2,164,677	1,944,355	1,724,033	1,503,710	1,283,388	1,063,066
	120	2,344,997	2,126,899	1,908,799	1,690,699	1,472,598	1,254,498	1,036,398
	130	2,304,998	2,089,120	1,873,242	1,657,364	1,441,487	1,225,609	1,009,603
	140	2,264,997	2,051,341	1,837,686	1,624,030	1,410,375	1,196,719	982,795
	150	2,224,996	2,013,562	1,802,129	1,590,696	1,379,263	1,167,745	955,988
	160	2,184,995	1,975,784	1,766,573	1,557,362	1,348,151	1,138,703	929,180
	170	2,144,994	1,938,005	1,731,016	1,524,028	1,316,951	1,109,662	902,373
	180	2,104,993	1,900,226	1,695,460	1,490,693	1,285,675	1,080,620	875,565
	190	2,064,991	1,862,447	1,659,903	1,457,221	1,254,400	1,051,579	848,757
	200	2,024,990	1,824,669	1,624,299	1,423,712	1,223,124	1,022,537	821,950
	210	1,984,989	1,786,890	1,588,555	1,390,202	1,191,849	993,495	795,142
	220	1,944,988	1,748,931	1,552,812	1,356,693	1,160,573	964,454	768,334
	230	1,904,839	1,710,954	1,517,068	1,323,183	1,129,297	935,412	741,527
	240	1,864,628	1,672,976	1,481,325	1,289,673	1,098,022	906,370	714,603
	250	1,824,416	1,634,999	1,445,581	1,256,164	1,066,746	877,329	687,654

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)		1,249,737	90%	100%	110%	120%	130%	140%	150%
CIL Epsm 40.00	0		1,365,149	1,356,275	1,347,401	1,338,527	1,329,653	1,320,754	1,311,841
	10		1,338,622	1,329,739	1,320,826	1,311,913	1,303,000	1,294,087	1,285,173
	20		1,311,985	1,303,072	1,294,159	1,285,246	1,276,332	1,267,419	1,258,506
	30		1,285,318	1,276,405	1,267,491	1,258,578	1,249,665	1,240,752	1,231,839
	40		1,258,650	1,249,737	1,240,824	1,231,911	1,222,998	1,214,085	1,205,171
	50		1,231,983	1,223,070	1,214,157	1,205,244	1,196,330	1,187,417	1,178,504
	60		1,205,316	1,196,402	1,187,489	1,178,576	1,169,663	1,160,750	1,151,837
	70		1,178,648	1,169,735	1,160,822	1,151,909	1,142,996	1,134,083	1,125,169
	80		1,151,981	1,143,068	1,134,155	1,125,241	1,116,328	1,107,415	1,098,502
	90		1,125,314	1,116,400	1,107,487	1,098,574	1,089,661	1,080,748	1,071,835
	100		1,098,646	1,089,733	1,080,820	1,071,907	1,062,994	1,054,081	1,045,167
	110		1,071,979	1,063,066	1,054,153	1,045,239	1,036,326	1,027,393	1,018,437
	120		1,045,312	1,036,398	1,027,455	1,018,498	1,009,542	1,000,586	991,630
	130		1,018,559	1,009,603	1,000,647	991,691	982,734	973,778	964,822
	140		991,752	982,795	973,839	964,883	955,927	946,971	938,014
	150		964,944	955,988	947,032	938,075	929,119	920,163	911,207
	160		938,136	929,180	920,224	911,268	902,311	893,355	884,399
	170		911,329	902,373	893,416	884,460	875,504	866,548	857,591
	180		884,521	875,565	866,609	857,652	848,696	839,740	830,784
	190		857,713	848,757	839,801	830,845	821,889	812,932	803,976
	200		830,906	821,950	812,993	804,037	795,081	786,125	777,168
	210		804,098	795,142	786,186	777,229	768,273	759,317	750,361
	220		777,291	768,334	759,378	750,422	741,466	732,487	723,483
	230		750,483	741,527	732,548	723,545	714,541	705,538	696,535
	240		723,606	714,603	705,600	696,596	687,593	678,589	669,586
	250		696,658	687,654	678,651	669,647	660,644	651,641	642,637

Scheme Ref:

X

No Units:

50

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

TABLE 3		Profit (on OMS) 20%							
	Balance (RLV - BLV)	1,249,737	15%	16%	17%	18%	19%	20%	21%
		0	1,830,773	1,735,874	1,640,974	1,546,074	1,451,175	1,356,275	1,261,376
		10	1,804,237	1,709,338	1,614,438	1,519,538	1,424,639	1,329,739	1,234,840
		20	1,777,570	1,682,670	1,587,771	1,492,871	1,397,971	1,303,072	1,208,172
		30	1,750,903	1,656,003	1,561,103	1,466,204	1,371,304	1,276,405	1,181,505
		40	1,724,235	1,629,336	1,534,436	1,439,536	1,344,637	1,249,737	1,154,838
	CIL Epsm	50	1,697,568	1,602,668	1,507,769	1,412,869	1,317,969	1,223,070	1,128,170
	40.00	60	1,670,900	1,576,001	1,481,101	1,386,202	1,291,302	1,196,402	1,101,503
		70	1,644,233	1,549,334	1,454,434	1,359,534	1,264,635	1,169,735	1,074,836
		80	1,617,566	1,522,666	1,427,767	1,332,867	1,237,967	1,143,068	1,048,168
		90	1,590,898	1,495,999	1,401,099	1,306,200	1,211,300	1,116,400	1,021,501
		100	1,564,231	1,469,332	1,374,432	1,279,532	1,184,633	1,089,733	994,834
		110	1,537,564	1,442,664	1,347,765	1,252,865	1,157,965	1,063,066	968,166
		120	1,510,896	1,415,997	1,321,097	1,226,198	1,131,298	1,036,398	941,499
		130	1,484,101	1,389,202	1,294,302	1,199,402	1,104,503	1,009,603	914,704
		140	1,457,293	1,362,394	1,267,494	1,172,595	1,077,695	982,795	887,896
		150	1,430,486	1,335,586	1,240,687	1,145,787	1,050,887	955,988	861,088
		160	1,403,678	1,308,779	1,213,879	1,118,979	1,024,080	929,180	834,281
		170	1,376,871	1,281,971	1,187,071	1,092,172	997,272	902,373	807,473
		180	1,350,063	1,255,163	1,160,264	1,065,364	970,464	875,565	780,665
		190	1,323,255	1,228,356	1,133,456	1,038,556	943,657	848,757	753,858
		200	1,296,448	1,201,548	1,106,648	1,011,749	916,849	821,950	727,050
		210	1,269,640	1,174,740	1,079,841	984,941	890,042	795,142	700,242
		220	1,242,832	1,147,933	1,053,033	958,133	863,234	768,334	673,435
		230	1,216,025	1,121,125	1,026,225	931,326	836,426	741,527	646,627
		240	1,189,101	1,094,201	999,302	904,402	809,502	714,603	619,703
		250	1,162,152	1,067,253	972,353	877,453	782,554	687,654	592,755

TABLE 4		BLV (per acre)							
	Balance (RLV - BLV)	1,249,737	150,000	200,000	250,000	300,000	350,000	400,000	450,000
		0	2,385,859	2,179,942	1,974,025	1,768,109	1,562,192	1,356,275	1,150,359
		10	2,359,323	2,153,406	1,947,489	1,741,573	1,535,656	1,329,739	1,123,823
		20	2,332,655	2,126,739	1,920,822	1,714,905	1,508,989	1,303,072	1,097,155
		30	2,305,988	2,100,071	1,894,155	1,688,238	1,482,321	1,276,405	1,070,488
		40	2,279,320	2,073,404	1,867,487	1,661,570	1,455,654	1,249,737	1,043,820
	CIL Epsm	50	2,252,653	2,046,736	1,840,820	1,634,903	1,428,986	1,223,070	1,017,153
	40.00	60	2,225,986	2,020,069	1,814,152	1,608,236	1,402,319	1,196,402	990,486
		70	2,199,318	1,993,402	1,787,485	1,581,568	1,375,652	1,169,735	963,818
		80	2,172,651	1,966,734	1,760,818	1,554,901	1,348,984	1,143,068	937,151
		90	2,145,984	1,940,067	1,734,150	1,528,234	1,322,317	1,116,400	910,484
		100	2,119,316	1,913,400	1,707,483	1,501,566	1,295,650	1,089,733	883,816
		110	2,092,649	1,886,732	1,680,816	1,474,899	1,268,982	1,063,066	857,149
		120	2,065,982	1,860,065	1,654,148	1,448,232	1,242,315	1,036,398	830,482
		130	2,039,186	1,833,270	1,627,353	1,421,436	1,215,520	1,009,603	803,686
		140	2,012,379	1,806,462	1,600,545	1,394,629	1,188,712	982,795	776,879
		150	1,985,571	1,779,655	1,573,738	1,367,821	1,161,905	955,988	750,071
		160	1,958,764	1,752,847	1,546,930	1,341,014	1,135,097	929,180	723,264
		170	1,931,956	1,726,039	1,520,123	1,314,206	1,108,289	902,373	696,456
		180	1,905,148	1,699,232	1,493,315	1,287,398	1,081,482	875,565	669,648
		190	1,878,341	1,672,424	1,466,507	1,260,591	1,054,674	848,757	642,841
		200	1,851,533	1,645,616	1,439,700	1,233,783	1,027,866	821,950	616,033
		210	1,824,725	1,618,809	1,412,892	1,206,975	1,001,059	795,142	589,225
		220	1,797,918	1,592,001	1,386,084	1,180,168	974,251	768,334	562,418
		230	1,771,110	1,565,193	1,359,277	1,153,360	947,443	741,527	535,610
		240	1,744,186	1,538,270	1,332,353	1,126,436	920,520	714,603	508,686
		250	1,717,238	1,511,321	1,305,404	1,099,488	893,571	687,654	481,738

Scheme Ref:

X

No Units:

50

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

TABLE 5		Density (dph)		30						
				25	30	35	40	45	50	55
Balance (RLV - BLV)	CIL £psm 40.00	1,249,737	0	985,174	1,356,275	1,621,289	1,820,049	1,974,640	2,098,313	2,199,500
			10	958,507	1,329,739	1,594,761	1,793,521	1,948,112	2,071,785	2,172,972
			20	931,840	1,303,072	1,568,233	1,766,993	1,921,585	2,045,258	2,146,445
			30	905,172	1,276,405	1,541,570	1,740,445	1,895,057	2,018,730	2,119,917
			40	878,505	1,249,737	1,514,903	1,713,777	1,868,458	1,992,202	2,093,389
			50	851,838	1,223,070	1,488,236	1,687,110	1,841,790	1,965,534	2,066,779
			60	825,170	1,196,402	1,461,568	1,660,443	1,815,123	1,938,867	2,040,112
			70	798,503	1,169,735	1,434,901	1,633,775	1,788,456	1,912,200	2,013,445
			80	771,836	1,143,068	1,408,234	1,607,108	1,761,788	1,885,532	1,986,777
			90	745,168	1,116,400	1,381,566	1,580,441	1,735,121	1,858,865	1,960,110
			100	718,501	1,089,733	1,354,899	1,553,773	1,708,454	1,832,198	1,933,443
			110	691,770	1,063,066	1,328,232	1,527,106	1,681,786	1,805,530	1,906,775
			120	664,962	1,036,398	1,301,564	1,500,439	1,655,119	1,778,863	1,880,108
			130	638,155	1,009,603	1,274,897	1,473,771	1,628,451	1,752,196	1,853,441
			140	611,347	982,795	1,248,116	1,447,104	1,601,784	1,725,528	1,826,773
			150	584,539	955,988	1,221,308	1,420,298	1,575,068	1,698,861	1,800,106
			160	557,732	929,180	1,194,500	1,393,491	1,548,261	1,672,077	1,773,381
			170	530,924	902,373	1,167,693	1,366,683	1,521,453	1,645,269	1,746,573
			180	504,117	875,565	1,140,885	1,339,875	1,494,645	1,618,462	1,719,766
			190	477,309	848,757	1,114,077	1,313,068	1,467,838	1,591,654	1,692,958
			200	450,501	821,950	1,087,270	1,286,260	1,441,030	1,564,846	1,666,150
			210	423,694	795,142	1,060,462	1,259,452	1,414,223	1,538,039	1,639,343
			220	396,833	768,334	1,033,655	1,232,645	1,387,415	1,511,231	1,612,535
			230	369,884	741,527	1,006,847	1,205,837	1,360,607	1,484,423	1,585,727
			240	342,935	714,603	980,039	1,179,029	1,333,800	1,457,616	1,558,920
			250	315,987	687,654	953,131	1,152,222	1,306,992	1,430,808	1,532,112

TABLE 6		Build cost 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
				90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	CIL £psm 40.00	1,249,737	0	2,099,206	1,730,425	1,356,275	976,578	590,449	197,409	(200,720)
			10	2,072,817	1,703,897	1,329,739	949,794	563,501	170,318	(227,810)
			20	2,046,428	1,677,370	1,303,072	922,987	536,552	143,228	(254,901)
			30	2,020,039	1,650,842	1,276,405	896,179	509,603	116,137	(281,991)
			40	1,993,650	1,624,314	1,249,737	869,371	482,654	89,047	(309,082)
			50	1,967,261	1,597,786	1,223,070	842,564	455,706	61,956	(336,172)
			60	1,940,872	1,571,259	1,196,402	815,756	428,739	34,866	(363,263)
			70	1,914,483	1,544,731	1,169,735	788,948	401,648	7,775	(390,353)
			80	1,888,094	1,518,203	1,143,068	762,141	374,558	(19,315)	(417,444)
			90	1,861,647	1,491,675	1,116,400	735,333	347,467	(46,406)	(444,649)
			100	1,835,120	1,465,148	1,089,733	708,526	320,377	(73,496)	(471,882)
			110	1,808,592	1,438,620	1,063,066	681,591	293,286	(100,587)	(499,116)
			120	1,782,064	1,412,033	1,036,398	654,643	266,196	(127,677)	(526,349)
			130	1,755,536	1,385,365	1,009,603	627,694	239,105	(154,768)	(553,582)
			140	1,729,009	1,358,698	982,795	600,745	212,015	(181,858)	(580,815)
			150	1,702,481	1,332,031	955,988	573,797	184,924	(208,949)	(608,048)
			160	1,675,953	1,305,363	929,180	546,848	157,834	(236,039)	(635,281)
			170	1,649,425	1,278,696	902,373	519,899	130,743	(263,130)	(662,514)
			180	1,622,898	1,252,029	875,565	492,950	103,653	(290,220)	(689,747)
			190	1,596,370	1,225,361	848,757	466,002	76,562	(317,311)	(716,980)
			200	1,569,842	1,198,694	821,950	439,053	49,471	(344,401)	(744,213)
			210	1,543,314	1,172,027	795,142	411,998	22,381	(371,492)	(771,446)
			220	1,516,787	1,145,359	768,334	384,908	(4,710)	(398,582)	(798,679)
			230	1,490,132	1,118,692	741,527	357,817	(31,800)	(425,689)	(825,912)
			240	1,463,464	1,092,007	714,603	330,727	(58,891)	(452,922)	(853,145)
			250	1,436,797	1,065,199	687,654	303,636	(85,981)	(480,155)	(880,378)

Scheme Ref: **X**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	1,249,737	90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00	0	628,054	992,507	1,356,275	1,719,216	2,081,991	2,444,137	2,806,282
	10	601,247	965,839	1,329,739	1,692,688	2,055,602	2,417,748	2,779,893
	20	574,439	939,172	1,303,072	1,666,160	2,029,101	2,391,359	2,753,504
	30	547,631	912,504	1,276,405	1,639,633	2,002,573	2,364,970	2,727,115
	40	520,824	885,837	1,249,737	1,613,105	1,976,046	2,338,581	2,700,727
	50	494,000	859,040	1,223,070	1,586,577	1,949,518	2,312,192	2,674,338
	60	467,052	832,233	1,196,402	1,560,049	1,922,990	2,285,803	2,647,949
	70	440,103	805,425	1,169,735	1,533,522	1,896,462	2,259,403	2,621,560
	80	413,154	778,617	1,143,068	1,506,968	1,869,935	2,232,875	2,595,171
	90	386,206	751,810	1,116,400	1,480,300	1,843,407	2,206,348	2,568,782
	100	359,257	725,002	1,089,733	1,453,633	1,816,879	2,179,820	2,542,393
	110	332,308	698,194	1,063,066	1,426,966	1,790,351	2,153,292	2,516,004
	120	305,359	671,387	1,036,398	1,400,298	1,763,824	2,126,764	2,489,615
	130	278,411	644,579	1,009,603	1,373,631	1,737,296	2,100,237	2,463,177
	140	251,453	617,771	982,795	1,346,964	1,710,768	2,073,709	2,436,650
	150	224,362	590,827	955,988	1,320,296	1,684,196	2,047,181	2,410,122
	160	197,272	563,879	929,180	1,293,629	1,657,529	2,020,653	2,383,594
	170	170,181	536,930	902,373	1,266,962	1,630,862	1,994,126	2,357,066
	180	143,091	509,981	875,565	1,240,294	1,604,194	1,967,598	2,330,538
	190	116,000	483,032	848,757	1,213,627	1,577,527	1,941,070	2,304,011
	200	88,910	456,084	821,950	1,186,960	1,550,860	1,914,542	2,277,483
	210	61,819	429,135	795,142	1,160,166	1,524,192	1,888,015	2,250,955
	220	34,729	402,186	768,334	1,133,358	1,497,525	1,861,425	2,224,427
	230	7,638	375,238	741,527	1,106,551	1,470,858	1,834,758	2,197,900
	240	(19,452)	348,289	714,603	1,079,743	1,444,190	1,808,090	2,171,372
250	(46,543)	321,228	687,654	1,052,935	1,417,523	1,781,423	2,144,844	

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:

Y

No Units:

100

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

100 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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

5.0%

3.0

5.0%

2.0

5%

5.0

2 bed House

5.0%

3.0

5.0%

2.0

5%

5.0

3 bed House

50.0%

30.0

50.0%

20.0

50%

50.0

4 bed House

23.0%

13.8

23.0%

9.2

23%

23.0

5 bed House

12.0%

7.2

12.0%

4.8

12%

12.0

1 bed Flat

2.0%

1.2

2.0%

0.8

2%

2.0

2 bed Flat

3.0%

1.8

3.0%

1.2

3%

3.0

Total number of units

100.0%

60.0

100.0%

40.0

100%

100.0

OMS Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

AH Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

Total Gross Floor areas -

Mkt Units GIA

AH units GIA

Total GIA (all units)

(sqm)

(sqft)

(sqm)

(sqft)

(sqm)

(sqft)

1 bed House

207

2,228

138

1,485

345

3,714

2 bed House

225

2,422

150

1,615

375

4,036

3 bed House

2,700

29,063

1,800

19,375

4,500

48,438

4 bed House

1,546

16,637

1,030

11,091

2,576

27,728

5 bed House

922

9,920

614

6,613

1,536

16,533

1 bed Flat

71

760

47

507

118

1,266

2 bed Flat

138

1,482

92

988

229

2,469

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

1,150,000

2 bed House

270,000

3,600

334

1,350,000

3 bed House

320,000

3,556

330

16,000,000

4 bed House

450,000

4,018

373

10,350,000

5 bed House

520,000

4,063

377

6,240,000

1 bed Flat

170,000

3,400

316

340,000

2 bed Flat

215,000

3,308

307

645,000

36,075,000

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: **Y**
 No Units: **100** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	3.0	@	230,000	690,000
2 bed House	3.0	@	270,000	810,000
3 bed House	30.0	@	320,000	9,600,000
4 bed House	13.8	@	450,000	6,210,000
5 bed House	7.2	@	520,000	3,744,000
1 bed Flat	1.2	@	170,000	204,000
2 bed Flat	1.8	@	215,000	387,000
	60.0			21,645,000
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	1.4	@	86,250	120,750
2 bed House	1.4	@	101,250	141,750
3 bed House	14.0	@	120,000	1,680,000
4 bed House	6.4	@	168,750	1,086,750
5 bed House	3.4	@	195,000	655,200
1 bed Flat	0.6	@	63,750	35,700
2 bed Flat	0.8	@	80,625	67,725
	28.0			3,787,875
Intermediate GDV -				
1 bed House	0.6	@	161,000	96,600
2 bed House	0.6	@	189,000	113,400
3 bed House	6.0	@	224,000	1,344,000
4 bed House	2.8	@	315,000	869,400
5 bed House	1.4	@	364,000	524,160
1 bed Flat	0.2	@	119,000	28,560
2 bed Flat	0.4	@	150,500	54,180
	12.0	40.0		3,030,300
Sub-total GDV Residential	100			28,463,175
AH on-site cost analysis:				
	786 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	7,611,825
			76,118 £ per unit (total units)	
Grant	100	@	0	-
Total GDV				28,463,175

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(90,000)
Statutory Planning Fees (Residential)				(29,759)
CIL				(232,297)
CIL analysis:				
5,807 sqm (Market only)				40.00 £ psm
0.82% % of GDV				2,323 £ per unit (total units)
Site Specific S106 Contributions	Year 1	0		-
(inc. Education)	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	100 units @	2,000 per unit	(200,000)
S106 analysis: 80,000 £ per ha				
0.70% % of GDV				
2,000 £ per unit (total ur)				
(200,000)				
AH Commuted Sum	9,679 sqm (total)	0	£ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **Y**
 No Units: **100** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

Construction Costs -				
Site Clearance and Demolition	6.18 acres @	50,000	£ per acre (if brownfield)	(308,875)
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	100 units @	0	per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	345 sqm @	1,048	psm	(361,560)
2 bed House	375 sqm @	1,048	psm	(393,000)
3 bed House	4,500 sqm @	1,048	psm	(4,716,000)
4 bed House	2,576 sqm @	1,048	psm	(2,699,648)
5 bed House	1,536 sqm @	1,048	psm	(1,609,728)
1 bed Flat	118 sqm @	1,287	psm	(151,412)
2 bed Flat	9,679 229 sqm @	1,287	psm	(295,253)
External works	10,226,601 @	15.0%		(1,533,990)
		15,340	£ 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 60 units @	90% @	521 £ per unit	(28,134)
M4(3) Category 3 Housing	Mrkt units 60 units @	10% @	10,111 £ per unit	(60,666)
Water Efficiency additional cost	100 units @		10 £ per unit	(1,000)
Low Carbon Energy cost	100 units @		4,847 £ per unit	(484,700)
Contingency	12,643,966 @	5.0%	(GF/BF)	(632,198)
Professional Fees	12,643,966 @	6.5%		(821,858)
Disposal Costs -				
Residential Sales Agent Costs	21,645,000 OMS @	1.00%	2,165 £ per unit	(216,450)
Residential Sales Legal Costs	60 OM Units @	0.25%	900 £ per unit	(54,000)
Affordable Sale Legal Costs			lump sum	(10,000)
Marketing and Promotion	21,645,000 OMS @	3.00%	6,494 £ per unit	(649,350)
			9,298 £ per unit	
Interest (on Development Costs) -	6.50% APR	0.526%	pcm	(131,535)
Developers Profit -				
Margin on AH	6,818,175	6.00%	on AH values	(409,091)
Profit on OMS	21,645,000	20.00%		(4,329,000)
Profit analysis:	15,711,413	30.16%	on costs	(4,738,091)
	28,463,175	16.65%	blended GDV	(4,738,091)
TOTAL COSTS				(20,449,504)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				8,013,671
SDLT	8,013,671 @	(slabbed)		(390,184)
Acquisition Agent fees	8,013,671 @	1.0%		(80,137)
Acquisition Legal fees	8,013,671 @	0.5%		(40,068)
Interest on Land	8,013,671 @	6.50%		(520,889)
Residual Land Value				6,982,394
RLV analysis:	69,824 £ per plot	2,792,958 £ per ha	1,130,294 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	40.0	dph		
Site Area (Net)	2.50	ha	6.18 acres	
Density analysis:	3,872	sqm/ha	16,865	sqft/ac
Benchmark Land Value (Net)	24,710 £ per plot	988,400 £ per ha	400,000 £ per acre	2,471,000

BALANCE				
Surplus/(Deficit)	1,804,558	£ per ha	730,294	£ per acre
				4,511,394

Scheme Ref:

Y

No Units:

100

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

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)	4,511,394	10%	15%	20%	25%	30%	35%	40%	
CIL £psm 40.00	0	7,614,960	7,133,577	6,652,194	6,170,811	5,689,428	5,208,045	4,726,662	
	10	7,534,247	7,057,348	6,580,449	6,103,550	5,626,651	5,149,752	4,672,853	
	20	7,453,534	6,981,119	6,508,704	6,036,289	5,563,874	5,091,459	4,619,044	
	30	7,372,821	6,904,890	6,436,959	5,969,028	5,501,097	5,033,166	4,565,235	
	40	7,292,108	6,828,661	6,365,214	5,901,767	5,438,320	4,974,873	4,511,394	
	50	7,211,394	6,752,432	6,293,469	5,834,506	5,375,459	4,916,380	4,457,302	
	60	7,130,634	6,676,063	6,221,493	5,766,922	5,312,351	4,857,781	4,403,210	
	70	7,049,496	6,599,433	6,149,370	5,699,307	5,249,244	4,799,181	4,349,118	
	80	6,968,358	6,522,803	6,077,248	5,631,692	5,186,137	4,740,582	4,295,026	
	90	6,887,220	6,446,173	6,005,125	5,564,077	5,123,030	4,681,982	4,240,934	
	100	6,806,083	6,369,543	5,933,002	5,496,462	5,059,922	4,623,382	4,186,842	
	110	6,724,945	6,292,912	5,860,880	5,428,848	4,996,815	4,564,783	4,132,750	
	120	6,643,807	6,216,282	5,788,757	5,361,233	4,933,708	4,506,183	4,078,659	
	130	6,562,669	6,139,652	5,716,635	5,293,618	4,870,601	4,447,517	4,024,414	
	140	6,481,462	6,062,892	5,644,321	5,225,750	4,807,179	4,388,609	3,970,038	
	150	6,399,898	5,985,858	5,571,819	5,157,780	4,743,740	4,329,701	3,915,661	
	160	6,318,333	5,908,825	5,499,317	5,089,809	4,680,301	4,270,793	3,861,285	
	170	6,236,768	5,831,791	5,426,815	5,021,838	4,616,862	4,211,885	3,806,908	
	180	6,155,203	5,754,758	5,354,313	4,953,868	4,553,422	4,152,977	3,752,532	
	190	6,073,638	5,677,725	5,281,811	4,885,897	4,489,983	4,094,069	3,698,155	
	200	5,992,074	5,600,691	5,209,309	4,817,926	4,426,544	4,035,161	3,643,779	
	210	5,910,509	5,523,658	5,136,807	4,749,956	4,363,104	3,976,253	3,589,402	
	220	5,828,912	5,446,563	5,064,214	4,681,864	4,299,515	3,917,166	3,534,816	
	230	5,746,918	5,369,124	4,991,330	4,613,536	4,235,742	3,857,948	3,480,153	
	240	5,664,924	5,291,686	4,918,447	4,545,208	4,171,969	3,798,730	3,425,491	
	250	5,582,930	5,214,247	4,845,563	4,476,879	4,108,196	3,739,512	3,370,828	

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)		4,511,394	90%	100%	110%	120%	130%	140%	150%
CIL Epsm 40.00		0	4,744,488	4,726,662	4,708,835	4,691,009	4,673,183	4,655,356	4,637,530
	10		4,690,679	4,672,853	4,655,027	4,637,200	4,619,374	4,601,548	4,583,721
	20		4,636,870	4,619,044	4,601,218	4,583,392	4,565,565	4,547,739	4,529,913
	30		4,583,062	4,565,235	4,547,409	4,529,583	4,511,748	4,493,836	4,475,923
	40		4,529,253	4,511,394	4,493,481	4,475,569	4,457,656	4,439,744	4,421,831
	50		4,475,214	4,457,302	4,439,389	4,421,477	4,403,565	4,385,652	4,367,740
	60		4,421,123	4,403,210	4,385,298	4,367,385	4,349,473	4,331,560	4,313,648
	70		4,367,031	4,349,118	4,331,206	4,313,293	4,295,381	4,277,468	4,259,556
	80		4,312,939	4,295,026	4,277,114	4,259,201	4,241,289	4,223,376	4,205,464
	90		4,258,847	4,240,934	4,223,022	4,205,109	4,187,197	4,169,284	4,151,372
	100		4,204,755	4,186,842	4,168,930	4,151,017	4,133,105	4,115,192	4,097,280
	110		4,150,663	4,132,750	4,114,838	4,096,926	4,079,013	4,061,101	4,043,134
	120		4,096,571	4,078,659	4,060,746	4,042,778	4,024,771	4,006,764	3,988,757
	130		4,042,421	4,024,414	4,006,408	3,988,401	3,970,394	3,952,388	3,934,381
	140		3,988,045	3,970,038	3,952,031	3,934,024	3,916,018	3,898,011	3,880,004
	150		3,933,668	3,915,661	3,897,655	3,879,648	3,861,641	3,843,634	3,825,628
	160		3,879,292	3,861,285	3,843,278	3,825,271	3,807,265	3,789,258	3,771,251
	170		3,824,915	3,806,908	3,788,902	3,770,895	3,752,888	3,734,881	3,716,875
	180		3,770,539	3,752,532	3,734,525	3,716,518	3,698,512	3,680,505	3,662,498
	190		3,716,162	3,698,155	3,680,149	3,662,142	3,644,135	3,626,128	3,608,122
	200		3,661,785	3,643,779	3,625,772	3,607,765	3,589,759	3,571,736	3,553,634
	210		3,607,409	3,589,402	3,571,377	3,553,276	3,535,174	3,517,073	3,498,971
	220		3,552,918	3,534,816	3,516,715	3,498,613	3,480,512	3,462,410	3,444,309
	230		3,498,255	3,480,153	3,462,052	3,443,951	3,425,849	3,407,748	3,389,646
	240		3,443,592	3,425,491	3,407,389	3,389,288	3,371,186	3,353,085	3,334,983
	250		3,388,930	3,370,828	3,352,727	3,334,625	3,316,524	3,298,422	3,280,321

Scheme Ref:

Y

No Units:

100

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		4,511,394	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		5,668,219	5,479,908	5,291,596	5,103,285	4,914,973	4,726,662	4,538,350
	10		5,614,410	5,426,099	5,237,787	5,049,476	4,861,164	4,672,853	4,484,541
	20		5,560,602	5,372,290	5,183,979	4,995,667	4,807,356	4,619,044	4,430,733
	30		5,506,793	5,318,481	5,130,170	4,941,858	4,753,547	4,565,235	4,376,924
	40		5,452,951	5,264,640	5,076,328	4,888,017	4,699,705	4,511,394	4,323,082
	50		5,398,859	5,210,548	5,022,236	4,833,925	4,645,613	4,457,302	4,268,990
	60		5,344,768	5,156,456	4,968,145	4,779,833	4,591,522	4,403,210	4,214,899
	70		5,290,676	5,102,364	4,914,053	4,725,741	4,537,430	4,349,118	4,160,807
	80		5,236,584	5,048,272	4,859,961	4,671,649	4,483,338	4,295,026	4,106,715
	90		5,182,492	4,994,180	4,805,869	4,617,557	4,429,246	4,240,934	4,052,623
	100		5,128,400	4,940,088	4,751,777	4,563,465	4,375,154	4,186,842	3,998,531
	110		5,074,308	4,885,996	4,697,685	4,509,373	4,321,062	4,132,750	3,944,439
	120		5,020,216	4,831,905	4,643,593	4,455,282	4,266,970	4,078,659	3,890,347
	130		4,965,972	4,777,660	4,589,349	4,401,037	4,212,726	4,024,414	3,836,103
	140		4,911,595	4,723,284	4,534,972	4,346,661	4,158,349	3,970,038	3,781,726
	150		4,857,219	4,668,907	4,480,596	4,292,284	4,103,973	3,915,661	3,727,350
	160		4,802,842	4,614,531	4,426,219	4,237,908	4,049,596	3,861,285	3,672,973
	170		4,748,466	4,560,154	4,371,843	4,183,531	3,995,220	3,806,908	3,618,597
	180		4,694,089	4,505,778	4,317,466	4,129,155	3,940,843	3,752,532	3,564,220
	190		4,639,713	4,451,401	4,263,090	4,074,778	3,886,467	3,698,155	3,509,844
	200		4,585,336	4,397,025	4,208,713	4,020,402	3,832,090	3,643,779	3,455,467
	210		4,530,960	4,342,648	4,154,337	3,966,025	3,777,714	3,589,402	3,401,091
	220		4,476,374	4,288,062	4,099,751	3,911,439	3,723,128	3,534,816	3,346,505
	230		4,421,711	4,233,399	4,045,088	3,856,776	3,668,465	3,480,153	3,291,842
	240		4,367,048	4,178,737	3,990,425	3,802,114	3,613,802	3,425,491	3,237,179
	250		4,312,386	4,124,074	3,935,763	3,747,451	3,559,140	3,370,828	3,182,517

TABLE 4

		BLV (per acre)							
Balance (RLV - BLV)		4,511,394	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		6,271,037	5,962,162	5,653,287	5,344,412	5,035,537	4,726,662	4,417,787
	10		6,217,228	5,908,353	5,599,478	5,290,603	4,981,728	4,672,853	4,363,978
	20		6,163,419	5,854,544	5,545,669	5,236,794	4,927,919	4,619,044	4,310,169
	30		6,109,610	5,800,735	5,491,860	5,182,985	4,874,110	4,565,235	4,256,360
	40		6,055,769	5,746,894	5,438,019	5,129,144	4,820,269	4,511,394	4,202,519
	50		6,001,677	5,692,802	5,383,927	5,075,052	4,766,177	4,457,302	4,148,427
	60		5,947,585	5,638,710	5,329,835	5,020,960	4,712,085	4,403,210	4,094,335
	70		5,893,493	5,584,618	5,275,743	4,966,868	4,657,993	4,349,118	4,040,243
	80		5,839,401	5,530,526	5,221,651	4,912,776	4,603,901	4,295,026	3,986,151
	90		5,785,309	5,476,434	5,167,559	4,858,684	4,549,809	4,240,934	3,932,059
	100		5,731,217	5,422,342	5,113,467	4,804,592	4,495,717	4,186,842	3,877,967
	110		5,677,125	5,368,250	5,059,375	4,750,500	4,441,625	4,132,750	3,823,875
	120		5,623,034	5,314,159	5,005,284	4,696,409	4,387,534	4,078,659	3,769,784
	130		5,568,789	5,259,914	4,951,039	4,642,164	4,333,289	4,024,414	3,715,539
	140		5,514,413	5,205,538	4,896,663	4,587,788	4,278,913	3,970,038	3,661,163
	150		5,460,036	5,151,161	4,842,286	4,533,411	4,224,536	3,915,661	3,606,786
	160		5,405,660	5,096,785	4,787,910	4,479,035	4,170,160	3,861,285	3,552,410
	170		5,351,283	5,042,408	4,733,533	4,424,658	4,115,783	3,806,908	3,498,033
	180		5,296,907	4,988,032	4,679,157	4,370,282	4,061,407	3,752,532	3,443,657
	190		5,242,530	4,933,655	4,624,780	4,315,905	4,007,030	3,698,155	3,389,280
	200		5,188,154	4,879,279	4,570,404	4,261,529	3,952,654	3,643,779	3,334,904
	210		5,133,777	4,824,902	4,516,027	4,207,152	3,898,277	3,589,402	3,280,527
	220		5,079,191	4,770,316	4,461,441	4,152,566	3,843,691	3,534,816	3,225,941
	230		5,024,528	4,715,653	4,406,778	4,097,903	3,789,028	3,480,153	3,171,278
	240		4,969,866	4,660,991	4,352,116	4,043,241	3,734,366	3,425,491	3,116,616
	250		4,915,203	4,606,328	4,297,453	3,988,578	3,679,703	3,370,828	3,061,953

Scheme Ref:

Y

No Units:

100

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

TABLE 5		Density (dph)						
		40						
Balance (RLV - BLV)		25	30	35	40	45	50	55
CIL £psm 40.00	0	3,047,118	3,793,582	4,326,770	4,726,662	5,037,688	5,286,510	5,490,091
	10	2,993,140	3,739,773	4,272,962	4,672,853	4,983,880	5,232,701	5,436,282
	20	2,939,049	3,685,950	4,219,153	4,619,044	4,930,071	5,178,892	5,382,473
	30	2,884,957	3,631,858	4,165,344	4,565,235	4,876,262	5,125,083	5,328,664
	40	2,830,865	3,577,767	4,111,268	4,511,394	4,822,453	5,071,274	5,274,855
	50	2,776,773	3,523,675	4,057,176	4,457,302	4,768,511	5,017,466	5,221,047
	60	2,722,681	3,469,583	4,003,084	4,403,210	4,714,419	4,963,386	5,167,087
	70	2,668,589	3,415,491	3,948,992	4,349,118	4,660,327	4,909,295	5,112,995
	80	2,614,497	3,361,399	3,894,900	4,295,026	4,606,235	4,855,203	5,058,903
	90	2,560,397	3,307,307	3,840,808	4,240,934	4,552,143	4,801,111	5,004,811
	100	2,506,020	3,253,215	3,786,716	4,186,842	4,498,051	4,747,019	4,950,719
	110	2,451,644	3,198,988	3,732,624	4,132,750	4,443,960	4,692,927	4,896,627
	120	2,397,267	3,144,611	3,678,428	4,078,659	4,389,868	4,638,835	4,842,535
	130	2,342,891	3,090,235	3,624,052	4,024,414	4,335,776	4,584,743	4,788,444
	140	2,288,514	3,035,858	3,569,675	3,970,038	4,281,431	4,530,546	4,734,352
	150	2,234,138	2,981,482	3,515,299	3,915,661	4,227,055	4,476,169	4,679,990
	160	2,179,761	2,927,105	3,460,922	3,861,285	4,172,678	4,421,793	4,625,614
	170	2,125,385	2,872,728	3,406,546	3,806,908	4,118,302	4,367,416	4,571,237
	180	2,070,939	2,818,352	3,352,169	3,752,532	4,063,925	4,313,040	4,516,861
	190	2,016,277	2,763,975	3,297,792	3,698,155	4,009,549	4,258,663	4,462,484
	200	1,961,614	2,709,404	3,243,416	3,643,779	3,955,172	4,204,287	4,408,108
	210	1,906,951	2,654,741	3,188,877	3,589,402	3,900,795	4,149,910	4,353,731
	220	1,852,289	2,600,079	3,134,214	3,534,816	3,846,395	4,095,534	4,299,355
	230	1,797,626	2,545,416	3,079,552	3,480,153	3,791,733	4,040,996	4,244,939
	240	1,742,963	2,490,753	3,024,889	3,425,491	3,737,070	3,986,333	4,190,276
	250	1,688,301	2,436,091	2,970,226	3,370,828	3,682,407	3,931,671	4,135,613

TABLE 6		Build cost: 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
		Balance (RLV - BLV)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 40.00	4,511,394	0	6,074,134	5,404,829	4,726,662	4,040,035	3,344,450	2,639,471	1,924,571
	10	6,020,607	5,351,275	4,672,853	3,985,943	3,290,074	2,584,808	1,869,621	
	20	5,967,080	5,297,467	4,619,044	3,931,851	3,235,697	2,530,145	1,814,671	
	30	5,913,552	5,243,658	4,565,235	3,877,759	3,181,320	2,475,483	1,759,721	
	40	5,860,025	5,189,849	4,511,394	3,823,667	3,126,944	2,420,820	1,704,770	
	50	5,806,498	5,136,040	4,457,302	3,769,575	3,072,567	2,366,157	1,649,820	
	60	5,752,971	5,082,231	4,403,210	3,715,413	3,018,191	2,311,495	1,594,698	
	70	5,699,300	5,028,423	4,349,118	3,661,037	2,963,748	2,256,733	1,539,459	
	80	5,645,491	4,974,614	4,295,026	3,606,660	2,909,086	2,201,783	1,484,220	
	90	5,591,682	4,920,805	4,240,934	3,552,284	2,854,423	2,146,833	1,428,980	
	100	5,537,873	4,866,996	4,186,842	3,497,907	2,799,761	2,091,883	1,373,741	
	110	5,484,064	4,812,912	4,132,750	3,443,531	2,745,098	2,036,932	1,318,501	
	120	5,430,256	4,758,820	4,078,659	3,389,154	2,690,435	1,981,982	1,263,262	
	130	5,376,447	4,704,728	4,024,414	3,334,778	2,635,773	1,927,032	1,207,755	
	140	5,322,638	4,650,636	3,970,038	3,280,401	2,581,110	1,872,045	1,152,225	
	150	5,268,829	4,596,545	3,915,661	3,225,755	2,526,312	1,816,806	1,096,695	
	160	5,215,020	4,542,453	3,861,285	3,171,093	2,471,362	1,761,566	1,041,165	
	170	5,160,958	4,488,361	3,806,908	3,116,430	2,416,412	1,706,327	985,635	
	180	5,106,866	4,434,269	3,752,532	3,061,767	2,361,462	1,651,088	930,105	
	190	5,052,774	4,380,177	3,698,155	3,007,105	2,306,511	1,595,848	874,493	
	200	4,998,682	4,325,830	3,643,779	2,952,442	2,251,561	1,540,609	818,671	
	210	4,944,590	4,271,453	3,589,402	2,897,779	2,196,611	1,485,369	762,848	
	220	4,890,498	4,217,077	3,534,816	2,843,117	2,141,661	1,429,855	707,026	
	230	4,836,406	4,162,700	3,480,153	2,788,258	2,086,494	1,374,325	651,204	
	240	4,782,314	4,108,324	3,425,491	2,733,308	2,031,254	1,318,795	595,382	
	250	4,728,222	4,053,947	3,370,828	2,678,358	1,976,015	1,263,265	539,560	

Scheme Ref: **Y**
 No Units: **100** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	4,511,394	90%	95%	100%	105%	110%	115%	120%
		0	3,289,183	4,008,472	4,726,662	5,444,828	6,162,472	6,879,710	7,596,948
		10	3,235,091	3,954,380	4,672,853	5,391,019	6,108,945	6,826,183	7,543,421
		20	3,180,999	3,900,289	4,619,044	5,337,210	6,055,376	6,772,656	7,489,894
		30	3,126,907	3,846,197	4,565,235	5,283,401	6,001,567	6,719,129	7,436,366
		40	3,072,586	3,792,105	4,511,394	5,229,592	5,947,758	6,665,602	7,382,839
	CIL £psm	50	3,018,209	3,738,013	4,457,302	5,175,784	5,893,950	6,612,074	7,329,312
	40.00	60	2,963,833	3,683,921	4,403,210	5,121,975	5,840,141	6,558,307	7,275,785
		70	2,909,456	3,629,829	4,349,118	5,068,166	5,786,332	6,504,498	7,222,258
		80	2,855,080	3,575,688	4,295,026	5,014,315	5,732,523	6,450,689	7,168,731
		90	2,800,703	3,521,312	4,240,934	4,960,224	5,678,714	6,396,880	7,115,046
		100	2,746,327	3,466,935	4,186,842	4,906,132	5,624,906	6,343,071	7,061,237
		110	2,691,855	3,412,559	4,132,750	4,852,040	5,571,097	6,289,263	7,007,429
		120	2,637,192	3,358,182	4,078,659	4,797,948	5,517,237	6,235,454	6,953,620
		130	2,582,529	3,303,806	4,024,414	4,743,856	5,463,145	6,181,645	6,899,811
		140	2,527,867	3,249,429	3,970,038	4,689,764	5,409,053	6,127,836	6,846,002
		150	2,473,204	3,195,053	3,915,661	4,635,672	5,354,961	6,074,028	6,792,193
		160	2,418,541	3,140,667	3,861,285	4,581,580	5,300,869	6,020,159	6,738,385
		170	2,363,879	3,086,004	3,806,908	4,527,488	5,246,777	5,966,067	6,684,576
		180	2,309,216	3,031,341	3,752,532	4,473,140	5,192,685	5,911,975	6,630,767
		190	2,254,294	2,976,679	3,698,155	4,418,764	5,138,594	5,857,883	6,576,958
		200	2,199,344	2,922,016	3,643,779	4,364,387	5,084,502	5,803,791	6,523,080
		210	2,144,394	2,867,353	3,589,402	4,310,011	5,030,410	5,749,699	6,468,988
		220	2,089,444	2,812,691	3,534,816	4,255,634	4,976,243	5,695,607	6,414,896
		230	2,034,493	2,758,028	3,480,153	4,201,258	4,921,866	5,641,515	6,360,804
		240	1,979,543	2,703,366	3,425,491	4,146,881	4,867,490	5,587,423	6,306,712
		250	1,924,593	2,648,433	3,370,828	4,092,505	4,813,113	5,533,331	6,252,620

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:

Z

No Units:

300

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

300 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

Open Market Sale (OMS) housing

60%

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	5.0%	9.0	5.0%	6.0	5%	15.0
2 bed House	5.0%	9.0	5.0%	6.0	5%	15.0
3 bed House	50.0%	90.0	50.0%	60.0	50%	150.0
4 bed House	23.0%	41.4	23.0%	27.6	23%	69.0
5 bed House	12.0%	21.6	12.0%	14.4	12%	36.0
1 bed Flat	2.0%	3.6	2.0%	2.4	2%	6.0
2 bed Flat	3.0%	5.4	3.0%	3.6	3%	9.0
Total number of units	100.0%	180.0	100.0%	120.0	100%	300.0

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	621	6,684	414	4,456	1,035	11,141
2 bed House	675	7,266	450	4,844	1,125	12,109
3 bed House	8,100	87,188	5,400	58,125	13,500	145,313
4 bed House	4,637	49,910	3,091	33,273	7,728	83,183
5 bed House	2,765	29,760	1,843	19,840	4,608	49,600
1 bed Flat	212	2,279	141	1,520	353	3,799
2 bed Flat	413	4,445	275	2,963	688	7,408
	17,422	187,532	11,615	125,021	29,037	312,554

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		3,450,000
2 bed House	270,000	3,600	334		4,050,000
3 bed House	320,000	3,556	330		48,000,000
4 bed House	450,000	4,018	373		31,050,000
5 bed House	520,000	4,063	377		18,720,000
1 bed Flat	170,000	3,400	316		1,020,000
2 bed Flat	215,000	3,308	307		1,935,000
					108,225,000

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: **Z**
 No Units: **300** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	9.0	@	230,000	2,070,000
2 bed House	9.0	@	270,000	2,430,000
3 bed House	90.0	@	320,000	28,800,000
4 bed House	41.4	@	450,000	18,630,000
5 bed House	21.6	@	520,000	11,232,000
1 bed Flat	3.6	@	170,000	612,000
2 bed Flat	5.4	@	215,000	1,161,000
	180.0			64,935,000
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	4.2	@	86,250	362,250
2 bed House	4.2	@	101,250	425,250
3 bed House	42.0	@	120,000	5,040,000
4 bed House	19.3	@	168,750	3,260,250
5 bed House	10.1	@	195,000	1,965,600
1 bed Flat	1.7	@	63,750	107,100
2 bed Flat	2.5	@	80,625	203,175
	84.0			11,363,625
Intermediate GDV -				
1 bed House	1.8	@	161,000	289,800
2 bed House	1.8	@	189,000	340,200
3 bed House	18.0	@	224,000	4,032,000
4 bed House	8.3	@	315,000	2,608,200
5 bed House	4.3	@	364,000	1,572,480
1 bed Flat	0.7	@	119,000	85,680
2 bed Flat	1.1	@	150,500	162,540
	36.0	120.0		9,090,900
Sub-total GDV Residential	300			85,389,525
AH on-site cost analysis:				
	786 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	22,835,475
			76,118 £ per unit (total units)	
Grant	300	@	0	-
Total GDV				85,389,525

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(170,000)
Statutory Planning Fees (Residential)				(57,359)
CIL		17,422 sqm (Market only)	40.00 £ psm	(696,892)
CIL analysis:		0.82% % of GDV	2,323 £ 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	300 units @	2,000 per unit	(600,000)
S106 analysis: 80,000 £ per ha				
		0.70% % of GDV	2,000 £ per unit (total ur	(600,000)
AH Commuted Sum		29,037 sqm (total)	0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **Z**
 No Units: **300** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

Construction Costs -				
Site Clearance and Demolition	18.53	acres @	50,000	£ per acre (if brownfield) (926,625)
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	300	units @	0	per unit -
Infra. Costs analysis:	-	£ per ha	0.00% % of GDV	0 £ per unit (total ur) -
1 bed House	1,035	sqm @	1,048	psm (1,084,680)
2 bed House	1,125	sqm @	1,048	psm (1,179,000)
3 bed House	13,500	sqm @	1,048	psm (14,148,000)
4 bed House	7,728	sqm @	1,048	psm (8,098,944)
5 bed House	4,608	sqm @	1,048	psm (4,829,184)
1 bed Flat	353	sqm @	1,287	psm (454,235)
2 bed Flat	29,037	688	1,287	psm (885,759)
External works	30,679,802	@	15.0%	(4,601,970)
			15,340	£ 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	180 units @	90% @	521 £ per unit (84,402)
M4(3) Category 3 Housing	Mrkt units	180 units @	10% @	10,111 £ per unit (181,998)
Water Efficiency additional cost	300	units @	10	£ per unit (3,000)
Low Carbon Energy cost	300	units @	4,847	£ per unit (1,454,100)
Contingency	37,931,897	@	5.0%	(1,896,595)
			(GF/BF)	
Professional Fees	37,931,897	@	6.5%	(2,465,573)
Disposal Costs -				
Residential Sales Agent Costs	64,935,000	OMS @	1.00%	2,165 £ per unit (649,350)
Residential Sales Legal Costs	180	OM Units @	0.25%	900 £ per unit (162,000)
Affordable Sale Legal Costs				lump sum (10,000)
Marketing and Promotion	64,935,000	OMS @	3.00%	6,494 £ per unit (1,948,050)
				9,231 £ per unit
Interest (on Development Costs) -			6.50% APR	0.526% pcm (280,462)
Developers Profit -				
Margin on AH	20,454,525		6.00%	on AH values (1,227,272)
Profit on OMS	64,935,000		20.00%	(12,987,000)
Profit analysis:	46,868,179		30.33%	on costs (14,214,272)
	85,389,525		16.65%	blended GDV (14,214,272)
TOTAL COSTS				(61,082,451)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				24,307,074
SDLT	24,307,074	@	(slabbed)	(1,204,854)
Acquisition Agent fees	24,307,074	@	1.0%	(243,071)
Acquisition Legal fees	24,307,074	@	0.5%	(121,535)
Interest on Land	24,307,074	@	6.50%	(1,579,960)
Residual Land Value				21,157,655
RLV analysis:	70,526	£ per plot	2,821,021	£ per ha 1,141,651 £ per acre

BENCHMARK LAND VALUE (BLV)				
Residential Density	40.0	dph		
Site Area (Net)	7.50	ha	18.53	acres
Density analysis:	3,872	sqm/ha	16,865	sqft/ac
Benchmark Land Value (Net)	24,710	£ per plot	988,400	£ per ha 400,000 £ per acre
				7,413,000

BALANCE				
Surplus/(Deficit)	1,832,621	£ per ha	741,651	£ per acre 13,744,655

Scheme Ref:

Z

No Units:

300

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

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)		13,744,655	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00		0	23,089,344	21,640,432	20,191,520	18,742,492	17,293,230	15,843,968	14,394,706
		10	22,846,865	21,411,126	19,975,387	18,539,648	17,103,908	15,668,169	14,232,430
		20	22,603,452	21,181,235	19,759,019	18,336,803	16,914,587	15,492,370	14,070,154
		30	22,360,038	20,951,345	19,542,651	18,133,958	16,725,265	15,316,572	13,907,784
		40	22,116,624	20,721,454	19,326,284	17,931,082	16,535,606	15,140,131	13,744,655
		50	21,872,815	20,490,934	19,109,052	17,727,170	16,345,288	14,963,407	13,581,525
		60	21,628,121	20,259,833	18,891,546	17,523,258	16,154,971	14,786,683	13,418,395
		70	21,383,426	20,028,733	18,674,040	17,319,346	15,964,653	14,609,959	13,255,266
		80	21,138,732	19,797,633	18,456,533	17,115,434	15,774,107	14,432,749	13,091,391
		90	20,893,559	19,565,866	18,238,173	16,910,481	15,582,788	14,255,095	12,927,403
		100	20,647,577	19,333,550	18,019,523	16,705,496	15,391,469	14,077,442	12,763,415
		110	20,401,595	19,101,233	17,800,872	16,500,511	15,200,149	13,899,788	12,599,427
		120	20,155,613	18,868,917	17,582,222	16,295,526	15,008,691	13,721,785	12,434,878
		130	19,909,041	18,635,872	17,362,703	16,089,534	14,816,365	13,543,196	12,270,027
		140	19,661,765	18,402,333	17,142,902	15,883,471	14,624,039	13,364,608	12,105,176
		150	19,414,488	18,168,795	16,923,101	15,677,407	14,431,713	13,186,019	11,940,326
		160	19,167,212	17,935,256	16,703,300	15,471,344	14,239,316	13,007,199	11,775,082
		170	18,919,207	17,700,900	16,482,592	15,264,285	14,045,978	12,827,671	11,609,364
		180	18,670,630	17,466,132	16,261,635	15,057,138	13,852,640	12,648,143	11,443,646
		190	18,422,052	17,231,365	16,040,677	14,849,990	13,659,302	12,468,615	11,277,928
		200	18,173,475	16,996,597	15,819,720	14,642,842	13,465,940	12,288,954	11,111,967
		210	17,924,001	16,760,897	15,597,793	14,434,689	13,271,585	12,108,481	10,945,377
		220	17,674,116	16,524,895	15,375,673	14,226,451	13,077,230	11,928,008	10,778,787
		230	17,424,231	16,288,892	15,153,553	14,018,214	12,882,875	11,747,536	10,612,197
		240	17,174,346	16,052,889	14,931,433	13,809,976	12,688,520	11,567,009	10,445,497
		250	16,923,369	15,815,812	14,708,256	13,600,700	12,493,143	11,385,587	10,278,030

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)		13,744,655	90%	100%	110%	120%	130%	140%	150%
CIL Epsm 40.00	0	14,447,828	14,394,706	14,341,583	14,288,461	14,235,338	14,182,216	14,129,093	
	10	14,285,552	14,232,430	14,179,307	14,126,185	14,073,062	14,019,940	13,966,817	
	20	14,123,277	14,070,154	14,017,032	13,963,909	13,910,787	13,857,664	13,804,453	
	30	13,961,001	13,907,784	13,854,492	13,801,200	13,747,908	13,694,616	13,641,324	
	40	13,797,947	13,744,655	13,691,363	13,638,070	13,584,778	13,531,486	13,478,194	
	50	13,634,817	13,581,525	13,528,233	13,474,941	13,421,649	13,368,357	13,315,064	
	60	13,471,688	13,418,395	13,365,103	13,311,811	13,258,519	13,205,227	13,151,935	
	70	13,308,558	13,255,266	13,201,902	13,148,426	13,094,949	13,041,473	12,987,996	
	80	13,144,867	13,091,391	13,037,914	12,984,438	12,930,961	12,877,485	12,824,009	
	90	12,980,879	12,927,403	12,873,926	12,820,450	12,766,973	12,713,497	12,660,021	
	100	12,816,891	12,763,415	12,709,938	12,656,462	12,602,985	12,549,509	12,496,033	
	110	12,652,903	12,599,427	12,545,950	12,492,378	12,438,703	12,385,027	12,331,352	
	120	12,488,553	12,434,878	12,381,203	12,327,527	12,273,852	12,220,177	12,166,501	
	130	12,323,703	12,270,027	12,216,352	12,162,677	12,109,001	12,055,326	12,001,650	
	140	12,158,852	12,105,176	12,051,501	11,997,826	11,944,150	11,890,475	11,836,800	
	150	11,994,001	11,940,326	11,886,650	11,832,975	11,779,133	11,725,244	11,671,355	
	160	11,828,971	11,775,082	11,721,193	11,667,304	11,613,415	11,559,526	11,505,636	
	170	11,663,253	11,609,364	11,555,475	11,501,586	11,447,696	11,393,807	11,339,918	
	180	11,497,535	11,443,646	11,389,757	11,335,867	11,281,978	11,228,089	11,174,200	
	190	11,331,817	11,277,928	11,224,038	11,170,149	11,116,204	11,062,086	11,007,968	
	200	11,166,085	11,111,967	11,057,849	11,003,732	10,949,614	10,895,496	10,841,378	
	210	10,999,495	10,945,377	10,891,259	10,837,141	10,783,024	10,728,906	10,674,788	
	220	10,832,904	10,778,787	10,724,669	10,670,551	10,616,433	10,562,316	10,508,198	
	230	10,666,314	10,612,197	10,558,079	10,503,961	10,449,843	10,395,519	10,341,157	
	240	10,499,724	10,445,497	10,391,136	10,336,774	10,282,413	10,228,052	10,173,691	
	250	10,332,392	10,278,030	10,223,669	10,169,308	10,114,946	10,060,585	10,006,224	

Scheme Ref:

Z

No Units:

300

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		13,744,655	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 40.00	0		17,219,378	16,654,444	16,089,509	15,524,575	14,959,640	14,394,706	13,829,771
	10		17,057,102	16,492,168	15,927,233	15,362,299	14,797,364	14,232,430	13,667,495
	20		16,894,827	16,329,892	15,764,958	15,200,023	14,635,089	14,070,154	13,505,220
	30		16,732,457	16,167,522	15,602,588	15,037,653	14,472,719	13,907,784	13,342,850
	40		16,569,327	16,004,393	15,439,458	14,874,524	14,309,589	13,744,655	13,179,720
	50		16,406,198	15,841,263	15,276,329	14,711,394	14,146,460	13,581,525	13,016,591
	60		16,243,068	15,678,133	15,113,199	14,548,264	13,983,330	13,418,395	12,853,461
	70		16,079,938	15,515,004	14,950,069	14,385,135	13,820,200	13,255,266	12,690,331
	80		15,916,063	15,351,129	14,786,194	14,221,260	13,656,325	13,091,391	12,526,456
	90		15,752,075	15,187,141	14,622,206	14,057,272	13,492,337	12,927,403	12,362,468
	100		15,588,087	15,023,153	14,458,218	13,893,284	13,328,349	12,763,415	12,198,480
	110		15,424,099	14,859,165	14,294,230	13,729,296	13,164,361	12,599,427	12,034,492
	120		15,259,551	14,694,616	14,129,682	13,564,747	12,999,813	12,434,878	11,869,944
	130		15,094,700	14,529,765	13,964,831	13,399,896	12,834,962	12,270,027	11,705,093
	140		14,929,849	14,364,914	13,799,980	13,235,045	12,670,111	12,105,176	11,540,242
	150		14,764,998	14,200,064	13,635,129	13,070,195	12,505,260	11,940,326	11,375,391
	160		14,599,755	14,034,820	13,469,886	12,904,951	12,340,017	11,775,082	11,210,148
	170		14,434,036	13,869,102	13,304,167	12,739,233	12,174,298	11,609,364	11,044,429
	180		14,268,318	13,703,384	13,138,449	12,573,515	12,008,580	11,443,646	10,878,711
	190		14,102,600	13,537,666	12,972,731	12,407,797	11,842,862	11,277,928	10,712,993
	200		13,936,639	13,371,705	12,806,770	12,241,836	11,676,901	11,111,967	10,547,032
	210		13,770,049	13,205,115	12,640,180	12,075,246	11,510,311	10,945,377	10,380,442
	220		13,603,459	13,038,525	12,473,590	11,908,656	11,343,721	10,778,787	10,213,852
	230		13,436,869	12,871,935	12,307,000	11,742,066	11,177,131	10,612,197	10,047,262
	240		13,270,170	12,705,235	12,140,301	11,575,366	11,010,432	10,445,497	9,880,563
	250		13,102,703	12,537,768	11,972,834	11,407,899	10,842,965	10,278,030	9,713,096

TABLE 4

		BLV (per acre)							
Balance (RLV - BLV)		13,744,655	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 40.00	0		19,027,831	18,101,206	17,174,581	16,247,956	15,321,331	14,394,706	13,468,081
	10		18,865,555	17,938,930	17,012,305	16,085,680	15,159,055	14,232,430	13,305,805
	20		18,703,279	17,776,654	16,850,029	15,923,404	14,996,779	14,070,154	13,143,529
	30		18,540,909	17,614,284	16,687,659	15,761,034	14,834,409	13,907,784	12,981,159
	40		18,377,780	17,451,155	16,524,530	15,597,905	14,671,280	13,744,655	12,818,030
	50		18,214,650	17,288,025	16,361,400	15,434,775	14,508,150	13,581,525	12,654,900
	60		18,051,520	17,124,895	16,198,270	15,271,645	14,345,020	13,418,395	12,491,770
	70		17,888,391	16,961,766	16,035,141	15,108,516	14,181,891	13,255,266	12,328,641
	80		17,724,516	16,797,891	15,871,266	14,944,641	14,018,016	13,091,391	12,164,766
	90		17,560,528	16,633,903	15,707,278	14,780,653	13,854,028	12,927,403	12,000,778
	100		17,396,540	16,469,915	15,543,290	14,616,665	13,690,040	12,763,415	11,836,790
	110		17,232,552	16,305,927	15,379,302	14,452,677	13,526,052	12,599,427	11,672,802
	120		17,068,003	16,141,378	15,214,753	14,288,128	13,361,503	12,434,878	11,508,253
	130		16,903,152	15,976,527	15,049,902	14,123,277	13,196,652	12,270,027	11,343,402
	140		16,738,301	15,811,676	14,885,051	13,958,426	13,031,801	12,105,176	11,178,551
	150		16,573,451	15,646,826	14,720,201	13,793,576	12,866,951	11,940,326	11,013,701
	160		16,408,207	15,481,582	14,554,957	13,628,332	12,701,707	11,775,082	10,848,457
	170		16,242,489	15,315,864	14,389,239	13,462,614	12,535,989	11,609,364	10,682,739
	180		16,076,771	15,150,146	14,223,521	13,296,896	12,370,271	11,443,646	10,517,021
	190		15,911,053	14,984,428	14,057,803	13,131,178	12,204,553	11,277,928	10,351,303
	200		15,745,092	14,818,467	13,891,842	12,965,217	12,038,592	11,111,967	10,185,342
	210		15,578,502	14,651,877	13,725,252	12,798,627	11,872,002	10,945,377	10,018,752
	220		15,411,912	14,485,287	13,558,662	12,632,037	11,705,412	10,778,787	9,852,162
	230		15,245,322	14,318,697	13,392,072	12,465,447	11,538,822	10,612,197	9,685,572
	240		15,078,622	14,151,997	13,225,372	12,298,747	11,372,122	10,445,497	9,518,872
	250		14,911,155	13,984,530	13,057,905	12,131,280	11,204,655	10,278,030	9,351,405

Scheme Ref:

Z

No Units:

300

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

TABLE 5		Density (dph)		40						
Balance (RLV - BLV)		13,744,655	25	30	35	40	45	50	55	
CIL £psm 40.00	0		9,353,146	11,594,082	13,194,438	14,394,706	15,328,247	16,075,080	16,685,980	
	10		9,190,016	11,431,806	13,032,163	14,232,430	15,165,971	15,912,804	16,523,849	
	20		9,026,887	11,268,677	12,869,887	14,070,154	15,003,695	15,750,528	16,361,573	
	30		8,863,757	11,105,547	12,706,825	13,907,784	14,841,419	15,588,252	16,199,297	
	40		8,700,389	10,942,417	12,543,696	13,744,655	14,678,734	15,425,977	16,037,022	
	50		8,536,401	10,779,288	12,380,566	13,581,525	14,515,604	15,262,867	15,874,265	
	60		8,372,413	10,615,503	12,217,437	13,418,395	14,352,475	15,099,738	15,711,135	
	70		8,208,425	10,451,515	12,053,723	13,255,266	14,189,345	14,936,608	15,548,006	
	80		8,044,380	10,287,527	11,889,735	13,091,391	14,026,012	14,773,479	15,384,876	
	90		7,879,529	10,123,539	11,725,747	12,927,403	13,862,024	14,609,720	15,221,472	
	100		7,714,678	9,959,079	11,561,759	12,763,415	13,698,036	14,445,733	15,057,484	
	110		7,549,827	9,794,228	11,397,371	12,599,427	13,534,048	14,281,745	14,893,497	
	120		7,384,977	9,629,377	11,232,521	12,434,878	13,370,045	14,117,757	14,729,509	
	130		7,219,366	9,464,526	11,067,670	12,270,027	13,205,194	13,953,328	14,565,437	
	140		7,053,648	9,299,368	10,902,819	12,105,176	13,040,343	13,788,477	14,400,586	
	150		6,887,930	9,133,650	10,737,736	11,940,326	12,875,493	13,623,626	14,235,735	
	160		6,722,212	8,967,932	10,572,018	11,775,082	12,710,642	13,458,775	14,070,885	
	170		6,555,876	8,802,214	10,406,299	11,609,364	12,545,081	13,293,654	13,906,034	
	180		6,389,286	8,636,336	10,240,581	11,443,646	12,379,362	13,127,936	13,740,405	
	190		6,222,696	8,469,746	10,074,781	11,277,928	12,213,644	12,962,218	13,574,687	
	200		6,056,106	8,303,155	9,908,191	11,111,967	12,047,926	12,796,499	13,408,969	
	210		5,889,024	8,136,565	9,741,600	10,945,377	11,881,647	12,630,664	13,243,250	
	220		5,721,557	7,969,945	9,575,010	10,778,787	11,715,057	12,464,074	13,076,905	
	230		5,554,091	7,802,479	9,408,420	10,612,197	11,548,467	12,297,484	12,910,315	
	240		5,386,624	7,635,012	9,241,003	10,445,497	11,381,877	12,130,893	12,743,725	
	250		5,218,773	7,467,545	9,073,537	10,278,030	11,214,859	11,964,303	12,577,135	

TABLE 6		Build cost 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)		13,744,655	90%	95%	100%	105%	110%	115%	120%	
CIL £psm 40.00	0		18,415,556	16,416,953	14,394,706	12,348,110	10,276,407	8,178,816	6,054,538	
	10		18,254,130	16,255,527	14,232,430	12,184,981	10,112,419	8,013,965	5,888,820	
	20		18,092,703	16,093,844	14,070,154	12,021,851	9,948,431	7,849,115	5,723,102	
	30		17,931,277	15,931,568	13,907,784	11,858,721	9,784,443	7,684,264	5,556,566	
	40		17,769,850	15,769,293	13,744,655	11,695,185	9,620,113	7,518,647	5,389,976	
	50		17,608,199	15,607,017	13,581,525	11,531,197	9,455,262	7,352,929	5,223,386	
	60		17,445,924	15,444,741	13,418,395	11,367,209	9,290,412	7,187,211	5,056,116	
	70		17,283,648	15,281,790	13,255,266	11,203,221	9,125,561	7,021,099	4,888,650	
	80		17,121,372	15,118,660	13,091,391	11,038,800	8,960,107	6,854,509	4,721,183	
	90		16,959,096	14,955,531	12,927,403	10,873,950	8,794,389	6,687,919	4,553,162	
	100		16,796,386	14,792,401	12,763,415	10,709,099	8,628,671	6,521,297	4,384,814	
	110		16,633,256	14,629,011	12,599,427	10,544,248	8,462,942	6,353,830	4,216,466	
	120		16,470,127	14,465,023	12,434,878	10,378,919	8,296,352	6,186,363	4,047,676	
	130		16,306,997	14,301,035	12,270,027	10,213,201	8,129,762	6,018,897	3,878,443	
	140		16,143,868	14,137,047	12,105,176	10,047,483	7,963,172	5,850,866	3,709,209	
	150		15,980,070	13,973,059	11,940,326	9,881,765	7,796,276	5,682,518	3,539,631	
	160		15,816,082	13,808,346	11,775,082	9,715,505	7,628,809	5,514,170	3,369,507	
	170		15,652,094	13,643,495	11,609,364	9,548,915	7,461,342	5,345,590	3,199,383	
	180		15,488,106	13,478,645	11,443,646	9,382,324	7,293,876	5,176,357	3,029,137	
	190		15,324,055	13,313,794	11,277,928	9,215,734	7,125,788	5,007,123	2,858,118	
	200		15,159,205	13,148,596	11,111,967	9,048,520	6,957,440	4,837,889	2,687,099	
	210		14,994,354	12,982,878	10,945,377	8,881,054	6,789,092	4,667,854	2,516,080	
	220		14,829,503	12,817,160	10,778,787	8,713,587	6,620,670	4,497,729	2,344,248	
	230		14,664,652	12,651,442	10,612,197	8,546,120	6,451,444	4,327,605	2,172,329	
	240		14,499,462	12,485,724	10,445,497	8,377,929	6,282,206	4,157,120	2,000,410	
	250		14,333,744	12,319,149	10,278,030	8,209,581	6,112,973	3,986,100	1,827,870	

Scheme Ref: **Z**
 No Units: **300** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	13,744,655	90%	95%	100%	105%	110%	115%	120%
		0	10,088,596	12,242,396	14,394,706	16,546,497	18,697,121	20,847,745	22,997,583
		10	9,925,466	12,079,755	14,232,430	16,384,739	18,535,695	20,686,319	22,836,943
		20	9,762,191	11,916,625	14,070,154	16,222,463	18,374,268	20,524,893	22,675,517
		30	9,598,203	11,753,496	13,907,784	16,060,188	18,212,497	20,363,466	22,514,091
		40	9,434,215	11,590,366	13,744,655	15,897,912	18,050,221	20,202,040	22,352,664
	CIL £psm	50	9,270,227	11,426,791	13,581,525	15,735,636	17,887,946	20,040,255	22,191,238
	40.00	60	9,105,711	11,262,803	13,418,395	15,572,684	17,725,670	19,877,979	22,029,812
		70	8,940,860	11,098,815	13,255,266	15,409,554	17,563,394	19,715,703	21,868,013
		80	8,776,009	10,934,827	13,091,391	15,246,425	17,400,713	19,553,428	21,705,737
		90	8,611,095	10,770,295	12,927,403	15,083,295	17,237,584	19,391,152	21,543,461
		100	8,445,377	10,605,444	12,763,415	14,919,978	17,074,454	19,228,743	21,381,185
		110	8,279,659	10,440,593	12,599,427	14,755,990	16,911,325	19,065,613	21,218,910
		120	8,113,941	10,275,742	12,434,878	14,592,002	16,748,195	18,902,484	21,056,634
		130	7,947,740	10,110,230	12,270,027	14,428,014	16,584,578	18,739,354	20,893,643
		140	7,781,150	9,944,511	12,105,176	14,264,026	16,420,590	18,576,224	20,730,513
		150	7,614,560	9,778,793	11,940,326	14,099,462	16,256,602	18,413,095	20,567,383
		160	7,447,926	9,613,075	11,775,082	13,934,611	16,092,614	18,249,178	20,404,254
		170	7,280,459	9,446,559	11,609,364	13,769,760	15,928,626	18,085,190	20,241,124
		180	7,112,992	9,279,968	11,443,646	13,604,909	15,764,045	17,921,202	20,077,765
		190	6,945,525	9,113,378	11,277,928	13,439,935	15,599,194	17,757,214	19,913,777
		200	6,777,559	8,946,711	11,111,967	13,274,216	15,434,343	17,593,226	19,749,790
		210	6,609,211	8,779,245	10,945,377	13,108,498	15,269,493	17,428,629	19,585,802
		220	6,440,863	8,611,778	10,778,787	12,942,780	15,104,642	17,263,778	19,421,814
		230	6,272,426	8,444,311	10,612,197	12,777,062	14,939,069	17,098,927	19,257,826
		240	6,103,192	8,276,598	10,445,497	12,610,785	14,773,351	16,934,076	19,093,212
		250	5,933,958	8,108,250	10,278,030	12,444,195	14,607,633	16,769,225	18,928,361

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: **AA**
 No Units: **500** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		500 Units				
AH Policy requirement (% Target)		40%				
AH tenure split %	Affordable Rent:			0.0%		
	Social Rent:			70.0%	70.0% % Rented	
	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		
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	5.0%	15.0	5.0%	10.0	5%	25.0
2 bed House	5.0%	15.0	5.0%	10.0	5%	25.0
3 bed House	50.0%	150.0	50.0%	100.0	50%	250.0
4 bed House	23.0%	69.0	23.0%	46.0	23%	115.0
5 bed House	12.0%	36.0	12.0%	24.0	12%	60.0
1 bed Flat	2.0%	6.0	2.0%	4.0	2%	10.0
2 bed Flat	3.0%	9.0	3.0%	6.0	3%	15.0
Total number of units	100.0%	300.0	100.0%	200.0	100%	500.0
OMS Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(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
AH Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(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
	Mkt Units GIA		AH units GIA		Total GIA (all units)	
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
Total Gross Floor areas -	1,035	11,141	690	7,427	1,725	18,568
1 bed House	1,125	12,109	750	8,073	1,875	20,182
2 bed House	13,500	145,313	9,000	96,875	22,500	242,188
3 bed House	7,728	83,183	5,152	55,456	12,880	138,639
4 bed House	4,608	49,600	3,072	33,067	7,680	82,667
5 bed House	353	3,799	235	2,533	588	6,332
1 bed Flat	688	7,408	459	4,939	1,147	12,347
2 bed Flat	29,037	312,554	19,358	208,369	48,395	520,923
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	5,750,000		
2 bed House	270,000	3,600	334	6,750,000		
3 bed House	320,000	3,556	330	80,000,000		
4 bed House	450,000	4,018	373	51,750,000		
5 bed House	520,000	4,063	377	31,200,000		
1 bed Flat	170,000	3,400	316	1,700,000		
2 bed Flat	215,000	3,308	307	3,225,000		
				180,375,000		
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: **AA**
 No Units: **500** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	15.0	@	230,000	3,450,000
2 bed House	15.0	@	270,000	4,050,000
3 bed House	150.0	@	320,000	48,000,000
4 bed House	69.0	@	450,000	31,050,000
5 bed House	36.0	@	520,000	18,720,000
1 bed Flat	6.0	@	170,000	1,020,000
2 bed Flat	9.0	@	215,000	1,935,000
	300.0			108,225,000
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	7.0	@	86,250	603,750
2 bed House	7.0	@	101,250	708,750
3 bed House	70.0	@	120,000	8,400,000
4 bed House	32.2	@	168,750	5,433,750
5 bed House	16.8	@	195,000	3,276,000
1 bed Flat	2.8	@	63,750	178,500
2 bed Flat	4.2	@	80,625	338,625
	140.0			18,939,375
Intermediate GDV -				
1 bed House	3.0	@	161,000	483,000
2 bed House	3.0	@	189,000	567,000
3 bed House	30.0	@	224,000	6,720,000
4 bed House	13.8	@	315,000	4,347,000
5 bed House	7.2	@	364,000	2,620,800
1 bed Flat	1.2	@	119,000	142,800
2 bed Flat	1.8	@	150,500	270,900
	60.0	200.0		15,151,500
Sub-total GDV Residential	500			142,315,875
AH on-site cost analysis:				
	786 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	38,059,125
			76,118 £ per unit (total units)	
Grant	500	@	0	-
Total GDV				142,315,875

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(250,000)
Statutory Planning Fees (Residential)				(84,959)
CIL		29,037 sqm (Market only)	40.00 £ psm	(1,161,487)
CIL analysis:		0.82% % of GDV	2,323 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
(inc. Education)	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	500 units @	2,000 per unit	(1,000,000)
S106 analysis:	80,000 £ per ha	0.70% % of GDV	2,000 £ per unit (total ur	(1,000,000)
AH Commuted Sum		48,395 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		

cont./

Scheme Ref: **AA**
 No Units: **500** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

Construction Costs -					
Site Clearance and Demolition		30.89 acres @		50,000 £ per acre (if brownfield)	(1,544,375)
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	500 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House		1,725 sqm @		1,048 psm	(1,807,800)
2 bed House		1,875 sqm @		1,048 psm	(1,965,000)
3 bed House		22,500 sqm @		1,048 psm	(23,580,000)
4 bed House		12,880 sqm @		1,048 psm	(13,498,240)
5 bed House		7,680 sqm @		1,048 psm	(8,048,640)
1 bed Flat		588 sqm @		1,287 psm	(757,059)
2 bed Flat	48,395	1,147 sqm @		1,287 psm	(1,476,265)
External works		51,133,004 @		20.0% 20,453 £ per unit	(10,226,601)
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	300 units @	90% @	521 £ per unit	(140,670)
M4(3) Category 3 Housing	Mrkt units	300 units @	10% @	10,111 £ per unit	(303,330)
Water Efficiency additional cost		500 units @		10 £ per unit	(5,000)
Low Carbon Energy cost		500 units @		4,847 £ per unit	(2,423,500)
Contingency		65,776,479 @		5.0% (GF/BF)	(3,288,824)
Professional Fees		65,776,479 @		6.5%	(4,275,471)
Disposal Costs -					
Residential Sales Agent Costs		108,225,000 OMS @		1.00% 2,165 £ per unit	(1,082,250)
Residential Sales Legal Costs		300 OM Units @		0.25% 900 £ per unit	(270,000)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		108,225,000 OMS @		3.00% 6,494 £ per unit 9,218 £ per unit	(3,246,750)
Interest (on Development Costs) -		6.50% APR		0.526% pcm	(459,700)
Developers Profit -					
Margin on AH		34,090,875		6.00% on AH values	(2,045,453)
Profit on OMS		108,225,000		20.00%	(21,645,000)
Profit analysis:		80,905,921		29.28% on costs	(23,690,453)
		142,315,875		16.65% blended GDV	(23,690,453)
TOTAL COSTS					(104,596,373)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					37,719,502
SDLT		37,719,502 @		(slabbed)	(1,875,475)
Acquisition Agent fees		37,719,502 @		1.0%	(377,195)
Acquisition Legal fees		37,719,502 @		0.5%	(188,598)
Interest on Land		37,719,502 @		6.50%	(2,451,768)
Residual Land Value					32,826,467
RLV analysis:	65,653 £ per plot	2,626,117 £ per ha		1,062,775 £ per acre	

BENCHMARK LAND VALUE (BLV)					
Residential Density		40.0 dph			
Site Area (Net)		12.50 ha		30.89 acres	
Density analysis:		3,872 sqm/ha		16,865 sqft/ac	
Benchmark Land Value (Net)	24,710 £ per plot	988,400 £ per ha		400,000 £ per acre	12,355,000

BALANCE					
Surplus/(Deficit)		1,637,717 £ per ha		662,775 £ per acre	20,471,467

Scheme Ref:

AA

No Units:

500

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

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)		20,471,467	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00		0	36,065,647	33,648,692	31,231,738	28,814,783	26,397,514	23,979,779	21,562,044
		10	35,659,957	33,265,541	30,870,474	28,475,396	26,080,318	23,685,240	21,290,161
		20	35,252,807	32,880,385	30,507,964	28,135,543	25,763,121	23,390,700	21,018,093
		30	34,844,983	32,495,218	30,145,454	27,795,689	25,445,793	23,095,286	20,744,780
		40	34,437,159	32,110,051	29,782,388	27,454,657	25,126,927	22,799,197	20,471,467
		50	34,027,878	31,722,924	29,417,970	27,113,016	24,808,062	22,503,108	20,198,153
		60	33,617,909	31,335,730	29,053,552	26,771,374	24,489,196	22,206,341	19,923,462
		70	33,207,939	30,948,537	28,688,644	26,428,661	24,168,677	21,908,694	19,648,711
		80	32,796,483	30,559,396	28,322,309	26,085,221	23,848,134	21,611,047	19,373,960
		90	32,384,356	30,170,165	27,955,974	25,741,782	23,527,591	21,312,897	19,098,047
		100	31,972,229	29,780,934	27,589,183	25,397,350	23,205,516	21,013,683	18,821,850
		110	31,558,554	29,389,737	27,220,920	25,052,103	22,883,287	20,714,470	18,545,653
		120	31,144,258	28,998,458	26,852,657	24,706,857	22,561,057	20,414,903	18,268,490
		130	30,729,963	28,607,179	26,483,944	24,360,668	22,237,392	20,114,116	17,990,840
		140	30,314,021	28,213,882	26,113,744	24,013,605	21,913,467	19,813,328	17,713,189
		150	29,897,545	27,820,544	25,743,543	23,666,542	21,589,541	19,512,313	17,434,746
		160	29,481,070	27,427,174	25,372,866	23,318,558	21,264,251	19,209,943	17,155,635
		170	29,062,815	27,031,767	25,000,718	22,969,670	20,938,621	18,907,572	16,876,524
		180	28,644,148	26,636,359	24,628,570	22,620,781	20,612,991	18,605,077	16,596,771
		190	28,225,482	26,240,813	24,255,888	22,270,964	20,286,040	18,301,115	16,316,191
		200	27,804,867	25,843,325	23,881,782	21,920,239	19,958,697	17,997,154	16,035,611
		210	27,383,998	25,445,837	23,507,676	21,569,515	19,631,354	17,693,145	15,754,518
		220	26,963,128	25,048,070	23,132,948	21,217,827	19,302,705	17,387,584	15,472,462
		230	26,540,107	24,648,491	22,756,874	20,865,257	18,973,640	17,082,023	15,190,406
		240	26,117,023	24,248,911	22,380,799	20,512,687	18,644,575	16,776,462	14,907,943
		250	25,693,774	23,848,879	22,003,984	20,159,089	18,314,193	16,469,298	14,624,403

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)		20,471,467	90%	100%	110%	120%	130%	140%	150%
CIL Epsm 40.00	0	21,650,864	21,562,044	21,473,224	21,384,404	21,295,584	21,206,763	21,117,943	
	10	21,378,982	21,290,161	21,201,341	21,112,521	21,023,701	20,934,881	20,845,770	
	20	21,107,099	21,018,093	20,928,966	20,839,838	20,750,711	20,661,584	20,572,457	
	30	20,833,907	20,744,780	20,655,653	20,566,525	20,477,398	20,388,271	20,299,143	
	40	20,560,594	20,471,467	20,382,339	20,293,212	20,204,085	20,114,957	20,025,670	
	50	20,287,281	20,198,153	20,108,755	20,019,296	19,929,837	19,840,378	19,750,919	
	60	20,012,921	19,923,462	19,834,003	19,744,544	19,655,085	19,565,626	19,476,167	
	70	19,738,170	19,648,711	19,559,252	19,469,793	19,380,334	19,290,875	19,201,365	
	80	19,463,419	19,373,960	19,284,429	19,194,614	19,104,798	19,014,983	18,925,168	
	90	19,187,862	19,098,047	19,008,232	18,918,417	18,828,601	18,738,786	18,648,971	
	100	18,911,665	18,821,850	18,732,035	18,642,220	18,552,404	18,462,589	18,372,774	
	110	18,635,468	18,545,653	18,455,838	18,365,748	18,275,551	18,185,355	18,095,159	
	120	18,358,686	18,268,490	18,178,294	18,088,097	17,997,901	17,907,705	17,817,509	
	130	18,081,036	17,990,840	17,900,643	17,810,447	17,720,251	17,630,055	17,539,858	
	140	17,803,386	17,713,189	17,622,993	17,532,653	17,442,051	17,351,449	17,260,847	
	150	17,525,348	17,434,746	17,344,144	17,253,542	17,162,940	17,072,338	16,981,735	
	160	17,246,237	17,155,635	17,065,033	16,974,431	16,883,829	16,793,226	16,702,624	
	170	16,967,126	16,876,524	16,785,922	16,695,284	16,604,251	16,513,218	16,422,185	
	180	16,687,804	16,596,771	16,505,738	16,414,705	16,323,672	16,232,638	16,141,605	
	190	16,407,224	16,316,191	16,225,158	16,134,125	16,043,092	15,952,059	15,861,026	
	200	16,126,644	16,035,611	15,944,578	15,853,545	15,762,107	15,670,618	15,579,128	
	210	15,846,008	15,754,518	15,663,029	15,571,540	15,480,051	15,388,562	15,297,072	
	220	15,563,951	15,472,462	15,380,973	15,289,484	15,197,995	15,106,505	15,015,016	
	230	15,281,895	15,190,406	15,098,917	15,007,428	14,915,571	14,823,601	14,731,630	
	240	14,999,839	14,907,943	14,815,972	14,724,002	14,632,031	14,540,060	14,448,090	
	250	14,716,373	14,624,403	14,532,432	14,440,462	14,348,491	14,256,520	14,164,550	

Scheme Ref: **AA**
 No Units: **500** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

TABLE 3		Profit (on OMS) 20%							
Balance (RLV - BLV)	20,471,467	15%	16%	17%	18%	19%	20%	21%	
CIL Epsm 40.00	0	26,269,832	25,328,274	24,386,717	23,445,159	22,503,602	21,562,044	20,620,487	
	10	25,997,949	25,056,391	24,114,834	23,173,276	22,231,719	21,290,161	20,348,604	
	20	25,725,881	24,784,323	23,842,766	22,901,208	21,959,651	21,018,093	20,076,536	
	30	25,452,567	24,511,010	23,569,452	22,627,895	21,686,337	20,744,780	19,803,222	
	40	25,179,254	24,237,697	23,296,139	22,354,582	21,413,024	20,471,467	19,529,909	
	50	24,905,941	23,964,383	23,022,826	22,081,268	21,139,711	20,198,153	19,256,596	
	60	24,631,250	23,689,692	22,748,135	21,806,577	20,865,020	19,923,462	18,981,905	
	70	24,356,498	23,414,941	22,473,383	21,531,826	20,590,268	19,648,711	18,707,153	
	80	24,081,747	23,140,190	22,198,632	21,257,075	20,315,517	19,373,960	18,432,402	
	90	23,805,834	22,864,277	21,922,719	20,981,162	20,039,604	19,098,047	18,156,489	
	100	23,529,638	22,588,080	21,646,523	20,704,965	19,763,408	18,821,850	17,880,293	
	110	23,253,441	22,311,883	21,370,326	20,428,768	19,487,211	18,545,653	17,604,096	
	120	22,976,277	22,034,720	21,093,162	20,151,605	19,210,047	18,268,490	17,326,932	
	130	22,698,627	21,757,070	20,815,512	19,873,955	18,932,397	17,990,840	17,049,282	
	140	22,420,977	21,479,419	20,537,862	19,596,304	18,654,747	17,713,189	16,771,632	
	150	22,142,534	21,200,976	20,259,419	19,317,861	18,376,304	17,434,746	16,493,189	
	160	21,863,423	20,921,865	19,980,308	19,038,750	18,097,193	17,155,635	16,214,078	
	170	21,584,311	20,642,754	19,701,196	18,759,639	17,818,081	16,876,524	15,934,966	
	180	21,304,558	20,363,001	19,421,443	18,479,886	17,538,328	16,596,771	15,655,213	
	190	21,023,979	20,082,421	19,140,864	18,199,306	17,257,749	16,316,191	15,374,634	
	200	20,743,399	19,801,841	18,860,284	17,918,726	16,977,169	16,035,611	15,094,054	
	210	20,462,306	19,520,748	18,579,191	17,637,633	16,696,076	15,754,518	14,812,961	
	220	20,180,250	19,238,692	18,297,135	17,355,577	16,414,020	15,472,462	14,530,905	
	230	19,898,194	18,956,636	18,015,079	17,073,521	16,131,964	15,190,406	14,248,849	
	240	19,615,730	18,674,173	17,732,615	16,791,058	15,849,500	14,907,943	13,966,385	
	250	19,332,190	18,390,633	17,449,075	16,507,518	15,565,960	14,624,403	13,682,845	

TABLE 4		BLV (per acre)							
Balance (RLV - BLV)		20,471,467	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 40.00	0	29,283,919	27,739,544	26,195,169	24,650,794	23,106,419	21,562,044	20,017,669	
	10	29,012,036	27,467,661	25,923,286	24,378,911	22,834,536	21,290,161	19,745,786	
	20	28,739,968	27,195,593	25,651,218	24,106,843	22,562,468	21,018,093	19,473,718	
	30	28,466,655	26,922,280	25,377,905	23,833,530	22,289,155	20,744,780	19,200,405	
	40	28,193,342	26,648,967	25,104,592	23,560,217	22,015,842	20,471,467	18,927,092	
	50	27,920,028	26,375,653	24,831,278	23,286,903	21,742,528	20,198,153	18,653,778	
	60	27,645,337	26,100,962	24,556,587	23,012,212	21,467,837	19,923,462	18,379,087	
	70	27,370,586	25,826,211	24,281,836	22,737,461	21,193,086	19,648,711	18,104,336	
	80	27,095,835	25,551,460	24,007,085	22,462,710	20,918,335	19,373,960	17,829,585	
	90	26,819,922	25,275,547	23,731,172	22,186,797	20,642,422	19,098,047	17,553,672	
	100	26,543,725	24,999,350	23,454,975	21,910,600	20,366,225	18,821,850	17,277,475	
	110	26,267,528	24,723,153	23,178,778	21,634,403	20,090,028	18,545,653	17,001,278	
	120	25,990,365	24,445,990	22,901,615	21,357,240	19,812,865	18,268,490	16,724,115	
	130	25,712,715	24,168,340	22,623,965	21,079,590	19,535,215	17,990,840	16,446,465	
	140	25,435,064	23,890,689	22,346,314	20,801,939	19,257,564	17,713,189	16,168,814	
	150	25,156,621	23,612,246	22,067,871	20,523,496	18,979,121	17,434,746	15,890,371	
	160	24,877,510	23,333,135	21,788,760	20,244,385	18,700,010	17,155,635	15,611,260	
	170	24,598,399	23,054,024	21,509,649	19,965,274	18,420,899	16,876,524	15,332,149	
	180	24,318,646	22,774,271	21,229,896	19,685,521	18,141,146	16,596,771	15,052,396	
	190	24,038,066	22,493,691	20,949,316	19,404,941	17,860,566	16,316,191	14,771,816	
	200	23,757,486	22,213,111	20,668,736	19,124,361	17,579,986	16,035,611	14,491,236	
	210	23,476,393	21,932,018	20,387,643	18,843,268	17,298,893	15,754,518	14,210,143	
	220	23,194,337	21,649,962	20,105,587	18,561,212	17,016,837	15,472,462	13,928,087	
	230	22,912,281	21,367,906	19,823,531	18,279,156	16,734,781	15,190,406	13,646,031	
	240	22,629,818	21,085,443	19,541,068	17,996,693	16,452,318	14,907,943	13,363,568	
	250	22,346,278	20,801,903	19,257,528	17,713,153	16,168,778	14,624,403	13,080,028	

Scheme Ref:

AA

No Units:

500

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

TABLE 5		Density (dph)							
		40				50			
Balance (RLV - BLV)		20,471,467	25	30	35	40	45	50	55
CIL £psm 40.00	0		13,153,346	16,891,734	19,560,491	21,562,044	23,118,808	24,364,219	25,382,879
	10		12,880,033	16,618,421	19,288,608	21,290,161	22,846,925	24,092,336	25,111,309
	20		12,606,213	16,345,108	19,015,385	21,018,093	22,575,043	23,820,454	24,839,426
	30		12,331,461	16,071,795	18,742,072	20,744,780	22,302,442	23,548,571	24,567,544
	40		12,056,710	15,797,268	18,468,759	20,471,467	22,029,128	23,275,258	24,294,818
	50		11,781,665	15,522,516	18,194,343	20,198,153	21,755,815	23,001,944	24,021,505
	60		11,505,468	15,247,765	17,919,592	19,923,462	21,482,028	22,728,631	23,748,192
	70		11,229,271	14,972,013	17,644,841	19,648,711	21,207,277	22,454,129	23,474,281
	80		10,952,973	14,695,816	17,369,204	19,373,960	20,932,525	22,179,378	23,199,530
	90		10,675,323	14,419,619	17,093,007	19,098,047	20,657,523	21,904,626	22,924,779
	100		10,397,672	14,142,614	16,816,810	18,821,850	20,381,326	21,628,907	22,649,654
	110		10,120,022	13,864,963	16,539,922	18,545,653	20,105,129	21,352,710	22,373,457
	120		9,840,979	13,587,313	16,262,271	18,268,490	19,828,882	21,076,513	22,097,260
	130		9,561,868	13,309,024	15,984,621	17,990,840	19,551,232	20,799,546	21,820,893
	140		9,282,757	13,029,913	15,706,453	17,713,189	19,273,582	20,521,895	21,543,243
	150		9,002,394	12,750,802	15,427,341	17,434,746	18,995,931	20,244,245	21,265,593
	160		8,721,814	12,471,199	15,148,230	17,155,635	18,716,950	19,966,002	20,987,943
	170		8,441,234	12,190,619	14,868,751	16,876,524	18,437,839	19,686,891	20,708,842
	180		8,159,520	11,910,039	14,588,172	16,596,771	18,158,728	19,407,780	20,429,731
	190		7,877,464	11,629,093	14,307,592	16,316,191	17,878,435	19,128,230	20,150,620
	200		7,595,407	11,347,037	14,026,773	16,035,611	17,597,855	18,847,650	19,870,210
	210		7,312,312	11,064,981	13,744,717	15,754,518	17,317,275	18,567,071	19,589,630
	220		7,028,772	10,782,661	13,462,661	15,472,462	17,035,641	18,286,185	19,309,050
	230		6,745,231	10,499,121	13,180,471	15,190,406	16,753,585	18,004,129	19,027,300
	240		6,460,952	10,215,581	12,896,931	14,907,943	16,471,529	17,722,072	18,745,244
	250		6,175,920	9,932,041	12,613,390	14,624,403	16,188,523	17,439,820	18,463,188
TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
		90%		100%		105%		110%	
Balance (RLV - BLV)		20,471,467	25	30	35	40	45	50	55
CIL £psm 40.00	0		28,733,951	25,174,374	21,562,044	17,895,859	14,174,683	10,397,349	6,560,435
	10		28,464,438	24,903,915	21,290,161	17,622,546	13,899,932	10,119,794	6,280,945
	20		28,193,978	24,632,753	21,018,093	17,348,880	13,623,959	9,842,143	6,000,366
	30		27,923,519	24,360,870	20,744,780	17,074,128	13,347,762	9,563,843	5,719,774
	40		27,653,059	24,088,987	20,471,467	16,799,377	13,071,379	9,284,732	5,437,718
	50		27,381,592	23,816,968	20,198,153	16,524,191	12,793,729	9,005,621	5,155,662
	60		27,109,709	23,543,654	19,923,462	16,247,994	12,516,079	8,725,088	4,872,464
	70		26,837,827	23,270,341	19,648,711	15,971,797	12,237,809	8,444,508	4,588,924
	80		26,565,795	22,997,028	19,373,960	15,695,061	11,958,698	8,163,184	4,304,802
	90		26,292,482	22,722,685	19,098,047	15,417,411	11,679,587	7,881,128	4,019,769
	100		26,019,169	22,447,934	18,821,850	15,139,761	11,399,396	7,598,993	3,734,703
	110		25,745,856	22,173,182	18,545,653	14,861,443	11,118,817	7,315,453	3,448,171
	120		25,471,797	21,897,919	18,268,490	14,582,332	10,838,149	7,031,913	3,161,639
	130		25,197,045	21,621,722	17,990,840	14,303,221	10,556,093	6,747,684	2,874,100
	140		24,922,294	21,345,526	17,713,189	14,023,291	10,274,037	6,462,652	2,586,061
	150		24,647,543	21,069,315	17,434,746	13,742,711	9,991,389	6,177,620	2,297,528
	160		24,371,415	20,791,665	17,155,635	13,462,131	9,707,849	5,891,262	2,007,973
	170		24,095,218	20,514,015	16,876,524	13,180,556	9,424,309	5,604,731	1,718,418
	180		23,819,021	20,236,364	16,596,771	12,898,500	9,139,877	5,317,718	1,427,347
	190		23,542,236	19,957,718	16,316,191	12,616,444	8,854,845	5,029,678	1,136,268
	200		23,264,586	19,678,606	16,035,611	12,333,192	8,569,813	4,741,639	844,152
	210		22,986,936	19,399,495	15,754,518	12,049,652	8,283,563	4,452,435	551,542
	220		22,709,286	19,119,837	15,472,462	11,766,112	7,997,031	4,162,880	258,360
	230		22,430,357	18,839,257	15,190,406	11,481,381	7,710,439	3,872,974	(35,789)
	240		22,151,246	18,558,677	14,907,943	11,196,349	7,422,399	3,581,896	(330,059)
	250		21,872,135	18,277,979	14,624,403	10,911,317	7,134,360	3,290,817	(625,757)

Scheme Ref: **AA**
 No Units: **500** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	20,471,467	90%	95%	100%	105%	110%	115%	120%
		0	14,382,924	17,973,822	21,562,044	25,149,190	28,734,461	32,319,448	35,902,490
		10	14,108,618	17,700,508	21,290,161	24,878,050	28,464,002	32,049,272	35,633,446
		20	13,833,866	17,427,195	21,018,093	24,606,167	28,193,542	31,778,813	35,364,083
		30	13,559,032	17,153,416	20,744,780	24,334,285	27,922,174	31,508,353	35,093,624
		40	13,282,835	16,878,664	20,471,467	24,062,365	27,650,291	31,237,894	34,823,164
	CIL £psm	50	13,006,638	16,603,913	20,198,153	23,789,051	27,378,408	30,966,297	34,552,705
	40.00	60	12,729,804	16,328,540	19,923,462	23,515,738	27,106,526	30,694,414	34,282,245
		70	12,452,154	16,052,343	19,648,711	23,242,425	26,833,323	30,422,532	34,010,420
		80	12,174,503	15,776,146	19,373,960	22,968,260	26,560,010	30,150,649	33,738,538
		90	11,895,636	15,499,147	19,098,047	22,693,509	26,286,696	29,877,594	33,466,655
		100	11,616,525	15,221,497	18,821,850	22,418,757	26,013,058	29,604,281	33,194,772
		110	11,337,059	14,943,846	18,545,653	22,143,751	25,738,307	29,330,968	32,921,866
		120	11,056,479	14,665,191	18,268,490	21,867,554	25,463,555	29,057,655	32,648,553
		130	10,775,899	14,386,080	17,990,840	21,591,358	25,188,804	28,783,104	32,375,239
		140	10,494,340	14,106,969	17,713,189	21,315,161	24,913,259	28,508,353	32,101,926
		150	10,212,284	13,826,625	17,434,746	21,037,833	24,637,062	28,233,602	31,827,902
		160	9,930,081	13,546,045	17,155,635	20,760,183	24,360,865	27,958,851	31,553,151
		170	9,646,541	13,265,457	16,876,524	20,482,532	24,084,668	27,682,766	31,278,400
		180	9,363,001	12,983,401	16,596,771	20,204,301	23,807,176	27,406,569	31,003,648
		190	9,078,872	12,701,345	16,316,191	19,925,190	23,529,526	27,130,372	30,728,471
		200	8,793,840	12,419,012	16,035,611	19,646,079	23,251,876	26,854,169	30,452,274
		210	8,508,808	12,135,472	15,754,518	19,366,917	22,973,857	26,576,519	30,176,077
		220	8,222,720	11,851,932	15,472,462	19,086,337	22,694,745	26,298,869	29,899,880
		230	7,936,188	11,568,050	15,190,406	18,805,757	22,415,634	26,021,219	29,623,512
		240	7,649,615	11,283,018	14,907,943	18,525,178	22,136,523	25,743,412	29,345,862
		250	7,361,575	10,997,986	14,624,403	18,243,580	21,856,483	25,464,301	29,068,212

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_U - AA_v3 - Summary Table

Scheme Ref:	U	V	W	X	Y	Z	AA
No Units:	8	10	30	50	100	300	500
Location / Value Zone:	Higher	Higher	Higher	Higher	Higher	Higher	Higher
Development Scenario:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:		0	0	0	0	0	0
Total GDV (£)	3,080,000	2,867,550	8,606,412	14,344,020	28,463,175	85,389,525	142,315,875
AH %	0%	40%	40%	40%	40%	40%	40%
Affordable Rent:	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%
Intermediate (LCHO/Sub-Market/Starter etc.):	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
CIL (£ per unit)	4,040.00	2,424.00	2,326.80	2,326.80	2,322.97	2,322.97	2,322.97
CIL (£)	32,320	24,240	69,804	116,340	232,297	696,892	1,161,487
Site Specific S106 (£ per unit)	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Site Specific S106 (£)	16,000	20,000	60,000	100,000	200,000	600,000	1,000,000
Sub-total CIL+S106 (£ per unit)	6,040	4,424	4,327	4,327	4,323	4,323	4,323
Strategic Infrastructure (£ per unit)	-	-	-	-	-	-	-
Strategic Infrastructure (£)	-	-	-	-	-	-	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	6,040	4,424	4,327	4,327	4,323	4,323	4,323
Total Developers Profit (£)	616,000	495,453	1,432,657	2,387,761	4,738,091	14,214,272	23,690,453
Developers Profit (% on OMS)	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%
Developers Profit (% blended)	20.00%	17.28%	16.65%	16.65%	16.65%	16.65%	16.65%
Developers Profit (% on costs)	41.04%	29.53%	27.63%	27.64%	30.16%	30.33%	29.28%
RLV (£)	848,490	614,311	1,740,776	2,897,070	6,982,394	21,157,655	32,826,467
RLV (£/acre)	1,287,673	745,825	704,482	703,457	1,130,294	1,141,651	1,062,775
RLV (£/ha)	3,181,839	1,842,933	1,740,776	1,738,242	2,792,958	2,821,021	2,626,117
Balance for Plan VA:						£0	£0
BLV (£)	263,573	329,467	988,400	1,647,333	2,471,000	7,413,000	12,355,000
BLV (£/acre)	400,000	400,000	400,000	400,000	400,000	400,000	400,000
BLV (£/ha)	988,400	988,400	988,400	988,400	988,400	988,400	988,400
Surplus/Deficit	584,917	284,844	752,376	1,249,737	4,511,394	13,744,655	20,471,467
Surplus/Deficit (£/acre)	887,673	345,825	304,482	303,457	730,294	741,651	662,775
Surplus/Deficit (£/ha)	2,193,439	854,533	752,376	749,842	1,804,558	1,832,621	1,637,717
Plan Viability comments	Viable	Viable	Viable	Viable	Viable	Viable	Viable

200313 SWC Residential Appraisals_AB-AD_v3 - Version Notes

Date	Version	Comments
200313	v3	

Scheme Ref: **AB**
 No Units: **7**
 Notes:

Location / Value Zone: **Lower**Development Scenario: **Brownfield****ASSUMPTIONS - RESIDENTIAL USES**

Total number of units in scheme			7 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%	
CIL Rate (£ psm)			0.00		£ 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%	0.0	0%	0.0
3 bed House	50.0%	3.5	50.0%	0.0	50%	3.5
4 bed House	50.0%	3.5	0.0%	0.0	50%	3.5
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%	7.0	100.0%	0.0	100%	7.0
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	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	315	3,391	0	0	315	3,391
4 bed House	392	4,219	0	0	392	4,219
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
	707	7,610	0	0	707	7,610
AH % by floor area:			0.00% 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	0		
2 bed House	250,000	3,333	310	0		
3 bed House	310,000	3,444	320	1,085,000		
4 bed House	420,000	3,750	348	1,470,000		
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		
				2,555,000		
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: **AB**
 No Units: **7** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	210,000	-
2 bed House	0.0	@	250,000	-
3 bed House	3.5	@	310,000	1,085,000
4 bed House	3.5	@	420,000	1,470,000
5 bed House	0.0	@	495,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	200,000	-
	7.0			2,555,000
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	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			-
Intermediate GDV -				
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		-
Sub-total GDV Residential	7			2,555,000
AH on-site cost analysis:				
			£MV (no AH) less £GDV (inc. AH)	0
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
Grant	7	@	0	-
Total GDV				2,555,000

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,234)
CIL		707 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	7 units @	2,000 per unit	(14,000)
S106 analysis: 60,000 £ per ha				
		0.55% % of GDV	2,000 £ per unit (total ur	(14,000)
AH Commuted Sum		707 sqm (total)	0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **AB**
 No Units: **7** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

Construction Costs -				
Site Clearance and Demolition	0.58 acres @	50,000	£ per acre (if brownfield)	(28,828)
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	7 units @	0	per unit	-
Infra. Costs analysis:	- £ 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	315 sqm @	1,166	psm	(367,290)
4 bed House	392 sqm @	1,166	psm	(457,072)
5 bed House	- sqm @	1,166	psm	-
1 bed Flat	- sqm @	1,287	psm	-
2 bed Flat	707 - sqm @	1,287	psm	-
External works	824,362 @	15.0%		(123,654)
		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	7 units @		10	£ per unit (70)
Low Carbon Energy cost	7 units @		4,847	£ per unit (33,929)
Contingency	1,010,844 @	3.0%	(GF/BF)	(30,325)
Professional Fees	1,010,844 @	6.5%		(65,705)
Disposal Costs -				
Residential Sales Agent Costs	2,555,000 OMS @	1.00%	3,650	£ per unit (25,550)
Residential Sales Legal Costs	7 OM Units @	0.25%	900	£ per unit (6,300)
Affordable Sale Legal Costs				lump sum (10,000)
Marketing and Promotion	2,555,000 OMS @	5.00%	18,250	£ per unit (127,750)
			24,229	£ per unit
Interest (on Development Costs) -	6.50% APR	0.526%	pcm	(8,778)
Developers Profit -				
Margin on AH	0	6.00%	on AH values	-
Profit on OMS	2,555,000	20.00%		(511,000)
Profit analysis:	1,312,485	38.93%	on costs	(511,000)
	2,555,000	20.00%	blended GDV	(511,000)
TOTAL COSTS				(1,823,485)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				731,515
SDLT	731,515 @	(slabbed)		(26,076)
Acquisition Agent fees	731,515 @	1.0%		(7,315)
Acquisition Legal fees	731,515 @	0.5%		(3,658)
Interest on Land	731,515 @	6.50%		(47,548)
Residual Land Value				646,918
RLV analysis:	92,417 £ per plot	2,772,505 £ per ha	1,122,017 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0	dph		
Site Area (Net)	0.23	ha	0.58	acres
Density analysis:	3,030	sqm/ha	13,199	sqft/ac
Benchmark Land Value (Net)	26,769 £ per plot	803,075 £ per ha	325,000	£ per acre
				187,384

BALANCE				
Surplus/(Deficit)	1,969,430	£ per ha	797,017	£ per acre
				459,534

Scheme Ref:

AB

No Units:

7

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

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)		459,534	10%	15%	20%	25%	30%	35%	40%
CIL £psm 0.00	0		387,966	352,172	316,331	280,489	244,648	208,806	172,917
	10		382,193	346,691	311,172	275,653	240,134	204,615	169,027
	20		376,406	341,210	306,013	270,816	235,620	200,409	165,138
	30		370,603	335,729	300,854	265,980	231,106	196,196	161,249
	40		364,799	330,248	295,696	261,144	226,592	191,982	157,359
	50		358,996	324,766	290,537	256,308	222,068	187,769	153,470
	60		353,192	319,285	285,378	251,471	217,530	183,555	149,580
	70		347,389	313,804	280,220	246,635	212,993	179,342	145,691
	80		341,585	308,323	275,061	241,782	208,455	175,128	141,802
	90		335,782	302,842	269,902	236,920	203,917	170,915	137,912
	100		329,978	297,361	264,737	232,058	199,380	166,701	134,023
	110		324,175	291,880	259,551	227,197	194,842	162,488	130,119
	120		318,371	286,395	254,365	222,335	190,305	158,274	126,209
	130		312,567	280,886	249,179	217,473	185,767	154,061	122,300
	140		306,758	275,376	243,993	212,611	181,229	149,847	118,390
	150		300,924	269,866	238,808	207,750	176,692	145,611	114,480
	160		295,089	264,356	233,622	202,888	172,154	141,375	110,570
	170		289,255	258,846	228,436	198,026	167,617	137,140	106,660
	180		283,421	253,336	223,250	193,164	163,058	132,904	102,750
	190		277,587	247,826	218,064	188,303	158,496	128,668	98,840
	200		271,753	242,316	212,878	183,437	153,935	124,433	94,931
	210		265,919	236,806	207,693	178,549	149,373	120,197	91,021
	220		260,085	231,296	202,507	173,662	144,812	115,961	87,111
	230		254,251	225,786	197,299	168,775	140,250	111,726	83,201
	240		248,417	220,276	192,086	163,887	135,689	107,490	79,291
	250		242,583	214,746	186,873	159,000	131,127	103,254	75,381

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	459,534	90%	100%	110%	120%	130%	140%	150%
CIL Epsm 0.00	0	460,775	459,534	458,292	457,051	455,810	454,568	453,327
	10	454,360	453,119	451,878	450,636	449,395	448,154	446,912
	20	447,946	446,704	445,463	444,222	442,980	441,739	440,498
	30	441,531	440,290	439,048	437,807	436,566	435,324	434,083
	40	435,116	433,875	432,634	431,392	430,151	428,910	427,667
	50	428,702	427,455	426,207	424,960	423,713	422,466	421,218
	60	422,253	421,006	419,759	418,512	417,264	416,017	414,770
	70	415,805	414,558	413,311	412,063	410,816	409,569	408,322
	80	409,357	408,109	406,862	405,615	404,368	403,120	401,873
	90	402,908	401,661	400,414	399,167	397,919	396,672	395,425
	100	396,460	395,213	393,965	392,718	391,471	390,224	388,976
	110	390,012	388,764	387,517	386,270	385,023	383,775	382,528
	120	383,563	382,316	381,069	379,821	378,574	377,327	376,080
	130	377,115	375,868	374,620	373,373	372,126	370,879	369,631
	140	370,666	369,419	368,172	366,925	365,677	364,430	363,183
	150	364,218	362,971	361,723	360,476	359,229	357,982	356,735
	160	357,770	356,522	355,275	354,028	352,781	351,533	350,286
	170	351,321	350,074	348,821	347,567	346,313	345,060	343,806
	180	344,846	343,592	342,339	341,085	339,831	338,577	337,323
	190	338,364	337,110	335,856	334,603	333,349	332,095	330,841
	200	331,882	330,628	329,374	328,120	326,866	325,613	324,359
	210	325,399	324,146	322,892	321,638	320,384	319,130	317,876
	220	318,917	317,663	316,409	315,156	313,902	312,648	311,394
	230	312,435	311,181	309,927	308,673	307,419	306,166	304,912
	240	305,952	304,699	303,445	302,191	300,937	299,683	298,430
	250	299,470	298,216	296,962	295,709	294,455	293,201	291,947

Scheme Ref:

AB

No Units:

7

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		459,534	15%	16%	17%	18%	19%	20%	21%
CIL £psm 0.00		534	570,676	548,448	526,219	503,991	481,762	459,534	437,305
	10		564,262	542,033	519,805	497,576	475,348	453,119	430,891
	20		557,847	535,618	513,390	491,161	468,933	446,704	424,476
	30		551,432	529,204	506,975	484,747	462,518	440,290	418,061
	40		545,018	522,789	500,561	478,332	456,104	433,875	411,647
	50		538,597	516,369	494,140	471,912	449,683	427,455	405,226
	60		532,149	509,920	487,692	465,463	443,235	421,006	398,778
	70		525,700	503,472	481,243	459,015	436,786	414,558	392,329
	80		519,252	497,023	474,795	452,566	430,338	408,109	385,881
	90		512,804	490,575	468,347	446,118	423,890	401,661	379,433
	100		506,355	484,127	461,898	439,670	417,441	395,213	372,984
	110		499,907	477,678	455,450	433,221	410,993	388,764	366,536
	120		493,458	471,230	449,001	426,773	404,544	382,316	360,087
	130		487,010	464,782	442,553	420,325	398,096	375,868	353,639
	140		480,562	458,333	436,105	413,876	391,648	369,419	347,191
	150		474,113	451,885	429,656	407,428	385,199	362,971	340,742
	160		467,665	445,436	423,208	400,979	378,751	356,522	334,294
	170		461,216	438,988	416,759	394,531	372,302	350,074	327,845
	180		454,735	432,506	410,278	388,049	365,821	343,592	321,364
	190		448,253	426,024	403,796	381,567	359,339	337,110	314,882
	200		441,770	419,542	397,313	375,085	352,856	330,628	308,399
	210		435,288	413,060	390,831	368,603	346,374	324,146	301,917
	220		428,806	406,577	384,349	362,120	339,892	317,663	295,435
	230		422,323	400,095	377,866	355,638	333,409	311,181	288,952
	240		415,841	393,613	371,384	349,156	326,927	304,699	282,470
	250		409,359	387,130	364,902	342,673	320,445	298,216	275,988

TABLE 4

		BLV (per acre)		325,000					
Balance (RLV - BLV)		459,534	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 0.00	0		560,433	531,604	502,776	473,948	445,119	416,291	387,463
	10		554,018	525,190	496,362	467,533	438,705	409,877	381,048
	20		547,604	518,775	489,947	461,119	432,290	403,462	374,634
	30		541,189	512,361	483,532	454,704	425,876	397,047	368,219
	40		534,774	505,946	477,118	448,289	419,461	390,633	361,804
	50		528,354	499,525	470,697	441,869	413,040	384,212	355,384
	60		521,905	493,077	464,249	435,420	406,592	377,764	348,935
	70		515,457	486,629	457,800	428,972	400,144	371,315	342,487
	80		509,009	480,180	451,352	422,524	393,695	364,867	336,039
	90		502,560	473,732	444,904	416,075	387,247	358,419	329,590
	100		496,112	467,283	438,455	409,627	380,798	351,970	323,142
	110		489,663	460,835	432,007	403,178	374,350	345,522	316,693
	120		483,215	454,387	425,558	396,730	367,902	339,073	310,245
	130		476,767	447,938	419,110	390,282	361,453	332,625	303,797
	140		470,318	441,490	412,662	383,833	355,005	326,177	297,348
	150		463,870	435,042	406,213	377,385	348,557	319,728	290,900
	160		457,422	428,593	399,765	370,937	342,108	313,280	284,452
	170		450,973	422,145	393,316	364,488	335,660	306,831	278,003
	180		444,492	415,663	386,835	358,007	329,178	300,350	271,522
	190		438,009	409,181	380,353	351,524	322,696	293,868	265,039
	200		431,527	402,699	373,870	345,042	316,214	287,385	258,557
	210		425,045	396,216	367,388	338,560	309,731	280,903	252,075
	220		418,562	389,734	360,906	332,077	303,249	274,421	245,592
	230		412,080	383,252	354,423	325,595	296,767	267,938	239,110
	240		405,598	376,769	347,941	319,113	290,284	261,456	232,628
	250		399,115	370,287	341,459	312,630	283,802	254,974	226,145

Scheme Ref:

AB

No Units:

7

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

TABLE 5		Density (dph)							
		30		30		30		30	
Balance (RLV - BLV)		459,534	25	30	35	40	45	50	55
CIL Epsm 0.00	0		416,369	459,534	490,365	513,489	531,474	545,862	557,634
	10		409,955	453,119	483,951	507,074	525,060	539,448	551,220
	20		403,540	446,704	477,536	500,660	518,645	533,033	544,805
	30		397,125	440,290	471,121	494,245	512,230	526,618	538,391
	40		390,709	433,875	464,707	487,831	505,816	520,204	531,976
	50		384,261	427,455	458,292	481,416	499,401	513,789	525,561
	60		377,812	421,006	451,859	474,998	492,986	507,375	519,147
	70		371,364	414,558	445,411	468,550	486,547	500,945	512,725
	80		364,916	408,109	438,962	462,102	480,099	494,497	506,277
	90		358,467	401,661	432,514	455,653	473,651	488,049	499,829
	100		352,019	395,213	426,065	449,205	467,202	481,600	493,380
	110		345,571	388,764	419,617	442,756	460,754	475,152	486,932
	120		339,122	382,316	413,169	436,308	454,305	468,703	480,484
	130		332,674	375,868	406,720	429,860	447,857	462,255	474,035
	140		326,225	369,419	400,272	423,411	441,409	455,807	467,587
	150		319,777	362,971	393,823	416,963	434,960	449,358	461,138
	160		313,329	356,522	387,375	410,515	428,512	442,910	454,690
	170		306,851	350,074	380,927	404,066	422,064	436,461	448,242
	180		300,369	343,592	374,466	397,618	415,615	430,013	441,793
	190		293,887	337,110	367,984	391,140	409,149	423,557	435,345
	200		287,404	330,628	361,502	384,657	402,667	417,075	428,863
	210		280,922	324,146	355,020	378,175	396,185	410,593	422,381
	220		274,440	317,663	348,537	371,693	389,703	404,110	415,899
	230		267,957	311,181	342,055	365,210	383,220	397,628	409,416
	240		261,475	304,699	335,573	358,728	376,738	391,146	402,934
	250		254,993	298,216	329,090	352,246	370,256	384,663	396,452

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)													
		90%		95%		100%		105%		110%		115%		120%	
Balance (RLV - BLV)		459,534	90%	95%	100%	105%	110%	115%	120%	125%	130%	135%	140%	145%	150%
CIL Epsm 0.00	0		565,098	512,685	459,534	405,721	351,144	295,769	239,568	183,367	127,166	70,965	14,764	-31,437	-87,638
	10		558,717	506,270	453,119	399,272	344,696	289,286	233,051	176,850	120,649	64,448	8,227	-47,974	-104,175
	20		552,336	499,855	446,704	392,824	338,242	282,804	226,535	170,334	114,133	58,227	2,986	-53,175	-109,376
	30		545,955	493,441	440,290	386,375	331,760	276,322	220,018	164,017	108,032	52,112	1,541	-58,376	-114,577
	40		539,574	487,026	433,875	379,927	325,278	269,838	213,502	157,901	102,047	46,157	1,096	-63,577	-119,778
	50		533,165	480,612	427,455	373,479	318,795	263,322	206,985	152,780	97,092	40,202	651	-68,778	-124,979
	60		526,750	474,197	421,006	367,030	312,313	256,805	200,469	147,659	92,197	34,257	1,206	-73,979	-130,180
	70		520,336	467,782	414,558	360,582	305,831	250,289	193,953	142,744	87,292	28,312	761	-79,180	-135,381
	80		513,921	461,368	408,109	354,134	299,348	243,773	187,436	137,835	82,387	22,367	1,316	-84,381	-140,582
	90		507,506	454,953	401,661	347,685	292,866	237,256	180,920	132,926	77,482	16,422	1,431	-89,582	-145,783
	100		501,092	448,538	395,213	341,219	286,384	230,740	174,403	128,017	72,577	10,477	1,546	-94,783	-150,984
	110		494,677	442,124	388,764	334,737	279,901	224,223	167,887	123,108	67,672	4,532	1,661	-99,984	-156,185
	120		488,262	435,692	382,316	328,254	273,419	217,707	161,371	118,203	62,767	-1,423	1,776	-105,185	-161,386
	130		481,848	429,243	375,868	321,772	266,920	211,190	154,854	113,298	57,862	-5,478	1,891	-110,386	-166,587
	140		475,433	422,795	369,419	315,290	260,404	204,674	148,338	108,393	52,957	-10,573	2,006	-115,587	-171,788
	150		469,019	416,346	362,971	308,807	253,888	198,158	141,821	103,488	48,052	-15,678	2,121	-120,788	-176,989
	160		462,604	409,898	356,522	302,325	247,371	191,641	135,305	98,583	43,147	-20,779	2,236	-125,989	-182,190
	170		456,189	403,450	350,074	295,843	240,855	185,125	128,788	93,678	38,242	-25,879	2,351	-131,190	-187,391
	180		449,775	397,001	343,592	289,360	234,338	178,608	122,272	88,773	33,337	-30,980	2,466	-136,391	-192,592
	190		443,328	390,553	337,110	282,878	227,822	172,092	115,756	83,868	28,432	-36,081	2,581	-141,592	-197,793
	200		436,880	384,104	330,628	276,396	221,306	165,575	109,239	78,959	23,527	-41,182	2,696	-146,793	-202,994
	210		430,431	377,656	324,146	269,913	214,789	159,059	102,723	74,054	18,622	-46,283	2,811	-151,994	-208,195
	220		423,983	371,208	317,663	263,396	208,273	152,543	96,205	69,149	13,717	-51,384	2,926	-157,195	-213,396
	230		417,535	364,759	311,181	256,880	201,756	146,026	89,655	64,244	8,812	-56,485	3,041	-162,396	-218,597
	240		411,086	358,311	304,699	250,364	195,240	139,510	83,104	59,339	3,907	-61,586	3,156	-167,597	-223,798
	250		404,638	351,845	298,216	243,847	188,723	132,993	76,553	54,434	-1,008	-66,687	3,271	-172,798	-228,999

Scheme Ref: **AB**
 No Units: **7**
 Notes:

Location / Value Zone: **Lower** Development Scenario: **Brownfield**

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	459,534	90%	95%	100%	105%	110%	115%	120%
		0	293,917	376,807	459,534	542,199	624,757	707,244	789,730
		10	287,468	370,358	453,119	535,784	618,376	700,863	783,349
		20	280,986	363,910	446,704	529,369	611,995	694,482	776,968
		30	274,504	357,461	440,290	522,955	605,614	688,100	770,587
		40	268,021	351,013	433,875	516,540	599,205	681,719	764,206
	CIL £psm	50	261,539	344,565	427,455	510,125	592,790	675,338	757,825
	0.00	60	255,057	338,116	421,006	503,711	586,376	668,957	751,444
		70	248,574	331,668	414,558	497,296	579,961	662,576	745,063
		80	242,092	325,220	408,109	490,882	573,546	656,195	738,682
		90	235,610	318,771	401,661	484,467	567,132	649,797	732,301
		100	229,127	312,289	395,213	478,052	560,717	643,382	725,920
		110	222,633	305,807	388,764	471,638	554,303	636,968	719,539
		120	216,116	299,325	382,316	465,206	547,888	630,553	713,158
		130	209,600	292,842	375,868	458,757	541,473	624,138	706,777
		140	203,083	286,360	369,419	452,309	535,059	617,724	700,389
		150	196,567	279,878	362,971	445,861	528,644	611,309	693,974
		160	190,050	273,395	356,522	439,412	522,229	604,894	687,559
		170	183,534	266,913	350,074	432,964	515,815	598,480	681,145
		180	177,018	260,431	343,592	426,515	509,400	592,065	674,730
		190	170,501	253,948	337,110	420,067	502,957	585,650	668,315
		200	163,985	247,466	330,628	413,619	496,509	579,236	661,901
		210	157,468	240,949	324,146	407,170	490,060	572,821	655,486
		220	150,952	234,433	317,663	400,722	483,612	566,407	649,071
		230	144,436	227,916	311,181	394,274	477,163	559,992	642,657
		240	137,919	221,400	304,699	387,825	470,715	553,577	636,242
		250	131,403	214,884	298,216	381,377	464,267	547,156	629,828

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:

AC

No Units:

40

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

40 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

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	7.0%	1.7	7.0%	1.1	7%	2.8
2 bed House	8.0%	1.9	8.0%	1.3	8%	3.2
3 bed House	50.0%	12.0	50.0%	8.0	50%	20.0
4 bed House	23.0%	5.5	23.0%	3.7	23%	9.2
5 bed House	12.0%	2.9	12.0%	1.9	12%	4.8
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%	24.0	100.0%	16.0	100%	40.0

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	116	1,248	77	832	193	2,080
2 bed House	144	1,550	96	1,033	240	2,583
3 bed House	1,080	11,625	720	7,750	1,800	19,375
4 bed House	618	6,655	412	4,436	1,030	11,091
5 bed House	369	3,968	246	2,645	614	6,613
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	2,327	25,045	1,551	16,697	3,878	41,742

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		588,000
2 bed House	250,000	3,333	310		800,000
3 bed House	310,000	3,444	320		6,200,000
4 bed House	420,000	3,750	348		3,864,000
5 bed House	495,000	3,867	359		2,376,000
1 bed Flat	150,000	3,000	279		0
2 bed Flat	200,000	3,077	286		0
					13,828,000

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: **AC**
 No Units: **40** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	1.7	@	210,000	352,800
2 bed House	1.9	@	250,000	480,000
3 bed House	12.0	@	310,000	3,720,000
4 bed House	5.5	@	420,000	2,318,400
5 bed House	2.9	@	495,000	1,425,600
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	200,000	-
	24.0			8,296,800
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	0.8	@	78,750	61,740
2 bed House	0.9	@	93,750	84,000
3 bed House	5.6	@	116,250	651,000
4 bed House	2.6	@	157,500	405,720
5 bed House	1.3	@	185,625	249,480
1 bed Flat	0.0	@	56,250	-
2 bed Flat	0.0	@	75,000	-
	11.2			1,451,940
Intermediate GDV -				
1 bed House	0.3	@	147,000	49,392
2 bed House	0.4	@	175,000	67,200
3 bed House	2.4	@	217,000	520,800
4 bed House	1.1	@	294,000	324,576
5 bed House	0.6	@	346,500	199,584
1 bed Flat	0.0	@	105,000	-
2 bed Flat	0.0	@	140,000	-
	4.8	16.0		1,161,552
Sub-total GDV Residential	40			10,910,292
AH on-site cost analysis:				
	752 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	2,917,708
			72,943 £ per unit (total units)	
Grant	40	@	0	-
Total GDV				10,910,292

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(60,000)
Statutory Planning Fees (Residential)				(18,480)
CIL		2,327 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	40 units @	2,000 per unit	(80,000)
S106 analysis: 60,000 £ per ha				
	0.73% % of GDV		2,000 £ per unit (total ur	(80,000)
AH Commuted Sum	3,878 sqm (total)		0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **AC**
 No Units: **40** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

Construction Costs -				
Site Clearance and Demolition		3.29 acres @	50,000 £ per acre (if brownfield)	(164,733)
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	40 units @	0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House		193 sqm @	1,166 psm	(225,271)
2 bed House		240 sqm @	1,166 psm	(279,840)
3 bed House		1,800 sqm @	1,166 psm	(2,098,800)
4 bed House		1,030 sqm @	1,166 psm	(1,201,446)
5 bed House		614 sqm @	1,166 psm	(716,390)
1 bed Flat		- sqm @	1,287 psm	-
2 bed Flat	3,878	- sqm @	1,287 psm	-
External works		4,521,748 @	15.0% 16,957 £ per unit	(678,262)
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	24 units @	90% @ 521 £ per unit	(11,254)
M4(3) Category 3 Housing	Mrkt units	24 units @	10% @ 10,111 £ per unit	(24,266)
Water Efficiency additional cost		40 units @	10 £ per unit	(400)
Low Carbon Energy cost		40 units @	4,847 £ per unit	(193,880)
Contingency		5,594,544 @	5.0% (GF/BF)	(279,727)
Professional Fees		5,594,544 @	6.5%	(363,645)
Disposal Costs -				
Residential Sales Agent Costs		8,296,800 OMS @	1.00% 2,074 £ per unit	(82,968)
Residential Sales Legal Costs		24 OM Units @	0.26% 900 £ per unit	(21,600)
Affordable Sale Legal Costs			lump sum	(10,000)
Marketing and Promotion		8,296,800 OMS @	3.00% 6,223 £ per unit 9,087 £ per unit	(248,904)
Interest (on Development Costs) -		6.50% APR	0.526% pcm	(46,663)
Developers Profit -				
Margin on AH		2,613,492	6.00% on AH values	(156,810)
Profit on OMS		8,296,800	20.00%	(1,659,360)
Profit analysis:		6,806,531	26.68% on costs	(1,816,170)
		10,910,292	16.65% blended GDV	(1,816,170)
TOTAL COSTS				(8,622,701)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				2,287,591
SDLT		2,287,591 @	(slabbed)	(103,880)
Acquisition Agent fees		2,287,591 @	1.0%	(22,876)
Acquisition Legal fees		2,287,591 @	0.5%	(11,438)
Interest on Land		2,287,591 @	6.50%	(148,693)
Residual Land Value				2,000,704
RLV analysis:	50,018 £ per plot	1,500,528 £ per ha	607,255 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density		30.0 dph		
Site Area (Net)		1.33 ha	3.29 acres	
Density analysis:		2,909 sqm/ha	12,670 sqft/ac	
Benchmark Land Value (Net)	26,769 £ per plot	803,075 £ per ha	325,000 £ per acre	1,070,767

BALANCE				
Surplus/(Deficit)		697,453 £ per ha	282,255 £ per acre	929,938

Scheme Ref:

AC

No Units:

40

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

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)	929,938	10%	15%	20%	25%	30%	35%	40%
CIL £psm 0.00	0	2,044,897	1,859,246	1,673,595	1,487,795	1,301,843	1,115,890	929,938
	10	2,013,063	1,829,181	1,645,298	1,461,128	1,276,953	1,092,778	908,507
	20	1,981,230	1,799,116	1,616,857	1,434,460	1,252,064	1,069,667	887,061
	30	1,949,397	1,769,031	1,588,412	1,407,793	1,227,174	1,046,555	865,615
	40	1,917,564	1,738,808	1,559,967	1,381,126	1,202,284	1,023,351	844,169
	50	1,885,648	1,708,585	1,531,522	1,354,458	1,177,395	1,000,118	822,723
	60	1,853,647	1,678,362	1,503,076	1,327,791	1,152,493	976,885	801,276
	70	1,821,647	1,648,139	1,474,631	1,301,124	1,127,473	953,652	779,830
	80	1,789,646	1,617,916	1,446,186	1,274,456	1,102,452	930,418	758,384
	90	1,757,645	1,587,693	1,417,741	1,247,679	1,077,432	907,185	736,938
	100	1,725,644	1,557,470	1,389,296	1,220,871	1,052,411	883,952	715,453
	110	1,693,643	1,527,247	1,360,736	1,194,064	1,027,391	860,718	693,894
	120	1,661,643	1,497,024	1,332,141	1,167,256	1,002,370	837,485	672,335
	130	1,629,642	1,466,845	1,303,546	1,140,448	977,350	814,209	650,776
	140	1,597,574	1,436,263	1,274,952	1,113,641	952,330	790,854	629,217
	150	1,565,405	1,405,881	1,246,357	1,086,833	927,309	767,498	607,658
	160	1,533,235	1,375,499	1,217,762	1,060,025	902,186	744,143	586,099
	170	1,501,066	1,345,117	1,189,167	1,033,218	877,034	720,787	564,540
	180	1,468,897	1,314,735	1,160,572	1,006,332	851,882	697,431	542,981
	190	1,436,728	1,284,353	1,131,977	979,383	826,730	674,076	521,422
	200	1,404,559	1,253,971	1,103,292	952,435	801,578	650,720	499,794
	210	1,372,389	1,223,589	1,074,547	925,486	776,425	627,365	478,122
	220	1,340,220	1,193,065	1,045,801	898,537	751,273	604,009	456,449
	230	1,307,991	1,162,523	1,017,056	871,589	726,121	580,563	434,777
	240	1,275,652	1,131,981	988,311	844,640	700,969	557,084	413,104
	250	1,243,314	1,101,440	959,565	817,691	675,779	533,606	391,432

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV)	929,938	90%	100%	110%	120%	130%	140%	150%
CIL £psm 0.00	0	937,068	929,938	922,788	915,623	908,458	901,293	894,128
	10	915,672	908,507	901,342	894,177	887,012	879,847	872,682
	20	894,276	887,061	879,896	872,731	865,566	858,401	851,236
	30	872,780	865,615	858,450	851,285	844,120	836,955	829,790
	40	851,334	844,169	837,004	829,839	822,674	815,509	808,344
	50	829,888	822,723	815,558	808,393	801,228	794,063	786,898
	60	808,441	801,276	794,111	786,946	779,781	772,616	765,451
	70	786,995	779,830	772,665	765,500	758,335	751,170	744,005
	80	765,549	758,384	751,219	744,054	736,889	729,724	722,557
	90	744,103	736,938	729,773	722,606	715,404	708,201	700,998
	100	722,656	715,453	708,250	701,048	693,845	686,642	679,439
	110	701,097	693,894	686,691	679,489	672,286	665,083	657,880
	120	679,538	672,335	665,132	657,930	650,727	643,524	636,321
	130	657,979	650,776	643,573	636,371	629,168	621,965	614,763
	140	636,420	629,217	622,014	614,812	607,609	600,406	593,204
	150	614,861	607,658	600,455	593,253	586,050	578,847	571,645
	160	593,302	586,099	578,896	571,694	564,491	557,288	550,086
	170	571,743	564,540	557,337	550,135	542,932	535,729	528,527
	180	550,184	542,981	535,778	528,576	521,373	514,170	506,936
	190	528,625	521,422	514,220	506,985	499,745	492,504	485,263
	200	507,035	499,794	492,553	485,313	478,072	470,832	463,591
	210	485,362	478,122	470,881	463,640	456,400	449,159	441,919
	220	463,690	456,449	449,209	441,968	434,727	427,487	420,246
	230	442,017	434,777	427,536	420,296	413,055	405,814	398,574
	240	420,345	413,104	405,864	398,623	391,383	384,142	376,901
	250	398,673	391,432	384,191	376,951	369,710	362,470	355,229

Scheme Ref:

AC

No Units:

40

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		929,938	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 0.00	0		1,290,848	1,218,666	1,146,484	1,074,302	1,002,120	929,938	857,756
	10		1,269,418	1,197,236	1,125,054	1,052,871	980,689	908,507	836,325
	20		1,247,972	1,175,790	1,103,607	1,031,425	959,243	887,061	814,879
	30		1,226,526	1,154,343	1,082,161	1,009,979	937,797	865,615	793,433
	40		1,205,079	1,132,897	1,060,715	988,533	916,351	844,169	771,987
	50		1,183,633	1,111,451	1,039,269	967,087	894,905	822,723	750,540
	60		1,162,187	1,090,005	1,017,823	945,641	873,459	801,276	729,094
	70		1,140,741	1,068,559	996,377	924,195	852,012	779,830	707,648
	80		1,119,295	1,047,113	974,931	902,748	830,566	758,384	686,202
	90		1,097,849	1,025,667	953,485	881,302	809,120	736,938	664,756
	100		1,076,364	1,004,182	931,999	859,817	787,635	715,453	643,271
	110		1,054,805	982,623	910,440	838,258	766,076	693,894	621,712
	120		1,033,246	961,064	888,881	816,699	744,517	672,335	600,153
	130		1,011,687	939,505	867,322	795,140	722,958	650,776	578,594
	140		990,128	917,946	845,764	773,581	701,399	629,217	557,035
	150		968,569	896,387	824,205	752,022	679,840	607,658	535,476
	160		947,010	874,828	802,646	730,463	658,281	586,099	513,917
	170		925,451	853,269	781,087	708,904	636,722	564,540	492,358
	180		903,892	831,710	759,528	687,345	615,163	542,981	470,799
	190		882,333	810,151	737,969	665,787	593,604	521,422	449,240
	200		860,705	788,523	716,340	644,158	571,976	499,794	427,612
	210		839,032	766,850	694,668	622,486	550,304	478,122	405,939
	220		817,360	745,178	672,996	600,813	528,631	456,449	384,267
	230		795,688	723,505	651,323	579,141	506,959	434,777	362,595
	240		774,015	701,833	629,651	557,469	485,287	413,104	340,922
	250		752,343	680,161	607,978	535,796	463,614	391,432	319,250

TABLE 4

		BLV (per acre)		325,000					
Balance (RLV - BLV)		929,938	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 0.00	0		1,506,504	1,341,771	1,177,038	1,012,304	847,571	682,838	518,104
	10		1,485,074	1,320,340	1,155,607	990,874	826,140	661,407	496,674
	20		1,463,628	1,298,894	1,134,161	969,428	804,694	639,961	475,228
	30		1,442,181	1,277,448	1,112,715	947,981	783,248	618,515	453,781
	40		1,420,735	1,256,002	1,091,269	926,535	761,802	597,069	432,335
	50		1,399,289	1,234,556	1,069,823	905,089	740,356	575,623	410,889
	60		1,377,843	1,213,110	1,048,376	883,643	718,910	554,176	389,443
	70		1,356,397	1,191,664	1,026,930	862,197	697,464	532,730	367,997
	80		1,334,951	1,170,218	1,005,484	840,751	676,018	511,284	346,551
	90		1,313,505	1,148,771	984,038	819,305	654,571	489,838	325,105
	100		1,292,020	1,127,286	962,553	797,820	633,086	468,353	303,620
	110		1,270,461	1,105,727	940,994	776,261	611,527	446,794	282,061
	120		1,248,902	1,084,168	919,435	754,702	589,968	425,235	260,502
	130		1,227,343	1,062,609	897,876	733,143	568,409	403,676	238,943
	140		1,205,784	1,041,050	876,317	711,584	546,850	382,117	217,384
	150		1,184,225	1,019,491	854,758	690,025	525,291	360,558	195,825
	160		1,162,666	997,932	833,199	668,466	503,732	338,999	174,266
	170		1,141,107	976,373	811,640	646,907	482,173	317,440	152,707
	180		1,119,548	954,814	790,081	625,348	460,614	295,881	131,148
	190		1,097,989	933,256	768,522	603,789	439,056	274,322	109,589
	200		1,076,361	911,627	746,894	582,161	417,427	252,694	87,961
	210		1,054,688	889,955	725,222	560,488	395,755	231,022	66,288
	220		1,033,016	868,283	703,549	538,816	374,083	209,349	44,616
	230		1,011,343	846,610	681,877	517,143	352,410	187,677	22,943
	240		989,671	824,938	660,204	495,471	330,738	166,004	1,271
	250		967,999	803,265	638,532	473,799	309,065	144,332	(20,401)

Scheme Ref:

AC

No Units:

40

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

TABLE 5		Density (dph)											
		30		35		40		45		50		55	
Balance (RLV - BLV)		929,938	25	30									
CIL Epsm 0.00	0		682,214	929,938	1,106,770	1,239,395	1,342,547	1,425,069	1,492,587				
	10		660,768	908,507	1,085,437	1,218,061	1,321,213	1,403,735	1,471,253				
	20		639,322	887,061	1,064,017	1,196,727	1,299,880	1,382,402	1,449,919				
	30		617,876	865,615	1,042,571	1,175,288	1,278,513	1,361,068	1,428,586				
	40		596,430	844,169	1,021,125	1,153,842	1,257,066	1,339,646	1,407,211				
	50		574,984	822,723	999,679	1,132,396	1,235,620	1,318,200	1,385,765				
	60		553,538	801,276	978,233	1,110,950	1,214,174	1,296,754	1,364,319				
	70		532,092	779,830	956,787	1,089,504	1,192,728	1,275,308	1,342,873				
	80		510,645	758,384	935,340	1,068,058	1,171,282	1,253,862	1,321,427				
	90		489,098	736,938	913,894	1,046,611	1,149,836	1,232,415	1,299,981				
	100		467,539	715,453	892,448	1,025,165	1,128,390	1,210,969	1,278,534				
	110		445,980	693,894	870,975	1,003,719	1,106,944	1,189,523	1,257,088				
	120		424,421	672,335	849,416	982,227	1,085,498	1,168,077	1,235,642				
	130		402,862	650,776	827,857	960,668	1,063,966	1,146,604	1,214,196				
	140		381,303	629,217	806,298	939,109	1,042,407	1,125,045	1,192,658				
	150		359,744	607,658	784,739	917,551	1,020,848	1,103,486	1,171,099				
	160		338,185	586,099	763,180	895,992	999,289	1,081,927	1,149,540				
	170		316,626	564,540	741,622	874,433	977,730	1,060,368	1,127,981				
	180		295,047	542,981	720,063	852,874	956,171	1,038,809	1,106,422				
	190		273,375	521,422	698,504	831,315	934,612	1,017,250	1,084,863				
	200		251,702	499,794	676,945	809,756	913,053	995,691	1,063,304				
	210		230,030	478,122	655,330	788,197	891,494	974,132	1,041,745				
	220		208,358	456,449	633,657	766,564	869,935	952,573	1,020,186				
	230		186,685	434,777	611,985	744,891	848,263	930,960	998,621				
	240		165,013	413,104	590,313	723,219	826,590	909,288	976,949				
	250		143,340	391,432	568,640	701,546	804,918	887,615	955,277				

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		929,938	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0		1,526,288	1,230,310	929,938	624,367	313,259	(1,839)	(321,306)
	10		1,505,066	1,209,088	908,507	602,808	291,586	(23,512)	(343,092)
	20		1,483,844	1,187,777	887,061	581,249	269,914	(45,184)	(364,879)
	30		1,462,621	1,166,443	865,615	559,690	248,242	(66,857)	(386,665)
	40		1,441,399	1,145,110	844,169	538,131	226,569	(88,529)	(408,452)
	50		1,420,177	1,123,776	822,723	516,572	204,897	(110,201)	(430,238)
	60		1,398,955	1,102,442	801,276	494,918	183,224	(131,874)	(452,025)
	70		1,377,733	1,081,108	779,830	473,246	161,552	(153,632)	(473,811)
	80		1,356,510	1,059,774	758,384	451,573	139,880	(175,419)	(495,597)
	90		1,335,288	1,038,440	736,938	429,901	118,207	(197,205)	(517,384)
	100		1,314,066	1,017,106	715,453	408,229	96,535	(218,992)	(539,170)
	110		1,292,844	995,772	693,894	386,556	74,862	(240,778)	(560,957)
	120		1,271,590	974,430	672,335	364,884	53,190	(262,565)	(582,743)
	130		1,250,256	952,984	650,776	343,211	31,518	(284,351)	(604,530)
	140		1,228,923	931,538	629,217	321,539	9,845	(306,138)	(626,316)
	150		1,207,589	910,091	607,658	299,867	(11,827)	(327,924)	(648,103)
	160		1,186,255	888,645	586,099	278,194	(33,500)	(349,710)	(669,889)
	170		1,164,921	867,199	564,540	256,522	(55,172)	(371,497)	(691,726)
	180		1,143,587	845,753	542,981	234,849	(76,844)	(393,283)	(713,627)
	190		1,122,253	824,307	521,422	213,177	(98,517)	(415,070)	(735,528)
	200		1,100,919	802,861	499,794	191,505	(120,189)	(436,856)	(757,429)
	210		1,079,585	781,415	478,122	169,832	(141,886)	(458,643)	(779,330)
	220		1,058,252	759,969	456,449	148,160	(163,673)	(480,429)	(801,231)
	230		1,036,918	738,475	434,777	126,487	(185,459)	(502,215)	(823,132)
	240		1,015,536	716,916	413,104	104,815	(207,246)	(524,002)	(845,033)
	250		994,090	695,358	391,432	83,143	(229,032)	(545,788)	(866,934)

Scheme Ref: **AC**
 No Units: **40**
 Notes:

Location / Value Zone: **Lower** Development Scenario: **Brownfield**

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	929,938	90%	95%	100%	105%	110%	115%	120%
		0	373,778	652,310	929,938	1,206,726	1,483,108	1,759,166	2,034,920
		10	352,106	630,859	908,507	1,185,392	1,461,885	1,737,944	2,013,809
		20	330,433	609,300	887,061	1,164,058	1,440,663	1,716,722	1,992,698
		30	308,761	587,741	865,615	1,142,724	1,419,441	1,695,500	1,971,558
		40	287,088	566,182	844,169	1,121,390	1,398,179	1,674,277	1,950,336
	CIL £psm	50	265,416	544,623	822,723	1,100,057	1,376,845	1,653,055	1,929,114
	0.00	60	243,744	523,064	801,276	1,078,723	1,355,511	1,631,833	1,907,891
		70	222,071	501,506	779,830	1,057,389	1,334,177	1,610,611	1,886,669
		80	200,399	479,947	758,384	1,036,027	1,312,843	1,589,388	1,865,447
		90	178,726	458,388	736,938	1,014,581	1,291,509	1,568,166	1,844,225
		100	157,054	436,786	715,453	993,135	1,270,175	1,546,944	1,823,003
		110	135,382	415,114	693,894	971,689	1,248,841	1,525,630	1,801,780
		120	113,709	393,441	672,335	950,243	1,227,508	1,504,296	1,780,558
		130	92,037	371,769	650,776	928,797	1,206,174	1,482,962	1,759,336
		140	70,364	350,096	629,217	907,351	1,184,840	1,461,628	1,738,114
		150	48,692	328,424	607,658	885,905	1,163,506	1,440,294	1,716,892
		160	27,020	306,752	586,099	864,458	1,142,102	1,418,960	1,695,669
		170	5,347	285,079	564,540	843,012	1,120,656	1,397,626	1,674,415
		180	(16,325)	263,407	542,981	821,566	1,099,209	1,376,293	1,653,081
		190	(37,998)	241,734	521,422	800,046	1,077,763	1,354,959	1,631,747
		200	(59,670)	220,062	499,794	778,488	1,056,317	1,333,625	1,610,413
		210	(81,342)	198,390	478,122	756,929	1,034,871	1,312,291	1,589,079
		220	(103,015)	176,717	456,449	735,370	1,013,425	1,290,957	1,567,745
		230	(124,687)	155,045	434,777	713,811	991,979	1,269,622	1,546,411
		240	(146,360)	133,372	413,104	692,252	970,533	1,248,176	1,525,078
		250	(168,032)	111,700	391,432	670,693	949,087	1,226,730	1,503,744

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:

AD

No Units:

300

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme

300 Units

AH Policy requirement (% Target)

40%

AH tenure split %

Affordable Rent:

0.0%

Social Rent:

70.0%

Intermediate (LCHO/Sub-Market/Starter etc.):

30.0%

70.0% % Rented

12.0% % of total (>10% for HWP (Feb 2017))

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%

9.0

5.0%

6.0

5%

15.0

2 bed House

5.0%

9.0

5.0%

6.0

5%

15.0

3 bed House

50.0%

90.0

50.0%

60.0

50%

150.0

4 bed House

23.0%

41.4

23.0%

27.6

23%

69.0

5 bed House

12.0%

21.6

12.0%

14.4

12%

36.0

1 bed Flat

2.0%

3.6

2.0%

2.4

2%

6.0

2 bed Flat

3.0%

5.4

3.0%

3.6

3%

9.0

Total number of units

100.0%

180.0

100.0%

120.0

100%

300.0

OMS Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

AH Unit Floor areas -

Net area per unit

Net to Gross %

Gross (GIA) per unit

(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

Total Gross Floor areas -

Mkt Units GIA

AH units GIA

Total GIA (all units)

(sqm)

(sqft)

(sqm)

(sqft)

(sqm)

(sqft)

1 bed House

621

6,684

414

4,456

1,035

11,141

2 bed House

675

7,266

450

4,844

1,125

12,109

3 bed House

8,100

87,188

5,400

58,125

13,500

145,313

4 bed House

4,637

49,910

3,091

33,273

7,728

83,183

5 bed House

2,765

29,760

1,843

19,840

4,608

49,600

1 bed Flat

212

2,279

141

1,520

353

3,799

2 bed Flat

413

4,445

275

2,963

688

7,408

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

3,150,000

2 bed House

250,000

3,333

310

3,750,000

3 bed House

310,000

3,444

320

46,500,000

4 bed House

420,000

3,750

348

28,980,000

5 bed House

495,000

3,867

359

17,820,000

1 bed Flat

150,000

3,000

279

900,000

2 bed Flat

200,000

3,077

286

1,800,000

102,900,000

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: **AD**
 No Units: **300** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	9.0	@	210,000	1,890,000
2 bed House	9.0	@	250,000	2,250,000
3 bed House	90.0	@	310,000	27,900,000
4 bed House	41.4	@	420,000	17,388,000
5 bed House	21.6	@	495,000	10,692,000
1 bed Flat	3.6	@	150,000	540,000
2 bed Flat	5.4	@	200,000	1,080,000
	180.0			61,740,000
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	4.2	@	78,750	330,750
2 bed House	4.2	@	93,750	393,750
3 bed House	42.0	@	116,250	4,882,500
4 bed House	19.3	@	157,500	3,042,900
5 bed House	10.1	@	185,625	1,871,100
1 bed Flat	1.7	@	56,250	94,500
2 bed Flat	2.5	@	75,000	189,000
	84.0			10,804,500
Intermediate GDV -				
1 bed House	1.8	@	147,000	264,600
2 bed House	1.8	@	175,000	315,000
3 bed House	18.0	@	217,000	3,906,000
4 bed House	8.3	@	294,000	2,434,320
5 bed House	4.3	@	346,500	1,496,880
1 bed Flat	0.7	@	105,000	75,600
2 bed Flat	1.1	@	140,000	151,200
	36.0	120.0		8,643,600
Sub-total GDV Residential	300			81,188,100
AH on-site cost analysis:				
	748 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	21,711,900
			72,373 £ per unit (total units)	
Grant	300	@	0	-
Total GDV				81,188,100

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(170,000)
Statutory Planning Fees (Residential)				(57,359)
CIL		17,422 sqm (Market only)	0.00 £ psm	-
CIL analysis:		0.00% % of GDV	0 £ per unit (total units)	-
Site Specific S106 Contributions	Year 1	0		-
(inc. Education)	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	300 units @	2,000 per unit	(600,000)
S106 analysis: 80,000 £ per ha				
		0.74% % of GDV	2,000 £ per unit (total ur	(600,000)
AH Commuted Sum		29,037 sqm (total)	0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **AD**
 No Units: **300** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

Construction Costs -				
Site Clearance and Demolition	18.53	acres @	50,000	£ per acre (if brownfield) (926,625)
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	300	units @	0	per unit -
Infra. Costs analysis:	-	£ per ha	0.00% % of GDV	0 £ per unit (total ur) -
1 bed House	1,035	sqm @	1,166	psm (1,206,810)
2 bed House	1,125	sqm @	1,166	psm (1,311,750)
3 bed House	13,500	sqm @	1,166	psm (15,741,000)
4 bed House	7,728	sqm @	1,166	psm (9,010,848)
5 bed House	4,608	sqm @	1,166	psm (5,372,928)
1 bed Flat	353	sqm @	1,287	psm (454,235)
2 bed Flat	29,037	688	1,287	psm (885,759)
External works	33,983,330	@	15.0%	(5,097,500)
			16,992	£ 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	180 units @	90%	521 £ per unit (84,402)
M4(3) Category 3 Housing	Mrkt units	180 units @	10%	10,111 £ per unit (181,998)
Water Efficiency additional cost	300	units @	10	£ per unit (3,000)
Low Carbon Energy cost	300	units @	4,847	£ per unit (1,454,100)
Contingency	41,730,955	@	5.0%	(2,086,548)
			(GF/BF)	
Professional Fees	41,730,955	@	6.5%	(2,712,512)
Disposal Costs -				
Residential Sales Agent Costs	61,740,000	OMS @	1.00%	2,058 £ per unit (617,400)
Residential Sales Legal Costs	180	OM Units @	0.26%	900 £ per unit (162,000)
Affordable Sale Legal Costs				lump sum (10,000)
Marketing and Promotion	61,740,000	OMS @	3.00%	6,174 £ per unit (1,852,200)
			8,805	£ per unit
Interest (on Development Costs) -		6.50% APR	0.526%	pcm (287,942)
Developers Profit -				
Margin on AH	19,448,100		6.00%	on AH values (1,166,886)
Profit on OMS	61,740,000		20.00%	(12,348,000)
Profit analysis:	50,286,915		26.88%	on costs (13,514,886)
	81,188,100		16.65%	blended GDV (13,514,886)
TOTAL COSTS				(63,801,801)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				17,386,299
SDLT	17,386,299	@	(slabbed)	(858,815)
Acquisition Agent fees	17,386,299	@	1.0%	(173,863)
Acquisition Legal fees	17,386,299	@	0.5%	(86,931)
Interest on Land	17,386,299	@	6.50%	(1,130,109)
Residual Land Value				15,136,580
RLV analysis:	50,455	£ per plot	2,018,211	£ per ha 816,759 £ per acre

BENCHMARK LAND VALUE (BLV)				
Residential Density	40.0	dph		
Site Area (Net)	7.50	ha	18.53	acres
Density analysis:	3,872	sqm/ha	16,865	sqft/ac
Benchmark Land Value (Net)	20,077	£ per plot	803,075	£ per ha 325,000 £ per acre
				6,023,063

BALANCE				
Surplus/(Deficit)	1,215,136	£ per ha	491,759	£ per acre 9,113,517

Scheme Ref:

AD

No Units:

300

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

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)		9,113,517	10%	15%	20%	25%	30%	35%	40%
CIL £psm 0.00		0	17,377,624	16,000,758	14,623,891	13,246,504	11,868,849	10,491,194	9,113,517
		10	17,132,930	15,769,497	14,405,508	13,041,519	11,677,529	10,313,540	8,948,666
		20	16,887,504	15,537,181	14,186,857	12,836,534	11,486,210	10,135,014	8,783,816
		30	16,641,522	15,304,864	13,968,207	12,631,347	11,293,886	9,956,426	8,618,965
		40	16,395,540	15,072,548	13,749,007	12,425,284	11,101,561	9,777,837	8,453,502
		50	16,149,177	14,839,192	13,529,206	12,219,220	10,909,235	9,598,658	8,287,784
		60	15,901,901	14,605,653	13,309,405	12,013,157	10,716,195	9,419,130	8,122,066
		70	15,654,625	14,372,114	13,089,366	11,806,112	10,522,857	9,239,602	7,955,996
		80	15,407,298	14,137,854	12,868,409	11,598,964	10,329,519	9,059,753	7,789,406
		90	15,158,721	13,903,086	12,647,451	11,391,816	10,135,744	8,879,280	7,622,816
		100	14,910,144	13,668,319	12,426,494	11,183,970	9,941,389	8,698,807	7,456,123
		110	14,661,567	13,433,130	12,204,431	10,975,732	9,747,033	8,518,268	7,288,656
		120	14,411,944	13,197,127	11,982,311	10,767,495	9,552,503	8,336,846	7,121,189
		130	14,162,058	12,961,125	11,760,191	10,558,826	9,357,125	8,155,424	6,953,723
		140	13,912,173	12,724,983	11,537,238	10,349,492	9,161,747	7,974,001	6,785,507
		150	13,661,529	12,487,739	11,313,949	10,140,159	8,966,369	7,791,800	6,617,159
		160	13,410,329	12,250,494	11,090,660	9,930,646	8,770,034	7,609,423	6,448,812
		170	13,159,129	12,013,250	10,866,793	9,720,211	8,573,629	7,427,046	6,279,933
		180	12,907,437	11,774,883	10,642,330	9,509,776	8,377,223	7,244,113	6,110,700
		190	12,654,915	11,536,390	10,417,866	9,299,341	8,180,087	7,060,776	5,941,466
		200	12,402,393	11,297,897	10,193,062	9,087,855	7,982,647	6,877,440	5,771,907
		210	12,149,627	11,058,522	9,967,418	8,876,313	7,785,208	6,693,756	5,601,783
		220	11,895,776	10,818,775	9,741,773	8,664,771	7,587,250	6,509,455	5,431,659
		230	11,641,926	10,579,027	9,516,009	8,452,390	7,388,772	6,325,154	5,261,535
		240	11,388,059	10,338,618	9,289,177	8,239,735	7,190,294	6,140,837	5,090,521
		250	11,132,873	10,097,609	9,062,344	8,027,080	6,991,630	5,955,566	4,919,502

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)	9,113,517	90%	100%	110%	120%	130%	140%	150%	
CIL Epsm 0.00	0	9,167,016	9,113,517	9,059,842	9,006,167	8,952,491	8,898,816	8,845,140	
	10	9,002,342	8,948,666	8,894,991	8,841,316	8,787,640	8,733,965	8,680,290	
	20	8,837,491	8,783,816	8,730,140	8,676,465	8,622,790	8,569,114	8,515,439	
	30	8,672,640	8,618,965	8,565,290	8,511,442	8,457,553	8,403,664	8,349,775	
	40	8,507,391	8,453,502	8,399,613	8,345,724	8,291,835	8,237,946	8,184,057	
	50	8,341,673	8,287,784	8,233,895	8,180,006	8,126,117	8,072,228	8,018,338	
	60	8,175,955	8,122,066	8,068,177	8,014,288	7,960,233	7,906,116	7,851,998	
	70	8,010,114	7,955,996	7,901,879	7,847,761	7,793,643	7,739,525	7,685,408	
	80	7,843,524	7,789,406	7,735,288	7,681,171	7,627,053	7,572,935	7,518,817	
	90	7,676,934	7,622,816	7,568,698	7,514,581	7,460,463	7,406,144	7,351,783	
	100	7,510,344	7,456,123	7,401,761	7,347,400	7,293,039	7,238,678	7,184,316	
	110	7,343,017	7,288,656	7,234,295	7,179,933	7,125,572	7,071,211	7,016,850	
	120	7,175,551	7,121,189	7,066,828	7,012,467	6,958,105	6,903,724	6,849,104	
	130	7,008,084	6,953,723	6,899,235	6,844,615	6,789,996	6,735,376	6,680,756	
	140	6,840,127	6,785,507	6,730,887	6,676,268	6,621,648	6,567,028	6,512,408	
	150	6,671,779	6,617,159	6,562,540	6,507,920	6,453,300	6,398,680	6,343,933	
	160	6,503,431	6,448,812	6,394,192	6,339,380	6,284,486	6,229,593	6,174,699	
	170	6,334,827	6,279,933	6,225,040	6,170,146	6,115,253	6,060,359	6,005,466	
	180	6,165,593	6,110,700	6,055,806	6,000,913	5,946,019	5,891,126	5,836,232	
	190	5,996,360	5,941,466	5,886,573	5,831,667	5,776,485	5,721,302	5,666,120	
	200	5,827,090	5,771,907	5,716,725	5,661,543	5,606,360	5,551,178	5,495,996	
	210	5,656,966	5,601,783	5,546,601	5,491,419	5,436,236	5,381,054	5,325,872	
	220	5,486,842	5,431,659	5,376,477	5,321,295	5,266,112	5,210,969	5,155,196	
	230	5,316,718	5,261,535	5,206,067	5,150,595	5,095,122	5,039,649	4,984,177	
	240	5,145,994	5,090,521	5,035,048	4,979,575	4,924,103	4,868,630	4,813,157	
	250	4,974,974	4,919,502	4,864,029	4,808,556	4,753,084	4,697,611	4,641,901	

Scheme Ref:

AD

No Units:

300

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		9,113,517	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 0.00	0		11,799,207	11,262,069	10,724,931	10,187,793	9,650,655	9,113,517	8,576,379
	10		11,634,356	11,097,218	10,560,080	10,022,942	9,485,804	8,948,666	8,411,528
	20		11,469,506	10,932,368	10,395,230	9,858,092	9,320,954	8,783,816	8,246,678
	30		11,304,655	10,767,517	10,230,379	9,693,241	9,156,103	8,618,965	8,081,827
	40		11,139,192	10,602,054	10,064,916	9,527,778	8,990,640	8,453,502	7,916,364
	50		10,973,474	10,436,336	9,899,198	9,362,060	8,824,922	8,287,784	7,750,646
	60		10,807,756	10,270,618	9,733,480	9,196,342	8,659,204	8,122,066	7,584,928
	70		10,641,686	10,104,548	9,567,410	9,030,272	8,493,134	7,955,996	7,418,858
	80		10,475,096	9,937,958	9,400,820	8,863,682	8,326,544	7,789,406	7,252,268
	90		10,308,506	9,771,368	9,234,230	8,697,092	8,159,954	7,622,816	7,085,678
	100		10,141,813	9,604,675	9,067,537	8,530,399	7,993,261	7,456,123	6,918,985
	110		9,974,346	9,437,208	8,900,070	8,362,932	7,825,794	7,288,656	6,751,518
	120		9,806,879	9,269,741	8,732,603	8,195,465	7,658,327	7,121,189	6,584,051
	130		9,639,413	9,102,275	8,565,137	8,027,999	7,490,861	6,953,723	6,416,585
	140		9,471,197	8,934,059	8,396,921	7,859,783	7,322,645	6,785,507	6,248,369
	150		9,302,849	8,765,711	8,228,573	7,691,435	7,154,297	6,617,159	6,080,021
	160		9,134,502	8,597,364	8,060,226	7,523,088	6,985,950	6,448,812	5,911,674
	170		8,965,623	8,428,485	7,891,347	7,354,209	6,817,071	6,279,933	5,742,795
	180		8,796,390	8,259,252	7,722,114	7,184,976	6,647,838	6,110,700	5,573,562
	190		8,627,156	8,090,018	7,552,880	7,015,742	6,478,604	5,941,466	5,404,328
	200		8,457,597	7,920,459	7,383,321	6,846,183	6,309,045	5,771,907	5,234,769
	210		8,287,473	7,750,335	7,213,197	6,676,059	6,138,921	5,601,783	5,064,645
	220		8,117,349	7,580,211	7,043,073	6,505,935	5,968,797	5,431,659	4,894,521
	230		7,947,225	7,410,087	6,872,949	6,335,811	5,798,673	5,261,535	4,724,397
	240		7,776,211	7,239,073	6,701,935	6,164,797	5,627,659	5,090,521	4,553,383
	250		7,605,192	7,068,054	6,530,916	5,993,778	5,456,640	4,919,502	4,382,364

TABLE 4

		BLV (per acre)							
Balance (RLV - BLV)		9,113,517	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 0.00	0		12,356,705	11,430,080	10,503,455	9,576,830	8,650,205	7,723,580	6,796,955
	10		12,191,854	11,265,229	10,338,604	9,411,979	8,485,354	7,558,729	6,632,104
	20		12,027,003	11,100,378	10,173,753	9,247,128	8,320,503	7,393,878	6,467,253
	30		11,862,152	10,935,527	10,008,902	9,082,277	8,155,652	7,229,027	6,302,402
	40		11,696,690	10,770,065	9,843,440	8,916,815	7,990,190	7,063,565	6,136,940
	50		11,530,972	10,604,347	9,677,722	8,751,097	7,824,472	6,897,847	5,971,222
	60		11,365,253	10,438,628	9,512,003	8,585,378	7,658,753	6,732,128	5,805,503
	70		11,199,184	10,272,559	9,345,934	8,419,309	7,492,684	6,566,059	5,639,434
	80		11,032,594	10,105,969	9,179,344	8,252,719	7,326,094	6,399,469	5,472,844
	90		10,866,004	9,939,379	9,012,754	8,086,129	7,159,504	6,232,879	5,306,254
	100		10,699,310	9,772,685	8,846,060	7,919,435	6,992,810	6,066,185	5,139,560
	110		10,531,844	9,605,219	8,678,594	7,751,969	6,825,344	5,898,719	4,972,094
	120		10,364,377	9,437,752	8,511,127	7,584,502	6,657,877	5,731,252	4,804,627
	130		10,196,910	9,270,285	8,343,660	7,417,035	6,490,410	5,563,785	4,637,160
	140		10,028,695	9,102,070	8,175,445	7,248,820	6,322,195	5,395,570	4,468,945
	150		9,860,347	8,933,722	8,007,097	7,080,472	6,153,847	5,227,222	4,300,597
	160		9,691,999	8,765,374	7,838,749	6,912,124	5,985,499	5,058,874	4,132,249
	170		9,523,121	8,596,496	7,669,871	6,743,246	5,816,621	4,889,996	3,963,371
	180		9,353,887	8,427,262	7,500,637	6,574,012	5,647,387	4,720,762	3,794,137
	190		9,184,654	8,258,029	7,331,404	6,404,779	5,478,154	4,551,529	3,624,904
	200		9,015,095	8,088,470	7,161,845	6,235,220	5,308,595	4,381,970	3,455,345
	210		8,844,971	7,918,346	6,991,721	6,065,096	5,138,471	4,211,846	3,285,221
	220		8,674,847	7,748,222	6,821,597	5,894,972	4,968,347	4,041,722	3,115,097
	230		8,504,723	7,578,098	6,651,473	5,724,848	4,798,223	3,871,598	2,944,973
	240		8,333,708	7,407,083	6,480,458	5,553,833	4,627,208	3,700,583	2,773,958
	250		8,162,689	7,236,064	6,309,439	5,382,814	4,456,189	3,529,564	2,602,939

Scheme Ref:

AD

No Units:

300

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

TABLE 5		Density (dph)							
		25		30		35		40	
Balance (RLV - BLV)		9,113,517		30		35		40	
CIL Epsm 0.00	0	4,897,467	6,771,329	8,109,722	9,113,517	9,893,723	10,517,870	11,028,535	
	10	4,731,749	6,606,478	7,944,872	8,948,666	9,729,396	10,353,882	10,864,547	
	20	4,566,031	6,441,101	7,780,021	8,783,816	9,564,545	10,189,129	10,700,152	
	30	4,400,313	6,275,383	7,614,719	8,618,965	9,399,694	10,024,278	10,535,301	
	40	4,233,868	6,109,665	7,449,000	8,453,502	9,234,781	9,859,427	10,370,450	
	50	4,067,278	5,943,678	7,283,282	8,287,784	9,069,063	9,694,087	10,205,469	
	60	3,900,688	5,777,087	7,117,373	8,122,066	8,903,345	9,528,369	10,039,751	
	70	3,733,612	5,610,497	6,950,782	7,955,996	8,737,627	9,362,650	9,874,033	
	80	3,566,146	5,443,884	6,784,192	7,789,406	8,571,239	9,196,706	9,708,315	
	90	3,398,679	5,276,417	6,617,602	7,622,816	8,404,649	9,030,116	9,541,861	
	100	3,230,954	5,108,950	6,450,192	7,456,123	8,238,059	8,863,525	9,375,271	
	110	3,062,606	4,941,484	6,282,725	7,288,656	8,071,047	8,696,935	9,208,681	
	120	2,894,259	4,773,345	6,115,258	7,121,189	7,903,580	8,529,493	9,041,603	
	130	2,725,868	4,604,997	5,947,202	6,953,723	7,736,114	8,362,026	8,874,137	
	140	2,556,634	4,436,649	5,778,854	6,785,507	7,568,460	8,194,560	8,706,670	
	150	2,387,401	4,267,845	5,610,506	6,617,159	7,400,112	8,026,474	8,538,952	
	160	2,218,167	4,098,611	5,441,786	6,448,812	7,231,764	7,858,126	8,370,604	
	170	2,048,202	3,929,378	5,272,552	6,279,933	7,063,416	7,689,779	8,202,257	
	180	1,878,078	3,759,890	5,103,319	6,110,700	6,894,218	7,521,033	8,033,882	
	190	1,707,954	3,589,766	4,933,918	5,941,466	6,724,985	7,351,799	7,864,648	
	200	1,537,421	3,419,642	4,763,794	5,771,907	6,555,751	7,182,566	7,695,414	
	210	1,366,401	3,249,518	4,593,670	5,601,783	6,385,872	7,013,143	7,526,181	
	220	1,195,382	3,078,572	4,423,546	5,431,659	6,215,748	6,843,018	7,356,240	
	230	1,024,263	2,907,553	4,252,688	5,261,535	6,045,624	6,672,894	7,186,116	
	240	852,344	2,736,534	4,081,669	5,090,521	5,875,183	6,502,770	7,015,992	
	250	680,425	2,565,002	3,910,650	4,919,502	5,704,164	6,331,894	6,845,491	

TABLE 6		Build cost: 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		9,113,517	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0		13,562,269	11,352,071	9,113,517	6,844,761	4,545,151	2,211,405	(159,756)
	10		13,399,622	11,188,573	8,948,666	6,679,043	4,377,684	2,042,171	(331,313)
	20		13,236,492	11,024,585	8,783,816	6,513,155	4,210,218	1,872,818	(503,233)
	30		13,073,363	10,860,597	8,618,965	6,346,565	4,042,254	1,702,694	(675,443)
	40		12,910,233	10,696,609	8,453,502	6,179,974	3,873,906	1,532,570	(848,266)
	50		12,746,639	10,531,912	8,287,784	6,013,228	3,705,558	1,361,943	(1,021,142)
	60		12,582,651	10,367,061	8,122,066	5,845,761	3,536,459	1,190,924	(1,194,875)
	70		12,418,663	10,202,210	7,955,996	5,678,295	3,367,225	1,019,902	(1,368,608)
	80		12,254,675	10,037,156	7,789,406	5,510,672	3,197,862	847,983	(1,543,077)
	90		12,090,112	9,871,438	7,622,816	5,342,324	3,027,737	676,064	(1,717,724)
	100		11,925,262	9,705,720	7,456,123	5,173,976	2,857,613	503,730	(1,892,890)
	110		11,760,411	9,540,002	7,288,656	5,005,458	2,687,216	330,907	(2,068,456)
	120		11,595,560	9,373,704	7,121,189	4,836,224	2,516,197	158,083	(2,244,332)
	130		11,430,005	9,207,114	6,953,723	4,666,990	2,345,178	(15,583)	(2,420,822)
	140		11,264,287	9,040,524	6,785,507	4,497,558	2,173,728	(189,316)	(2,597,422)
	150		11,098,568	8,873,835	6,617,159	4,327,434	2,001,808	(363,421)	(2,774,841)
	160		10,932,850	8,706,368	6,448,812	4,157,310	1,829,889	(538,068)	(2,952,259)
	170		10,766,279	8,538,901	6,279,933	3,987,082	1,657,367	(712,715)	(3,130,530)
	180		10,599,689	8,371,435	6,110,700	3,816,063	1,484,543	(888,191)	(3,308,882)
	190		10,433,099	8,203,456	5,941,466	3,645,043	1,311,719	(1,063,757)	(3,487,908)
	200		10,266,364	8,035,108	5,771,907	3,474,002	1,138,104	(1,239,701)	(3,667,198)
	210		10,098,897	7,866,761	5,601,783	3,302,082	964,371	(1,416,191)	(3,846,994)
	220		9,931,431	7,698,354	5,431,659	3,130,163	790,557	(1,592,681)	(4,027,228)
	230		9,763,964	7,529,120	5,261,535	2,958,244	615,910	(1,770,035)	(4,207,808)
	240		9,596,171	7,359,886	5,090,521	2,785,466	441,262	(1,947,453)	(4,388,990)
	250		9,427,823	7,190,653	4,919,502	2,612,642	266,320	(2,125,305)	(4,570,368)

Scheme Ref: **AD**
 No Units: **300** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	9,113,517	90%	95%	100%	105%	110%	115%	120%
		0	5,004,837	7,060,617	9,113,517	11,163,993	13,213,007	15,261,298	17,307,798
		10	4,838,246	6,895,027	8,948,666	11,000,005	13,049,878	15,098,169	17,145,522
		20	4,671,656	6,729,309	8,783,816	10,836,017	12,886,471	14,935,039	16,983,246
		30	4,504,493	6,563,591	8,618,965	10,671,865	12,722,483	14,771,910	16,820,201
		40	4,337,026	6,397,121	8,453,502	10,507,014	12,558,496	14,608,780	16,657,071
	CIL £psm	50	4,169,558	6,230,531	8,287,784	10,342,163	12,394,508	14,444,962	16,493,941
	0.00	60	4,001,211	6,063,941	8,122,066	10,177,312	12,230,212	14,280,974	16,330,812
		70	3,832,863	5,896,575	7,955,996	10,011,977	12,065,361	14,116,986	16,167,440
		80	3,664,193	5,729,108	7,789,406	9,846,259	11,900,511	13,952,998	16,003,452
		90	3,494,960	5,561,641	7,622,816	9,680,541	11,735,660	13,788,560	15,839,464
		100	3,325,726	5,393,359	7,456,123	9,514,823	11,570,453	13,623,709	15,675,476
		110	3,155,834	5,225,011	7,288,656	9,348,281	11,404,734	13,458,858	15,511,488
		120	2,985,710	5,056,663	7,121,189	9,181,691	11,239,016	13,294,007	15,346,907
		130	2,815,586	4,887,446	6,953,723	9,015,101	11,073,298	13,128,928	15,182,056
		140	2,644,590	4,718,213	6,785,507	8,848,204	10,907,156	12,963,210	15,017,205
		150	2,473,571	4,548,933	6,617,159	8,680,738	10,740,566	12,797,492	14,852,355
		160	2,302,349	4,378,809	6,448,812	8,513,271	10,573,976	12,631,773	14,687,403
		170	2,130,430	4,208,685	6,279,933	8,345,804	10,407,386	12,466,031	14,521,685
		180	1,958,511	4,038,561	6,110,700	8,177,656	10,240,286	12,299,441	14,355,967
		190	1,786,149	3,867,555	5,941,466	8,009,308	10,072,819	12,132,851	14,190,249
		200	1,613,325	3,696,536	5,771,907	7,840,960	9,905,352	11,966,261	14,024,530
		210	1,440,502	3,525,517	5,601,783	7,672,420	9,737,886	11,799,671	13,858,316
		220	1,266,979	3,353,658	5,431,659	7,503,187	9,569,804	11,632,367	13,691,726
		230	1,093,246	3,181,739	5,261,535	7,333,953	9,401,456	11,464,900	13,525,136
		240	919,457	3,009,820	5,090,521	7,164,719	9,233,108	11,297,434	13,358,545
		250	744,810	2,837,088	4,919,502	6,994,882	9,064,760	11,129,967	13,191,915

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_AB-AD_v3 - Summary Table

Scheme Ref:	AB	AC	AD
No Units:	7	40	300
Location / Value Zone:	Lower	Lower	Lower
Development Scenario:	Brownfield	Brownfield	Brownfield
Notes:		0	0
Total GDV (£)	2,555,000	10,910,292	81,188,100
AH %	0%	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)	2,000	2,000	2,000
Site Specific S106 (£)	14,000	80,000	600,000
Sub-total CIL+S106 (£ per unit)	2,000	2,000	2,000
Strategic Infrastructure (£ per unit)	-	-	-
Strategic Infrastructure (£)	-	-	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	2,000	2,000	2,000
Total Developers Profit (£)	511,000	1,816,170	13,514,886
Developers Profit (% on OMS)	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	16.65%	16.65%
Developers Profit (% on costs)	38.93%	26.68%	26.88%
RLV (£)	646,918	2,000,704	15,136,580
RLV (£/acre)	1,122,017	607,255	816,759
RLV (£/ha)	2,772,505	1,500,528	2,018,211
Balance for Plan VA:			
BLV (£)	187,384	1,070,767	6,023,063
BLV (£/acre)	325,000	325,000	325,000
BLV (£/ha)	803,075	803,075	803,075
Surplus/Deficit	459,534	929,938	9,113,517
Surplus/Deficit (£/acre)	797,017	282,255	491,759
Surplus/Deficit (£/ha)	1,969,430	697,453	1,215,136
Plan Viability comments	Viable	Viable	Viable

200313 SWC Residential Appraisals_AO-AV_v3 - Version Notes

Date	Version	Comments
200313	v3	

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)			20%			
AH tenure split %	Affordable Rent:				0.0%	
	Social Rent:				70.0%	
	Intermediate (LCHO/Sub-Market/Starter etc.):				30.0%	
Open Market Sale (OMS) housing			80%		100%	
			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%	0.4	10%	0.4
3 bed House	50.0%	1.6	50.0%	0.4	50%	2.0
4 bed House	50.0%	1.6	0.0%	0.0	40%	1.6
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%	3.2	100.0%	0.8	100%	4.0
OMS Unit Floor areas -						
	Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)	
		(sqft)	%			(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)		Net to Gross %		Gross (GIA) per unit (sqm)	
		(sqft)	%			(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)		AH units GIA (sqm)		Total GIA (all units) (sqm)	
		(sqft)		(sqft)		(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	30	323	30	323
3 bed House	144	1,550	36	388	180	1,938
4 bed House	179	1,929	0	0	179	1,929
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
	323	3,479	66	710	389	4,189
AH % by floor area:			16.96% 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	0		
2 bed House	270,000	3,600	334	108,000		
3 bed House	320,000	3,556	330	640,000		
4 bed House	450,000	4,018	373	720,000		
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		
				1,468,000		
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: **AO**
 No Units: **4** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	230,000	-
2 bed House	0.0	@	270,000	-
3 bed House	1.6	@	320,000	512,000
4 bed House	1.6	@	450,000	720,000
5 bed House	0.0	@	520,000	-
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	3.2			1,232,000
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	0.0	@	86,250	-
2 bed House	0.3	@	101,250	28,350
3 bed House	0.3	@	120,000	33,600
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	-
	0.6			61,950
Intermediate GDV -				
1 bed House	0.0	@	161,000	-
2 bed House	0.1	@	189,000	22,680
3 bed House	0.1	@	224,000	26,880
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	-
	0.2	0.8		49,560
Sub-total GDV Residential	4			1,343,510
AH on-site cost analysis:		£MV (no AH) less £GDV (inc. AH)		124,490
		320 £ psm (total GIA sqm)	31,123 £ per unit (total units)	
Grant	4	@	0	-
Total GDV				1,343,510

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(1,848)
CIL		323 sqm (Market only)	40.00 £ psm	(12,928)
CIL analysis:		0.96% % of GDV	3,232 £ 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)
S106 analysis:		60,000 £ per ha	0.60% % of GDV	2,000 £ per unit (total ur)
AH Commuted Sum		389 sqm (total)	0 £ psm	(8,000)
Comm. Sum analysis:		0.00% % of GDV		

cont./

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

Construction Costs -				
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	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	- sqm @		1,166 psm	-
2 bed House	30 sqm @		1,166 psm	(34,980)
3 bed House	180 sqm @		1,166 psm	(209,880)
4 bed House	179 sqm @		1,166 psm	(208,947)
5 bed House	- sqm @		1,166 psm	-
1 bed Flat	- sqm @		1,287 psm	-
2 bed Flat	389 sqm @		1,287 psm	-
External works	453,807 @		15.0% 17,018 £ per unit	(68,071)
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 @		4,847 £ per unit	(19,388)
Contingency	541,306 @		3.0% (GF/BF)	(16,239)
Professional Fees	541,306 @		6.5%	(35,185)
Disposal Costs -				
Residential Sales Agent Costs	1,232,000 OMS @		1.00% 3,080 £ per unit	(12,320)
Residential Sales Legal Costs	3 OM Units @		0.23% 900 £ per unit	(2,880)
Affordable Sale Legal Costs			lump sum	(10,000)
Marketing and Promotion	1,232,000 OMS @		3.00% 9,240 £ per unit 15,540 £ per unit	(36,960)
Interest (on Development Costs) -		6.50% APR	0.526% pcm	(4,568)
Developers Profit -				
Margin on AH	111,510		6.00% on AH values	(6,691)
Profit on OMS	1,232,000		20.00%	(246,400)
Profit analysis:	692,234		36.56% on costs	(253,091)
	1,343,510		18.84% blended GDV	(253,091)
TOTAL COSTS				(945,325)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				398,185
SDLT	398,185 @		(slabbed)	(9,409)
Acquisition Agent fees	398,185 @		1.0%	(3,982)
Acquisition Legal fees	398,185 @		0.5%	(1,991)
Interest on Land	398,185 @		6.50%	(25,882)
Residual Land Value				356,921
RLV analysis:	89,230 £ per plot	2,676,908 £ per ha	1,083,330 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0 dph			
Site Area (Net)	0.13 ha		0.33 acres	
Density analysis:	2,919 sqm/ha		12,715 sqft/ac	
Benchmark Land Value (Net)	22,651 £ per plot	679,525 £ per ha	275,000 £ per acre	90,603

BALANCE				
Surplus/(Deficit)	1,997,383 £ per ha	808,330 £ per acre		266,318

Scheme Ref: **AO**
 No Units: **4** 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 20%						
Balance (RLV - BLV)	266,318	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	324,454	301,259	278,047	254,825	231,602	208,379	185,156
	10	321,172	298,155	275,115	252,075	229,036	205,996	182,957
	20	317,891	295,039	272,183	249,326	226,470	203,614	180,757
	30	314,596	291,923	269,250	246,577	223,904	201,231	178,558
	40	311,297	288,808	266,318	243,828	221,338	198,849	176,359
	50	307,998	285,692	263,385	241,079	218,772	196,466	174,148
	60	304,699	282,576	260,453	238,330	216,207	194,083	171,937
	70	301,400	279,460	257,521	235,581	213,641	191,700	169,726
	80	298,101	276,345	254,588	232,832	211,075	189,305	167,515
	90	294,802	273,229	251,656	230,082	208,509	186,910	165,305
	100	291,504	270,113	248,723	227,333	205,936	184,515	163,094
	110	288,205	266,998	245,791	224,584	203,357	182,120	160,883
	120	284,906	263,882	242,859	221,830	200,777	179,725	158,672
	130	281,607	260,766	239,926	219,067	198,198	177,330	156,461
	140	278,308	257,651	236,987	216,303	195,619	174,934	154,250
	150	275,009	254,535	234,040	213,539	193,039	172,539	152,039
	160	271,710	251,407	231,092	210,776	190,460	170,144	149,828
	170	268,407	248,275	228,144	208,012	187,881	167,749	147,618
	180	265,091	245,143	225,196	205,249	185,301	165,354	145,407
	190	261,774	242,011	222,248	202,485	182,722	162,959	143,196
	200	258,458	238,879	219,300	199,721	180,143	160,564	140,973
	210	255,142	235,747	216,353	196,958	177,563	158,169	138,751
	220	251,825	232,615	213,405	194,194	174,984	155,771	136,528
	230	248,509	229,483	210,457	191,431	172,405	153,364	134,306
	240	245,193	226,351	207,509	188,667	169,825	150,956	132,083
	250	241,877	223,219	204,561	185,904	167,236	148,548	129,861

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV)	266,318	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0	278,757	278,047	277,338	276,629	275,919	275,210	274,501
	10	275,824	275,115	274,406	273,696	272,987	272,278	271,568
	20	272,892	272,183	271,473	270,764	270,055	269,345	268,636
	30	269,960	269,250	268,541	267,831	267,122	266,413	265,703
	40	267,027	266,318	265,608	264,899	264,190	263,480	262,771
	50	264,095	263,385	262,676	261,967	261,257	260,548	259,839
	60	261,162	260,453	259,744	259,034	258,325	257,616	256,906
	70	258,230	257,521	256,811	256,102	255,393	254,683	253,974
	80	255,297	254,588	253,879	253,169	252,460	251,751	251,041
	90	252,365	251,656	250,946	250,237	249,528	248,818	248,109
	100	249,433	248,723	248,014	247,305	246,595	245,886	245,177
	110	246,500	245,791	245,082	244,372	243,663	242,954	242,244
	120	243,568	242,859	242,149	241,440	240,730	240,021	239,312
	130	240,635	239,926	239,217	238,507	237,797	237,084	236,372
	140	237,700	236,987	236,275	235,562	234,849	234,136	233,424
	150	234,752	234,040	233,327	232,614	231,901	231,189	230,476
	160	231,804	231,092	230,379	229,666	228,954	228,241	227,528
	170	228,857	228,144	227,431	226,718	226,006	225,293	224,580
	180	225,909	225,196	224,483	223,771	223,058	222,345	221,632
	190	222,961	222,248	221,535	220,823	220,110	219,397	218,685
	200	220,013	219,300	218,588	217,875	217,162	216,449	215,737
	210	217,065	216,353	215,640	214,927	214,214	213,502	212,789
	220	214,117	213,405	212,692	211,979	211,267	210,554	209,841
	230	211,170	210,457	209,744	209,031	208,319	207,606	206,893
	240	208,222	207,509	206,796	206,084	205,371	204,658	203,945
	250	205,274	204,561	203,848	203,136	202,423	201,710	200,999

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

TABLE 3		Profit (on OMS) 20%						
Balance (RLV - BLV)	266,318	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 40.00	0	331,639	320,921	310,203	299,484	288,766	278,047	267,329
	10	328,707	317,989	307,270	296,552	285,833	275,115	264,397
	20	325,775	315,056	304,338	293,619	282,901	272,183	261,464
	30	322,842	312,124	301,405	290,687	279,969	269,250	258,532
	40	319,910	309,191	298,473	287,755	277,036	266,318	255,599
	50	316,977	306,259	295,541	284,822	274,104	263,385	252,667
	60	314,045	303,327	292,608	281,890	271,171	260,453	249,735
	70	311,113	300,394	289,676	278,957	268,239	257,521	246,802
	80	308,180	297,462	286,743	276,025	265,307	254,588	243,870
	90	305,248	294,529	283,811	273,093	262,374	251,656	240,937
	100	302,315	291,597	280,879	270,160	259,442	248,723	238,005
	110	299,383	288,665	277,946	267,228	256,509	245,791	235,073
	120	296,451	285,732	275,014	264,295	253,577	242,859	232,140
	130	293,518	282,800	272,081	261,363	250,645	239,926	229,208
	140	290,579	279,861	269,143	258,424	247,706	236,987	226,269
	150	287,632	276,913	266,195	255,476	244,758	234,040	223,321
	160	284,684	273,965	263,247	252,528	241,810	231,092	220,373
	170	281,736	271,017	260,299	249,581	238,862	228,144	217,425
	180	278,788	268,070	257,351	246,633	235,914	225,196	214,478
	190	275,840	265,122	254,403	243,685	232,967	222,248	211,530
200	272,892	262,174	251,456	240,737	230,019	219,300	208,582	
210	269,945	259,226	248,508	237,789	227,071	216,353	205,634	
220	266,997	256,278	245,560	234,841	224,123	213,405	202,686	
230	264,049	253,330	242,612	231,894	221,175	210,457	199,738	
240	261,101	250,383	239,664	228,946	218,227	207,509	196,791	
250	258,153	247,435	236,716	225,998	215,280	204,561	193,843	

TABLE 4		BLV (per acre)						
Balance (RLV - BLV)	266,318	150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		319,231	302,757	286,284	269,811	253,337	236,864	220,391
10		316,298	299,825	283,352	266,878	250,405	233,932	217,458
20		313,366	296,893	280,419	263,946	247,473	230,999	214,526
30		310,434	293,960	277,487	261,014	244,540	228,067	211,594
40		307,501	291,028	274,554	258,081	241,608	225,134	208,661
CIL Epsm		304,569	288,095	271,622	255,149	238,675	222,202	205,729
40.00		301,636	285,163	268,690	252,216	235,743	219,270	202,796
		298,704	282,231	265,757	249,284	232,811	216,337	199,864
		295,771	279,298	262,825	246,351	229,878	213,405	196,931
		292,839	276,366	259,892	243,419	226,946	210,472	193,999
		289,907	273,433	256,960	240,487	224,013	207,540	191,067
		286,974	270,501	254,028	237,554	221,081	204,608	188,134
		284,042	267,569	251,095	234,622	218,149	201,675	185,202
		281,109	264,636	248,163	231,689	215,216	198,743	182,269
		278,171	261,697	245,224	228,751	212,277	195,804	179,331
		275,223	258,750	242,276	225,803	209,330	192,856	176,383
		272,275	255,802	239,328	222,855	206,382	189,908	173,435
		269,327	252,854	236,381	219,907	203,434	186,961	170,487
		266,379	249,906	233,433	216,959	200,486	184,013	167,539
		263,432	246,958	230,485	214,012	197,538	181,065	164,592
		260,484	244,010	227,537	211,064	194,590	178,117	161,644
		257,536	241,063	224,589	208,116	191,643	175,169	158,696
		254,588	238,115	221,641	205,168	188,695	172,221	155,748
		251,640	235,167	218,694	202,220	185,747	169,274	152,800
		248,692	232,219	215,746	199,272	182,799	166,326	149,852
		245,745	229,271	212,798	196,325	179,851	163,378	146,905

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

TABLE 5		Density (dph)						
		30						
Balance (RLV - BLV)		25	30	35	40	45	50	55
CIL £psm 40.00	0	259,927	278,047	290,991	300,698	308,248	314,289	319,231
	10	256,994	275,115	288,058	297,766	305,316	311,356	316,298
	20	254,062	272,183	285,126	294,833	302,384	308,424	313,366
	30	251,130	269,250	282,194	291,901	299,451	305,492	310,434
	40	248,197	266,318	279,261	288,969	296,519	302,559	307,501
	50	245,265	263,385	276,329	286,036	293,586	299,627	304,569
	60	242,332	260,453	273,396	283,104	290,654	296,694	301,636
	70	239,400	257,521	270,464	280,171	287,722	293,762	298,704
	80	236,467	254,588	267,531	277,239	284,789	290,829	295,771
	90	233,535	251,656	264,599	274,307	281,857	287,897	292,839
	100	230,603	248,723	261,667	271,374	278,924	284,965	289,907
	110	227,670	245,791	258,734	268,442	275,992	282,032	286,974
	120	224,738	242,859	255,802	265,509	273,060	279,100	284,042
	130	221,805	239,926	252,869	262,577	270,127	276,167	281,109
	140	218,867	236,987	249,931	259,638	267,188	273,229	278,171
	150	215,919	234,040	246,983	256,690	264,241	270,281	275,223
	160	212,971	231,092	244,035	253,743	261,293	267,333	272,275
	170	210,023	228,144	241,087	250,795	258,345	264,385	269,327
	180	207,075	225,196	238,139	247,847	255,397	261,437	266,379
	190	204,128	222,248	235,192	244,899	252,449	258,490	263,432
	200	201,180	219,300	232,244	241,951	249,501	255,542	260,484
	210	198,232	216,353	229,296	239,003	246,554	252,594	257,536
	220	195,284	213,405	226,348	236,056	243,606	249,646	254,588
	230	192,336	210,457	223,400	233,108	240,658	246,698	251,640
	240	189,388	207,509	220,452	230,160	237,710	243,750	248,692
	250	186,441	204,561	217,505	227,212	234,762	240,803	245,745

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
		90%	95%	100%	105%	110%	120%
Balance (RLV - BLV)		266,318					
CIL £psm 40.00	0	336,108	307,250	278,047	248,425	218,431	188,022
	10	333,190	304,333	275,115	245,492	215,483	185,067
	20	330,273	301,415	272,183	242,560	212,535	182,104
	30	327,356	298,498	269,250	239,627	209,587	179,140
	40	324,439	295,581	266,318	236,695	206,639	176,177
	50	321,522	292,664	263,385	233,762	203,691	173,214
	60	318,605	289,747	260,453	230,822	200,744	170,250
	70	315,688	286,814	257,521	227,874	197,796	167,287
	80	312,771	283,882	254,588	224,926	194,848	164,323
	90	309,854	280,950	251,656	221,978	191,900	161,360
	100	306,937	278,017	248,723	219,031	188,950	158,397
	110	304,020	275,085	245,791	216,083	185,987	155,433
	120	301,103	272,152	242,859	213,135	183,023	152,470
	130	298,185	269,220	239,926	210,187	180,060	149,496
	140	295,252	266,288	236,987	207,239	177,097	146,517
	150	292,320	263,355	234,040	204,291	174,133	143,538
	160	289,387	260,423	231,092	201,344	171,170	140,559
	170	286,455	257,490	228,144	198,396	168,207	137,580
	180	283,523	254,558	225,196	195,448	165,243	134,601
	190	280,590	251,626	222,248	192,500	162,280	131,622
	200	277,658	248,693	219,300	189,538	159,317	128,643
	210	274,725	245,761	216,353	186,574	156,353	125,664
	220	271,793	242,822	213,405	183,611	153,390	122,686
	230	268,861	239,874	210,457	180,648	150,421	119,707
	240	265,928	236,927	207,509	177,684	147,442	116,728
	250	262,996	233,979	204,561	174,721	144,463	113,749

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)	266,318	90%	95%	100%	105%	110%	115%	120%
		0	196,141	237,102	278,047	318,920	359,776	400,633	441,465
		10	193,194	234,169	275,115	316,003	356,859	397,715	438,563
		20	190,246	231,237	272,183	313,086	353,942	394,798	435,655
		30	187,298	228,305	269,250	310,169	351,025	391,881	432,738
		40	184,350	225,372	266,318	307,252	348,108	388,964	429,821
	CIL £psm	50	181,402	222,440	263,385	304,331	345,191	386,047	426,903
	40.00	60	178,454	219,507	260,453	301,398	342,274	383,130	423,986
		70	175,507	216,564	257,521	298,466	339,357	380,213	421,069
		80	172,559	213,617	254,588	295,534	336,440	377,296	418,152
		90	169,611	210,669	251,656	292,601	333,523	374,379	415,235
		100	166,663	207,721	248,723	289,669	330,606	371,462	412,318
		110	163,711	204,773	245,791	286,736	327,682	368,545	409,401
		120	160,747	201,825	242,859	283,804	324,750	365,628	406,484
		130	157,784	198,877	239,926	280,872	321,817	362,711	403,567
		140	154,821	195,930	236,987	277,939	318,885	359,794	400,650
		150	151,857	192,982	234,040	275,007	315,952	356,877	397,733
		160	148,894	190,034	231,092	272,074	313,020	353,960	394,816
		170	145,931	187,086	228,144	269,142	310,088	351,033	391,899
		180	142,967	184,138	225,196	266,210	307,155	348,101	388,982
		190	140,004	181,190	222,248	263,277	304,223	345,168	386,065
		200	137,041	178,234	219,300	260,345	301,290	342,236	383,148
		210	134,077	175,270	216,353	257,410	298,358	339,303	380,231
		220	131,114	172,307	213,405	254,462	295,425	336,371	377,314
		230	128,143	169,344	210,457	251,515	292,493	333,439	374,384
		240	125,165	166,380	207,509	248,567	289,561	330,506	371,452
		250	122,186	163,417	204,561	245,619	286,628	327,574	368,519

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: **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%	
	Social Rent:				70.0%	
	Intermediate (LCHO/Sub-Market/Starter etc.):				30.0%	
Open Market Sale (OMS) housing			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%	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
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	0	0	0	0
3 bed House	180	1,938	0	0	180	1,938
4 bed House	224	2,411	0	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	0	404	4,349
AH % by floor area:			0.00% 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		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	
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: **AO**
 No Units: **4** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE

OMS GDV - (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
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	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			-
Intermediate GDV -				
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		-
Sub-total GDV Residential	4			1,540,000
AH on-site cost analysis:				
			£MV (no AH) less £GDV (inc. AH)	0
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
Grant	4	@	0	-
Total GDV				1,540,000

DEVELOPMENT COSTS

Initial Payments -				
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)
S106 analysis:				
	60,000 £ per ha	0.52% % of GDV	2,000 £ per unit (total ur	(8,000)
AH Commuted Sum		404 sqm (total)	960 £ psm	(387,925)
Comm. Sum analysis:				
		25.19% % of GDV		

cont./

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

Construction Costs -				
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	-
Infra. Costs analysis:	- £ 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 @		4,847 £ per unit	(19,388)
Contingency	561,152 @		3.0% (GF/BF)	(16,835)
Professional Fees	561,152 @		6.5%	(36,475)
Disposal Costs -				
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)
Interest (on Development Costs) -		6.50% APR	0.526% pcm	(26,332)
Developers Profit -				
Margin on AH	0		6.00% on AH values	-
Profit on OMS	1,540,000		20.00%	(308,000)
Profit analysis:	1,139,926		27.02% on costs	(308,000)
	1,540,000		20.00% blended GDV	(308,000)
TOTAL COSTS				(1,447,926)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				92,074
SDLT	92,074 @	(slabbed)		5,896
Acquisition Agent fees	92,074 @	1.0%		(921)
Acquisition Legal fees	92,074 @	0.5%		(460)
Interest on Land	92,074 @	6.50%		(5,985)
Residual Land Value				90,604
RLV analysis:	22,651 £ per plot	679,533 £ per ha	275,003 £ per acre	

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

BALANCE				
Surplus/(Deficit)	8 £ per ha		3 £ per acre	1

Scheme Ref: **AO**
 No Units: **4** 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)		1	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00		0	(25,377)	(45,634)	(65,898)	(87,067)	(110,359)	(133,674)	(157,094)
		10	(28,756)	(48,832)	(68,908)	(90,311)	(113,386)	(136,500)	(159,703)
		20	(32,143)	(52,031)	(71,918)	(93,555)	(116,414)	(139,326)	(162,312)
		30	(35,530)	(55,229)	(74,929)	(96,799)	(119,442)	(142,152)	(164,921)
		40	(38,916)	(58,428)	(77,939)	(100,043)	(122,469)	(144,978)	(167,530)
		50	(42,303)	(61,626)	(81,076)	(103,287)	(125,497)	(147,805)	(170,138)
		60	(45,690)	(64,825)	(84,536)	(106,530)	(128,525)	(150,631)	(172,747)
		70	(49,076)	(68,023)	(87,996)	(109,774)	(131,558)	(153,457)	(175,356)
		80	(52,463)	(71,222)	(91,457)	(113,018)	(134,602)	(156,283)	(177,965)
		90	(55,850)	(74,420)	(94,917)	(116,262)	(137,645)	(159,109)	(180,574)
		100	(59,236)	(77,619)	(98,377)	(119,506)	(140,689)	(161,936)	(183,182)
		110	(62,623)	(80,924)	(101,837)	(122,750)	(143,732)	(164,762)	(185,791)
		120	(66,010)	(84,601)	(105,297)	(125,994)	(146,776)	(167,588)	(188,400)
		130	(69,396)	(88,277)	(108,757)	(129,238)	(149,820)	(170,414)	(191,009)
		140	(72,783)	(91,953)	(112,218)	(132,486)	(152,863)	(173,240)	(193,618)
		150	(76,170)	(95,630)	(115,678)	(135,747)	(155,907)	(176,067)	(196,226)
		160	(79,556)	(99,306)	(119,138)	(139,008)	(158,950)	(178,893)	(198,835)
		170	(83,367)	(102,983)	(122,598)	(142,269)	(161,994)	(181,719)	(201,444)
		180	(87,260)	(106,659)	(126,058)	(145,530)	(165,038)	(184,545)	(204,053)
		190	(91,153)	(110,336)	(129,519)	(148,791)	(168,081)	(187,371)	(206,675)
		200	(95,046)	(114,012)	(132,979)	(152,052)	(171,125)	(190,198)	(209,297)
		210	(98,938)	(117,689)	(136,457)	(155,313)	(174,168)	(193,024)	(211,920)
		220	(102,831)	(121,365)	(139,936)	(158,574)	(177,212)	(195,850)	(214,542)
		230	(106,724)	(125,042)	(143,414)	(161,835)	(180,256)	(198,676)	(217,165)
		240	(110,616)	(128,718)	(146,893)	(165,096)	(183,299)	(201,502)	(219,787)
		250	(114,509)	(132,394)	(150,371)	(168,357)	(186,343)	(204,329)	(222,410)

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV)		1	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00		0	15,698	14,974	14,250	13,526	12,802	12,078	11,354
		10	11,955	11,231	10,507	9,783	9,059	8,335	7,611
		20	8,212	7,488	6,764	6,039	5,315	4,591	3,867
		30	4,468	3,744	3,020	2,296	1,572	848	124
		40	725	1	(723)	(1,447)	(2,171)	(2,895)	(3,619)
		50	(3,018)	(3,742)	(4,466)	(5,190)	(5,914)	(6,638)	(7,362)
		60	(6,762)	(7,486)	(8,210)	(8,934)	(9,658)	(10,382)	(11,106)
		70	(10,505)	(11,229)	(11,953)	(12,677)	(13,401)	(14,125)	(14,849)
		80	(14,248)	(14,972)	(15,696)	(16,420)	(17,144)	(17,868)	(18,592)
		90	(17,991)	(18,715)	(19,439)	(20,164)	(20,892)	(21,620)	(22,348)
		100	(21,744)	(22,472)	(23,199)	(23,927)	(24,655)	(25,383)	(26,111)
		110	(25,507)	(26,234)	(26,962)	(27,690)	(28,418)	(29,146)	(29,874)
		120	(29,270)	(29,997)	(30,725)	(31,453)	(32,181)	(32,909)	(33,637)
		130	(33,033)	(33,760)	(34,488)	(35,216)	(35,944)	(36,672)	(37,400)
		140	(36,796)	(37,523)	(38,251)	(38,979)	(39,707)	(40,435)	(41,162)
		150	(40,558)	(41,286)	(42,014)	(42,742)	(43,470)	(44,198)	(44,925)
		160	(44,321)	(45,049)	(45,777)	(46,505)	(47,233)	(47,961)	(48,688)
		170	(48,084)	(48,812)	(49,540)	(50,268)	(50,996)	(51,724)	(52,451)
		180	(51,847)	(52,575)	(53,303)	(54,031)	(54,759)	(55,486)	(56,214)
		190	(55,610)	(56,338)	(57,066)	(57,794)	(58,522)	(59,249)	(59,977)
		200	(59,373)	(60,101)	(60,829)	(61,557)	(62,285)	(63,012)	(63,740)
		210	(63,136)	(63,864)	(64,592)	(65,320)	(66,048)	(66,775)	(67,503)
		220	(66,899)	(67,627)	(68,355)	(69,083)	(69,810)	(70,538)	(71,266)
		230	(70,662)	(71,390)	(72,118)	(72,846)	(73,573)	(74,301)	(75,029)
		240	(74,425)	(75,153)	(75,881)	(76,609)	(77,336)	(78,064)	(78,792)
		250	(78,188)	(78,916)	(79,644)	(80,412)	(81,248)	(82,085)	(82,921)

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

TABLE 3		Profit (on OMS) 20%							
Balance (RLV - BLV)		1	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00		0	81,964	68,566	55,168	41,770	28,372	14,974	1,576
		10	78,221	64,823	51,425	38,027	24,629	11,231	(2,167)
		20	74,478	61,080	47,682	34,284	20,886	7,488	(5,910)
		30	70,734	57,336	43,938	30,540	17,142	3,744	(9,654)
		40	66,991	53,593	40,195	26,797	13,399	1	(13,397)
		50	63,248	49,850	36,452	23,054	9,656	(3,742)	(17,140)
		60	59,504	46,106	32,708	19,310	5,912	(7,486)	(20,884)
		70	55,761	42,363	28,965	15,567	2,169	(11,229)	(24,627)
		80	52,018	38,620	25,222	11,824	(1,574)	(14,972)	(28,370)
		90	48,275	34,877	21,479	8,081	(5,317)	(18,715)	(32,113)
		100	44,518	31,120	17,722	4,324	(9,074)	(22,472)	(35,870)
		110	40,756	27,358	13,960	562	(12,836)	(26,234)	(39,632)
		120	36,993	23,595	10,197	(3,201)	(16,599)	(29,997)	(43,395)
		130	33,230	19,832	6,434	(6,964)	(20,362)	(33,760)	(47,158)
		140	29,467	16,069	2,671	(10,727)	(24,125)	(37,523)	(50,921)
		150	25,704	12,306	(1,092)	(14,490)	(27,888)	(41,286)	(54,684)
		160	21,941	8,543	(4,855)	(18,253)	(31,651)	(45,049)	(58,447)
		170	18,178	4,780	(8,618)	(22,016)	(35,414)	(48,812)	(62,210)
		180	14,415	1,017	(12,381)	(25,779)	(39,177)	(52,575)	(65,973)
		190	10,652	(2,746)	(16,144)	(29,542)	(42,940)	(56,338)	(69,736)
		200	6,889	(6,509)	(19,907)	(33,305)	(46,703)	(60,101)	(73,499)
		210	3,126	(10,272)	(23,670)	(37,068)	(50,466)	(63,864)	(77,262)
		220	(637)	(14,035)	(27,433)	(40,831)	(54,229)	(67,627)	(81,163)
		230	(4,400)	(17,798)	(31,196)	(44,594)	(57,992)	(71,390)	(85,488)
		240	(8,163)	(21,561)	(34,959)	(48,357)	(61,755)	(75,153)	(89,813)
		250	(11,926)	(25,324)	(38,722)	(52,120)	(65,518)	(78,916)	(94,138)

TABLE 4		BLV (per acre)							
Balance (RLV - BLV)		1	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 40.00	0	56,157	39,684	23,211	6,737	(9,736)	(26,209)	(42,683)	
	10	52,414	35,941	19,467	2,994	(13,479)	(29,953)	(46,426)	
	20	48,671	32,198	15,724	(749)	(17,222)	(33,696)	(50,169)	
	30	44,928	28,454	11,981	(4,492)	(20,966)	(37,439)	(53,912)	
	40	41,184	24,711	8,238	(8,236)	(24,709)	(41,182)	(57,656)	
	50	37,441	20,968	4,494	(11,979)	(28,452)	(44,926)	(61,399)	
	60	33,698	17,224	751	(15,722)	(32,196)	(48,669)	(65,142)	
	70	29,955	13,481	(2,992)	(19,465)	(35,939)	(52,412)	(68,885)	
	80	26,211	9,738	(6,735)	(23,209)	(39,682)	(56,155)	(72,629)	
	90	22,468	5,995	(10,479)	(26,952)	(43,425)	(59,899)	(76,372)	
	100	18,712	2,238	(14,235)	(30,708)	(47,182)	(63,655)	(80,128)	
	110	14,949	(1,524)	(17,998)	(34,471)	(50,944)	(67,418)	(83,891)	
	120	11,186	(5,287)	(21,761)	(38,234)	(54,707)	(71,181)	(87,654)	
	130	7,423	(9,050)	(25,524)	(41,997)	(58,470)	(74,944)	(91,417)	
	140	3,660	(12,813)	(29,287)	(45,760)	(62,233)	(78,707)	(95,180)	
	150	(103)	(16,576)	(33,050)	(49,523)	(65,996)	(82,470)	(98,943)	
	160	(3,866)	(20,339)	(36,813)	(53,286)	(69,759)	(86,233)	(102,706)	
	170	(7,629)	(24,102)	(40,576)	(57,049)	(73,522)	(89,996)	(106,469)	
	180	(11,392)	(27,865)	(44,339)	(60,812)	(77,285)	(93,759)	(110,232)	
	190	(15,155)	(31,628)	(48,101)	(64,575)	(81,048)	(97,521)	(113,995)	
	200	(18,918)	(35,391)	(51,864)	(68,338)	(84,811)	(101,284)	(117,758)	
	210	(22,681)	(39,154)	(55,627)	(72,101)	(88,574)	(105,047)	(121,521)	
	220	(26,444)	(42,917)	(59,390)	(75,864)	(92,337)	(108,810)	(125,284)	
	230	(30,207)	(46,680)	(63,153)	(79,627)	(96,100)	(112,573)	(129,047)	
	240	(33,970)	(50,443)	(66,916)	(83,390)	(99,863)	(116,336)	(132,810)	
	250	(37,733)	(54,206)	(70,679)	(87,153)	(103,626)	(120,099)	(136,573)	

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

TABLE 5		Density (dph)						
		1	25	30	35	40	45	50
Balance (RLV - BLV)	CIL £psm 40.00	0	(3,147)	14,974	27,917	37,625	45,175	51,215
		10	(6,890)	11,231	24,174	33,882	41,432	47,472
		20	(10,633)	7,488	20,431	30,138	37,689	43,729
		30	(14,376)	3,744	16,688	26,395	33,945	39,986
		40	(18,120)	1	12,944	22,652	30,202	36,242
		50	(21,863)	(3,742)	9,201	18,909	26,459	32,499
		60	(25,606)	(7,486)	5,458	15,165	22,716	28,756
		70	(29,349)	(11,229)	1,715	11,422	18,972	25,013
		80	(33,093)	(14,972)	(2,029)	7,679	15,229	21,269
		90	(36,836)	(18,715)	(5,772)	3,936	11,486	17,526
		100	(40,579)	(22,472)	(9,528)	179	7,730	13,770
		110	(44,322)	(26,234)	(13,291)	(3,584)	3,967	10,007
		120	(48,065)	(29,997)	(17,054)	(7,347)	204	6,244
		130	(51,808)	(33,760)	(20,817)	(11,110)	(3,559)	2,481
		140	(55,551)	(37,523)	(24,580)	(14,873)	(7,322)	(1,282)
		150	(59,294)	(41,286)	(28,343)	(18,635)	(11,085)	(5,045)
		160	(63,037)	(45,049)	(32,106)	(22,398)	(14,848)	(8,808)
		170	(66,780)	(48,812)	(35,869)	(26,161)	(18,611)	(12,571)
		180	(70,523)	(52,575)	(39,632)	(29,924)	(22,374)	(16,334)
		190	(74,266)	(56,338)	(43,395)	(33,687)	(26,137)	(20,097)
		200	(78,009)	(60,101)	(47,158)	(37,450)	(29,900)	(23,860)
		210	(81,752)	(63,864)	(50,921)	(41,213)	(33,663)	(27,623)
		220	(85,495)	(67,627)	(54,684)	(44,976)	(37,426)	(31,386)
		230	(89,238)	(71,390)	(58,447)	(48,739)	(41,189)	(35,149)
		240	(92,981)	(75,153)	(62,210)	(52,502)	(44,952)	(38,912)
		250	(96,724)	(78,916)	(65,973)	(56,265)	(48,715)	(42,675)

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		1	90%	95%	100%	105%	110%	115%
Balance (RLV - BLV)	CIL £psm 40.00	0	76,563	45,942	14,974	(16,343)	(48,155)	(80,372)
		10	72,819	42,199	11,231	(20,086)	(51,918)	(84,697)
		20	69,076	38,456	7,488	(23,849)	(55,681)	(89,022)
		30	65,333	34,713	3,744	(27,612)	(59,444)	(93,347)
		40	61,590	30,969	1	(31,375)	(63,207)	(97,673)
		50	57,846	27,226	(3,742)	(35,138)	(66,970)	(101,998)
		60	54,103	23,483	(7,486)	(38,901)	(70,733)	(106,323)
		70	50,360	19,740	(11,229)	(42,664)	(74,496)	(110,648)
		80	46,617	15,996	(14,972)	(46,427)	(78,259)	(114,974)
		90	42,873	12,253	(18,715)	(50,190)	(82,308)	(119,299)
		100	39,130	8,510	(22,472)	(53,953)	(86,634)	(123,624)
		110	35,387	4,767	(26,234)	(57,716)	(90,959)	(127,949)
		120	31,643	1,023	(29,997)	(61,479)	(95,284)	(132,275)
		130	27,900	(2,720)	(33,760)	(65,242)	(99,609)	(136,600)
		140	24,157	(6,463)	(37,523)	(69,005)	(103,934)	(140,942)
		150	20,414	(10,206)	(41,286)	(72,768)	(108,260)	(145,290)
		160	16,670	(13,950)	(45,049)	(76,531)	(112,585)	(149,638)
		170	12,927	(17,693)	(48,812)	(80,322)	(116,910)	(153,986)
		180	9,184	(21,444)	(52,575)	(84,647)	(121,235)	(158,334)
		190	5,441	(25,207)	(56,338)	(88,973)	(125,561)	(162,682)
		200	1,697	(28,970)	(60,101)	(93,298)	(129,886)	(167,030)
		210	(2,046)	(32,733)	(63,864)	(97,623)	(134,211)	(171,378)
		220	(5,789)	(36,496)	(67,627)	(101,948)	(138,540)	(175,726)
		230	(9,532)	(40,259)	(71,390)	(106,274)	(142,888)	(180,074)
		240	(13,275)	(44,022)	(75,153)	(110,599)	(147,236)	(184,422)
		250	(17,019)	(47,785)	(78,916)	(114,924)	(151,584)	(188,770)

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)	1	90%	95%	100%	105%	110%	115%	120%
		0	(90,549)	(37,016)	14,974	66,892	118,730	170,420	222,110
		10	(94,874)	(40,779)	11,231	63,148	115,007	166,697	218,387
		20	(99,199)	(44,542)	7,488	59,405	111,283	162,973	214,663
		30	(103,525)	(48,305)	3,744	55,662	107,559	159,249	210,939
		40	(107,850)	(52,068)	1	51,919	103,836	155,526	207,216
	CIL £psm	50	(112,175)	(55,831)	(3,742)	48,175	100,093	151,802	203,492
	40.00	60	(116,500)	(59,594)	(7,486)	44,432	96,350	148,078	199,768
		70	(120,826)	(63,357)	(11,229)	40,689	92,606	144,355	196,045
		80	(125,151)	(67,120)	(14,972)	36,945	88,863	140,631	192,321
		90	(129,476)	(70,883)	(18,715)	33,202	85,120	136,907	188,597
		100	(133,810)	(74,646)	(22,472)	29,459	81,376	133,184	184,874
		110	(138,158)	(78,409)	(26,234)	25,716	77,633	129,460	181,150
		120	(142,506)	(82,171)	(29,997)	21,972	73,890	125,736	177,426
		130	(146,854)	(85,934)	(33,760)	18,229	70,147	122,013	173,703
		140	(151,202)	(89,697)	(37,523)	14,486	66,403	118,289	169,979
		150	(155,550)	(93,460)	(41,286)	10,743	62,660	114,565	166,255
		160	(159,898)	(97,223)	(45,049)	6,999	58,917	110,834	162,531
		170	(164,246)	(100,986)	(48,812)	3,256	55,174	107,091	158,808
		180	(168,594)	(104,749)	(52,575)	(487)	51,430	103,348	155,084
		190	(172,942)	(108,512)	(56,338)	(4,230)	47,687	99,605	151,360
		200	(177,290)	(112,275)	(60,101)	(7,974)	43,944	95,861	147,637
		210	(181,638)	(116,038)	(63,864)	(11,717)	40,201	92,118	143,913
		220	(185,986)	(119,801)	(67,627)	(15,460)	36,457	88,375	140,189
		230	(190,334)	(123,564)	(71,390)	(19,215)	32,714	84,632	136,466
		240	(194,682)	(127,327)	(75,153)	(22,978)	28,971	80,888	132,742
		250	(199,030)	(131,090)	(78,916)	(26,741)	25,228	77,145	129,018

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)			20%			
AH tenure split %	Affordable Rent:				0.0%	
	Social Rent:				70.0%	
	Intermediate (LCHO/Sub-Market/Starter etc.):				30.0%	
Open Market Sale (OMS) housing			80%		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
2 bed House			0.0%	0.0	50.0%	0.8
3 bed House			50.0%	3.2	50.0%	0.8
4 bed House			50.0%	3.2	0.0%	0.0
5 bed House			0.0%	0.0	0.0%	0.0
1 bed Flat			0.0%	0.0	0.0%	0.0
2 bed Flat			0.0%	0.0	0.0%	0.0
Total number of units			100.0%	6.4	100.0%	1.6
			100%		8.0	
OMS Unit Floor areas -			Net area per unit	Net to Gross %	Gross (GIA) per unit	
			(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	58.8	633
2 bed Flat			65.0	700	76.5	823
			85.0%			
			85.0%			
AH Unit Floor areas -			Net area per unit	Net to Gross %	Gross (GIA) per unit	
			(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	58.8	633
2 bed Flat			65.0	700	76.5	823
			85.0%			
			85.0%			
Total Gross Floor areas -			Mkt Units GIA	AH units GIA	Total GIA (all units)	
			(sqm)	(sqft)	(sqm)	(sqft)
1 bed House			0	0	0	0
2 bed House			0	0	60	646
3 bed House			288	3,100	72	775
4 bed House			358	3,858	0	358
5 bed House			0	0	0	0
1 bed Flat			0	0	0	0
2 bed Flat			0	0	0	0
			646	6,958	132	1,421
			778		8,379	
AH % by floor area:			16.96% 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	0
2 bed House			270,000	3,600	334	216,000
3 bed House			320,000	3,556	330	1,280,000
4 bed House			450,000	4,018	373	1,440,000
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
			2,936,000			
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%
2 bed House			101,250	37.5%	101,250	37.5%
3 bed House			120,000	37.5%	120,000	37.5%
4 bed House			168,750	37.5%	168,750	37.5%
5 bed House			195,000	37.5%	195,000	37.5%
1 bed Flat			63,750	37.5%	63,750	37.5%
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

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	230,000	-
2 bed House	0.0	@	270,000	-
3 bed House	3.2	@	320,000	1,024,000
4 bed House	3.2	@	450,000	1,440,000
5 bed House	0.0	@	520,000	-
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	6.4			2,464,000
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	0.0	@	86,250	-
2 bed House	0.6	@	101,250	56,700
3 bed House	0.6	@	120,000	67,200
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	-
	1.1			123,900
Intermediate GDV -				
1 bed House	0.0	@	161,000	-
2 bed House	0.2	@	189,000	45,360
3 bed House	0.2	@	224,000	53,760
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	-
	0.5	1.6		99,120
Sub-total GDV Residential	8			2,687,020
AH on-site cost analysis:		£MV (no AH) less £GDV (inc. AH)		
		320 £ psm (total GIA sqm)	31,123 £ per unit (total units)	248,980
Grant	8	@	0	-
Total GDV				2,687,020

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,696)
CIL				(25,856)
CIL analysis:		646 sqm (Market only)	40.00 £ psm	
		0.96% % of GDV	3,232 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
(inc. Education)	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)
S106 analysis:		60,000 £ per ha	0.60% % of GDV	
			778 sqm (total)	
Comm. Sum analysis:		0.00% % of GDV	2,000 £ per unit (total ur)	(16,000)
			0 £ psm	-

cont./

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

Construction Costs -				
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	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	- sqm @		1,166 psm	-
2 bed House	60 sqm @		1,166 psm	(69,960)
3 bed House	360 sqm @		1,166 psm	(419,760)
4 bed House	358 sqm @		1,166 psm	(417,894)
5 bed House	- sqm @		1,166 psm	-
1 bed Flat	- sqm @		1,287 psm	-
2 bed Flat	778 sqm @		1,287 psm	-
External works	907,614 @		15.0% 17,018 £ per unit	(136,142)
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 @		4,847 £ per unit	(38,776)
Contingency	1,082,613 @		3.0% (GF/BF)	(32,478)
Professional Fees	1,082,613 @		6.5%	(70,370)
Disposal Costs -				
Residential Sales Agent Costs	2,464,000 OMS @		1.00% 3,080 £ per unit	(24,640)
Residential Sales Legal Costs	6 OM Units @		0.23% 900 £ per unit	(5,760)
Affordable Sale Legal Costs			lump sum	(10,000)
Marketing and Promotion	2,464,000 OMS @		3.00% 9,240 £ per unit 14,290 £ per unit	(73,920)
Interest (on Development Costs) -		6.50% APR	0.526% pcm	(8,296)
Developers Profit -				
Margin on AH	223,020		6.00% on AH values	(13,381)
Profit on OMS	2,464,000		20.00%	(492,800)
Profit analysis:	1,363,628		37.12% on costs	(506,181)
	2,687,020		18.84% blended GDV	(506,181)
TOTAL COSTS				(1,869,810)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				817,210
SDLT	817,210 @		(slabbed)	(30,361)
Acquisition Agent fees	817,210 @		1.0%	(8,172)
Acquisition Legal fees	817,210 @		0.5%	(4,086)
Interest on Land	817,210 @		6.50%	(53,119)
Residual Land Value				721,473
RLV analysis:	90,184 £ per plot	2,705,524 £ per ha	1,094,911 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0 dph			
Site Area (Net)	0.27 ha		0.66 acres	
Density analysis:	2,919 sqm/ha		12,715 sqft/ac	
Benchmark Land Value (Net)	22,651 £ per plot	679,525 £ per ha	275,000 £ per acre	181,207

BALANCE				
Surplus/(Deficit)	2,025,999 £ per ha	819,911 £ per acre		540,266

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 20%						
Balance (RLV - BLV)	540,266	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	656,444	610,054	563,664	517,273	470,834	424,389	377,943
	10	649,880	603,855	557,829	511,782	465,703	419,623	373,544
	20	643,317	597,656	551,995	506,283	460,571	414,858	369,146
	30	636,754	591,458	546,131	500,785	455,439	410,093	364,747
	40	630,190	585,246	540,266	495,287	450,307	405,328	360,348
	50	623,627	579,015	534,402	489,789	445,176	400,563	355,950
	60	617,030	572,783	528,537	484,290	440,044	395,798	351,551
	70	610,432	566,552	522,672	478,792	434,912	391,032	347,153
	80	603,834	560,320	516,807	473,294	429,781	386,267	342,754
	90	597,236	554,089	510,942	467,796	424,649	381,502	338,335
	100	590,638	547,858	505,078	462,297	419,517	376,737	333,914
	110	584,040	541,626	499,213	456,799	414,386	371,966	329,492
	120	577,442	535,395	493,348	451,301	409,254	367,176	325,070
	130	570,844	529,164	487,483	445,803	404,122	362,385	320,648
	140	564,246	522,932	481,618	440,304	398,964	357,595	316,227
	150	557,648	516,701	475,754	434,805	393,805	352,805	311,805
	160	551,051	510,470	469,889	429,278	388,646	348,015	307,383
	170	544,453	504,238	464,014	423,751	383,488	343,225	302,961
	180	537,855	498,007	458,118	418,224	378,329	338,434	298,540
	190	531,257	491,749	452,223	412,696	373,170	333,644	294,118
	200	524,642	485,485	446,327	407,169	368,012	328,854	289,696
	210	518,010	479,221	440,431	401,642	362,853	324,064	285,274
	220	511,377	472,956	434,536	396,115	357,694	319,273	280,853
	230	504,745	466,692	428,640	390,588	352,535	314,483	276,431
	240	498,112	460,428	422,744	385,061	347,377	309,693	271,989
	250	491,479	454,164	416,849	379,533	342,218	304,903	267,544

TABLE 2

		Site Specific S106					
		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)	540,266	90%	100%	110%	120%	130%	150%
CIL £psm 40.00	0	565,076	563,664	562,251	560,838	559,425	558,013
	10	559,242	557,829	556,417	555,004	553,591	552,179
	20	553,408	551,995	550,577	549,159	547,740	546,321
	30	547,550	546,131	544,713	543,294	541,875	540,456
	40	541,685	540,266	538,848	537,429	536,010	534,592
	50	535,820	534,402	532,983	531,564	530,146	528,727
	60	529,956	528,537	527,118	525,699	524,281	522,862
	70	524,091	522,672	521,253	519,835	518,416	516,997
	80	518,226	516,807	515,389	513,970	512,551	511,132
	90	512,361	510,942	509,524	508,105	506,686	505,268
	100	506,496	505,078	503,659	502,240	500,822	499,403
	110	500,631	499,213	497,794	496,375	494,957	493,538
	120	494,767	493,348	491,929	490,511	489,092	487,673
	130	488,902	487,483	486,064	484,646	483,227	481,808
	140	483,037	481,618	480,200	478,781	477,362	475,944
	150	477,172	475,754	474,335	472,916	471,497	470,079
	160	471,307	469,889	468,470	467,051	465,633	464,208
	170	465,439	464,014	462,589	461,163	459,738	458,312
	180	459,544	458,118	456,693	455,267	453,842	452,417
	190	453,648	452,223	450,797	449,372	447,946	446,521
	200	447,752	446,327	444,902	443,476	442,051	440,625
	210	441,857	440,431	439,006	437,580	436,155	434,730
	220	435,961	434,536	433,110	431,685	430,259	428,834
	230	430,065	428,640	427,215	425,789	424,364	422,938
	240	424,170	422,744	421,319	419,893	418,468	417,043
	250	418,274	416,849	415,423	413,998	412,572	411,147

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

TABLE 3		Profit (on OMS) 20%							
	Balance (RLV - BLV)	540,266	15%	16%	17%	18%	19%	20%	21%
		0	670,848	649,411	627,974	606,537	585,100	563,664	542,227
		10	665,013	643,577	622,140	600,703	579,266	557,829	536,393
		20	659,179	637,743	616,306	594,869	573,432	551,995	530,559
		30	653,315	631,878	610,442	589,005	567,568	546,131	524,694
		40	647,450	626,014	604,577	583,140	561,703	540,266	518,830
	CIL £psm	50	641,586	620,149	598,712	577,275	555,838	534,402	512,965
	40.00	60	635,721	614,284	592,847	571,410	549,974	528,537	507,100
		70	629,856	608,419	586,982	565,546	544,109	522,672	501,235
		80	623,991	602,554	581,118	559,681	538,244	516,807	495,370
		90	618,126	596,690	575,253	553,816	532,379	510,942	489,506
		100	612,262	590,825	569,388	547,951	526,514	505,078	483,641
		110	606,397	584,960	563,523	542,086	520,650	499,213	477,776
		120	600,532	579,095	557,658	536,222	514,785	493,348	471,911
		130	594,667	573,230	551,794	530,357	508,920	487,483	466,046
		140	588,802	567,366	545,929	524,492	503,055	481,618	460,182
		150	582,938	561,501	540,064	518,627	497,190	475,754	454,317
		160	577,073	555,636	534,199	512,762	491,326	469,889	448,452
		170	571,198	549,761	528,324	506,888	485,451	464,014	442,577
		180	565,302	543,866	522,429	500,992	479,555	458,118	436,682
		190	559,407	537,970	516,533	495,096	473,659	452,223	430,786
		200	553,511	532,074	510,637	489,201	467,764	446,327	424,890
		210	547,615	526,179	504,742	483,305	461,868	440,431	418,995
		220	541,720	520,283	498,846	477,409	455,972	434,536	413,099
		230	535,824	514,387	492,950	471,514	450,077	428,640	407,203
		240	529,928	508,492	487,055	465,618	444,181	422,744	401,308
		250	524,033	502,596	481,159	459,722	438,285	416,849	395,412

TABLE 4		BLV (per acre)							
	Balance (RLV - BLV)	540,266	150,000	200,000	250,000	300,000	350,000	400,000	450,000
		0	646,030	613,084	580,137	547,190	514,244	481,297	448,350
		10	640,196	607,249	574,303	541,356	508,409	475,463	442,516
		20	634,362	601,415	568,469	535,522	502,575	469,629	436,682
		30	628,498	595,551	562,605	529,658	496,711	463,765	430,818
		40	622,633	589,686	556,740	523,793	490,846	457,900	424,953
	CIL £psm	50	616,768	583,822	550,875	517,928	484,982	452,035	419,088
	40.00	60	610,903	577,957	545,010	512,063	479,117	446,170	413,223
		70	605,039	572,092	539,145	506,199	473,252	440,305	407,359
		80	599,174	566,227	533,281	500,334	467,387	434,441	401,494
		90	593,309	560,362	527,416	494,469	461,522	428,576	395,629
		100	587,444	554,498	521,551	488,604	455,658	422,711	389,764
		110	581,579	548,633	515,686	482,739	449,793	416,846	383,899
		120	575,715	542,768	509,821	476,875	443,928	410,981	378,035
		130	569,850	536,903	503,957	471,010	438,063	405,117	372,170
		140	563,985	531,038	498,092	465,145	432,198	399,252	366,305
		150	558,120	525,174	492,227	459,280	426,334	393,387	360,440
		160	552,255	519,309	486,362	453,415	420,469	387,522	354,575
		170	546,381	513,434	480,487	447,541	414,594	381,647	348,701
		180	540,485	507,538	474,592	441,645	408,698	375,752	342,805
		190	534,589	501,643	468,696	435,749	402,803	369,856	336,909
		200	528,694	495,747	462,800	429,854	396,907	363,960	331,014
		210	522,798	489,851	456,905	423,958	391,011	358,065	325,118
		220	516,902	483,956	451,009	418,062	385,116	352,169	319,222
		230	511,007	478,060	445,113	412,167	379,220	346,273	313,327
		240	505,111	472,164	439,218	406,271	373,324	340,378	307,431
		250	499,215	466,269	433,322	400,375	367,429	334,482	301,535

Scheme Ref:

AP

No Units:

8

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

Rural Designated Areas

TABLE 5		Density (dph)		30						
Balance (RLV - BLV)		540,266	25	30	35	40	45	50	55	
		0	527,422	563,664	589,550	608,965	624,066	636,146	646,030	
		10	521,588	557,829	583,716	603,131	618,232	630,312	640,196	
		20	515,754	551,995	577,882	597,297	612,398	624,478	634,362	
		30	509,890	546,131	572,018	591,433	606,533	618,614	628,498	
		40	504,025	540,266	566,153	585,568	600,669	612,749	622,633	
	CIL £psm	50	498,160	534,402	560,288	579,703	594,804	606,884	616,768	
	40.00	60	492,295	528,537	554,423	573,838	588,939	601,019	610,903	
		70	486,431	522,672	548,559	567,974	583,074	595,155	605,039	
		80	480,566	516,807	542,694	562,109	577,209	589,290	599,174	
		90	474,701	510,942	536,829	556,244	571,345	583,425	593,309	
		100	468,836	505,078	530,964	550,379	565,480	577,560	587,444	
		110	462,971	499,213	525,099	544,514	559,615	571,695	581,579	
		120	457,107	493,348	519,235	538,650	553,750	565,831	575,715	
		130	451,242	487,483	513,370	532,785	547,885	559,966	569,850	
		140	445,377	481,618	507,505	526,920	542,021	554,101	563,985	
		150	439,512	475,754	501,640	521,055	536,156	548,236	558,120	
		160	433,647	469,889	495,775	515,190	530,291	542,371	552,255	
		170	427,773	464,014	489,901	509,316	524,416	536,497	546,381	
		180	421,877	458,118	484,005	503,420	518,521	530,601	540,485	
		190	415,981	452,223	478,109	497,524	512,625	524,705	534,589	
		200	410,086	446,327	472,214	491,629	506,729	518,810	528,694	
		210	404,190	440,431	466,318	485,733	500,834	512,914	522,798	
		220	398,294	434,536	460,422	479,837	494,938	507,018	516,902	
		230	392,399	428,640	454,527	473,942	489,042	501,123	511,007	
		240	386,503	422,744	448,631	468,046	483,147	495,227	505,111	
		250	380,607	416,849	442,735	462,150	477,251	489,331	499,215	

TABLE 6		Build cost 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)		540,266	90%	95%	100%	105%	110%	115%	120%	
		0	679,751	622,035	563,664	504,480	444,576	383,769	322,112	
		10	673,917	616,201	557,829	498,615	438,692	377,874	316,185	
		20	668,083	610,367	551,995	492,750	432,796	371,978	310,259	
		30	662,249	604,533	546,131	486,886	426,900	366,082	304,332	
		40	656,415	598,699	540,266	481,021	421,005	360,176	298,405	
	CIL £psm	50	650,581	592,865	534,402	475,156	415,109	354,249	292,478	
	40.00	60	644,746	587,031	528,537	469,291	409,213	348,323	286,520	
		70	638,912	581,196	522,672	463,426	403,318	342,396	280,562	
		80	633,078	575,362	516,807	457,561	397,422	336,469	274,604	
		90	627,244	569,528	510,942	451,683	391,526	330,542	268,646	
		100	621,410	563,665	505,078	445,788	385,631	324,616	262,689	
		110	615,576	557,800	499,213	439,892	379,735	318,689	256,731	
		120	609,742	551,936	493,348	433,996	373,839	312,762	250,773	
		130	603,908	546,071	487,483	428,101	367,942	306,836	244,815	
		140	598,074	540,206	481,618	422,205	362,016	300,909	238,857	
		150	592,239	534,341	475,754	416,309	356,089	294,982	232,899	
		160	586,405	528,476	469,889	410,414	350,162	289,037	226,941	
		170	580,541	522,612	464,014	404,518	344,235	283,079	220,984	
		180	574,676	516,747	458,118	398,622	338,309	277,121	215,026	
		190	568,811	510,882	452,223	392,727	332,382	271,163	209,068	
		200	562,947	505,017	446,327	386,831	326,455	265,205	203,110	
		210	557,082	499,152	440,431	380,935	320,529	259,248	197,152	
		220	551,217	493,288	434,536	375,040	314,602	253,290	191,194	
		230	545,352	487,423	428,640	369,118	308,675	247,332	185,236	
		240	539,487	481,558	422,744	363,191	302,749	241,374	179,278	
		250	533,623	475,684	416,849	357,264	296,822	235,416	173,321	

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.)							
	Balance (RLV - BLV)	540,266	90%	95%	100%	105%	110%	115%	120%
		0	399,944	481,835	563,664	645,376	727,089	808,791	890,371
		10	394,079	475,970	557,829	639,542	721,254	802,967	884,567
		20	388,214	470,105	551,995	633,708	715,420	797,133	878,764
		30	382,322	464,240	546,131	627,874	709,586	791,299	872,960
		40	376,427	458,375	540,266	622,040	703,752	785,465	867,157
	CIL £psm	50	370,531	452,511	534,402	616,206	697,918	779,630	861,343
	40.00	60	364,635	446,646	528,537	610,371	692,084	773,796	855,509
		70	358,740	440,781	522,672	604,537	686,250	767,962	849,675
		80	352,844	434,916	516,807	598,698	680,416	762,128	843,841
		90	346,948	429,051	510,942	592,833	674,582	756,294	838,007
		100	341,053	423,168	505,078	586,969	668,747	750,460	832,172
		110	335,157	417,272	499,213	581,104	662,913	744,626	826,338
		120	329,261	411,377	493,348	575,239	657,079	738,792	820,504
		130	323,366	405,481	487,483	569,374	651,245	732,958	814,670
		140	317,463	399,585	481,618	563,509	645,400	727,123	808,836
		150	311,537	393,690	475,754	557,645	639,536	721,289	803,002
		160	305,610	387,794	469,889	551,780	633,671	715,455	797,168
		170	299,683	381,898	464,014	545,915	627,806	709,621	791,334
		180	293,757	376,003	458,118	540,050	621,941	703,787	785,500
		190	287,830	370,107	452,223	534,185	616,076	697,953	779,665
		200	281,903	364,211	446,327	528,321	610,211	692,102	773,831
		210	275,977	358,316	440,431	522,456	604,347	686,238	767,997
		220	270,050	352,420	434,536	516,591	598,482	680,373	762,163
		230	264,123	346,510	428,640	510,726	592,617	674,508	756,329
		240	258,197	340,583	422,744	504,860	586,752	668,643	750,495
		250	252,270	334,656	416,849	498,964	580,887	662,778	744,661

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)			20%			
AH tenure split %	Affordable Rent:				0.0%	
	Social Rent:				70.0%	
	Intermediate (LCHO/Sub-Market/Starter etc.):				30.0%	
Open Market Sale (OMS) housing			80%			
			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%	0.4	10%	0.4
3 bed House	50.0%	1.6	50.0%	0.4	50%	2.0
4 bed House	50.0%	1.6	0.0%	0.0	40%	1.6
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%	3.2	100.0%	0.8	100%	4.0
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	30	323	30	323
3 bed House	144	1,550	36	388	180	1,938
4 bed House	179	1,929	0	0	179	1,929
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
	323	3,479	66	710	389	4,189
AH % by floor area:			16.96% 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		100,000	
3 bed House	310,000	3,444	320		620,000	
4 bed House	420,000	3,750	348		672,000	
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	
					1,392,000	
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: **AQ**
 No Units: **4** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	210,000	-
2 bed House	0.0	@	250,000	-
3 bed House	1.6	@	310,000	496,000
4 bed House	1.6	@	420,000	672,000
5 bed House	0.0	@	495,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	200,000	-
	3.2			1,168,000
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	0.0	@	78,750	-
2 bed House	0.3	@	93,750	26,250
3 bed House	0.3	@	116,250	32,550
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	-
	0.6			58,800
Intermediate GDV -				
1 bed House	0.0	@	147,000	-
2 bed House	0.1	@	175,000	21,000
3 bed House	0.1	@	217,000	26,040
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	-
	0.2	0.8		47,040
Sub-total GDV Residential	4			1,273,840
AH on-site cost analysis:				
	304 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	118,160
			29,540 £ per unit (total units)	
Grant	4	@	0	-
Total GDV				1,273,840

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(1,848)
CIL				(12,928)
CIL analysis:	323 sqm (Market only)	40.00 £ psm		
	1.01% % of GDV	3,232 £ 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)
S106 analysis: 60,000 £ per ha				
	0.63% % of GDV	2,000 £ per unit (total ur	(8,000)	
AH Commuted Sum	389 sqm (total)	0 £ psm		-
Comm. Sum analysis: 0.00% % of GDV				

cont./

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

Construction Costs -				
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	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	- sqm @		1,166 psm	-
2 bed House	30 sqm @		1,166 psm	(34,980)
3 bed House	180 sqm @		1,166 psm	(209,880)
4 bed House	179 sqm @		1,166 psm	(208,947)
5 bed House	- sqm @		1,166 psm	-
1 bed Flat	- sqm @		1,287 psm	-
2 bed Flat	389 - sqm @		1,287 psm	-
External works	453,807 @		15.0% 17,018 £ per unit	(68,071)
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 @		4,847 £ per unit	(19,388)
Contingency	541,306 @		5.0% (GF/BF)	(27,065)
Professional Fees	541,306 @		6.5%	(35,185)
Disposal Costs -				
Residential Sales Agent Costs	1,168,000 OMS @		1.00% 2,920 £ per unit	(11,680)
Residential Sales Legal Costs	3 OM Units @		0.25% 900 £ per unit	(2,880)
Affordable Sale Legal Costs			lump sum	(10,000)
Marketing and Promotion	1,168,000 OMS @		3.00% 8,760 £ per unit 14,900 £ per unit	(35,040)
Interest (on Development Costs) -		6.50% APR	0.526% pcm	(5,064)
Developers Profit -				
Margin on AH	105,840		6.00% on AH values	(6,350)
Profit on OMS	1,168,000		20.00%	(233,600)
Profit analysis:	700,996		34.23% on costs	(239,950)
	1,273,840		18.84% blended GDV	(239,950)
TOTAL COSTS				(940,947)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				332,893
SDLT	332,893 @		(slabbed)	(6,145)
Acquisition Agent fees	332,893 @		1.0%	(3,329)
Acquisition Legal fees	332,893 @		0.5%	(1,664)
Interest on Land	332,893 @		6.50%	(21,638)
Residual Land Value				300,117
RLV analysis:	75,029 £ per plot	2,250,878 £ per ha	910,918 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0 dph			
Site Area (Net)	0.13 ha		0.33 acres	
Density analysis:	2,919 sqm/ha		12,715 sqft/ac	
Benchmark Land Value (Net)	18,533 £ per plot	555,975 £ per ha	225,000 £ per acre	74,130

BALANCE				
Surplus/(Deficit)	1,694,903 £ per ha	685,918 £ per acre		225,987

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 20%							
Balance (RLV - BLV)		225,987	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		281,034	259,388	237,742	216,095	194,412	172,728	151,045
	10		277,735	256,272	234,810	213,331	191,832	170,333	148,834
	20		274,436	253,157	231,877	210,568	189,253	167,938	146,623
	30		271,137	250,041	228,935	207,804	186,674	165,543	144,412
	40		267,838	246,925	225,987	205,041	184,094	163,148	142,189
	50		264,540	243,801	223,039	202,277	181,515	160,753	139,967
	60		261,241	240,669	220,091	199,513	178,936	158,358	137,744
	70		257,931	237,537	217,144	196,750	176,356	155,958	135,522
	80		254,615	234,405	214,196	193,986	173,777	153,550	133,299
	90		251,298	231,273	211,248	191,223	171,197	151,143	131,077
	100		247,982	228,141	208,300	188,459	168,615	148,735	128,854
	110		244,666	225,009	205,352	185,696	166,023	146,327	126,632
	120		241,349	221,877	202,404	182,932	163,430	143,919	124,409
	130		238,033	218,745	199,457	180,162	160,837	141,512	122,187
	140		234,717	215,613	196,509	177,384	158,244	139,104	119,964
	150		231,400	212,481	193,560	174,605	155,651	136,696	117,742
	160		228,084	209,349	190,597	171,827	153,058	134,289	115,517
	170		224,768	206,217	187,633	169,049	150,465	131,881	113,283
	180		221,452	203,069	184,670	166,271	147,872	129,473	111,049
	190		218,134	199,920	181,707	163,493	145,279	127,065	108,815
	200		214,801	196,772	178,743	160,715	142,686	124,651	106,580
	210		211,467	193,623	175,780	157,937	140,093	122,231	104,346
	220		208,133	190,475	172,817	155,159	137,500	119,810	102,112
	230		204,799	187,326	169,853	152,380	134,902	117,390	99,878
	240		201,465	184,178	166,890	149,602	132,296	114,970	97,644
	250		198,132	181,029	163,927	146,824	129,689	112,549	95,409

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV)	225,987	90%	100%	110%	120%	130%	140%	150%	
CIL £psm 40.00	0	238,451	237,742	237,033	236,323	235,614	234,905	234,195	
	10	235,519	234,810	234,100	233,391	232,681	231,972	231,263	
	20	232,586	231,877	231,168	230,457	229,745	229,032	228,319	
	30	229,648	228,935	228,222	227,509	226,797	226,084	225,371	
	40	226,700	225,987	225,274	224,562	223,849	223,136	222,424	
	50	223,752	223,039	222,327	221,614	220,901	220,188	219,476	
	60	220,804	220,091	219,379	218,666	217,953	217,241	216,528	
	70	217,856	217,144	216,431	215,718	215,005	214,293	213,580	
	80	214,908	214,196	213,483	212,770	212,058	211,345	210,632	
	90	211,961	211,248	210,535	209,822	209,110	208,397	207,684	
	100	209,013	208,300	207,587	206,875	206,162	205,449	204,737	
	110	206,065	205,352	204,640	203,927	203,214	202,501	201,789	
	120	203,117	202,404	201,692	200,979	200,266	199,554	198,841	
	130	200,169	199,457	198,744	198,031	197,318	196,606	195,893	
	140	197,221	196,509	195,796	195,083	194,371	193,658	192,941	
	150	194,274	193,560	192,844	192,127	191,411	190,694	189,978	
	160	191,313	190,597	189,880	189,164	188,447	187,731	187,014	
	170	188,350	187,633	186,917	186,200	185,484	184,768	184,051	
	180	185,387	184,670	183,954	183,237	182,521	181,804	181,088	
	190	182,423	181,707	180,990	180,274	179,557	178,841	178,124	
	200	179,460	178,743	178,027	177,310	176,594	175,878	175,161	
	210	176,496	175,780	175,064	174,347	173,631	172,914	172,198	
	220	173,533	172,817	172,100	171,384	170,667	169,951	169,234	
	230	170,570	169,853	169,137	168,420	167,704	166,987	166,271	
	240	167,606	166,890	166,174	165,457	164,741	164,024	163,308	
	250	164,643	163,927	163,210	162,494	161,777	161,061	160,344	

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

TABLE 3		Profit (on OMS) 20%						
Balance (RLV - BLV)	225,987	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 40.00	0	288,550	278,388	268,227	258,065	247,904	237,742	227,580
	10	285,618	275,456	265,294	255,133	244,971	234,810	224,648
	20	282,685	272,523	262,362	252,200	242,039	231,877	221,715
	30	279,743	269,581	259,420	249,258	239,097	228,935	218,773
	40	276,795	266,633	256,472	246,310	236,149	225,987	215,825
	50	273,847	263,686	253,524	243,362	233,201	223,039	212,878
	60	270,899	260,738	250,576	240,415	230,253	220,091	209,930
	70	267,952	257,790	247,628	237,467	227,305	217,144	206,982
	80	265,004	254,842	244,681	234,519	224,357	214,196	204,034
	90	262,056	251,894	241,733	231,571	221,410	211,248	201,086
	100	259,108	248,946	238,785	228,623	218,462	208,300	198,138
	110	256,160	245,999	235,837	225,675	215,514	205,352	195,191
	120	253,212	243,051	232,889	222,728	212,566	202,404	192,243
	130	250,265	240,103	229,941	219,780	209,618	199,457	189,295
	140	247,317	237,155	226,994	216,832	206,670	196,509	186,347
	150	244,368	234,206	224,045	213,883	203,722	193,560	183,398
	160	241,405	231,243	221,082	210,920	200,758	190,597	180,435
	170	238,441	228,280	218,118	207,957	197,795	187,633	177,472
	180	235,478	225,316	215,155	204,993	194,832	184,670	174,508
	190	232,515	222,353	212,192	202,030	191,868	181,707	171,545
	200	229,551	219,390	209,228	199,067	188,905	178,743	168,582
	210	226,588	216,426	206,265	196,103	185,942	175,780	165,618
	220	223,625	213,463	203,301	193,140	182,978	172,817	162,655
	230	220,661	210,500	200,338	190,177	180,015	169,853	159,692
	240	217,698	207,536	197,375	187,213	177,052	166,890	156,728
250	214,735	204,573	194,411	184,250	174,088	163,927	153,765	

TABLE 4		BLV (per acre)						
Balance (RLV - BLV)	225,987	150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		262,452	245,979	229,505	213,032	196,559	180,085	163,612
10		259,520	243,046	226,573	210,100	193,626	177,153	160,680
20		256,587	240,114	223,640	207,167	190,694	174,220	157,747
30		253,645	237,172	220,698	204,225	187,752	171,278	154,805
40		250,697	234,224	217,750	201,277	184,804	168,330	151,857
CIL Epsm		247,749	231,276	214,803	198,329	181,856	165,383	148,909
40.00		244,801	228,328	211,855	195,381	178,908	162,435	145,961
		241,854	225,380	208,907	192,434	175,960	159,487	143,014
		238,906	222,432	205,959	189,486	173,012	156,539	140,066
		235,958	219,485	203,011	186,538	170,065	153,591	137,118
		233,010	216,537	200,063	183,590	167,117	150,643	134,170
		230,062	213,589	197,116	180,642	164,169	147,696	131,222
		227,114	210,641	194,168	177,694	161,221	144,748	128,274
		224,167	207,693	191,220	174,747	158,273	141,800	125,327
		221,219	204,745	188,272	171,799	155,325	138,852	122,379
		218,270	201,797	185,323	168,850	152,377	135,903	119,430
		215,307	198,833	182,360	165,887	149,413	132,940	116,467
		212,343	195,870	179,397	162,923	146,450	129,977	113,503
		209,380	192,907	176,433	159,960	143,487	127,013	110,540
		206,417	189,943	173,470	156,997	140,523	124,050	107,577
		203,453	186,980	170,507	154,033	137,560	121,087	104,613
		200,490	184,017	167,543	151,070	134,597	118,123	101,650
		197,527	181,053	164,580	148,107	131,633	115,160	98,687
		194,563	178,090	161,617	145,143	128,670	112,197	95,723
		191,600	175,127	158,653	142,180	125,707	109,233	92,760
		188,637	172,163	155,690	139,217	122,743	106,270	89,797

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

TABLE 5		Density (dph)						
		25	30	35	40	45	50	55
Balance (RLV - BLV)	CIL £psm 40.00	225,987	225,987	225,987	225,987	225,987	225,987	225,987
		0	222,916	237,742	248,332	256,274	262,452	267,394
		10	219,984	234,810	245,400	253,342	259,520	264,462
		20	217,051	231,877	242,467	250,410	256,587	261,529
		30	214,109	228,935	239,525	247,467	253,645	258,587
		40	211,161	225,987	236,577	244,520	250,697	255,639
		50	208,213	223,039	233,629	241,572	247,749	252,691
		60	205,265	220,091	230,681	238,624	244,801	249,743
		70	202,318	217,144	227,734	235,676	241,854	246,796
		80	199,370	214,196	224,786	232,728	238,906	243,848
		90	196,422	211,248	221,838	229,780	235,958	240,900
		100	193,474	208,300	218,890	226,833	233,010	237,952
		110	190,526	205,352	215,942	223,885	230,062	235,004
		120	187,578	202,404	212,994	220,937	227,114	232,056
		130	184,631	199,457	210,047	217,989	224,167	229,109
		140	181,683	196,509	207,099	215,041	221,219	226,161
		150	178,734	193,560	204,150	212,093	218,270	223,212
		160	175,771	190,597	201,187	209,129	215,307	220,249
		170	172,807	187,633	198,223	206,166	212,343	217,285
		180	169,844	184,670	195,260	203,203	209,380	214,322
		190	166,881	181,707	192,297	200,239	206,417	211,359
		200	163,917	178,743	189,333	197,276	203,453	208,395
		210	160,954	175,780	186,370	194,313	200,490	205,432
		220	157,991	172,817	183,407	191,349	197,527	202,469
		230	155,027	169,853	180,443	188,386	194,563	199,505
		240	152,064	166,890	177,480	185,422	191,600	196,542
		250	149,101	163,927	174,517	182,459	188,637	193,579

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	225,987	90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00	0	297,004	267,571	237,742	207,487	176,802	145,637	114,022
	10	294,087	264,638	234,810	204,539	173,839	142,658	111,043
	20	291,170	261,706	231,877	201,591	170,875	139,679	108,064
	30	288,252	258,774	228,935	198,644	167,912	136,700	105,085
	40	285,335	255,841	225,987	195,696	164,949	133,721	102,106
	50	282,403	252,909	223,039	192,748	161,985	130,742	99,127
	60	279,470	249,976	220,091	189,795	159,022	127,763	96,148
	70	276,538	247,044	217,144	186,832	156,059	124,784	93,169
	80	273,605	244,112	214,196	183,868	153,080	121,805	90,190
	90	270,673	241,179	211,248	180,905	150,101	118,826	87,211
	100	267,740	238,247	208,300	177,942	147,122	115,847	84,233
	110	264,808	235,307	205,352	174,978	144,143	112,868	81,254
	120	261,876	232,359	202,404	172,015	141,164	109,890	78,275
	130	258,943	229,411	199,457	169,052	138,186	106,911	75,296
	140	256,011	226,464	196,509	166,088	135,207	103,932	72,317
	150	253,078	223,516	193,560	163,125	132,228	100,953	69,338
	160	250,146	220,568	190,597	160,162	129,249	97,974	66,359
	170	247,214	217,620	187,633	157,198	126,270	94,995	63,368
	180	244,281	214,672	184,670	154,226	123,291	92,016	60,373
	190	241,343	211,724	181,707	151,247	120,312	89,037	57,379
	200	238,395	208,777	178,743	148,268	117,333	86,058	54,384
	210	235,447	205,829	175,780	145,289	114,354	83,079	51,390
	220	232,499	202,881	172,817	142,310	111,375	80,100	48,395
	230	229,551	199,933	169,853	139,331	108,396	77,121	45,400
	240	226,604	196,985	166,890	136,352	105,417	74,142	42,406
	250	223,656	194,024	163,927	133,373	102,438	71,163	39,411

Scheme Ref: **AQ**
 No Units: **4** 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)	225,987	90%	95%	100%	105%	110%	115%	120%
		0	159,904	198,853	237,742	276,560	315,367	354,101	392,835
		10	156,940	195,906	234,810	273,628	312,446	351,184	389,918
		20	153,977	192,958	231,877	270,696	309,514	348,267	387,001
		30	151,014	190,010	228,935	267,763	306,582	345,350	384,084
		40	148,050	187,062	225,987	264,831	303,649	342,433	381,167
	CIL £psm	50	145,087	184,114	223,039	261,898	300,717	339,516	378,250
	40.00	60	142,124	181,167	220,091	258,966	297,784	336,599	375,333
		70	139,160	178,214	217,144	256,034	294,852	333,670	372,416
		80	136,197	175,250	214,196	253,101	291,920	330,738	369,499
		90	133,224	172,287	211,248	250,169	288,987	327,806	366,582
		100	130,245	169,323	208,300	247,225	286,055	324,873	363,665
		110	127,266	166,360	205,352	244,277	283,122	321,941	360,747
		120	124,287	163,397	202,404	241,329	280,190	319,008	357,827
		130	121,308	160,433	199,457	238,381	277,258	316,076	354,894
		140	118,329	157,470	196,509	235,434	274,325	313,144	351,962
		150	115,351	154,507	193,560	232,486	271,393	310,211	349,030
		160	112,372	151,543	190,597	229,538	268,460	307,279	346,097
		170	109,393	148,580	187,633	226,590	265,515	304,346	343,165
		180	106,414	145,617	184,670	223,642	262,567	301,414	340,232
		190	103,435	142,639	181,707	220,694	259,619	298,482	337,300
		200	100,456	139,660	178,743	217,747	256,672	295,549	334,368
		210	97,477	136,681	175,780	214,799	253,724	292,617	331,435
		220	94,498	133,702	172,817	211,851	250,776	289,684	328,503
		230	91,519	130,723	169,853	208,903	247,828	286,752	325,570
		240	88,540	127,744	166,890	205,943	244,880	283,805	322,638
		250	85,561	124,765	163,927	202,980	241,932	280,857	319,706

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%					
	Social Rent:	70.0%		70.0% % Rented			
	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			
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%	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
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
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					
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	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		
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: **AQ**
 No Units: **4** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE

OMS GDV - (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
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	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			-
Intermediate GDV -				
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		-
Sub-total GDV Residential	4			1,460,000
AH on-site cost analysis:				
			£MV (no AH) less £GDV (inc. AH)	0
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
Grant	4	@	0	-
Total GDV				1,460,000

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(1,848)
CIL		404 sqm (Market only)	40.00 £ psm	(16,160)
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	4 units @	2,000 per unit	(8,000)
S106 analysis: 60,000 £ per ha				
		0.55% % of GDV	2,000 £ per unit (total ur	(8,000)
AH Commuted Sum		404 sqm (total)	833 £ psm	(336,583)
Comm. Sum analysis: 23.05% % of GDV				

cont./

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

Construction Costs -				
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	-
Infra. Costs analysis:	- £ 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 @		4,847 £ per unit	(19,388)
Contingency	561,152 @		5.0% (GF/BF)	(28,058)
Professional Fees	561,152 @		6.5%	(36,475)
Disposal Costs -				
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 18,000 £ per unit	(43,800)
Interest (on Development Costs) -		6.50% APR	0.526% pcm	(24,586)
Developers Profit -				
Margin on AH	0		6.00% on AH values	-
Profit on OMS	1,460,000		20.00%	(292,000)
Profit analysis:	1,094,861		26.67% on costs	(292,000)
	1,460,000		20.00% blended GDV	(292,000)
TOTAL COSTS				(1,386,861)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				73,139
SDLT	73,139 @		(slabbed)	6,843
Acquisition Agent fees	73,139 @		1.0%	(731)
Acquisition Legal fees	73,139 @		0.5%	(366)
Interest on Land	73,139 @		6.50%	(4,754)
Residual Land Value				74,131
RLV analysis:	18,533 £ per plot	555,983 £ per ha	225,003 £ per acre	

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

BALANCE				
Surplus/(Deficit)	8 £ per ha		3 £ per acre	1

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)		1	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00		0	(23,108)	(42,206)	(61,304)	(82,908)	(104,860)	(126,898)	(148,971)
		10	(26,494)	(45,404)	(64,416)	(86,152)	(107,887)	(129,724)	(151,580)
		20	(29,881)	(48,603)	(67,877)	(89,396)	(110,915)	(132,550)	(154,189)
		30	(33,268)	(51,801)	(71,337)	(92,640)	(113,956)	(135,377)	(156,798)
		40	(36,654)	(55,000)	(74,797)	(95,884)	(116,999)	(138,203)	(159,407)
		50	(40,041)	(58,198)	(78,257)	(99,128)	(120,043)	(141,029)	(162,015)
		60	(43,428)	(61,397)	(81,717)	(102,371)	(123,086)	(143,855)	(164,624)
		70	(46,814)	(64,740)	(85,177)	(105,615)	(126,130)	(146,681)	(167,233)
		80	(50,201)	(68,416)	(88,638)	(108,859)	(129,174)	(149,508)	(169,842)
		90	(53,588)	(72,093)	(92,098)	(112,103)	(132,217)	(152,334)	(172,450)
		100	(56,974)	(75,769)	(95,558)	(115,362)	(135,261)	(155,160)	(175,059)
		110	(60,361)	(79,445)	(99,018)	(118,623)	(138,304)	(157,986)	(177,668)
		120	(63,765)	(83,122)	(102,478)	(121,884)	(141,348)	(160,812)	(180,277)
		130	(67,658)	(86,798)	(105,939)	(125,145)	(144,392)	(163,639)	(182,894)
		140	(71,551)	(90,475)	(109,399)	(128,406)	(147,435)	(166,465)	(185,517)
		150	(75,443)	(94,151)	(112,859)	(131,667)	(150,479)	(169,291)	(188,139)
		160	(79,336)	(97,828)	(116,333)	(134,928)	(153,522)	(172,117)	(190,762)
		170	(83,229)	(101,504)	(119,811)	(138,189)	(156,566)	(174,943)	(193,384)
		180	(87,122)	(105,181)	(123,289)	(141,449)	(159,610)	(177,770)	(196,007)
		190	(91,014)	(108,857)	(126,768)	(144,710)	(162,653)	(180,596)	(198,629)
		200	(94,907)	(112,534)	(130,246)	(147,971)	(165,697)	(183,422)	(201,252)
		210	(98,800)	(116,217)	(133,725)	(151,232)	(168,740)	(186,248)	(203,874)
		220	(102,692)	(119,913)	(137,203)	(154,493)	(171,784)	(189,078)	(206,497)
		230	(106,585)	(123,608)	(140,681)	(157,754)	(174,828)	(191,919)	(209,119)
		240	(110,478)	(127,304)	(144,160)	(161,015)	(177,871)	(194,760)	(211,742)
		250	(114,371)	(131,000)	(147,638)	(164,276)	(180,915)	(197,601)	(214,365)

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV)		1	90%	100%	110%	120%	130%	140%	150%
		0	15,698	14,974	14,250	13,526	12,802	12,078	11,354
CIL £psm 40.00	10	11,955	11,231	10,507	9,783	9,059	8,335	7,611	
	20	8,212	7,488	6,764	6,039	5,315	4,591	3,867	
	30	4,468	3,744	3,020	2,296	1,572	848	124	
	40	725	1	(723)	(1,447)	(2,171)	(2,895)	(3,619)	
	50	(3,018)	(3,742)	(4,466)	(5,190)	(5,914)	(6,638)	(7,366)	
	60	(6,762)	(7,490)	(8,217)	(8,945)	(9,673)	(10,401)	(11,129)	
	70	(10,525)	(11,253)	(11,980)	(12,708)	(13,436)	(14,164)	(14,892)	
	80	(14,288)	(15,015)	(15,743)	(16,471)	(17,199)	(17,927)	(18,655)	
	90	(18,051)	(18,778)	(19,506)	(20,234)	(20,962)	(21,690)	(22,418)	
	100	(21,814)	(22,541)	(23,269)	(23,997)	(24,725)	(25,453)	(26,181)	
	110	(25,577)	(26,304)	(27,032)	(27,760)	(28,488)	(29,216)	(29,944)	
	120	(29,339)	(30,067)	(30,795)	(31,523)	(32,251)	(32,979)	(33,706)	
	130	(33,102)	(33,830)	(34,558)	(35,286)	(36,014)	(36,742)	(37,469)	
	140	(36,865)	(37,593)	(38,321)	(39,049)	(39,777)	(40,505)	(41,232)	
	150	(40,628)	(41,356)	(42,084)	(42,812)	(43,540)	(44,268)	(44,995)	
	160	(44,391)	(45,119)	(45,847)	(46,575)	(47,303)	(48,030)	(48,758)	
	170	(48,154)	(48,882)	(49,610)	(50,338)	(51,066)	(51,793)	(52,521)	
	180	(51,917)	(52,645)	(53,373)	(54,101)	(54,829)	(55,556)	(56,284)	
	190	(55,680)	(56,408)	(57,136)	(57,864)	(58,592)	(59,319)	(60,047)	
	200	(59,443)	(60,171)	(60,899)	(61,627)	(62,354)	(63,082)	(63,837)	
	210	(63,206)	(63,979)	(64,816)	(65,653)	(66,489)	(67,326)	(68,162)	
	220	(67,468)	(68,305)	(69,141)	(69,978)	(70,814)	(71,651)	(72,488)	
	230	(71,793)	(72,630)	(73,466)	(74,303)	(75,140)	(75,976)	(76,813)	
	240	(76,118)	(76,955)	(77,792)	(78,628)	(79,465)	(80,301)	(81,138)	
	250	(80,444)	(81,280)	(82,117)	(82,953)	(83,790)	(84,627)	(85,463)	

Scheme Ref:

AQ

No Units:

4

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

Rural Designated Areas

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		1	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0	78,484	65,782	53,080	40,378	27,676	14,974	2,272	
	10	74,741	62,039	49,337	36,635	23,933	11,231	(1,471)	
	20	70,998	58,296	45,594	32,892	20,190	7,488	(5,214)	
	30	67,254	54,552	41,850	29,148	16,446	3,744	(8,958)	
	40	63,511	50,809	38,107	25,405	12,703	1	(12,701)	
	50	59,768	47,066	34,364	21,662	8,960	(3,742)	(16,444)	
	60	56,020	43,318	30,616	17,914	5,212	(7,490)	(20,192)	
	70	52,257	39,555	26,853	14,151	1,449	(11,253)	(23,955)	
	80	48,495	35,793	23,091	10,389	(2,313)	(15,015)	(27,717)	
	90	44,732	32,030	19,328	6,626	(6,076)	(18,778)	(31,480)	
	100	40,969	28,267	15,565	2,863	(9,839)	(22,541)	(35,243)	
	110	37,206	24,504	11,802	(900)	(13,602)	(26,304)	(39,006)	
	120	33,443	20,741	8,039	(4,663)	(17,365)	(30,067)	(42,769)	
	130	29,680	16,978	4,276	(8,426)	(21,128)	(33,830)	(46,532)	
	140	25,917	13,215	513	(12,189)	(24,891)	(37,593)	(50,295)	
	150	22,154	9,452	(3,250)	(15,952)	(28,654)	(41,356)	(54,058)	
	160	18,391	5,689	(7,013)	(19,715)	(32,417)	(45,119)	(57,821)	
	170	14,628	1,926	(10,776)	(23,478)	(36,180)	(48,882)	(61,584)	
	180	10,865	(1,837)	(14,539)	(27,241)	(39,943)	(52,645)	(65,604)	
	190	7,102	(5,600)	(18,302)	(31,004)	(43,706)	(56,408)	(69,929)	
	200	3,339	(9,363)	(22,065)	(34,767)	(47,469)	(60,171)	(74,254)	
	210	(424)	(13,126)	(25,828)	(38,530)	(51,232)	(63,979)	(78,579)	
	220	(4,187)	(16,889)	(29,591)	(42,293)	(54,995)	(68,305)	(82,905)	
	230	(7,950)	(20,652)	(33,354)	(46,056)	(58,758)	(72,630)	(87,230)	
	240	(11,713)	(24,415)	(37,117)	(49,819)	(62,521)	(76,955)	(91,555)	
	250	(15,476)	(28,178)	(40,880)	(53,582)	(66,680)	(81,280)	(95,880)	

TABLE 4

		BLV (per acre)								
Balance (RLV - BLV)		1	150,000	200,000	225,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		39,684	23,211		6,737	(9,736)	(26,209)	(42,683)	(59,156)
	10		35,941	19,467		2,994	(13,479)	(29,953)	(46,426)	(62,899)
	20		32,198	15,724		(749)	(17,222)	(33,696)	(50,169)	(66,642)
	30		28,454	11,981		(4,492)	(20,966)	(37,439)	(53,912)	(70,386)
	40		24,711	8,238		(8,236)	(24,709)	(41,182)	(57,656)	(74,129)
	50		20,968	4,494		(11,979)	(28,452)	(44,926)	(61,399)	(77,872)
	60		17,220	747		(15,726)	(32,200)	(48,673)	(65,146)	(81,620)
	70		13,457	(3,016)		(19,489)	(35,963)	(52,436)	(68,909)	(85,383)
	80		9,695	(6,779)		(23,252)	(39,725)	(56,199)	(72,672)	(89,145)
	90		5,932	(10,542)		(27,015)	(43,488)	(59,962)	(76,435)	(92,908)
	100		2,169	(14,305)		(30,778)	(47,251)	(63,725)	(80,198)	(96,671)
	110		(1,594)	(18,068)		(34,541)	(51,014)	(67,488)	(83,961)	(100,434)
	120		(5,357)	(21,831)		(38,304)	(54,777)	(71,251)	(87,724)	(104,197)
	130		(9,120)	(25,594)		(42,067)	(58,540)	(75,014)	(91,487)	(107,960)
	140		(12,883)	(29,357)		(45,830)	(62,303)	(78,777)	(95,250)	(111,723)
	150		(16,646)	(33,120)		(49,593)	(66,066)	(82,540)	(99,013)	(115,486)
	160		(20,409)	(36,882)		(53,356)	(69,829)	(86,302)	(102,776)	(119,249)
	170		(24,172)	(40,645)		(57,119)	(73,592)	(90,065)	(106,539)	(123,012)
	180		(27,935)	(44,408)		(60,882)	(77,355)	(93,828)	(110,302)	(126,775)
	190		(31,698)	(48,171)		(64,645)	(81,118)	(97,591)	(114,065)	(130,538)
	200		(35,461)	(51,934)		(68,408)	(84,881)	(101,354)	(117,828)	(134,301)
	210		(39,269)	(55,743)		(72,216)	(88,689)	(105,163)	(121,636)	(138,109)
	220		(43,595)	(60,068)		(76,541)	(93,015)	(109,488)	(125,961)	(142,435)
	230		(47,920)	(64,393)		(80,866)	(97,340)	(113,813)	(130,286)	(146,760)
	240		(52,245)	(68,718)		(85,192)	(101,665)	(118,138)	(134,612)	(151,085)
	250		(56,570)	(73,044)		(89,517)	(105,990)	(122,464)	(138,937)	(155,410)

Scheme Ref:

AQ

No Units:

4

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

Rural Designated Areas

TABLE 5

		Density (dph)						
		1	25	30	35	40	45	50
Balance (RLV - BLV)		0	148	14,974	25,564	33,507	39,684	44,626
		10	(3,595)	11,231	21,821	29,763	35,941	40,883
CIL £psm		20	(7,338)	7,488	18,078	26,020	32,198	37,140
		30	(11,082)	3,744	14,334	22,277	28,454	33,396
40.00		40	(14,825)	1	10,591	18,534	24,711	29,653
		50	(18,568)	(3,742)	6,848	14,790	20,968	25,910
		60	(22,316)	(7,490)	3,100	11,043	17,220	22,162
		70	(26,079)	(11,253)	(663)	7,280	13,457	18,399
		80	(29,841)	(15,015)	(4,425)	3,517	9,695	14,637
		90	(33,604)	(18,778)	(8,188)	(246)	5,932	10,874
		100	(37,367)	(22,541)	(11,951)	(4,009)	2,169	7,111
		110	(41,130)	(26,304)	(15,714)	(7,772)	(1,594)	3,348
		120	(44,893)	(30,067)	(19,477)	(11,535)	(5,357)	(415)
		130	(48,656)	(33,830)	(23,240)	(15,298)	(9,120)	(4,178)
		140	(52,419)	(37,593)	(27,003)	(19,061)	(12,883)	(7,941)
		150	(56,182)	(41,356)	(30,766)	(22,824)	(16,646)	(11,704)
		160	(59,945)	(45,119)	(34,529)	(26,587)	(20,409)	(15,467)
		170	(63,708)	(48,882)	(38,292)	(30,350)	(24,172)	(19,230)
		180	(67,471)	(52,645)	(42,055)	(34,113)	(27,935)	(22,993)
		190	(71,234)	(56,408)	(45,818)	(37,876)	(31,698)	(26,756)
		200	(74,997)	(60,171)	(49,581)	(41,638)	(35,461)	(30,519)
		210	(78,760)	(63,934)	(53,344)	(45,447)	(39,269)	(34,282)
		220	(82,523)	(67,697)	(57,107)	(49,210)	(43,032)	(38,045)
		230	(86,286)	(71,460)	(60,870)	(52,973)	(46,795)	(41,808)
		240	(90,049)	(75,223)	(64,633)	(56,736)	(50,558)	(45,571)
		250	(93,812)	(78,986)	(68,396)	(60,499)	(54,321)	(49,334)

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		1	90%	95%	100%	105%	110%	115%
Balance (RLV - BLV)		0	77,688	46,508	14,974	(16,968)	(49,381)	(84,918)
		10	73,944	42,765	11,231	(20,731)	(53,144)	(89,244)
CIL £psm		20	70,201	39,022	7,488	(24,494)	(56,907)	(93,569)
		30	66,458	35,278	3,744	(28,257)	(60,670)	(97,894)
40.00		40	62,714	31,535	1	(32,020)	(64,553)	(102,219)
		50	58,971	27,792	(3,742)	(35,783)	(68,878)	(106,545)
		60	55,228	24,049	(7,490)	(39,546)	(73,204)	(110,870)
		70	51,485	20,305	(11,253)	(43,309)	(77,529)	(115,195)
		80	47,741	16,562	(15,015)	(47,072)	(81,854)	(119,526)
		90	43,998	12,819	(18,778)	(50,835)	(86,179)	(123,874)
		100	40,255	9,075	(22,541)	(54,598)	(90,505)	(128,222)
		110	36,512	5,332	(26,304)	(58,361)	(94,830)	(132,570)
		120	32,768	1,589	(30,067)	(62,124)	(99,155)	(136,918)
		130	29,025	(2,154)	(33,830)	(66,224)	(103,480)	(141,266)
		140	25,282	(5,898)	(37,593)	(70,549)	(107,806)	(145,614)
		150	21,539	(9,656)	(41,356)	(74,874)	(112,131)	(149,962)
		160	17,795	(13,419)	(45,119)	(79,200)	(116,456)	(154,310)
		170	14,052	(17,182)	(48,882)	(83,525)	(120,794)	(158,658)
		180	10,309	(20,945)	(52,645)	(87,850)	(125,142)	(163,006)
		190	6,566	(24,708)	(56,408)	(92,175)	(129,490)	(167,354)
		200	2,822	(28,471)	(60,171)	(96,501)	(133,838)	(171,702)
		210	(921)	(32,234)	(63,934)	(100,826)	(138,186)	(176,050)
		220	(4,664)	(35,997)	(67,697)	(105,151)	(142,534)	(180,398)
		230	(8,416)	(39,760)	(71,460)	(109,476)	(146,882)	(184,746)
		240	(12,179)	(43,523)	(75,223)	(113,802)	(151,230)	(189,094)
		250	(15,942)	(47,286)	(78,986)	(118,127)	(155,578)	(193,442)

Scheme Ref:

AQ

No Units:

4

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)	1	90%	95%	100%	105%	110%	115%	120%
		0	(86,860)	(34,376)	14,974	64,195	113,400	162,405	211,410
		10	(91,185)	(38,139)	11,231	60,451	109,672	158,681	207,686
		20	(95,511)	(41,902)	7,488	56,708	105,929	154,958	203,962
		30	(99,836)	(45,665)	3,744	52,965	102,185	151,234	200,239
		40	(104,161)	(49,428)	1	49,222	98,442	147,510	196,515
	CIL £psm	50	(108,486)	(53,191)	(3,742)	45,478	94,699	143,787	192,791
	40.00	60	(112,811)	(56,954)	(7,490)	41,735	90,955	140,063	189,068
		70	(117,158)	(60,717)	(11,253)	37,992	87,212	136,339	185,344
		80	(121,506)	(64,607)	(15,015)	34,248	83,469	132,616	181,620
		90	(125,854)	(68,932)	(18,778)	30,505	79,726	128,892	177,897
		100	(130,202)	(73,257)	(22,541)	26,762	75,982	125,168	174,173
		110	(134,550)	(77,582)	(26,304)	23,019	72,239	121,445	170,449
		120	(138,898)	(81,908)	(30,067)	19,275	68,496	117,716	166,726
		130	(143,246)	(86,233)	(33,830)	15,532	64,753	113,973	163,002
		140	(147,594)	(90,558)	(37,593)	11,789	61,009	110,230	159,278
		150	(151,942)	(94,883)	(41,356)	8,046	57,266	106,487	155,555
		160	(156,290)	(99,209)	(45,119)	4,302	53,523	102,743	151,831
		170	(160,638)	(103,534)	(48,882)	559	49,780	99,000	148,107
		180	(164,986)	(107,859)	(52,645)	(3,184)	46,036	95,257	144,384
		190	(169,334)	(112,184)	(56,408)	(6,944)	42,293	91,514	140,660
		200	(173,682)	(116,514)	(60,171)	(10,707)	38,550	87,770	136,936
		210	(178,030)	(120,862)	(63,979)	(14,470)	34,807	84,027	133,213
		220	(182,378)	(125,210)	(68,305)	(18,233)	31,063	80,284	129,489
		230	(186,726)	(129,558)	(72,630)	(21,996)	27,320	76,541	125,761
		240	(191,074)	(133,906)	(76,955)	(25,759)	23,577	72,797	122,018
		250	(195,422)	(138,254)	(81,280)	(29,522)	19,833	69,054	118,274

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)		20%					
AH tenure split %	Affordable Rent:	0.0%					
	Social Rent:	70.0%		70.0% % Rented			
	Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%		6.0% % of total (>10% for HWP (Feb 2017))			
Open Market Sale (OMS) housing		80%		100%			
		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%	0.8	10%	0.8
3 bed House		50.0%	3.2	50.0%	0.8	50%	4.0
4 bed House		50.0%	3.2	0.0%	0.0	40%	3.2
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%	6.4	100.0%	1.6	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	60	646	60	646
3 bed House		288	3,100	72	775	360	3,875
4 bed House		358	3,858	0	0	358	3,858
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
		646	6,958	132	1,421	778	8,379
AH % by floor area:		16.96% 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	200,000		
3 bed House		310,000	3,444	320	1,240,000		
4 bed House		420,000	3,750	348	1,344,000		
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		
					2,784,000		
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

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	210,000	-
2 bed House	0.0	@	250,000	-
3 bed House	3.2	@	310,000	992,000
4 bed House	3.2	@	420,000	1,344,000
5 bed House	0.0	@	495,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	200,000	-
	6.4			2,336,000
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	0.0	@	78,750	-
2 bed House	0.6	@	93,750	52,500
3 bed House	0.6	@	116,250	65,100
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	-
	1.1			117,600
Intermediate GDV -				
1 bed House	0.0	@	147,000	-
2 bed House	0.2	@	175,000	42,000
3 bed House	0.2	@	217,000	52,080
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	-
	0.5	1.6		94,080
Sub-total GDV Residential	8			2,547,680
AH on-site cost analysis:				
	304 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	236,320
			29,540 £ per unit (total units)	
Grant	8	@	0	-
Total GDV				2,547,680

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,696)
CIL				(25,856)
CIL analysis:				
	646 sqm (Market only)	40.00 £ psm		
	1.01% % of GDV	3,232 £ 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)
S106 analysis:				
	60,000 £ per ha	0.63% % of GDV	2,000 £ per unit (total ur	(16,000)
AH Commuted Sum	778 sqm (total)	0 £ psm		-
Comm. Sum analysis:				
	0.00% % of GDV			

cont./

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

Construction Costs -				
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	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	- sqm @		1,166 psm	-
2 bed House	60 sqm @		1,166 psm	(69,960)
3 bed House	360 sqm @		1,166 psm	(419,760)
4 bed House	358 sqm @		1,166 psm	(417,894)
5 bed House	- sqm @		1,166 psm	-
1 bed Flat	- sqm @		1,287 psm	-
2 bed Flat	778 sqm @		1,287 psm	-
External works	907,614 @		15.0% 17,018 £ per unit	(136,142)
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 @		4,847 £ per unit	(38,776)
Contingency	1,082,613 @		3.0% (GF/BF)	(32,478)
Professional Fees	1,082,613 @		6.5%	(70,370)
Disposal Costs -				
Residential Sales Agent Costs	2,336,000 OMS @		1.00% 2,920 £ per unit	(23,360)
Residential Sales Legal Costs	6 OM Units @		0.25% 900 £ per unit	(5,760)
Affordable Sale Legal Costs			lump sum	(10,000)
Marketing and Promotion	2,336,000 OMS @		3.00% 8,760 £ per unit 13,650 £ per unit	(70,080)
Interest (on Development Costs) -		6.50% APR	0.526% pcm	(8,907)
Developers Profit -				
Margin on AH	211,680		6.00% on AH values	(12,701)
Profit on OMS	2,336,000		20.00%	(467,200)
Profit analysis:	1,359,120		35.31% on costs	(479,901)
	2,547,680		18.84% blended GDV	(479,901)
TOTAL COSTS				(1,839,021)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				708,659
SDLT	708,659 @		(slabbed)	(24,933)
Acquisition Agent fees	708,659 @		1.0%	(7,087)
Acquisition Legal fees	708,659 @		0.5%	(3,543)
Interest on Land	708,659 @		6.50%	(46,063)
Residual Land Value				627,033
RLV analysis:	78,379 £ per plot	2,351,375 £ per ha	951,589 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0 dph			
Site Area (Net)	0.27 ha		0.66 acres	
Density analysis:	2,919 sqm/ha		12,715 sqft/ac	
Benchmark Land Value (Net)	18,533 £ per plot	555,975 £ per ha	225,000 £ per acre	148,260

BALANCE				
Surplus/(Deficit)	1,795,400 £ per ha	726,589 £ per acre		478,773

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 20%							
Balance (RLV - BLV)	478,773	10%	15%	20%	25%	30%	35%	40%	
CIL £psm 40.00	0	589,168	545,700	502,233	458,765	415,297	371,830	328,311	
	10	582,570	539,469	496,368	453,267	410,166	367,063	323,889	
	20	575,972	533,238	490,503	447,768	405,034	362,273	319,467	
	30	569,374	527,006	484,638	442,270	399,902	357,483	315,046	
	40	562,776	520,775	478,773	436,772	394,762	352,693	310,624	
	50	556,178	514,543	472,909	431,274	389,603	347,903	306,202	
	60	549,580	508,312	467,044	425,775	384,444	343,112	301,780	
	70	542,983	502,081	461,179	420,249	379,285	338,322	297,359	
	80	536,385	495,849	455,314	414,722	374,127	333,532	292,937	
	90	529,787	489,618	449,421	409,194	368,968	328,742	288,515	
	100	523,189	483,383	443,525	403,667	363,809	323,951	284,094	
	110	516,591	477,119	437,629	398,140	358,651	319,161	279,668	
	120	509,976	470,855	431,734	392,613	353,492	314,371	275,223	
	130	503,343	464,591	425,838	387,086	348,333	309,581	270,778	
	140	496,710	458,326	419,942	381,558	343,174	304,790	266,333	
	150	490,078	452,062	414,047	376,031	338,016	299,974	261,888	
	160	483,445	445,798	408,151	370,504	332,857	295,159	257,443	
	170	476,813	439,534	402,255	364,977	327,688	290,343	252,998	
	180	470,180	433,270	396,360	359,450	322,503	285,528	248,553	
	190	463,547	427,006	390,464	353,921	317,317	280,712	244,108	
	200	456,915	420,742	384,568	348,365	312,131	275,897	239,663	
	210	450,282	414,477	378,672	342,809	306,945	271,081	235,218	
	220	443,649	408,213	372,745	337,252	301,759	266,266	230,773	
	230	437,017	401,941	366,819	331,696	296,573	261,451	226,328	
	240	430,384	395,644	360,892	326,140	291,387	256,635	221,883	
	250	423,729	389,347	354,965	320,583	286,202	251,820	217,418	

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV)	478,773	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0	503,651	502,233	500,814	499,395	497,977	496,558	495,139
	10	497,787	496,368	494,949	493,530	492,112	490,693	489,274
	20	491,922	490,503	489,084	487,666	486,247	484,828	483,410
	30	486,057	484,638	483,220	481,801	480,382	478,963	477,545
	40	480,192	478,773	477,355	475,936	474,517	473,099	471,680
	50	474,327	472,909	471,490	470,071	468,653	467,234	465,815
	60	468,462	467,044	465,625	464,206	462,788	461,369	459,950
	70	462,598	461,179	459,760	458,342	456,923	455,504	454,085
	80	456,733	455,314	453,891	452,466	451,040	449,615	448,189
	90	450,846	449,421	447,995	446,570	445,145	443,719	442,294
	100	444,951	443,525	442,100	440,674	439,249	437,823	436,398
	110	439,055	437,629	436,204	434,779	433,353	431,928	430,502
	120	433,159	431,734	430,308	428,883	427,458	426,032	424,607
	130	427,264	425,838	424,413	422,987	421,562	420,136	418,711
	140	421,368	419,942	418,517	417,092	415,666	414,241	412,815
	150	415,472	414,047	412,621	411,196	409,771	408,345	406,920
	160	409,577	408,151	406,726	405,300	403,875	402,449	401,024
	170	403,681	402,255	400,830	399,405	397,979	396,554	395,128
	180	397,785	396,360	394,934	393,509	392,084	390,658	389,233
	190	391,890	390,464	389,039	387,613	386,188	384,762	383,337
	200	385,994	384,568	383,143	381,718	380,292	378,867	377,434
	210	380,098	378,672	377,239	375,806	374,373	372,940	371,507
	220	374,178	372,745	371,312	369,880	368,447	367,014	365,581
	230	368,252	366,819	365,386	363,953	362,520	361,087	359,654
	240	362,325	360,892	359,459	358,026	356,593	355,160	353,727
	250	356,398	354,965	353,532	352,099	350,667	349,234	347,801

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

TABLE 3		Profit (on OMS) 20%							
	Balance (RLV - BLV)	478,773	15%	16%	17%	18%	19%	20%	21%
		0	603,849	583,525	563,202	542,879	522,556	502,233	481,909
		10	597,984	577,661	557,337	537,014	516,691	496,368	476,045
		20	592,119	571,796	551,473	531,149	510,826	490,503	470,180
		30	586,254	565,931	545,608	525,285	504,961	484,638	464,315
		40	580,389	560,066	539,743	519,420	499,097	478,773	458,450
	CIL £psm	50	574,525	554,201	533,878	513,555	493,232	472,909	452,585
	40.00	60	568,660	548,337	528,013	507,690	487,367	467,044	446,721
		70	562,795	542,472	522,149	501,825	481,502	461,179	440,856
		80	556,930	536,607	516,284	495,961	475,637	455,314	434,991
		90	551,037	530,714	510,390	490,067	469,744	449,421	429,098
		100	545,141	524,818	504,495	484,172	463,848	443,525	423,202
		110	539,245	518,922	498,599	478,276	457,953	437,629	417,306
		120	533,350	513,027	492,703	472,380	452,057	431,734	411,411
		130	527,454	507,131	486,808	466,485	446,161	425,838	405,515
		140	521,558	501,235	480,912	460,589	440,266	419,942	399,619
		150	515,663	495,340	475,016	454,693	434,370	414,047	393,724
		160	509,767	489,444	469,121	448,798	428,474	408,151	387,828
		170	503,871	483,548	463,225	442,902	422,579	402,255	381,932
		180	497,976	477,653	457,329	437,006	416,683	396,360	376,037
		190	492,080	471,757	451,434	431,111	410,787	390,464	370,141
		200	486,184	465,861	445,538	425,215	404,892	384,568	364,245
		210	480,288	459,965	439,642	419,318	398,995	378,672	358,349
		220	474,361	454,038	433,715	413,392	393,069	372,745	352,422
		230	468,435	448,111	427,788	407,465	387,142	366,819	346,495
		240	462,508	442,185	421,862	401,538	381,215	360,892	340,569
		250	456,581	436,258	415,935	395,612	375,289	354,965	334,642

TABLE 4		BLV (per acre)							
	Balance (RLV - BLV)	478,773	150,000	200,000	250,000	300,000	350,000	400,000	450,000
		0	551,653	518,706	485,759	452,813	419,866	386,919	353,973
		10	545,788	512,841	479,894	446,948	414,001	381,054	348,108
		20	539,923	506,976	474,030	441,083	408,136	375,190	342,243
		30	534,058	501,112	468,165	435,218	402,272	369,325	336,378
		40	528,193	495,247	462,300	429,353	396,407	363,460	330,513
	CIL £psm	50	522,329	489,382	456,435	423,489	390,542	357,595	324,649
	40.00	60	516,464	483,517	450,570	417,624	384,677	351,730	318,784
		70	510,599	477,652	444,706	411,759	378,812	345,866	312,919
		80	504,734	471,788	438,841	405,894	372,948	340,001	307,054
		90	498,841	465,894	432,947	400,001	367,054	334,107	301,161
		100	492,945	459,998	427,052	394,105	361,158	328,212	295,265
		110	487,049	454,103	421,156	388,209	355,263	322,316	289,369
		120	481,154	448,207	415,260	382,314	349,367	316,420	283,474
		130	475,258	442,311	409,365	376,418	343,471	310,525	277,578
		140	469,362	436,416	403,469	370,522	337,576	304,629	271,682
		150	463,467	430,520	397,573	364,627	331,680	298,733	265,787
		160	457,571	424,624	391,678	358,731	325,784	292,838	259,891
		170	451,675	418,729	385,782	352,835	319,889	286,942	253,995
		180	445,780	412,833	379,886	346,940	313,993	281,046	248,100
		190	439,884	406,937	373,991	341,044	308,097	275,151	242,204
		200	433,988	401,042	368,095	335,148	302,202	269,255	236,308
		210	428,092	395,145	362,199	329,252	296,305	263,359	230,412
		220	422,165	389,219	356,272	323,325	290,379	257,432	224,485
		230	416,239	383,292	350,345	317,399	284,452	251,505	218,559
		240	410,312	377,365	344,419	311,472	278,525	245,579	212,632
		250	404,385	371,439	338,492	305,545	272,599	239,652	206,705

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

TABLE 5		Density (dph)						
		25	30	35	40	45	50	55
Balance (RLV - BLV)	478,773	0	472,581	502,233	523,413	539,298	551,653	561,537
		10	466,716	496,368	517,548	533,433	545,788	555,672
		20	460,851	490,503	511,683	527,568	539,923	549,807
		30	454,986	484,638	505,818	521,703	534,058	543,942
		40	449,121	478,773	499,953	515,838	528,193	538,077
CIL £psm	50	443,257	472,909	494,089	509,974	522,329	532,213	540,300
40.00	60	437,392	467,044	488,224	504,109	516,464	526,348	534,435
	70	431,527	461,179	482,359	498,244	510,599	520,483	528,570
	80	425,662	455,314	476,494	492,379	504,734	514,618	522,705
	90	419,769	449,421	470,601	486,486	498,841	508,725	516,812
	100	413,873	443,525	464,705	480,590	492,945	502,829	510,916
	110	407,977	437,629	458,809	474,694	487,049	496,933	505,020
	120	402,082	431,734	452,914	468,799	481,154	491,038	499,125
	130	396,186	425,838	447,018	462,903	475,258	485,142	493,229
	140	390,290	419,942	441,122	457,007	469,362	479,246	487,333
	150	384,395	414,047	435,227	451,112	463,467	473,351	481,438
	160	378,499	408,151	429,331	445,216	457,571	467,455	475,542
	170	372,603	402,255	423,435	439,320	451,675	461,559	469,646
	180	366,708	396,360	417,540	433,425	445,780	455,664	463,751
	190	360,812	390,464	411,644	427,529	439,884	449,768	457,855
	200	354,916	384,568	405,748	421,633	433,988	443,872	451,959
	210	349,020	378,672	399,852	415,737	428,092	437,976	446,063
	220	343,093	372,745	393,925	409,810	422,165	432,049	440,136
	230	337,167	366,819	387,999	403,884	416,239	426,123	434,210
	240	331,240	360,892	382,072	397,957	410,312	420,196	428,283
	250	325,313	354,965	376,145	392,030	404,385	414,269	422,356

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
		90%	95%	100%	105%	110%	120%
Balance (RLV - BLV)	478,773	0	618,470	560,754	502,233	442,986	382,829
		10	612,636	554,920	496,368	437,090	376,933
		20	606,802	549,086	490,503	431,194	371,037
		30	600,968	543,226	484,638	425,299	365,132
		40	595,134	537,361	478,773	419,403	359,205
CIL £psm	50	589,300	531,496	472,909	413,507	353,278	292,123
40.00	60	583,466	525,631	467,044	407,612	347,352	286,165
	70	577,632	519,767	461,179	401,716	341,425	280,208
	80	571,797	513,902	455,314	395,820	335,498	274,250
	90	565,963	508,037	449,421	389,925	329,571	268,292
	100	560,102	502,172	443,525	384,029	323,645	262,334
	110	554,237	496,307	437,629	378,133	317,718	256,376
	120	548,372	490,443	431,734	372,234	311,791	250,418
	130	542,507	484,578	425,838	366,307	305,865	244,460
	140	536,642	478,713	419,942	360,380	299,931	238,503
	150	530,778	472,848	414,047	354,454	293,973	232,545
	160	524,913	466,983	408,151	348,527	288,015	226,587
	170	519,048	461,091	402,255	342,600	282,057	220,629
	180	513,183	455,195	396,360	336,674	276,099	214,671
	190	507,318	449,299	390,464	330,747	270,141	208,713
	200	501,454	443,404	384,568	324,820	264,183	202,755
	210	495,589	437,508	378,672	318,894	258,225	196,797
	220	489,724	431,612	372,745	312,967	252,268	190,840
	230	483,859	425,717	366,819	307,040	246,310	184,882
	240	477,994	419,821	360,892	301,112	240,352	178,924
	250	472,099	413,925	354,965	295,154	234,394	172,966

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)	478,773	90%	95%	100%	105%	110%	115%	120%
		0	346,782	424,596	502,233	579,851	657,318	734,786	812,254
		10	340,887	418,731	496,368	574,005	651,484	728,952	806,419
		20	334,991	412,841	490,503	568,140	645,650	723,118	800,585
		30	329,095	406,945	484,638	562,275	639,816	717,284	794,751
		40	323,200	401,049	478,773	556,410	633,982	711,449	788,917
	CIL £psm	50	317,286	395,154	472,909	550,546	628,148	705,615	783,083
	40.00	60	311,359	389,258	467,044	544,681	622,314	699,781	777,249
		70	305,432	383,362	461,179	538,816	616,453	693,947	771,415
		80	299,506	377,467	455,314	532,951	610,588	688,113	765,581
		90	293,579	371,571	449,421	527,086	604,723	682,279	759,747
		100	287,652	365,675	443,525	521,221	598,858	676,445	753,912
		110	281,726	359,780	437,629	515,357	592,994	670,611	748,078
		120	275,799	353,884	431,734	509,492	587,129	664,766	742,244
		130	269,872	347,979	425,838	503,627	581,264	658,901	736,410
		140	263,946	342,052	419,942	497,762	575,399	653,036	730,576
		150	258,011	336,126	414,047	491,897	569,534	647,171	724,742
		160	252,053	330,199	408,151	486,001	563,670	641,306	718,908
		170	246,095	324,272	402,255	480,105	557,805	635,442	713,074
		180	240,137	318,346	396,360	474,210	551,940	629,577	707,214
		190	234,179	312,419	390,464	468,314	546,075	623,712	701,349
		200	228,222	306,492	384,568	462,418	540,210	617,847	695,484
		210	222,264	300,565	378,672	456,523	534,346	611,982	689,619
		220	216,306	294,639	372,745	450,627	528,477	606,118	683,755
		230	210,348	288,712	366,819	444,731	522,581	600,253	677,890
		240	204,390	282,785	360,892	438,836	516,685	594,388	672,025
		250	198,432	276,840	354,965	432,940	510,790	588,523	666,160

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)		20%					
AH tenure split %	Affordable Rent:	0.0%					
	Social Rent:	70.0%		70.0% % Rented			
	Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%		6.0% % of total (>10% for HWP (Feb 2017))			
Open Market Sale (OMS) housing		80%		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%	0.4	10%	0.4
3 bed House		50.0%	1.6	50.0%	0.4	50%	2.0
4 bed House		50.0%	1.6	0.0%	0.0	40%	1.6
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%	3.2	100.0%	0.8	100%	4.0
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	
2 bed House		0	0	30	323	30	323
3 bed House		144	1,550	36	388	180	1,938
4 bed House		179	1,929	0	0	179	1,929
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
		323	3,479	66	710	389	4,189
AH % by floor area:		16.96% 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	0		
2 bed House		270,000	3,600	334	108,000		
3 bed House		320,000	3,556	330	640,000		
4 bed House		450,000	4,018	373	720,000		
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		
					1,468,000		
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: **AS**
 No Units: **4** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	230,000	-
2 bed House	0.0	@	270,000	-
3 bed House	1.6	@	320,000	512,000
4 bed House	1.6	@	450,000	720,000
5 bed House	0.0	@	520,000	-
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	3.2			1,232,000
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	0.0	@	86,250	-
2 bed House	0.3	@	101,250	28,350
3 bed House	0.3	@	120,000	33,600
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	-
	0.6			61,950
Intermediate GDV -				
1 bed House	0.0	@	161,000	-
2 bed House	0.1	@	189,000	22,680
3 bed House	0.1	@	224,000	26,880
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	-
	0.2	0.8		49,560
Sub-total GDV Residential	4			1,343,510
AH on-site cost analysis:		£MV (no AH) less £GDV (inc. AH)		124,490
	320 £ psm (total GIA sqm)		31,123 £ per unit (total units)	
Grant	4	@	0	-
Total GDV				1,343,510

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(1,848)
CIL		323 sqm (Market only)	40.00 £ psm	(12,928)
CIL analysis:		0.96% % of GDV	3,232 £ 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)
S106 analysis:		60,000 £ per ha	0.60% % of GDV	2,000 £ per unit (total ur)
AH Commuted Sum		389 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		

cont./

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

Construction Costs -					
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		-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-	
1 bed House	- sqm @	1,166	psm		-
2 bed House	30 sqm @	1,166	psm		(34,980)
3 bed House	180 sqm @	1,166	psm		(209,880)
4 bed House	179 sqm @	1,166	psm		(208,947)
5 bed House	- sqm @	1,166	psm		-
1 bed Flat	- sqm @	1,287	psm		-
2 bed Flat	389 sqm @	1,287	psm		-
External works	453,807 @	15.0%			(68,071)
		17,018	£ 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 @		4,847 £ per unit		(19,388)
Contingency	557,780 @	5.0%	(GF/BF)		(27,889)
Professional Fees	557,780 @	6.5%			(36,256)
Disposal Costs -					
Residential Sales Agent Costs	1,232,000 OMS @	1.00%	3,080 £ per unit		(12,320)
Residential Sales Legal Costs	3 OM Units @	0.23%	900 £ per unit		(2,880)
Affordable Sale Legal Costs			lump sum		(10,000)
Marketing and Promotion	1,232,000 OMS @	3.00%	9,240 £ per unit		(36,960)
			15,540 £ per unit		
Interest (on Development Costs) -	6.50% APR		0.526% pcm		(5,374)
Developers Profit -					
Margin on AH	111,510	6.00%	on AH values		(6,691)
Profit on OMS	1,232,000	20.00%			(246,400)
Profit analysis:	722,234	35.04%	on costs	(253,091)	
	1,343,510	18.84%	blended GDV	(253,091)	
TOTAL COSTS					(975,325)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					368,185
SDLT	368,185 @	(slabbed)			(7,909)
Acquisition Agent fees	368,185 @	1.0%			(3,682)
Acquisition Legal fees	368,185 @	0.5%			(1,841)
Interest on Land	368,185 @	6.50%			(23,932)
Residual Land Value					330,821
RLV analysis:	82,705 £ per plot	2,481,159 £ per ha	1,004,111 £ per acre		

BENCHMARK LAND VALUE (BLV)					
Residential Density	30.0	dph			
Site Area (Net)	0.13	ha	0.33	acres	
Density analysis:	2,919	sqm/ha	12,715	sqft/ac	
Benchmark Land Value (Net)	32,947 £ per plot	988,400 £ per ha	400,000	£ per acre	131,787

BALANCE					
Surplus/(Deficit)	1,492,759	£ per ha	604,111	£ per acre	199,035

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 20%						
Balance (RLV - BLV)	199,035	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	257,035	233,899	210,764	187,629	164,494	141,321	118,145
	10	253,736	230,784	207,832	184,880	161,917	138,926	115,935
	20	250,437	227,668	204,899	182,131	159,338	136,531	113,724
	30	247,138	224,552	201,967	179,382	156,759	134,136	111,513
	40	243,839	221,437	199,035	176,618	154,179	131,741	109,302
	50	240,540	218,321	196,102	173,854	151,600	129,346	107,091
	60	237,241	215,205	193,161	171,091	149,021	126,950	104,880
	70	233,942	212,090	190,213	168,327	146,441	124,555	102,669
	80	230,643	208,967	187,265	165,564	143,862	122,160	100,456
	90	227,344	205,835	184,318	162,800	141,283	119,765	98,234
	100	224,036	202,703	181,370	160,037	138,703	117,370	96,011
	110	220,720	199,571	178,422	157,273	136,124	114,975	93,789
	120	217,404	196,439	175,474	154,509	133,545	112,573	91,566
	130	214,087	193,307	172,526	151,746	130,965	110,165	89,344
	140	210,771	190,175	169,578	148,982	128,386	107,757	87,121
	150	207,455	187,043	166,631	146,219	125,801	105,350	84,899
	160	204,138	183,911	163,683	143,455	123,208	102,942	82,676
	170	200,822	180,779	160,735	140,691	120,615	100,534	80,454
	180	197,506	177,646	157,787	137,917	118,022	98,126	78,231
	190	194,190	174,514	154,839	135,139	115,429	95,719	76,009
	200	190,873	171,382	151,886	132,361	112,836	93,311	73,786
	210	187,557	168,250	148,923	129,583	110,243	90,903	71,564
	220	184,241	165,114	145,959	126,805	107,650	88,496	69,341
	230	180,924	161,965	142,996	124,027	105,057	86,088	67,113
	240	177,601	158,817	140,033	121,248	102,464	83,680	64,879
	250	174,267	155,668	137,069	118,470	99,871	81,272	62,645

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV)	199,035	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0	211,474	210,764	210,055	209,345	208,636	207,927	207,217
	10	208,541	207,832	207,122	206,413	205,704	204,994	204,285
	20	205,609	204,899	204,190	203,481	202,771	202,062	201,353
	30	202,676	201,967	201,258	200,548	199,839	199,130	198,420
	40	199,744	199,035	198,325	197,616	196,907	196,197	195,488
	50	196,812	196,102	195,393	194,683	193,971	193,258	192,545
	60	193,874	193,161	192,448	191,736	191,023	190,310	189,598
	70	190,926	190,213	189,501	188,788	188,075	187,362	186,650
	80	187,978	187,265	186,553	185,840	185,127	184,415	183,702
	90	185,030	184,318	183,605	182,892	182,179	181,467	180,754
	100	182,083	181,370	180,657	179,944	179,232	178,519	177,806
	110	179,135	178,422	177,709	176,997	176,284	175,571	174,858
	120	176,187	175,474	174,761	174,049	173,336	172,623	171,911
	130	173,239	172,526	171,814	171,101	170,388	169,675	168,963
	140	170,291	169,578	168,866	168,153	167,440	166,728	166,015
	150	167,343	166,631	165,918	165,205	164,492	163,780	163,067
	160	164,396	163,683	162,970	162,257	161,545	160,832	160,119
	170	161,448	160,735	160,022	159,310	158,597	157,884	157,171
	180	158,500	157,787	157,074	156,362	155,649	154,936	154,224
	190	155,552	154,839	154,127	153,414	152,700	151,983	151,267
	200	152,602	151,886	151,169	150,453	149,737	149,020	148,304
	210	149,639	148,923	148,206	147,490	146,773	146,057	145,340
	220	146,676	145,959	145,243	144,526	143,810	143,093	142,377
	230	143,712	142,996	142,279	141,563	140,847	140,130	139,414
	240	140,749	140,033	139,316	138,600	137,883	137,167	136,450
	250	137,786	137,069	136,353	135,636	134,920	134,203	133,487

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

TABLE 3		Profit (on OMS) 20%							
Balance (RLV - BLV)		199,035	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		264,356	253,638	242,919	232,201	221,483	210,764	200,046
	10		261,424	250,705	239,987	229,269	218,550	207,832	197,113
	20		258,491	247,773	237,055	226,336	215,618	204,899	194,181
	30		255,559	244,841	234,122	223,404	212,685	201,967	191,249
	40		252,627	241,908	231,190	220,471	209,753	199,035	188,316
	50		249,694	238,976	228,257	217,539	206,821	196,102	185,384
	60		246,753	236,035	225,316	214,598	203,880	193,161	182,443
	70		243,805	233,087	222,368	211,650	200,932	190,213	179,495
	80		240,857	230,139	219,421	208,702	197,984	187,265	176,547
	90		237,910	227,191	216,473	205,754	195,036	184,318	173,599
	100		234,962	224,243	213,525	202,807	192,088	181,370	170,651
	110		232,014	221,296	210,577	199,859	189,140	178,422	167,704
	120		229,066	218,348	207,629	196,911	186,193	175,474	164,756
	130		226,118	215,400	204,681	193,963	183,245	172,526	161,808
	140		223,170	212,452	201,734	191,015	180,297	169,578	158,860
	150		220,223	209,504	198,786	188,067	177,349	166,631	155,912
	160		217,275	206,556	195,838	185,120	174,401	163,683	152,964
	170		214,327	203,609	192,890	182,172	171,453	160,735	150,017
	180		211,379	200,661	189,942	179,224	168,506	157,787	147,069
	190		208,431	197,713	186,994	176,276	165,558	154,839	144,121
200		205,478	194,760	184,041	173,323	162,604	151,886	141,168	
210		202,515	191,796	181,078	170,359	159,641	148,923	138,204	
220		199,551	188,833	178,114	167,396	156,678	145,959	135,241	
230		196,588	185,870	175,151	164,433	153,714	142,996	132,278	
240		193,625	182,906	172,188	161,469	150,751	140,033	129,314	
250		190,661	179,943	169,224	158,506	147,788	137,069	126,351	

TABLE 4		BLV (per acre) 400,000							
Balance (RLV - BLV)		199,035	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		293,131	276,658	260,184	243,711	227,238	210,764	194,291
	10		290,198	273,725	257,252	240,778	224,305	207,832	191,358
	20		287,266	270,793	254,319	237,846	221,373	204,899	188,426
	30		284,334	267,860	251,387	234,914	218,440	201,967	185,494
	40		281,401	264,928	248,455	231,981	215,508	199,035	182,561
	50		278,469	261,995	245,522	229,049	212,575	196,102	179,629
	60		275,528	259,054	242,581	226,108	209,634	193,161	176,688
	70		272,580	256,107	239,633	223,160	206,687	190,213	173,740
	80		269,632	253,159	236,685	220,212	203,739	187,265	170,792
	90		266,684	250,211	233,738	217,264	200,791	184,318	167,844
	100		263,736	247,263	230,790	214,316	197,843	181,370	164,896
	110		260,789	244,315	227,842	211,369	194,895	178,422	161,949
	120		257,841	241,367	224,894	208,421	191,947	175,474	159,001
	130		254,893	238,420	221,946	205,473	189,000	172,526	156,053
	140		251,945	235,472	218,998	202,525	186,052	169,578	153,105
	150		248,997	232,524	216,051	199,577	183,104	166,631	150,157
	160		246,049	229,576	213,103	196,629	180,156	163,683	147,209
	170		243,102	226,628	210,155	193,682	177,208	160,735	144,262
	180		240,154	223,680	207,207	190,734	174,260	157,787	141,314
	190		237,206	220,733	204,259	187,786	171,313	154,839	138,366
	200		234,253	217,779	201,306	184,833	168,359	151,886	135,413
	210		231,289	214,816	198,343	181,869	165,396	148,923	132,449
	220		228,326	211,853	195,379	178,906	162,433	145,959	129,486
	230		225,363	208,889	192,416	175,943	159,469	142,996	126,523
	240		222,399	205,926	189,453	172,979	156,506	140,033	123,559
250		219,436	202,963	186,489	170,016	153,543	137,069	120,596	

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

TABLE 5		Density (dph)						
		199,035	25	30	35	40	45	50
Balance (RLV - BLV)		0	181,099	210,764	231,954	247,846	260,207	270,095
		10	178,166	207,832	229,021	244,914	257,274	267,163
CIL £psm		20	175,234	204,899	226,089	241,981	254,342	264,230
		30	172,301	201,967	223,157	239,049	251,409	261,298
40.00		40	169,369	199,035	220,224	236,116	248,477	258,366
		50	166,426	196,102	217,292	233,184	245,545	255,433
		60	163,479	193,161	214,359	230,252	242,612	252,501
		70	160,531	190,213	211,415	227,317	239,680	249,568
		80	157,583	187,265	208,467	224,369	236,736	246,631
		90	154,635	184,318	205,519	221,421	233,789	243,683
		100	151,687	181,370	202,572	218,473	230,841	240,735
		110	148,739	178,422	199,624	215,525	227,893	237,787
		120	145,792	175,474	196,676	212,577	224,945	234,839
		130	142,844	172,526	193,728	209,630	221,997	231,891
		140	139,896	169,578	190,780	206,682	219,049	228,944
		150	136,948	166,631	187,832	203,734	216,102	225,996
		160	134,000	163,683	184,885	200,786	213,154	223,048
		170	131,052	160,735	181,937	197,838	210,206	220,100
		180	128,105	157,787	178,989	194,890	207,258	217,152
		190	125,149	154,839	176,041	191,943	204,310	214,204
		200	122,186	151,886	173,093	188,995	201,362	211,257
		210	119,223	148,923	170,137	186,047	198,415	208,309
		220	116,259	145,959	167,173	183,084	195,459	205,359
		230	113,296	142,996	164,210	180,121	192,496	202,396
		240	110,333	140,033	161,247	177,157	189,532	199,432
		250	107,369	137,069	158,283	174,194	186,569	196,469

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
		199,035	90%	95%	100%	105%	110%
Balance (RLV - BLV)		0	270,004	240,593	210,764	180,557	149,929
		10	267,087	237,661	207,832	177,609	146,981
CIL £psm		20	264,170	234,728	204,899	174,661	144,018
		30	261,253	231,796	201,967	171,713	141,054
40.00		40	258,336	228,863	199,035	168,765	138,091
		50	255,418	225,931	196,102	165,818	135,128
		60	252,492	222,999	193,161	162,870	132,164
		70	249,560	220,066	190,213	159,922	129,201
		80	246,628	217,134	187,265	156,974	126,238
		90	243,695	214,201	184,318	154,026	123,274
		100	240,763	211,269	181,370	151,078	120,311
		110	237,830	208,337	178,422	148,121	117,348
		120	234,898	205,404	175,474	145,158	114,384
		130	231,966	202,472	172,526	142,194	111,421
		140	229,033	199,533	169,578	139,231	108,448
		150	226,101	196,585	166,631	136,268	105,469
		160	223,168	193,638	163,683	133,304	102,490
		170	220,236	190,690	160,735	130,341	99,511
		180	217,304	187,742	157,787	127,378	96,532
		190	214,371	184,794	154,839	124,414	93,553
		200	211,439	181,846	151,886	121,451	90,574
		210	208,506	178,898	148,923	118,487	87,595
		220	205,569	175,951	145,959	115,524	84,616
		230	202,621	173,003	142,996	112,561	81,637
		240	199,673	170,055	140,033	109,593	78,658
		250	196,726	167,107	137,069	106,614	75,679

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)	199,035	90%	95%	100%	105%	110%	115%	120%
		0	128,733	169,790	210,764	251,710	292,612	333,469	374,325
		10	125,785	166,843	207,832	248,777	289,695	330,551	371,408
		20	122,837	163,895	204,899	245,845	286,778	327,634	368,491
		30	119,876	160,947	201,967	242,912	283,858	324,717	365,574
		40	116,913	157,999	199,035	239,980	280,926	321,800	362,657
	CIL £psm	50	113,950	155,051	196,102	237,048	277,993	318,883	359,740
	40.00	60	110,986	152,103	193,161	234,115	275,061	315,966	356,822
		70	108,023	149,156	190,213	231,183	272,128	313,049	353,905
		80	105,060	146,208	187,265	228,250	269,196	310,132	350,988
		90	102,096	143,260	184,318	225,318	266,264	307,209	348,071
		100	99,133	140,312	181,370	222,386	263,331	304,277	345,154
		110	96,170	137,363	178,422	219,453	260,399	301,344	342,237
		120	93,206	134,399	175,474	216,521	257,466	298,412	339,320
		130	90,243	131,436	172,526	213,584	254,534	295,479	336,403
		140	87,274	128,473	169,578	210,636	251,602	292,547	333,486
		150	84,295	125,509	166,631	207,688	248,669	289,615	330,560
		160	81,316	122,546	163,683	204,741	245,737	286,682	327,628
		170	78,337	119,583	160,735	201,793	242,804	283,750	324,695
		180	75,358	116,619	157,787	198,845	239,872	280,817	321,763
		190	72,379	113,656	154,839	195,897	236,940	277,885	318,830
		200	69,401	110,693	151,886	192,949	234,007	274,953	315,898
		210	66,422	107,729	148,933	190,001	231,059	272,020	312,966
		220	63,443	104,766	145,959	187,054	228,111	269,088	310,033
		230	60,464	101,803	142,996	184,106	225,164	266,155	307,101
		240	57,485	98,837	140,033	181,158	222,216	263,223	304,168
		250	54,506	95,858	137,069	178,210	219,268	260,291	301,236

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%	
	Social Rent:				70.0%	
	Intermediate (LCHO/Sub-Market/Starter etc.):				30.0%	
Open Market Sale (OMS) housing			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%	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
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	0	0	0	0
3 bed House	180	1,938	0	0	180	1,938
4 bed House	224	2,411	0	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	0	404	4,349
AH % by floor area:			0.00% 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		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	
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: **AS**
 No Units: **4** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE

OMS GDV -		(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
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	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			-
Intermediate GDV -				
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		-
Sub-total GDV Residential		4		1,540,000
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	0
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
Grant		4	@	0
Total GDV				1,540,000

DEVELOPMENT COSTS

Initial Payments -				
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	Year 1	0		-
(inc. Education)	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)
S106 analysis:		60,000 £ per ha	0.52% % of GDV	2,000 £ per unit (total ur)
AH Commuted Sum		404 sqm (total)	778 £ psm	(314,344)
Comm. Sum analysis:		20.41% % of GDV		

cont./

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

Construction Costs -				
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	-
Infra. Costs analysis:	- £ 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 @		4,847 £ per unit	(19,388)
Contingency	577,625 @	5.0%	(GF/BF)	(28,881)
Professional Fees	577,625 @	6.5%		(37,546)
Disposal Costs -				
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	(46,200)
			18,800 £ per unit	
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(22,985)
Developers Profit -				
Margin on AH	0	6.00% on AH values		-
Profit on OMS	1,540,000	20.00%		(308,000)
Profit analysis:	1,092,589	28.19% on costs	(308,000)	
	1,540,000	20.00% blended GDV	(308,000)	
TOTAL COSTS				(1,400,589)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				139,411
SDLT	139,411 @	(slabbed)		3,529
Acquisition Agent fees	139,411 @	1.0%		(1,394)
Acquisition Legal fees	139,411 @	0.5%		(697)
Interest on Land	139,411 @	6.50%		(9,062)
Residual Land Value				131,788
RLV analysis:	32,947 £ per plot	988,408 £ per ha	400,003 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0	dph		
Site Area (Net)	0.13	ha	0.33 acres	
Density analysis:	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

BALANCE				
Surplus/(Deficit)	8 £ per ha	3 £ per acre		1

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)		1	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	(26,447)	(47,158)	(67,868)	(88,634)	(109,436)	(131,575)	(155,486)	
	10	(29,816)	(50,340)	(70,863)	(91,457)	(112,070)	(134,387)	(158,081)	
	20	(33,185)	(53,521)	(73,858)	(94,279)	(114,704)	(137,198)	(160,676)	
	30	(36,554)	(56,703)	(76,864)	(97,101)	(117,338)	(140,010)	(163,271)	
	40	(39,923)	(59,885)	(79,874)	(99,923)	(119,972)	(142,821)	(165,866)	
	50	(43,292)	(63,067)	(82,884)	(102,745)	(122,804)	(145,632)	(168,461)	
	60	(46,661)	(66,248)	(85,895)	(105,568)	(125,831)	(148,444)	(171,066)	
	70	(50,030)	(69,430)	(88,905)	(108,390)	(128,859)	(151,255)	(173,675)	
	80	(53,399)	(72,619)	(91,915)	(111,212)	(131,887)	(154,067)	(176,283)	
	90	(56,768)	(75,817)	(94,926)	(114,034)	(134,914)	(156,878)	(178,892)	
	100	(60,137)	(79,016)	(97,936)	(116,856)	(137,942)	(159,689)	(181,501)	
	110	(63,506)	(82,214)	(100,947)	(119,679)	(140,970)	(162,501)	(184,110)	
	120	(66,874)	(85,413)	(103,957)	(122,682)	(143,997)	(165,312)	(186,719)	
	130	(70,255)	(88,611)	(106,967)	(125,926)	(147,025)	(168,124)	(189,327)	
	140	(73,642)	(91,810)	(109,978)	(129,170)	(150,053)	(170,938)	(191,936)	
	150	(77,029)	(95,008)	(112,988)	(132,414)	(153,080)	(173,764)	(194,545)	
	160	(80,415)	(98,207)	(115,998)	(135,658)	(156,108)	(176,590)	(197,154)	
	170	(83,802)	(101,405)	(119,009)	(138,902)	(159,136)	(179,416)	(199,763)	
	180	(87,189)	(104,604)	(122,129)	(142,146)	(162,163)	(182,242)	(202,371)	
	190	(90,575)	(107,802)	(125,589)	(145,390)	(165,191)	(185,069)	(204,980)	
	200	(93,962)	(111,001)	(129,049)	(148,634)	(168,219)	(187,895)	(207,589)	
	210	(97,349)	(114,199)	(132,509)	(151,878)	(171,246)	(190,721)	(210,198)	
	220	(100,735)	(117,398)	(135,969)	(155,122)	(174,288)	(193,547)	(212,807)	
	230	(104,122)	(120,596)	(139,429)	(158,366)	(177,331)	(196,373)	(215,415)	
	240	(107,509)	(124,170)	(142,890)	(161,609)	(180,375)	(199,200)	(218,024)	
250	(110,895)	(127,846)	(146,350)	(164,853)	(183,418)	(202,026)	(220,633)		

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV)		1	90%	100%	110%	120%	130%	140%	150%
		0	15,698	14,974	14,250	13,526	12,802	12,078	11,354
CIL £psm 40.00	10	11,955	11,231	10,507	9,783	9,059	8,335	7,611	
	20	8,212	7,488	6,764	6,039	5,315	4,591	3,867	
	30	4,468	3,744	3,020	2,296	1,572	848	124	
	40	725	1	(723)	(1,447)	(2,171)	(2,895)	(3,619)	
	50	(3,018)	(3,742)	(4,466)	(5,190)	(5,914)	(6,638)	(7,362)	
	60	(6,762)	(7,486)	(8,210)	(8,934)	(9,658)	(10,382)	(11,106)	
	70	(10,505)	(11,229)	(11,953)	(12,677)	(13,401)	(14,125)	(14,849)	
	80	(14,248)	(14,972)	(15,696)	(16,420)	(17,144)	(17,868)	(18,592)	
	90	(17,991)	(18,715)	(19,439)	(20,163)	(20,887)	(21,611)	(22,335)	
	100	(21,735)	(22,459)	(23,183)	(23,907)	(24,631)	(25,355)	(26,079)	
	110	(25,478)	(26,202)	(26,926)	(27,650)	(28,374)	(29,098)	(29,822)	
	120	(29,221)	(29,945)	(30,669)	(31,393)	(32,117)	(32,841)	(33,565)	
	130	(32,964)	(33,688)	(34,412)	(35,136)	(35,860)	(36,584)	(37,308)	
	140	(36,708)	(37,432)	(38,156)	(38,880)	(39,604)	(40,328)	(41,052)	
	150	(40,451)	(41,175)	(41,899)	(42,623)	(43,347)	(44,071)	(44,795)	
	160	(44,194)	(44,918)	(45,642)	(46,366)	(47,090)	(47,814)	(48,538)	
	170	(47,937)	(48,661)	(49,385)	(50,109)	(50,833)	(51,557)	(52,282)	
	180	(51,681)	(52,405)	(53,129)	(53,853)	(54,577)	(55,301)	(56,025)	
	190	(55,424)	(56,148)	(56,872)	(57,596)	(58,320)	(59,044)	(59,768)	
	200	(59,167)	(59,891)	(60,615)	(61,340)	(62,068)	(62,796)	(63,524)	
	210	(62,920)	(63,647)	(64,375)	(65,103)	(65,831)	(66,559)	(67,287)	
	220	(66,682)	(67,410)	(68,138)	(68,866)	(69,594)	(70,322)	(71,049)	
	230	(70,445)	(71,173)	(71,901)	(72,629)	(73,357)	(74,085)	(74,812)	
	240	(74,208)	(74,936)	(75,664)	(76,392)	(77,120)	(77,848)	(78,575)	
	250	(77,971)	(78,699)	(79,427)	(80,155)	(80,883)	(81,611)	(82,338)	

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

TABLE 3		Profit (on OMS) 20%							
Balance (RLV - BLV)		0	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 40.00		0	81,964	68,566	55,168	41,770	28,372	14,974	1,576
	10	78,221	64,823	51,425	38,027	24,629	11,231	(2,167)	
	20	74,478	61,080	47,682	34,284	20,886	7,488	(5,910)	
	30	70,734	57,336	43,938	30,540	17,142	3,744	(9,654)	
	40	66,991	53,593	40,195	26,797	13,399	1	(13,397)	
	50	63,248	49,850	36,452	23,054	9,656	(3,742)	(17,140)	
	60	59,504	46,106	32,708	19,310	5,912	(7,486)	(20,884)	
	70	55,761	42,363	28,965	15,567	2,169	(11,229)	(24,627)	
	80	52,018	38,620	25,222	11,824	(1,574)	(14,972)	(28,370)	
	90	48,275	34,877	21,479	8,081	(5,317)	(18,715)	(32,113)	
	100	44,531	31,133	17,735	4,337	(9,061)	(22,459)	(35,857)	
	110	40,788	27,390	13,992	594	(12,804)	(26,202)	(39,600)	
	120	37,045	23,647	10,249	(3,149)	(16,547)	(29,945)	(43,343)	
	130	33,302	19,904	6,506	(6,892)	(20,290)	(33,688)	(47,086)	
	140	29,558	16,160	2,762	(10,636)	(24,034)	(37,432)	(50,830)	
	150	25,815	12,417	(981)	(14,379)	(27,777)	(41,175)	(54,573)	
	160	22,072	8,674	(4,724)	(18,122)	(31,520)	(44,918)	(58,316)	
	170	18,329	4,931	(8,467)	(21,865)	(35,263)	(48,661)	(62,059)	
	180	14,585	1,187	(12,211)	(25,609)	(39,007)	(52,405)	(65,803)	
	190	10,842	(2,556)	(15,954)	(29,352)	(42,750)	(56,148)	(69,546)	
	200	7,099	(6,299)	(19,697)	(33,095)	(46,493)	(59,891)	(73,289)	
	210	3,343	(10,055)	(23,453)	(36,851)	(50,249)	(63,647)	(77,045)	
	220	(420)	(13,818)	(27,216)	(40,614)	(54,012)	(67,410)	(80,808)	
	230	(4,183)	(17,581)	(30,979)	(44,377)	(57,775)	(71,173)	(84,571)	
	240	(7,946)	(21,344)	(34,742)	(48,140)	(61,538)	(74,936)	(88,334)	
	250	(11,709)	(25,107)	(38,505)	(51,903)	(65,301)	(78,699)	(92,097)	

TABLE 4		BLV (per acre) 400,000							
Balance (RLV - BLV)		1	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 40.00	0	97,341	80,867	64,394	47,921	31,447	14,974	(1,499)	
	10	93,597	77,124	60,651	44,177	27,704	11,231	(5,243)	
	20	89,854	73,381	56,908	40,434	23,961	7,488	(8,986)	
	30	86,111	69,638	53,164	36,691	20,218	3,744	(12,729)	
	40	82,368	65,894	49,421	32,948	16,474	1	(16,472)	
	50	78,624	62,151	45,678	29,204	12,731	(3,742)	(20,216)	
	60	74,881	58,408	41,934	25,461	8,988	(7,486)	(23,959)	
	70	71,138	54,665	38,191	21,718	5,245	(11,229)	(27,702)	
	80	67,395	50,921	34,448	17,975	1,501	(14,972)	(31,445)	
	90	63,651	47,178	30,705	14,231	(2,242)	(18,715)	(35,189)	
	100	59,908	43,435	26,961	10,488	(5,985)	(22,459)	(38,932)	
	110	56,165	39,691	23,218	6,745	(9,729)	(26,202)	(42,675)	
	120	52,422	35,948	19,475	3,002	(13,472)	(29,945)	(46,418)	
	130	48,678	32,205	15,732	(742)	(17,215)	(33,688)	(50,162)	
	140	44,935	28,462	11,988	(4,485)	(20,958)	(37,432)	(53,905)	
	150	41,192	24,718	8,245	(8,228)	(24,702)	(41,175)	(57,648)	
	160	37,449	20,975	4,502	(11,971)	(28,445)	(44,918)	(61,391)	
	170	33,705	17,232	759	(15,715)	(32,188)	(48,661)	(65,135)	
	180	29,962	13,489	(2,985)	(19,458)	(35,931)	(52,405)	(68,878)	
	190	26,219	9,745	(6,728)	(23,201)	(39,675)	(56,148)	(72,621)	
	200	22,475	6,002	(10,471)	(26,945)	(43,418)	(59,891)	(76,365)	
	210	18,719	2,246	(14,227)	(30,701)	(47,174)	(63,647)	(80,121)	
	220	14,956	(1,517)	(17,990)	(34,464)	(50,937)	(67,410)	(83,884)	
	230	11,193	(5,280)	(21,753)	(38,227)	(54,700)	(71,173)	(87,647)	
	240	7,430	(9,043)	(25,516)	(41,990)	(58,463)	(74,936)	(91,410)	
	250	3,667	(12,806)	(29,279)	(45,753)	(62,226)	(78,699)	(95,173)	

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

TABLE 5		Density (dph)						
		1	25	30	35	40	45	50
Balance (RLV - BLV)	CIL £psm 40.00	0	(14,761)	14,974	36,213	52,143	64,533	74,444
		10	(18,504)	11,231	32,470	48,400	60,789	70,701
		20	(22,248)	7,488	28,727	44,656	57,046	66,958
		30	(25,991)	3,744	24,984	40,913	53,303	63,215
		40	(29,734)	1	21,240	37,170	49,560	59,471
		50	(33,477)	(3,742)	17,497	33,427	45,816	55,728
		60	(37,221)	(7,486)	13,754	29,683	42,073	51,985
		70	(40,964)	(11,229)	10,011	25,940	38,330	48,242
		80	(44,707)	(14,972)	6,267	22,197	34,587	44,498
		90	(48,450)	(18,715)	2,524	18,454	30,843	40,755
		100	(52,194)	(22,459)	(1,219)	14,710	27,100	37,012
		110	(55,937)	(26,202)	(4,962)	10,967	23,357	33,268
		120	(59,680)	(29,945)	(8,706)	7,224	19,614	29,525
		130	(63,424)	(33,688)	(12,449)	3,481	15,870	25,782
		140	(67,167)	(37,432)	(16,192)	(263)	12,127	22,039
		150	(70,910)	(41,175)	(19,935)	(4,006)	8,384	18,295
		160	(74,653)	(44,918)	(23,679)	(7,749)	4,640	14,552
		170	(78,397)	(48,661)	(27,422)	(11,492)	897	10,809
		180	(82,140)	(52,405)	(31,165)	(15,236)	(2,846)	7,066
		190	(85,883)	(56,148)	(34,909)	(18,979)	(6,589)	3,322
		200	(89,627)	(59,891)	(38,652)	(22,722)	(10,333)	(421)
		210	(93,370)	(63,634)	(42,395)	(26,465)	(14,076)	(4,164)
		220	(97,113)	(67,377)	(46,138)	(30,208)	(17,819)	(7,907)
		230	(100,856)	(71,120)	(49,881)	(33,961)	(21,562)	(11,650)
		240	(104,599)	(74,863)	(53,624)	(37,704)	(25,305)	(15,393)
		250	(108,342)	(78,606)	(57,367)	(41,447)	(29,048)	(19,136)

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
		1	90%	95%	100%	105%	110%
Balance (RLV - BLV)	CIL £psm 40.00	0	77,520	46,504	14,974	(16,915)	(49,158)
		10	73,797	42,765	11,231	(20,658)	(52,901)
		20	70,073	39,022	7,488	(24,401)	(56,645)
		30	66,349	35,278	3,744	(28,144)	(60,388)
		40	62,626	31,535	1	(31,888)	(64,147)
		50	58,902	27,792	(3,742)	(35,631)	(67,910)
		60	55,178	24,049	(7,486)	(39,374)	(71,672)
		70	51,455	20,305	(11,229)	(43,117)	(75,435)
		80	47,731	16,562	(14,972)	(46,861)	(79,198)
		90	43,998	12,819	(18,715)	(50,604)	(82,961)
		100	40,255	9,075	(22,459)	(54,347)	(86,724)
		110	36,512	5,332	(26,202)	(58,091)	(90,487)
		120	32,768	1,589	(29,945)	(61,837)	(94,250)
		130	29,025	(2,154)	(33,688)	(65,580)	(98,013)
		140	25,282	(5,898)	(37,432)	(69,323)	(101,776)
		150	21,539	(9,641)	(41,175)	(73,066)	(105,539)
		160	17,795	(13,384)	(44,918)	(76,809)	(109,302)
		170	14,052	(17,127)	(48,661)	(80,552)	(113,065)
		180	10,309	(20,871)	(52,405)	(84,295)	(116,828)
		190	6,566	(24,614)	(56,148)	(88,038)	(120,591)
		200	2,822	(28,357)	(59,891)	(91,781)	(124,354)
		210	(921)	(32,100)	(63,634)	(95,524)	(128,117)
		220	(4,664)	(35,844)	(67,377)	(99,267)	(131,880)
		230	(8,408)	(39,587)	(71,120)	(103,010)	(135,643)
		240	(12,151)	(43,330)	(74,863)	(106,753)	(139,406)
		250	(15,894)	(47,073)	(78,606)	(110,496)	(143,169)

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)	1	90%	95%	100%	105%	110%	115%	120%
		0	(88,974)	(36,943)	14,974	66,825	118,515	170,205	221,821
		10	(92,737)	(40,687)	11,231	63,101	114,791	166,481	218,117
		20	(96,500)	(44,430)	7,488	59,378	111,068	162,757	214,413
		30	(100,263)	(48,173)	3,744	55,654	107,344	159,034	210,708
		40	(104,026)	(51,917)	1	51,919	103,620	155,310	207,000
	CIL £psm	50	(107,789)	(55,660)	(3,742)	48,175	99,897	151,586	203,276
	40.00	60	(111,552)	(59,403)	(7,486)	44,432	96,173	147,863	199,553
		70	(115,315)	(63,146)	(11,229)	40,689	92,449	144,139	195,829
		80	(119,078)	(66,903)	(14,972)	36,945	88,726	140,415	192,105
		90	(123,073)	(70,666)	(18,715)	33,202	85,002	136,692	188,382
		100	(127,398)	(74,429)	(22,459)	29,459	81,278	132,968	184,658
		110	(131,724)	(78,192)	(26,202)	25,716	77,554	129,244	180,934
		120	(136,049)	(81,955)	(29,945)	21,972	73,831	125,521	177,211
		130	(140,374)	(85,718)	(33,688)	18,229	70,107	121,797	173,487
		140	(144,699)	(89,481)	(37,432)	14,486	66,383	118,073	169,763
		150	(149,025)	(93,244)	(41,175)	10,743	62,660	114,350	166,040
		160	(153,350)	(97,007)	(44,918)	6,999	58,917	110,626	162,316
		170	(157,675)	(100,770)	(48,661)	3,256	55,174	106,902	158,592
		180	(162,000)	(104,533)	(52,405)	(487)	51,430	103,179	154,869
		190	(166,326)	(108,296)	(56,148)	(4,230)	47,687	99,455	151,145
		200	(170,651)	(112,059)	(59,891)	(7,974)	43,944	95,731	147,421
		210	(174,985)	(115,822)	(63,647)	(11,717)	40,201	92,008	143,698
		220	(179,333)	(119,585)	(67,410)	(15,460)	36,457	88,284	139,974
		230	(183,681)	(123,656)	(71,173)	(19,203)	32,714	84,560	136,250
		240	(188,029)	(127,981)	(74,936)	(22,947)	28,971	80,837	132,527
		250	(192,377)	(132,306)	(78,699)	(26,690)	25,228	77,113	128,803

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)			20%			
AH tenure split %	Affordable Rent:				0.0%	
	Social Rent:				70.0%	
	Intermediate (LCHO/Sub-Market/Starter etc.):				30.0%	
Open Market Sale (OMS) housing			80%			
			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%	0.8	10%	0.8
3 bed House	50.0%	3.2	50.0%	0.8	50%	4.0
4 bed House	50.0%	3.2	0.0%	0.0	40%	3.2
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%	6.4	100.0%	1.6	100%	8.0
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	0	0	0	0	0	0
2 bed House	0	0	60	646	60	646
3 bed House	288	3,100	72	775	360	3,875
4 bed House	358	3,858	0	0	358	3,858
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
	646	6,958	132	1,421	778	8,379
AH % by floor area:			16.96% 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	0		
2 bed House	270,000	3,600	334	216,000		
3 bed House	320,000	3,556	330	1,280,000		
4 bed House	450,000	4,018	373	1,440,000		
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		
				2,936,000		
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: **AT**
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	230,000	-
2 bed House	0.0	@	270,000	-
3 bed House	3.2	@	320,000	1,024,000
4 bed House	3.2	@	450,000	1,440,000
5 bed House	0.0	@	520,000	-
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	6.4			2,464,000
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	0.0	@	86,250	-
2 bed House	0.6	@	101,250	56,700
3 bed House	0.6	@	120,000	67,200
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	-
	1.1			123,900
Intermediate GDV -				
1 bed House	0.0	@	161,000	-
2 bed House	0.2	@	189,000	45,360
3 bed House	0.2	@	224,000	53,760
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	-
	0.5	1.6		99,120
Sub-total GDV Residential	8			2,687,020
AH on-site cost analysis:		£MV (no AH) less £GDV (inc. AH)		
		320 £ psm (total GIA sqm)	31,123 £ per unit (total units)	248,980
Grant	8	@	0	-
Total GDV				2,687,020

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,696)
CIL		646 sqm (Market only)	40.00 £ psm	(25,856)
CIL analysis:		0.96% % of GDV	3,232 £ 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)
S106 analysis:		60,000 £ per ha	0.60% % of GDV	2,000 £ per unit (total ur)
AH Commuted Sum		778 sqm (total)	0 £ psm	(16,000)
Comm. Sum analysis:		0.00% % of GDV		

cont./

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

Construction Costs -				
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	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	- sqm @	1,166	psm	-
2 bed House	60 sqm @	1,166	psm	(69,960)
3 bed House	360 sqm @	1,166	psm	(419,760)
4 bed House	358 sqm @	1,166	psm	(417,894)
5 bed House	- sqm @	1,166	psm	-
1 bed Flat	- sqm @	1,287	psm	-
2 bed Flat	778 sqm @	1,287	psm	-
External works	907,614 @	15.0%		(136,142)
		17,018	£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 @		4,847	£ per unit (38,776)
Contingency	1,115,559 @	5.0%	(GF/BF)	(55,778)
Professional Fees	1,115,559 @	6.5%		(72,511)
Disposal Costs -				
Residential Sales Agent Costs	2,464,000 OMS @	1.00%	3,080	£ per unit (24,640)
Residential Sales Legal Costs	6 OM Units @	0.23%	900	£ per unit (5,760)
Affordable Sale Legal Costs				lump sum (10,000)
Marketing and Promotion	2,464,000 OMS @	3.00%	9,240	£ per unit (73,920)
			14,290	£ per unit
Interest (on Development Costs) -	6.50% APR	0.526%	pcm	(9,908)
Developers Profit -				
Margin on AH	223,020	6.00%	on AH values	(13,381)
Profit on OMS	2,464,000	20.00%		(492,800)
Profit analysis:	1,423,628	35.56%	on costs	(506,181)
	2,687,020	18.84%	blended GDV	(506,181)
TOTAL COSTS				(1,929,809)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				757,211
SDLT	757,211 @	(slabbed)		(27,361)
Acquisition Agent fees	757,211 @	1.0%		(7,572)
Acquisition Legal fees	757,211 @	0.5%		(3,786)
Interest on Land	757,211 @	6.50%		(49,219)
Residual Land Value				669,273
RLV analysis:	83,659 £ per plot	2,509,775 £ per ha	1,015,692 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0	dph		
Site Area (Net)	0.27	ha	0.66	acres
Density analysis:	2,919	sqm/ha	12,715	sqft/ac
Benchmark Land Value (Net)	32,947 £ per plot	988,400 £ per ha	400,000	£ per acre
				263,573

BALANCE				
Surplus/(Deficit)	1,521,375	£ per ha	615,692	£ per acre
				405,700

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 20%						
Balance (RLV - BLV)	405,700	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	521,700	475,430	429,159	382,889	336,618	290,348	244,017
	10	515,102	469,198	423,294	377,391	331,487	285,578	239,595
	20	508,504	462,967	417,430	371,892	326,355	280,788	235,174
	30	501,906	456,736	411,565	366,394	321,223	275,998	230,752
	40	495,309	450,504	405,700	360,896	316,085	271,208	226,330
	50	488,711	444,273	399,835	355,398	310,926	266,417	221,908
	60	482,113	438,042	393,970	349,899	305,768	261,627	217,487
	70	475,515	431,810	388,106	344,381	300,609	256,837	213,065
	80	468,917	425,579	382,241	338,854	295,450	252,047	208,643
	90	462,319	419,348	376,362	333,327	290,291	247,256	204,221
	100	455,721	413,116	370,466	327,799	285,133	242,466	199,800
	110	449,123	406,868	364,570	322,272	279,974	237,676	195,378
	120	442,525	400,604	358,675	316,745	274,815	232,886	190,954
	130	435,901	394,340	352,779	311,218	269,657	228,096	186,509
	140	429,268	388,076	346,883	305,691	264,498	223,305	182,064
	150	422,636	381,812	340,988	300,163	259,339	218,515	177,619
	160	416,003	375,548	335,092	294,636	254,181	213,706	173,174
	170	409,371	369,283	329,196	289,109	249,022	208,891	168,729
	180	402,738	363,019	323,301	283,582	243,863	204,075	164,284
	190	396,105	356,755	317,405	278,055	238,680	199,260	159,839
	200	389,473	350,491	311,509	272,527	233,494	194,444	155,394
	210	382,840	344,227	305,614	266,988	228,308	189,629	150,949
	220	376,207	337,963	299,718	261,432	223,122	184,813	146,504
	230	369,575	331,699	293,814	255,875	217,937	179,998	142,059
	240	362,942	325,434	287,887	250,319	212,751	175,183	137,614
	250	356,310	319,158	281,961	244,763	207,565	170,367	133,169

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV)	405,700	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0	430,578	429,159	427,741	426,322	424,903	423,484	422,066
	10	424,713	423,294	421,876	420,457	419,038	417,620	416,201
	20	418,848	417,430	416,011	414,592	413,174	411,755	410,336
	30	412,984	411,565	410,146	408,727	407,309	405,890	404,471
	40	407,119	405,700	404,281	402,863	401,444	400,025	398,607
	50	401,254	399,835	398,417	396,998	395,579	394,160	392,742
	60	395,389	393,970	392,552	391,133	389,714	388,296	386,877
	70	389,524	388,106	386,687	385,268	383,850	382,431	381,012
	80	383,659	382,241	380,822	379,403	377,981	376,556	375,130
	90	377,787	376,362	374,936	373,511	372,085	370,660	369,234
	100	371,891	370,466	369,040	367,615	366,190	364,764	363,339
	110	365,996	364,570	363,145	361,719	360,294	358,869	357,443
	120	360,100	358,675	357,249	355,824	354,398	352,973	351,547
	130	354,204	352,779	351,353	349,928	348,503	347,077	345,652
	140	348,309	346,883	345,458	344,032	342,607	341,182	339,756
	150	342,413	340,988	339,562	338,137	336,711	335,286	333,860
	160	336,517	335,092	333,666	332,241	330,816	329,390	327,965
	170	330,622	329,196	327,771	326,345	324,920	323,495	322,069
	180	324,726	323,301	321,875	320,450	319,024	317,599	316,173
	190	318,830	317,405	315,979	314,554	313,129	311,703	310,278
	200	312,935	311,509	310,084	308,658	307,233	305,808	304,382
	210	307,039	305,614	304,188	302,763	301,337	299,912	298,486
	220	301,143	299,718	298,292	296,867	295,442	294,009	292,576
	230	295,247	293,814	292,381	290,948	289,515	288,082	286,649
	240	289,320	287,887	286,454	285,021	283,589	282,156	280,723
	250	283,394	281,961	280,528	279,095	277,662	276,229	274,796

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

TABLE 3		Profit (on OMS) 20%						
Balance (RLV - BLV)	405,700	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 40.00	0	536,343	514,906	493,470	472,033	450,596	429,159	407,722
	10	530,478	509,042	487,605	466,168	444,731	423,294	401,858
	20	524,614	503,177	481,740	460,303	438,866	417,430	395,993
	30	518,749	497,312	475,875	454,438	433,002	411,565	390,128
	40	512,884	491,447	470,010	448,574	427,137	405,700	384,263
	50	507,019	485,582	464,146	442,709	421,272	399,835	378,398
	60	501,154	479,718	458,281	436,844	415,407	393,970	372,534
	70	495,290	473,853	452,416	430,979	409,542	388,106	366,669
	80	489,425	467,988	446,551	425,114	403,678	382,241	360,804
	90	483,560	462,109	440,672	419,235	397,798	376,362	354,925
	100	477,650	456,213	434,776	413,339	391,903	370,466	349,029
	110	471,754	450,317	428,881	407,444	386,007	364,570	343,133
	120	465,859	444,422	422,985	401,548	380,111	358,675	337,238
	130	459,963	438,526	417,089	395,652	374,216	352,779	331,342
	140	454,067	432,630	411,194	389,757	368,320	346,883	325,446
	150	448,172	426,735	405,298	383,861	362,424	340,988	319,551
	160	442,276	420,839	399,402	377,965	356,529	335,092	313,655
	170	436,380	414,943	393,507	372,070	350,633	329,196	307,759
	180	430,485	409,048	387,611	366,174	344,737	323,301	301,864
	190	424,589	403,152	381,715	360,278	338,842	317,405	295,968
200	418,693	397,256	375,820	354,383	332,946	311,509	290,072	
210	412,798	391,361	369,924	348,487	327,050	305,614	284,177	
220	406,902	385,465	364,028	342,591	321,155	299,718	278,281	
230	400,998	379,561	358,124	336,688	315,251	293,814	272,377	
240	395,071	373,635	352,198	330,761	309,324	287,887	266,451	
250	389,145	367,708	346,271	324,834	303,397	281,961	260,524	

TABLE 4		BLV (per acre)						
Balance (RLV - BLV)	405,700	150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		593,893	560,946	527,999	495,053	462,106	429,159	396,213
10		588,028	555,081	522,134	489,188	456,241	423,294	390,348
20		582,163	549,216	516,270	483,323	450,376	417,430	384,483
30		576,298	543,351	510,405	477,458	444,511	411,565	378,618
40		570,433	537,487	504,540	471,593	438,647	405,700	372,753
CIL Epsm		564,569	531,622	498,675	465,729	432,782	399,835	366,889
40.00		558,704	525,757	492,810	459,864	426,917	393,970	361,024
		552,839	519,892	486,946	453,999	421,052	388,106	355,159
		546,974	514,027	481,081	448,134	415,187	382,241	349,294
		541,095	508,148	475,202	442,255	409,308	376,362	343,415
		535,199	502,253	469,306	436,359	403,413	370,466	337,519
		529,304	496,357	463,410	430,464	397,517	364,570	331,624
		523,408	490,461	457,515	424,568	391,621	358,675	325,728
		517,512	484,566	451,619	418,672	385,726	352,779	319,832
		511,617	478,670	445,723	412,777	379,830	346,883	313,937
		505,721	472,774	439,828	406,881	373,934	340,988	308,041
		499,825	466,879	433,932	400,985	368,039	335,092	302,145
		493,930	460,983	428,036	395,090	362,143	329,196	296,250
		488,034	455,087	422,141	389,194	356,247	323,301	290,354
		482,138	449,192	416,245	383,298	350,352	317,405	284,458
		476,243	443,296	410,349	377,403	344,456	311,509	278,563
		470,347	437,400	404,454	371,507	338,560	305,614	272,667
		464,451	431,505	398,558	365,611	332,665	299,718	266,771
		458,547	425,601	392,654	359,707	326,761	293,814	260,867
		452,621	419,674	386,727	353,781	320,834	287,887	254,941
		446,694	413,747	380,801	347,854	314,907	281,961	249,014

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

TABLE 5		Density (dph)							
Balance (RLV - BLV)		405,700	30		35	40	45	50	55
CIL £psm 40.00	0	369,828	429,159	471,539	503,323	528,044	547,821	564,002	
	10	363,963	423,294	465,674	497,458	522,179	541,956	558,138	
	20	358,099	417,430	459,809	491,593	516,315	536,092	552,273	
	30	352,234	411,565	453,944	485,729	510,450	530,227	546,408	
	40	346,369	405,700	448,079	479,864	504,585	524,362	540,543	
	50	340,504	399,835	442,215	473,999	498,720	518,497	534,678	
	60	334,639	393,970	436,350	468,134	492,855	512,632	528,814	
	70	328,775	388,106	430,485	462,269	486,991	506,768	522,949	
	80	322,892	382,241	424,620	456,405	481,126	500,903	517,084	
	90	316,996	376,362	418,755	450,540	475,261	495,038	511,219	
	100	311,101	370,466	412,870	444,672	469,396	489,173	505,354	
	110	305,205	364,570	406,974	438,777	463,512	483,301	499,490	
	120	299,309	358,675	401,078	432,881	457,616	477,405	493,595	
	130	293,414	352,779	395,183	426,985	451,721	471,509	487,700	
	140	287,518	346,883	389,287	421,090	445,825	465,614	481,804	
	150	281,622	340,988	383,391	415,194	439,929	459,718	475,908	
	160	275,727	335,092	377,496	409,298	434,034	453,822	470,013	
	170	269,831	329,196	371,600	403,403	428,138	447,927	464,117	
	180	263,935	323,301	365,704	397,507	422,242	442,031	458,221	
	190	258,040	317,405	359,809	391,611	416,347	436,135	452,326	
	200	252,144	311,509	353,913	385,716	410,451	430,240	446,430	
	210	246,248	305,614	348,017	379,820	404,555	424,344	440,534	
	220	240,341	299,718	342,122	373,924	398,660	418,448	434,639	
	230	234,414	293,814	336,226	368,029	392,764	412,553	428,743	
	240	228,488	287,887	330,316	362,133	386,868	406,657	422,847	
250	222,561	281,961	324,389	356,210	380,960	400,760	416,952		

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
		90%	95%	100%	105%	110%	120%
Balance (RLV - BLV)	405,700						
	0	547,543	488,773	429,159	368,831	307,584	182,444
	10	541,709	482,939	423,294	362,944	301,688	176,486
	20	535,875	477,087	417,430	357,048	295,793	170,529
	30	530,041	471,223	411,565	351,153	289,897	164,571
	40	524,207	465,358	405,700	345,257	284,001	158,613
CIL £psm	50	518,373	459,493	399,835	339,361	278,078	152,655
40.00	60	512,539	453,628	393,970	333,466	272,151	146,697
	70	506,705	447,763	388,106	327,570	266,224	140,739
	80	500,871	441,898	382,241	321,674	260,298	134,781
	90	495,021	436,034	376,362	315,779	254,371	128,823
	100	489,156	430,169	370,466	309,883	248,444	122,866
	110	483,292	424,304	364,570	303,987	242,518	116,908
	120	477,427	418,439	358,675	298,092	236,591	110,950
	130	471,562	412,574	352,779	292,196	230,664	104,992
	140	465,697	406,710	346,883	286,284	224,738	99,034
	150	459,832	400,845	340,988	280,357	218,811	93,076
	160	453,968	394,980	335,092	274,431	212,884	87,118
	170	448,103	389,106	329,196	268,504	206,940	81,161
	180	442,238	383,210	323,301	262,577	200,982	75,203
	190	436,373	377,315	317,405	256,651	195,024	69,245
	200	430,508	371,419	311,509	250,724	189,067	63,287
	210	424,644	365,523	305,614	244,797	183,109	57,329
	220	418,779	359,628	299,718	238,870	177,151	51,371
	230	412,914	353,732	293,814	232,944	171,193	45,413
	240	407,049	347,836	287,887	227,017	165,235	39,455
	250	401,177	341,941	281,961	221,090	159,277	33,498

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.)							
	Balance (RLV - BLV)	405,700	90%	95%	100%	105%	110%	115%	120%
		0	265,191	347,268	429,159	511,048	592,761	674,473	756,186
		10	259,296	341,403	423,294	505,185	586,926	668,639	750,351
		20	253,400	335,516	417,430	499,321	581,092	662,805	744,517
		30	247,504	329,620	411,565	493,456	575,258	656,971	738,683
		40	241,609	323,724	405,700	487,591	569,424	651,137	732,849
	CIL £psm	50	235,713	317,829	399,835	481,726	563,590	645,303	727,015
	40.00	60	229,795	311,933	393,970	475,861	557,752	639,468	721,181
		70	223,868	306,037	388,106	469,997	551,888	633,634	715,347
		80	217,941	300,142	382,241	464,132	546,023	627,800	709,513
		90	212,015	294,246	376,362	458,267	540,158	621,966	703,679
		100	206,088	288,350	370,466	452,402	534,293	616,132	697,844
		110	200,161	282,455	364,570	446,537	528,428	610,298	692,010
		120	194,235	276,559	358,675	440,673	522,564	604,455	686,176
		130	188,308	270,663	352,779	434,808	516,699	598,590	680,342
		140	182,381	264,768	346,883	428,943	510,834	592,725	674,508
		150	176,455	258,841	340,988	423,078	504,969	586,860	668,674
		160	170,528	252,914	335,092	417,207	499,104	580,995	662,840
		170	164,593	246,988	329,196	411,312	493,240	575,130	657,006
		180	158,635	241,061	323,301	405,416	487,375	569,266	651,157
		190	152,678	235,134	317,405	399,520	481,510	563,401	645,292
		200	146,720	229,208	311,509	393,625	475,645	557,536	639,427
		210	140,762	223,281	305,614	387,729	469,780	551,671	633,562
		220	134,804	217,354	299,718	381,833	463,915	545,806	627,697
		230	128,846	211,428	293,814	375,938	458,051	539,942	621,833
		240	122,888	205,501	287,887	370,042	452,158	534,077	615,968
		250	116,930	199,574	281,961	364,146	446,262	528,212	610,103

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)			20%				
AH tenure split %			Affordable Rent:		0.0%		
			Social Rent:		70.0%		
			Intermediate (LCHO/Sub-Market/Starter etc.):		30.0%		
Open Market Sale (OMS) housing			80%				
			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%	0.4	10%	0.4
3 bed House		50.0%	1.6	50.0%	0.4	50%	2.0
4 bed House		50.0%	1.6	0.0%	0.0	40%	1.6
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%	3.2	100.0%	0.8	100%	4.0
OMS Unit Floor areas -		Net area per unit		Net to Gross %		Gross (GIA) per unit	
		(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
AH Unit Floor areas -		Net area per unit		Net to Gross %		Gross (GIA) per unit	
		(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
Total Gross Floor areas -		Mkt Units GIA		AH units GIA		Total GIA (all units)	
		(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
1 bed House		0	0	0	0	0	0
2 bed House		0	0	30	323	30	323
3 bed House		144	1,550	36	388	180	1,938
4 bed House		179	1,929	0	0	179	1,929
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
		323	3,479	66	710	389	4,189
AH % by floor area:							16.96% 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	100,000		
3 bed House		310,000	3,444	320	620,000		
4 bed House		420,000	3,750	348	672,000		
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		
					1,392,000		
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: **AU**
 No Units: **4** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	210,000	-
2 bed House	0.0	@	250,000	-
3 bed House	1.6	@	310,000	496,000
4 bed House	1.6	@	420,000	672,000
5 bed House	0.0	@	495,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	200,000	-
	3.2			1,168,000
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	0.0	@	78,750	-
2 bed House	0.3	@	93,750	26,250
3 bed House	0.3	@	116,250	32,550
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	-
	0.6			58,800
Intermediate GDV -				
1 bed House	0.0	@	147,000	-
2 bed House	0.1	@	175,000	21,000
3 bed House	0.1	@	217,000	26,040
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	-
	0.2	0.8		47,040
Sub-total GDV Residential	4			1,273,840
AH on-site cost analysis:				
			£MV (no AH) less £GDV (inc. AH)	118,160
		304 £ psm (total GIA sqm)	29,540 £ per unit (total units)	
Grant	4	@	0	-
Total GDV				1,273,840

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(1,848)
CIL		323 sqm (Market only)	40.00 £ psm	(12,928)
CIL analysis:		1.01% % of GDV	3,232 £ 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)
S106 analysis: 60,000 £ per ha				
		0.63% % of GDV	2,000 £ per unit (total ur	(8,000)
AH Commuted Sum		389 sqm (total)	0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

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

Construction Costs -				
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	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	- sqm @	1,166	psm	-
2 bed House	30 sqm @	1,166	psm	(34,980)
3 bed House	180 sqm @	1,166	psm	(209,880)
4 bed House	179 sqm @	1,166	psm	(208,947)
5 bed House	- sqm @	1,166	psm	-
1 bed Flat	- sqm @	1,287	psm	-
2 bed Flat	389 sqm @	1,287	psm	-
External works	453,807 @	15.0%		(68,071)
		17,018	£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 @		4,847	£ per unit (19,388)
Contingency	557,780 @	5.0%	(GF/BF)	(27,889)
Professional Fees	557,780 @	6.5%		(36,256)
Disposal Costs -				
Residential Sales Agent Costs	1,168,000 OMS @	1.00%	2,920	£ per unit (11,680)
Residential Sales Legal Costs	3 OM Units @	0.25%	900	£ per unit (2,880)
Affordable Sale Legal Costs				lump sum (10,000)
Marketing and Promotion	1,168,000 OMS @	3.00%	8,760	£ per unit (35,040)
			14,900	£ per unit
Interest (on Development Costs) -	6.50% APR	0.526%	pcm	(5,807)
Developers Profit -				
Margin on AH	105,840	6.00%	on AH values	(6,350)
Profit on OMS	1,168,000	20.00%		(233,600)
Profit analysis:	720,107	33.32%	on costs	(239,950)
	1,273,840	18.84%	blended GDV	(239,950)
TOTAL COSTS				(960,057)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				313,783
SDLT	313,783 @	(slabbed)		(5,189)
Acquisition Agent fees	313,783 @	1.0%		(3,138)
Acquisition Legal fees	313,783 @	0.5%		(1,569)
Interest on Land	313,783 @	6.50%		(20,396)
Residual Land Value				283,491
RLV analysis:	70,873 £ per plot	2,126,182 £ per ha	860,454 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0	dph		
Site Area (Net)	0.13	ha	0.33	acres
Density analysis:	2,919	sqm/ha	12,715	sqft/ac
Benchmark Land Value (Net)	26,769 £ per plot	803,075 £ per ha	325,000	£ per acre
				107,077

BALANCE				
Surplus/(Deficit)	1,323,107	£ per ha	535,454	£ per acre
				176,414

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 20%						
Balance (RLV - BLV)	176,414	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	231,547	209,889	188,206	166,522	144,839	123,153	101,420
	10	228,248	206,757	185,258	163,759	142,259	120,745	99,197
	20	224,940	203,625	182,310	160,995	139,680	118,337	96,975
	30	221,623	200,493	179,362	158,231	137,101	115,929	94,752
	40	218,307	197,361	176,414	155,468	134,514	113,522	92,530
	50	214,991	194,229	173,466	152,704	131,921	111,114	90,307
	60	211,674	191,096	170,519	149,941	129,328	108,706	88,085
	70	208,358	187,964	167,571	147,171	126,735	106,298	85,862
	80	205,042	184,832	164,623	144,393	124,142	103,891	83,640
	90	201,725	181,700	161,675	141,615	121,549	101,483	81,409
	100	198,409	178,568	158,717	138,837	118,956	99,075	79,175
	110	195,093	175,436	155,754	136,059	116,363	96,668	76,941
	120	191,777	172,301	152,791	133,280	113,770	94,260	74,707
	130	188,460	169,152	149,827	130,502	111,177	91,846	72,472
	140	185,144	166,004	146,864	127,724	108,584	89,426	70,238
	150	181,810	162,855	143,901	124,946	105,991	87,006	68,004
	160	178,476	159,707	140,937	122,168	103,398	84,585	65,770
	170	175,142	156,558	137,974	119,390	100,794	82,165	63,536
	180	171,809	153,410	135,011	116,612	98,188	79,745	61,301
	190	168,475	150,261	132,047	113,833	95,581	77,324	59,067
	200	165,141	147,112	129,084	111,045	92,974	74,904	56,833
	210	161,807	143,964	126,121	108,252	90,368	72,483	54,599
	220	158,473	140,815	123,157	105,460	87,761	70,063	52,365
	230	155,140	137,667	120,179	102,667	85,155	67,643	50,130
	240	151,806	134,518	117,200	99,874	82,548	65,222	47,896
	250	148,472	131,361	114,221	97,081	79,942	62,802	45,662

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV)	176,414	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0	188,918	188,206	187,493	186,780	186,067	185,355	184,642
	10	185,970	185,258	184,545	183,832	183,120	182,407	181,694
	20	183,023	182,310	181,597	180,884	180,172	179,459	178,746
	30	180,075	179,362	178,649	177,937	177,224	176,511	175,798
	40	177,127	176,414	175,701	174,989	174,276	173,563	172,851
	50	174,179	173,466	172,754	172,041	171,328	170,616	169,903
	60	171,231	170,519	169,806	169,093	168,380	167,668	166,955
	70	168,283	167,571	166,858	166,145	165,433	164,720	164,007
	80	165,336	164,623	163,910	163,197	162,485	161,772	161,059
	90	162,388	161,675	160,962	160,248	159,531	158,815	158,098
	100	159,434	158,717	158,001	157,284	156,568	155,851	155,135
	110	156,470	155,754	155,038	154,321	153,605	152,888	152,172
	120	153,507	152,791	152,074	151,358	150,641	149,925	149,208
	130	150,544	149,827	149,111	148,394	147,678	146,961	146,245
	140	147,580	146,864	146,147	145,431	144,715	143,998	143,282
	150	144,617	143,901	143,184	142,468	141,751	141,035	140,318
	160	141,654	140,937	140,221	139,504	138,788	138,071	137,355
	170	138,690	137,974	137,257	136,541	135,825	135,108	134,392
	180	135,727	135,011	134,294	133,578	132,861	132,145	131,428
	190	132,764	132,047	131,331	130,614	129,898	129,181	128,465
	200	129,800	129,084	128,367	127,651	126,934	126,218	125,502
	210	126,837	126,121	125,404	124,688	123,971	123,255	122,536
	220	123,874	123,157	122,438	121,718	120,997	120,277	119,557
	230	120,899	120,179	119,459	118,739	118,018	117,298	116,578
	240	117,920	117,200	116,480	115,760	115,040	114,319	113,599
	250	114,942	114,221	113,501	112,781	112,061	111,340	110,620

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

TABLE 3		Profit (on OMS) 20%							
Balance (RLV - BLV)		176,414	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 40.00	0		239,014	228,852	218,690	208,529	198,367	188,206	178,044
	10		236,066	225,904	215,742	205,581	195,419	185,258	175,096
	20		233,118	222,956	212,795	202,633	192,471	182,310	172,148
	30		230,170	220,008	209,847	199,685	189,524	179,362	169,200
	40		227,222	217,061	206,899	196,737	186,576	176,414	166,253
	50		224,274	214,113	203,951	193,790	183,628	173,466	163,305
	60		221,327	211,165	201,003	190,842	180,680	170,519	160,357
	70		218,379	208,217	198,056	187,894	177,732	167,571	157,409
	80		215,431	205,269	195,108	184,946	174,784	164,623	154,461
	90		212,483	202,321	192,160	181,998	171,837	161,675	151,513
	100		209,525	199,364	189,202	179,041	168,879	158,717	148,556
	110		206,562	196,400	186,239	176,077	165,916	155,754	145,592
	120		203,599	193,437	183,275	173,114	162,952	152,791	142,629
	130		200,635	190,474	180,312	170,150	159,989	149,827	139,666
	140		197,672	187,510	177,349	167,187	157,026	146,864	136,702
	150		194,709	184,547	174,385	164,224	154,062	143,901	133,739
	160		191,745	181,584	171,422	161,260	151,099	140,937	130,776
	170		188,782	178,620	168,459	158,297	148,136	137,974	127,812
	180		185,819	175,657	165,495	155,334	145,172	135,011	124,849
	190		182,855	172,694	162,532	152,370	142,209	132,047	121,886
200		179,892	169,730	159,569	149,407	139,245	129,084	118,922	
210		176,929	166,767	156,605	146,444	136,282	126,121	115,959	
220		173,965	163,804	153,642	143,480	133,319	123,157	112,996	
230		170,987	160,826	150,664	140,502	130,341	120,179	110,018	
240		168,008	157,847	147,685	137,523	127,362	117,200	107,039	
250		165,029	154,868	144,706	134,544	124,383	114,221	104,060	

TABLE 4		BLV (per acre)						
Balance (RLV - BLV)	176,414	150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		245,862	229,389	212,916	196,442	179,969	163,496	147,022
10		242,914	226,441	209,968	193,494	177,021	160,548	144,074
20		239,967	223,493	207,020	190,547	174,073	157,600	141,127
30		237,019	220,545	204,072	187,599	171,125	154,652	138,179
40		234,071	217,598	201,124	184,651	168,178	151,704	135,231
CIL Epsm		231,123	214,650	198,176	181,703	165,230	148,756	132,283
40.00		228,175	211,702	195,229	178,755	162,282	145,809	129,335
		225,227	208,754	192,281	175,807	159,334	142,861	126,387
		222,280	205,806	189,333	172,860	156,386	139,913	123,440
		219,332	202,858	186,385	169,912	153,438	136,965	120,492
		216,374	199,901	183,427	166,954	150,481	134,007	117,534
		213,411	196,937	180,464	163,991	147,517	131,044	114,571
		210,447	193,974	177,501	161,027	144,554	128,081	111,607
		207,484	191,011	174,537	158,064	141,591	125,117	108,644
		204,521	188,047	171,574	155,101	138,627	122,154	105,681
		201,557	185,084	168,611	152,137	135,664	119,191	102,717
		198,594	182,121	165,647	149,174	132,701	116,227	99,754
		195,631	179,157	162,684	146,211	129,737	113,264	96,791
		192,667	176,194	159,721	143,247	126,774	110,301	93,827
		189,704	173,231	156,757	140,284	123,811	107,337	90,864
		186,741	170,267	153,794	137,321	120,847	104,374	87,901
		183,777	167,304	150,831	134,357	117,884	101,411	84,937
		180,814	164,341	147,867	131,394	114,921	98,447	81,974
		177,836	161,362	144,889	128,416	111,942	95,469	78,996
		174,857	158,384	141,910	125,437	108,964	92,490	76,017
		171,878	155,405	138,931	122,458	105,985	89,511	73,038

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

TABLE 5		Density (dph)						
		25	30	35	40	45	50	55
Balance (RLV - BLV)	CIL Epsm 40.00	176,414	163,465	188,206	205,877	219,131	229,440	237,687
		0	160,517	185,258	202,930	216,183	226,492	234,739
		10	157,569	182,310	199,982	213,236	223,544	231,791
		20	154,621	179,362	197,034	210,288	220,596	228,843
		30	151,674	176,414	194,086	207,340	217,648	225,895
		40	148,726	173,466	191,138	204,392	214,701	222,948
		50	145,778	170,519	188,190	201,444	211,753	220,000
		60	142,830	167,571	185,243	198,496	208,805	217,052
		70	139,882	164,623	182,295	195,549	205,857	214,104
		80	136,923	161,675	179,347	192,601	202,909	211,156
		90	133,959	158,717	176,399	189,653	199,961	208,208
		100	130,996	155,754	173,438	186,701	197,014	205,261
		110	128,033	152,791	170,475	183,738	194,054	202,306
		120	125,069	149,827	167,511	180,775	191,090	199,343
		130	122,106	146,864	164,548	177,811	188,127	196,380
		140	119,143	143,901	161,585	174,848	185,164	193,416
		150	116,179	140,937	158,621	171,885	182,200	190,453
		160	113,216	137,974	155,658	168,921	179,237	187,490
		170	110,253	135,011	152,695	165,958	176,274	184,526
		180	107,289	132,047	149,731	162,995	173,310	181,563
		190	104,326	129,084	146,768	160,031	170,347	178,600
		200	101,362	126,121	143,805	157,068	167,384	175,636
		210	98,383	123,157	140,841	154,105	164,420	172,673
		220	95,404	120,179	137,876	151,141	161,457	169,710
		230	92,425	117,200	134,897	148,170	158,493	166,746
		240	89,446	114,221	131,918	145,191	155,514	163,772
		250						

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
		90%	95%	100%	105%	110%	120%
Balance (RLV - BLV)	CIL Epsm 40.00	176,414	247,577	218,083	188,206	157,914	127,142
		0	244,645	215,151	185,258	154,952	124,179
		10	241,712	212,218	182,310	151,989	121,206
		20	238,780	209,286	179,362	149,026	118,227
		30	235,847	206,354	176,414	146,062	115,249
		40	232,915	203,421	173,466	143,099	112,270
		50	229,983	200,473	170,519	140,136	109,291
		60	227,050	197,526	167,571	137,172	106,312
		70	224,118	194,578	164,623	134,209	103,333
		80	221,185	191,630	161,675	131,246	100,354
		90	218,253	188,682	158,717	128,282	97,375
		100	215,321	185,734	155,754	125,319	94,396
		110	212,388	182,786	152,791	122,352	91,417
		120	209,456	179,839	149,827	119,373	88,438
		130	206,509	176,891	146,864	116,394	85,459
		140	203,561	173,943	143,901	113,415	82,480
		150	200,613	170,995	140,937	110,436	79,501
		160	197,666	168,047	137,974	107,458	76,522
		170	194,718	165,099	135,011	104,479	73,543
		180	191,770	162,144	132,047	101,500	70,565
		190	188,822	159,181	129,084	98,521	67,586
		200	185,874	156,218	126,121	95,542	64,607
		210	182,926	153,254	123,157	92,563	61,628
		220	179,979	150,291	120,179	89,584	58,649
		230	177,031	147,328	117,200	86,605	55,670
		240	174,083	144,364	114,221	83,626	52,691
		250					

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)		176,414	90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00		0	110,244	149,281	188,206	227,073	265,891	304,698	343,431
	10	107,281	146,333	185,258	224,140	262,959	301,777	340,514	
	20	104,317	143,371	182,310	221,208	260,026	298,845	337,597	
	30	101,350	140,407	179,362	218,276	257,094	295,912	334,680	
	40	98,371	137,444	176,414	215,339	254,162	292,980	331,763	
	50	95,392	134,481	173,466	212,391	251,229	290,048	328,846	
	60	92,414	131,517	170,519	209,443	248,297	287,115	325,929	
	70	89,435	128,554	167,571	206,496	245,364	284,183	323,001	
	80	86,456	125,591	164,623	203,548	242,432	281,250	320,069	
	90	83,477	122,627	161,675	200,600	239,500	278,318	317,137	
	100	80,498	119,664	158,717	197,652	236,567	275,386	314,204	
	110	77,519	116,701	155,754	194,704	233,629	272,453	311,272	
	120	74,540	113,737	152,791	191,756	230,681	269,521	308,339	
	130	71,561	110,765	149,827	188,809	227,734	266,588	305,407	
	140	68,582	107,786	146,864	185,861	224,786	263,656	302,475	
	150	65,603	104,807	143,901	182,913	221,838	260,724	299,542	
	160	62,624	101,828	140,937	179,965	218,890	257,791	296,610	
	170	59,645	98,849	137,974	177,017	215,942	254,859	293,677	
	180	56,666	95,870	135,011	174,064	212,994	251,919	290,745	
	190	53,687	92,891	132,047	171,101	210,047	248,971	287,812	
	200	50,708	89,912	129,084	168,137	207,099	246,024	284,880	
	210	47,729	86,933	126,121	165,174	204,151	243,076	281,948	
	220	44,751	83,954	123,157	162,210	201,203	240,128	279,015	
	230	41,772	80,975	120,179	159,247	198,255	237,180	276,083	
	240	38,793	77,996	117,200	156,284	195,307	234,232	273,150	
250	35,814	75,018	114,221	153,320	192,360	231,284	270,209		

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%	
	Social Rent:				70.0%	
	Intermediate (LCHO/Sub-Market/Starter etc.):				30.0%	
Open Market Sale (OMS) housing			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%	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
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	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	180	1,938	0	0	180	1,938
4 bed House	224	2,411	0	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	0	404	4,349
AH % by floor area:			0.00% 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	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		
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: **AU**
 No Units: **4** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE

OMS GDV - (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
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	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			-
Intermediate GDV -				
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		-
Sub-total GDV Residential	4			1,460,000
AH on-site cost analysis:				
			£MV (no AH) less £GDV (inc. AH)	0
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
Grant	4	@	0	-
Total GDV				1,460,000

DEVELOPMENT COSTS

Initial Payments -				
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)
S106 analysis:	60,000 £ per ha	0.55% % of GDV	2,000 £ per unit (total ur	(8,000)
AH Commuted Sum		404 sqm (total)	700 £ psm	(282,797)
Comm. Sum analysis:		19.37% % of GDV		

cont./

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

Construction Costs -				
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	-
Infra. Costs analysis:	- £ 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 @		4,847 £ per unit	(19,388)
Contingency	577,625 @	5.0%	(GF/BF)	(28,881)
Professional Fees	577,625 @	6.5%		(37,546)
Disposal Costs -				
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	
Interest (on Development Costs) -	6.50% APR	0.526%	pcm	(22,135)
Developers Profit -				
Margin on AH	0	6.00%	on AH values	-
Profit on OMS	1,460,000	20.00%		(292,000)
Profit analysis:	1,056,991	27.63%	on costs	(292,000)
	1,460,000	20.00%	blended GDV	(292,000)
TOTAL COSTS				(1,348,991)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				111,009
SDLT	111,009 @	(slabbed)		4,950
Acquisition Agent fees	111,009 @	1.0%		(1,110)
Acquisition Legal fees	111,009 @	0.5%		(555)
Interest on Land	111,009 @	6.50%		(7,216)
Residual Land Value				107,078
RLV analysis:	26,769 £ per plot	803,082 £ per ha	325,003 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0	dph		
Site Area (Net)	0.13	ha	0.33	acres
Density analysis:	3,030	sqm/ha	13,199	sqft/ac
Benchmark Land Value (Net)	26,769 £ per plot	803,075 £ per ha	325,000 £ per acre	107,077

BALANCE				
Surplus/(Deficit)	7 £ per ha	3 £ per acre		1

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)		1	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00		0	(23,968)	(43,440)	(62,966)	(82,522)	(102,902)	(125,381)	(147,890)
		10	(27,337)	(46,621)	(65,976)	(85,345)	(105,929)	(128,192)	(150,499)
		20	(30,706)	(49,806)	(68,986)	(88,167)	(108,957)	(131,003)	(153,107)
		30	(34,075)	(53,004)	(71,997)	(90,989)	(111,985)	(133,815)	(155,716)
		40	(37,444)	(56,203)	(75,007)	(93,811)	(115,012)	(136,626)	(158,325)
		50	(40,813)	(59,401)	(78,018)	(96,642)	(118,040)	(139,438)	(160,934)
		60	(44,182)	(62,600)	(81,028)	(99,886)	(121,068)	(142,249)	(163,543)
		70	(47,559)	(65,798)	(84,038)	(103,130)	(124,095)	(145,070)	(166,151)
		80	(50,945)	(68,997)	(87,049)	(106,374)	(127,123)	(147,896)	(168,760)
		90	(54,332)	(72,196)	(90,059)	(109,618)	(130,151)	(150,722)	(171,369)
		100	(57,719)	(75,394)	(93,069)	(112,862)	(133,178)	(153,548)	(173,978)
		110	(61,105)	(78,593)	(96,080)	(116,106)	(136,206)	(156,375)	(176,587)
		120	(64,492)	(81,791)	(99,466)	(119,350)	(139,234)	(159,201)	(179,195)
		130	(67,879)	(84,990)	(102,926)	(122,594)	(142,261)	(162,027)	(181,804)
		140	(71,265)	(88,188)	(106,386)	(125,837)	(145,293)	(164,853)	(184,413)
		150	(74,652)	(91,387)	(109,846)	(129,081)	(148,337)	(167,679)	(187,022)
		160	(78,039)	(94,585)	(113,306)	(132,325)	(151,381)	(170,506)	(189,631)
		170	(81,425)	(97,964)	(116,767)	(135,569)	(154,424)	(173,332)	(192,239)
		180	(84,812)	(101,640)	(120,227)	(138,813)	(157,468)	(176,158)	(194,848)
		190	(88,199)	(105,317)	(123,687)	(142,057)	(160,511)	(178,984)	(197,457)
		200	(91,585)	(108,993)	(127,147)	(145,301)	(163,555)	(181,810)	(200,066)
		210	(94,972)	(112,670)	(130,607)	(148,561)	(166,599)	(184,637)	(202,675)
		220	(98,359)	(116,346)	(134,068)	(151,822)	(169,642)	(187,463)	(205,283)
		230	(102,518)	(120,023)	(137,528)	(155,083)	(172,686)	(190,289)	(207,892)
		240	(106,410)	(123,699)	(140,988)	(158,344)	(175,729)	(193,115)	(210,501)
		250	(110,303)	(127,376)	(144,448)	(161,605)	(178,773)	(195,941)	(213,110)

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV)		1	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00		0	15,698	14,974	14,250	13,526	12,802	12,078	11,354
		10	11,955	11,231	10,507	9,783	9,059	8,335	7,611
		20	8,212	7,488	6,764	6,039	5,315	4,591	3,867
		30	4,468	3,744	3,020	2,296	1,572	848	124
		40	725	1	(723)	(1,447)	(2,171)	(2,895)	(3,619)
		50	(3,018)	(3,742)	(4,466)	(5,190)	(5,914)	(6,638)	(7,362)
		60	(6,762)	(7,486)	(8,210)	(8,934)	(9,658)	(10,382)	(11,106)
		70	(10,505)	(11,229)	(11,953)	(12,677)	(13,401)	(14,125)	(14,849)
		80	(14,248)	(14,972)	(15,696)	(16,420)	(17,144)	(17,868)	(18,592)
		90	(17,991)	(18,715)	(19,439)	(20,163)	(20,887)	(21,611)	(22,335)
		100	(21,735)	(22,459)	(23,183)	(23,907)	(24,631)	(25,355)	(26,079)
		110	(25,478)	(26,202)	(26,926)	(27,650)	(28,374)	(29,098)	(29,822)
		120	(29,221)	(29,945)	(30,669)	(31,393)	(32,117)	(32,841)	(33,565)
		130	(32,964)	(33,688)	(34,412)	(35,136)	(35,860)	(36,584)	(37,308)
		140	(36,708)	(37,432)	(38,156)	(38,880)	(39,604)	(40,328)	(41,052)
		150	(40,451)	(41,175)	(41,899)	(42,623)	(43,347)	(44,071)	(44,795)
		160	(44,218)	(44,946)	(45,674)	(46,401)	(47,129)	(47,857)	(48,585)
		170	(47,981)	(48,709)	(49,437)	(50,164)	(50,892)	(51,620)	(52,348)
		180	(51,744)	(52,472)	(53,200)	(53,927)	(54,655)	(55,383)	(56,111)
		190	(55,507)	(56,235)	(56,962)	(57,690)	(58,418)	(59,146)	(59,874)
		200	(59,270)	(59,998)	(60,725)	(61,453)	(62,181)	(62,909)	(63,637)
		210	(63,033)	(63,761)	(64,488)	(65,216)	(65,944)	(66,672)	(67,400)
		220	(66,796)	(67,524)	(68,251)	(68,979)	(69,707)	(70,435)	(71,163)
		230	(70,559)	(71,286)	(72,014)	(72,742)	(73,470)	(74,198)	(74,926)
		240	(74,322)	(75,049)	(75,777)	(76,505)	(77,233)	(77,961)	(78,689)
		250	(78,085)	(78,812)	(79,540)	(80,268)	(80,996)	(81,724)	(82,452)

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

TABLE 3		Profit (on OMS) 20%							
Balance (RLV - BLV)		1	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 40.00		0	78,484	65,782	53,080	40,378	27,676	14,974	2,272
		10	74,741	62,039	49,337	36,635	23,933	11,231	(1,471)
		20	70,998	58,296	45,594	32,892	20,190	7,488	(5,214)
		30	67,254	54,552	41,850	29,148	16,446	3,744	(8,958)
		40	63,511	50,809	38,107	25,405	12,703	1	(12,701)
		50	59,768	47,066	34,364	21,662	8,960	(3,742)	(16,444)
		60	56,024	43,322	30,620	17,918	5,216	(7,486)	(20,188)
		70	52,281	39,579	26,877	14,175	1,473	(11,229)	(23,931)
		80	48,538	35,836	23,134	10,432	(2,270)	(14,972)	(27,674)
		90	44,795	32,093	19,391	6,689	(6,013)	(18,715)	(31,417)
		100	41,051	28,349	15,647	2,945	(9,757)	(22,459)	(35,161)
		110	37,308	24,606	11,904	(798)	(13,500)	(26,202)	(38,904)
		120	33,565	20,863	8,161	(4,541)	(17,243)	(29,945)	(42,647)
		130	29,822	17,120	4,418	(8,284)	(20,986)	(33,688)	(46,390)
		140	26,078	13,376	674	(12,028)	(24,730)	(37,432)	(50,134)
		150	22,327	9,625	(3,077)	(15,779)	(28,481)	(41,183)	(53,885)
		160	18,564	5,862	(6,840)	(19,542)	(32,244)	(44,946)	(57,648)
		170	14,801	2,099	(10,603)	(23,305)	(36,007)	(48,709)	(61,411)
		180	11,038	(1,664)	(14,366)	(27,068)	(39,770)	(52,472)	(65,174)
		190	7,275	(5,427)	(18,129)	(30,831)	(43,533)	(56,235)	(68,937)
		200	3,512	(9,190)	(21,892)	(34,594)	(47,296)	(59,998)	(72,700)
		210	(251)	(12,953)	(25,655)	(38,357)	(51,059)	(63,761)	(76,463)
		220	(4,014)	(16,716)	(29,418)	(42,120)	(54,822)	(67,524)	(80,226)
		230	(7,776)	(20,478)	(33,180)	(45,882)	(58,584)	(71,286)	(83,988)
		240	(11,539)	(24,241)	(36,943)	(49,645)	(62,347)	(75,049)	(87,751)
		250	(15,302)	(28,004)	(40,706)	(53,408)	(66,110)	(78,812)	(91,514)

TABLE 4		BLV (per acre)		325,000					
Balance (RLV - BLV)		1	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 40.00	0	72,631	56,157	39,684	23,211	6,737	(9,736)	(26,209)	
	10	68,887	52,414	35,941	19,467	2,994	(13,479)	(29,953)	
	20	65,144	48,671	32,198	15,724	(749)	(17,222)	(33,696)	
	30	61,401	44,928	28,454	11,981	(4,492)	(20,966)	(37,439)	
	40	57,658	41,184	24,711	8,238	(8,236)	(24,709)	(41,182)	
	50	53,914	37,441	20,968	4,494	(11,979)	(28,452)	(44,926)	
	60	50,171	33,698	17,224	751	(15,722)	(32,196)	(48,669)	
	70	46,428	29,955	13,481	(2,992)	(19,465)	(35,939)	(52,412)	
	80	42,685	26,211	9,738	(6,735)	(23,209)	(39,682)	(56,155)	
	90	38,941	22,468	5,995	(10,479)	(26,952)	(43,425)	(59,899)	
	100	35,198	18,725	2,251	(14,222)	(30,695)	(47,169)	(63,642)	
	110	31,455	14,981	(1,492)	(17,965)	(34,439)	(50,912)	(67,385)	
	120	27,712	11,238	(5,235)	(21,708)	(38,182)	(54,655)	(71,128)	
	130	23,968	7,495	(8,978)	(25,452)	(41,925)	(58,398)	(74,872)	
	140	20,225	3,752	(12,722)	(29,195)	(45,668)	(62,142)	(78,615)	
	150	16,474	1	(16,473)	(32,946)	(49,419)	(65,893)	(82,366)	
	160	12,711	(3,762)	(20,236)	(36,709)	(53,182)	(69,656)	(86,129)	
	170	8,948	(7,525)	(23,999)	(40,472)	(56,945)	(73,419)	(89,892)	
	180	5,185	(11,288)	(27,762)	(44,235)	(60,708)	(77,182)	(93,655)	
	190	1,422	(15,051)	(31,525)	(47,998)	(64,471)	(80,945)	(97,418)	
	200	(2,341)	(18,814)	(35,288)	(51,761)	(68,234)	(84,708)	(101,181)	
	210	(6,104)	(22,577)	(39,051)	(55,524)	(71,997)	(88,471)	(104,944)	
	220	(9,867)	(26,340)	(42,814)	(59,287)	(75,760)	(92,234)	(108,707)	
	230	(13,630)	(30,103)	(46,576)	(63,050)	(79,523)	(95,996)	(112,470)	
	240	(17,393)	(33,866)	(50,339)	(66,813)	(83,286)	(99,759)	(116,233)	
	250	(21,156)	(37,629)	(54,102)	(70,576)	(87,049)	(103,522)	(119,996)	

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

TABLE 5		Density (dph)						
		1	25	30	35	40	45	50
Balance (RLV - BLV)	CIL £psm 40.00	0	(9,819)	14,974	32,683	45,966	56,296	64,560
		10	(13,562)	11,231	28,940	42,222	52,553	60,817
		20	(17,306)	7,488	25,197	38,479	48,809	57,074
		30	(21,049)	3,744	21,454	34,736	45,066	53,331
		40	(24,792)	1	17,710	30,992	41,323	49,587
		50	(28,535)	(3,742)	13,967	27,249	37,580	45,844
		60	(32,279)	(7,486)	10,224	23,506	33,836	42,101
		70	(36,022)	(11,229)	6,481	19,763	30,093	38,358
		80	(39,765)	(14,972)	2,737	16,019	26,350	34,614
		90	(43,508)	(18,715)	(1,006)	12,276	22,607	30,871
		100	(47,252)	(22,459)	(4,749)	8,533	18,863	27,128
		110	(50,995)	(26,202)	(8,492)	4,790	15,120	23,384
		120	(54,738)	(29,945)	(12,236)	1,046	11,377	19,641
		130	(58,482)	(33,688)	(15,979)	(2,697)	7,634	15,898
		140	(62,231)	(37,432)	(19,722)	(6,440)	3,890	12,155
		150	(65,994)	(41,183)	(23,465)	(10,183)	147	8,411
		160	(69,757)	(44,946)	(27,224)	(13,932)	(3,596)	4,668
		170	(73,520)	(48,709)	(30,987)	(17,695)	(7,357)	913
		180	(77,283)	(52,472)	(34,750)	(21,458)	(11,120)	(2,850)
		190	(81,046)	(56,235)	(38,513)	(25,221)	(14,883)	(6,613)
		200	(84,809)	(59,998)	(42,276)	(28,984)	(18,646)	(10,376)
		210	(88,572)	(63,761)	(46,038)	(32,747)	(22,409)	(14,139)
		220	(92,334)	(67,524)	(49,801)	(36,510)	(26,172)	(17,902)
		230	(96,097)	(71,286)	(53,564)	(40,273)	(29,935)	(21,665)
		240	(99,860)	(75,049)	(57,327)	(44,036)	(33,698)	(25,428)
		250	(103,623)	(78,812)	(61,090)	(47,799)	(37,461)	(29,191)

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
		1	90%	95%	100%	105%	110%
Balance (RLV - BLV)	CIL £psm 40.00	0	77,604	46,508	14,974	(16,915)	(49,208)
		10	73,880	42,765	11,231	(20,658)	(52,971)
		20	70,156	39,022	7,488	(24,401)	(56,734)
		30	66,433	35,278	3,744	(28,144)	(60,497)
		40	62,709	31,535	1	(31,888)	(64,260)
		50	58,971	27,792	(3,742)	(35,631)	(68,023)
		60	55,228	24,049	(7,486)	(39,374)	(71,786)
		70	51,485	20,305	(11,229)	(43,136)	(75,549)
		80	47,741	16,562	(14,972)	(46,899)	(79,312)
		90	43,998	12,819	(18,715)	(50,662)	(83,075)
		100	40,255	9,075	(22,459)	(54,425)	(86,838)
		110	36,512	5,332	(26,202)	(58,187)	(90,601)
		120	32,768	1,589	(29,945)	(61,950)	(94,363)
		130	29,025	(2,154)	(33,688)	(65,713)	(98,126)
		140	25,282	(5,898)	(37,432)	(69,476)	(101,889)
		150	21,539	(9,641)	(41,183)	(73,239)	(105,652)
		160	17,795	(13,384)	(44,946)	(77,002)	(109,415)
		170	14,052	(17,127)	(48,709)	(80,765)	(113,178)
		180	10,309	(20,871)	(52,472)	(84,528)	(116,941)
		190	6,566	(24,614)	(56,235)	(88,291)	(120,704)
		200	2,822	(28,357)	(59,998)	(92,054)	(124,467)
		210	(921)	(32,100)	(63,761)	(95,817)	(128,230)
		220	(4,664)	(35,844)	(67,524)	(99,580)	(131,993)
		230	(8,408)	(39,587)	(71,286)	(103,343)	(135,756)
		240	(12,151)	(43,349)	(75,049)	(107,106)	(139,519)
		250	(15,894)	(47,112)	(78,812)	(110,869)	(143,282)

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)	1	90%	95%	100%	105%	110%	115%	120%
		0	(83,667)	(34,246)	14,974	64,195	113,228	162,233	211,237
		10	(87,430)	(37,990)	11,231	60,451	109,504	158,509	207,514
		20	(91,193)	(41,733)	7,488	56,708	105,781	154,785	203,790
		30	(94,956)	(45,492)	3,744	52,965	102,057	151,062	200,066
		40	(99,039)	(49,254)	1	49,222	98,333	147,338	196,343
	CIL £psm	50	(103,364)	(53,017)	(3,742)	45,478	94,610	143,614	192,619
	40.00	60	(107,689)	(56,780)	(7,486)	41,735	90,886	139,891	188,895
		70	(112,014)	(60,543)	(11,229)	37,992	87,162	136,167	185,172
		80	(116,340)	(64,306)	(14,972)	34,248	83,439	132,443	181,448
		90	(120,665)	(68,069)	(18,715)	30,505	79,715	128,720	177,724
		100	(124,990)	(71,832)	(22,459)	26,762	75,982	124,996	174,001
		110	(129,315)	(75,595)	(26,202)	23,019	72,239	121,272	170,277
		120	(133,641)	(79,358)	(29,945)	19,275	68,496	117,549	166,553
		130	(137,966)	(83,121)	(33,688)	15,532	64,753	113,825	162,830
		140	(142,291)	(86,884)	(37,432)	11,789	61,009	110,101	159,106
		150	(146,620)	(90,647)	(41,183)	8,046	57,266	106,378	155,382
		160	(150,968)	(94,410)	(44,946)	4,302	53,523	102,654	151,659
		170	(155,316)	(98,173)	(48,709)	559	49,780	98,930	147,935
		180	(159,664)	(102,737)	(52,472)	(3,184)	46,036	95,207	144,211
		190	(164,012)	(107,062)	(56,235)	(6,927)	42,293	91,483	140,488
		200	(168,360)	(111,387)	(59,998)	(10,671)	38,550	87,759	136,764
		210	(172,708)	(115,712)	(63,761)	(14,414)	34,807	84,027	133,040
		220	(177,056)	(120,038)	(67,524)	(18,157)	31,063	80,284	129,317
		230	(181,404)	(124,363)	(71,286)	(21,900)	27,320	76,541	125,593
		240	(185,752)	(128,688)	(75,049)	(25,644)	23,577	72,797	121,869
		250	(190,100)	(133,013)	(78,812)	(29,387)	19,833	69,054	118,146

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)			20%			
AH tenure split %	Affordable Rent:				0.0%	
	Social Rent:				70.0%	
	Intermediate (LCHO/Sub-Market/Starter etc.):				30.0%	
Open Market Sale (OMS) housing			80%		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%	0.8	10%	0.8
3 bed House	50.0%	3.2	50.0%	0.8	50%	4.0
4 bed House	50.0%	3.2	0.0%	0.0	40%	3.2
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%	6.4	100.0%	1.6	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	60	646	60	646
3 bed House	288	3,100	72	775	360	3,875
4 bed House	358	3,858	0	0	358	3,858
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
	646	6,958	132	1,421	778	8,379
AH % by floor area:			16.96% 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		200,000	
3 bed House	310,000	3,444	320		1,240,000	
4 bed House	420,000	3,750	348		1,344,000	
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	
					2,784,000	
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: **AV**
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	210,000	-
2 bed House	0.0	@	250,000	-
3 bed House	3.2	@	310,000	992,000
4 bed House	3.2	@	420,000	1,344,000
5 bed House	0.0	@	495,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	200,000	-
	6.4			2,336,000
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	0.0	@	78,750	-
2 bed House	0.6	@	93,750	52,500
3 bed House	0.6	@	116,250	65,100
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	-
	1.1			117,600
Intermediate GDV -				
1 bed House	0.0	@	147,000	-
2 bed House	0.2	@	175,000	42,000
3 bed House	0.2	@	217,000	52,080
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	-
	0.5	1.6		94,080
Sub-total GDV Residential	8			2,547,680
AH on-site cost analysis:				
	304 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	236,320
			29,540 £ per unit (total units)	
Grant	8	@	0	-
Total GDV				2,547,680

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,696)
CIL				(25,856)
CIL analysis:				
	646 sqm (Market only)	40.00 £ psm		
	1.01% % of GDV	3,232 £ 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)
S106 analysis:				
	60,000 £ per ha	0.63% % of GDV	2,000 £ per unit (total ur	(16,000)
AH Commuted Sum	778 sqm (total)	0 £ psm		-
Comm. Sum analysis:				
	0.00% % of GDV			

cont./

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

Construction Costs -				
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	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	- sqm @	1,166	psm	-
2 bed House	60 sqm @	1,166	psm	(69,960)
3 bed House	360 sqm @	1,166	psm	(419,760)
4 bed House	358 sqm @	1,166	psm	(417,894)
5 bed House	- sqm @	1,166	psm	-
1 bed Flat	- sqm @	1,287	psm	-
2 bed Flat	778 sqm @	1,287	psm	-
External works	907,614 @	15.0%		(136,142)
		17,018	£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 @		4,847	£ per unit (38,776)
Contingency	1,115,559 @	5.0%	(GF/BF)	(55,778)
Professional Fees	1,115,559 @	6.5%		(72,511)
Disposal Costs -				
Residential Sales Agent Costs	2,336,000 OMS @	1.00%	2,920	£ per unit (23,360)
Residential Sales Legal Costs	6 OM Units @	0.25%	900	£ per unit (5,760)
Affordable Sale Legal Costs				lump sum (10,000)
Marketing and Promotion	2,336,000 OMS @	3.00%	8,760	£ per unit (70,080)
			13,650	£ per unit
Interest (on Development Costs) -	6.50% APR	0.526%	pcm	(10,664)
Developers Profit -				
Margin on AH	211,680	6.00%	on AH values	(12,701)
Profit on OMS	2,336,000	20.00%		(467,200)
Profit analysis:	1,419,264	33.81%	on costs	(479,901)
	2,547,680	18.84%	blended GDV	(479,901)
TOTAL COSTS				(1,899,165)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				648,515
SDLT	648,515 @	(slabbed)		(21,926)
Acquisition Agent fees	648,515 @	1.0%		(6,485)
Acquisition Legal fees	648,515 @	0.5%		(3,243)
Interest on Land	648,515 @	6.50%		(42,153)
Residual Land Value				574,708
RLV analysis:	71,839 £ per plot	2,155,155 £ per ha	872,179 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0	dph		
Site Area (Net)	0.27	ha	0.66	acres
Density analysis:	2,919	sqm/ha	12,715	sqft/ac
Benchmark Land Value (Net)	26,769 £ per plot	803,075 £ per ha	325,000	£ per acre
				214,153

BALANCE				
Surplus/(Deficit)	1,352,080	£ per ha	547,179	£ per acre
				360,555

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 20%							
Balance (RLV - BLV)		360,555	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00		0	470,724	427,432	384,137	340,771	297,404	254,037	210,662
		10	464,126	421,201	378,242	335,243	292,245	249,247	206,217
		20	457,529	414,969	372,346	329,716	287,086	244,457	201,772
		30	450,931	408,712	366,450	324,189	281,928	239,666	197,327
		40	444,333	402,448	360,555	318,662	276,769	234,865	192,882
		50	437,708	396,183	354,659	313,135	271,610	230,050	188,437
		60	431,075	389,919	348,763	307,608	266,452	225,235	183,992
		70	424,442	383,655	342,868	302,080	261,292	220,419	179,547
		80	417,810	377,391	336,972	296,553	256,106	215,604	175,102
		90	411,177	371,127	331,076	291,026	250,920	210,788	170,657
		100	404,545	364,863	325,181	285,496	245,734	205,973	166,212
		110	397,912	358,599	319,285	279,939	240,548	201,157	161,767
		120	391,279	352,334	313,389	274,383	235,362	196,342	157,322
		130	384,647	346,070	307,477	268,827	230,177	191,527	152,863
		140	378,014	339,806	301,550	263,270	224,991	186,711	148,395
		150	371,381	333,533	295,623	257,714	219,805	181,896	143,927
		160	364,749	327,236	289,697	252,158	214,619	177,080	139,458
		170	358,107	320,938	283,770	246,602	209,433	172,248	134,990
		180	351,439	314,641	277,843	241,045	204,247	167,408	130,521
		190	344,772	308,344	271,917	235,489	199,062	162,567	126,053
		200	338,104	302,047	265,990	229,933	193,868	157,726	121,585
		210	331,437	295,750	260,063	224,377	188,654	152,885	117,116
		220	324,769	289,453	254,137	218,820	183,441	148,045	112,648
		230	318,102	283,156	248,210	213,253	178,228	143,204	108,179
		240	311,434	276,859	242,283	207,667	173,015	138,363	103,711
		250	304,767	270,562	236,357	202,082	167,802	133,522	99,243

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)	360,555	90%	100%	110%	120%	130%	140%	150%	
CIL £psm 40.00	0	385,558	384,137	382,712	381,287	379,861	378,436	377,010	
	10	379,667	378,242	376,816	375,391	373,965	372,540	371,115	
	20	373,771	372,346	370,921	369,495	368,070	366,644	365,219	
	30	367,876	366,450	365,025	363,600	362,174	360,749	359,323	
	40	361,980	360,555	359,129	357,704	356,278	354,853	353,428	
	50	356,084	354,659	353,234	351,808	350,383	348,957	347,532	
	60	350,189	348,763	347,338	345,913	344,487	343,062	341,636	
	70	344,293	342,868	341,442	340,017	338,591	337,166	335,741	
	80	338,397	336,972	335,547	334,121	332,696	331,270	329,845	
	90	332,502	331,076	329,651	328,226	326,800	325,375	323,949	
	100	326,606	325,181	323,755	322,330	320,904	319,479	318,054	
	110	320,710	319,285	317,860	316,434	315,009	313,583	312,158	
	120	314,815	313,389	311,964	310,538	309,105	307,672	306,239	
	130	308,910	307,477	306,044	304,611	303,178	301,745	300,312	
	140	302,983	301,550	300,117	298,684	297,251	295,818	294,385	
	150	297,056	295,623	294,190	292,758	291,325	289,892	288,459	
	160	291,130	289,697	288,264	286,831	285,398	283,965	282,532	
	170	285,203	283,770	282,337	280,904	279,471	278,038	276,605	
	180	279,276	277,843	276,410	274,977	273,545	272,112	270,679	
	190	273,350	271,917	270,484	269,051	267,618	266,185	264,752	
	200	267,423	265,990	264,557	263,124	261,691	260,258	258,825	
	210	261,496	260,063	258,630	257,197	255,764	254,332	252,899	
	220	255,570	254,137	252,704	251,271	249,838	248,405	246,972	
	230	249,643	248,210	246,777	245,344	243,911	242,478	241,045	
	240	243,716	242,283	240,850	239,417	237,984	236,552	235,117	
	250	237,789	236,357	234,921	233,480	232,040	230,599	229,159	

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

TABLE 3		Profit (on OMS) 20%							
	Balance (RLV - BLV)	360,555	15%	16%	17%	18%	19%	20%	21%
		0	485,753	465,430	445,107	424,784	404,461	384,137	363,814
		10	479,858	459,534	439,211	418,888	398,565	378,242	357,918
		20	473,962	453,639	433,316	412,992	392,669	372,346	352,023
		30	468,066	447,743	427,420	407,097	386,774	366,450	346,127
		40	462,171	441,847	421,524	401,201	380,878	360,555	340,231
	CIL £psm	50	456,275	435,952	415,629	395,305	374,982	354,659	334,336
	40.00	60	450,379	430,056	409,733	389,410	369,087	348,763	328,440
		70	444,484	424,161	403,837	383,514	363,191	342,868	322,545
		80	438,588	418,265	397,942	377,618	357,295	336,972	316,649
		90	432,692	412,369	392,046	371,723	351,400	331,076	310,753
		100	426,797	406,474	386,150	365,827	345,504	325,181	304,858
		110	420,901	400,578	380,255	359,931	339,608	319,285	298,962
		120	415,005	394,682	374,359	354,036	333,713	313,389	293,066
		130	409,093	388,770	368,446	348,123	327,800	307,477	287,154
		140	403,166	382,843	362,520	342,196	321,873	301,550	281,227
		150	397,239	376,916	356,593	336,270	315,947	295,623	275,300
		160	391,313	370,990	350,666	330,343	310,020	289,697	269,374
		170	385,386	365,063	344,740	324,416	304,093	283,770	263,447
		180	379,459	359,136	338,813	318,490	298,167	277,843	257,520
		190	373,533	353,209	332,886	312,563	292,240	271,917	251,593
		200	367,606	347,283	326,960	306,636	286,313	265,990	245,667
		210	361,679	341,356	321,033	300,710	280,386	260,063	239,740
		220	355,753	335,429	315,106	294,783	274,460	254,137	233,813
		230	349,826	329,503	309,180	288,856	268,533	248,210	227,887
		240	343,899	323,576	303,253	282,930	262,606	242,283	221,960
		250	337,973	317,649	297,326	277,003	256,680	236,357	216,033

TABLE 4		BLV (per acre)							
	Balance (RLV - BLV)	360,555	150,000	200,000	250,000	300,000	350,000	400,000	450,000
		0	499,451	466,504	433,557	400,611	367,664	334,717	301,771
		10	493,555	460,608	427,662	394,715	361,768	328,822	295,875
		20	487,659	454,713	421,766	388,819	355,873	322,926	289,979
		30	481,764	448,817	415,870	382,924	349,977	317,030	284,084
		40	475,868	442,921	409,975	377,028	344,081	311,135	278,188
	CIL £psm	50	469,972	437,026	404,079	371,132	338,186	305,239	272,292
	40.00	60	464,077	431,130	398,183	365,237	332,290	299,343	266,397
		70	458,181	425,234	392,288	359,341	326,394	293,448	260,501
		80	452,285	419,339	386,392	353,445	320,499	287,552	254,605
		90	446,390	413,443	380,496	347,550	314,603	281,656	248,710
		100	440,494	407,547	374,601	341,654	308,707	275,761	242,814
		110	434,598	401,652	368,705	335,758	302,812	269,865	236,918
		120	428,703	395,756	362,809	329,863	296,916	263,969	231,023
		130	422,790	389,843	356,897	323,950	291,003	258,057	225,110
		140	416,863	383,917	350,970	318,023	285,077	252,130	219,183
		150	410,937	377,990	345,043	312,097	279,150	246,203	213,257
		160	405,010	372,063	339,117	306,170	273,223	240,277	207,330
		170	399,083	366,137	333,190	300,243	267,297	234,350	201,403
		180	393,157	360,210	327,263	294,317	261,370	228,423	195,477
		190	387,230	354,283	321,337	288,390	255,443	222,497	189,550
		200	381,303	348,357	315,410	282,463	249,517	216,570	183,623
		210	375,377	342,430	309,483	276,537	243,590	210,643	177,697
		220	369,450	336,503	303,557	270,610	237,663	204,717	171,770
		230	363,523	330,577	297,630	264,683	231,737	198,790	165,843
		240	357,597	324,650	291,703	258,757	225,810	192,863	159,917
		250	351,670	318,723	285,777	252,830	219,883	186,937	153,990

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

TABLE 5		Density (dph)							
Balance (RLV - BLV)		360,555	25	30	35	40	45	50	55
CIL Epsm 40.00	0		334,656	384,137	419,459	445,948	466,551	483,034	496,519
	10		328,761	378,242	413,585	440,084	460,686	477,169	490,654
	20		322,865	372,346	407,690	434,197	454,815	471,304	484,790
	30		316,969	366,450	401,794	428,302	448,919	465,413	478,908
	40		311,074	360,555	395,898	422,406	443,023	459,517	473,012
	50		305,178	354,659	390,003	416,510	437,128	453,621	467,116
	60		299,282	348,763	384,107	410,615	431,232	447,726	461,221
	70		293,387	342,868	378,211	404,719	425,336	441,830	455,325
	80		287,491	336,972	372,316	398,823	419,441	435,934	449,429
	90		281,595	331,076	366,420	392,928	413,545	430,039	443,534
	100		275,700	325,181	360,524	387,032	407,649	424,143	437,638
	110		269,804	319,285	354,629	381,136	401,754	418,247	431,742
	120		263,888	313,389	348,733	375,241	395,858	412,352	425,847
	130		257,961	307,477	342,837	369,345	389,962	406,456	419,951
	140		252,034	301,550	336,919	363,445	384,067	400,560	414,055
	150		246,108	295,623	330,992	357,518	378,150	394,655	408,159
	160		240,181	289,697	325,065	351,591	372,223	388,728	402,233
	170		234,254	283,770	319,138	345,665	366,296	382,802	396,306
	180		228,328	277,843	313,212	339,738	360,370	376,875	390,379
	190		222,401	271,917	307,285	333,811	354,443	370,948	384,453
200		216,474	265,990	301,358	327,885	348,516	365,022	378,526	
210		210,547	260,063	295,432	321,958	342,590	359,095	372,599	
220		204,621	254,137	289,505	316,031	336,663	353,168	366,672	
230		198,694	248,210	283,578	310,105	330,736	347,241	360,746	
240		192,767	242,283	277,652	304,178	324,810	341,315	354,819	
250		186,810	236,357	271,725	298,251	318,883	335,388	348,892	

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
		90%	95%	100%	105%	110%	120%
Balance (RLV - BLV)	360,555						
	0	502,736	443,797	384,137	323,555	262,107	136,468
	10	496,902	437,932	378,242	317,659	256,180	130,510
	20	491,055	432,068	372,346	311,763	250,254	124,552
	30	485,190	426,203	366,450	305,868	244,327	118,594
	40	479,326	420,338	360,555	299,947	238,400	112,636
CIL £psm	50	473,461	414,473	354,659	294,020	232,458	106,678
40.00	60	467,596	408,608	348,763	288,093	226,500	100,720
	70	461,731	402,744	342,868	282,167	220,542	94,762
	80	455,866	396,879	336,972	276,240	214,584	88,805
	90	450,002	390,986	331,076	270,313	208,626	82,847
	100	444,137	385,090	325,181	264,387	202,668	76,889
	110	438,272	379,195	319,285	258,460	196,711	70,931
	120	432,407	373,299	313,389	252,533	190,753	64,973
	130	426,542	367,403	307,477	246,607	184,795	59,015
	140	420,677	361,508	301,550	240,680	178,837	53,048
	150	414,813	355,612	295,623	234,749	172,879	47,058
	160	408,948	349,716	289,697	228,791	166,921	41,069
	170	403,058	343,821	283,770	222,834	160,963	35,080
	180	397,162	337,925	277,843	216,876	155,006	29,091
	190	391,266	332,029	271,917	210,918	149,048	23,102
	200	385,371	326,134	265,990	204,960	143,090	17,112
	210	379,475	320,238	260,063	199,002	137,132	11,123
	220	373,579	314,331	254,137	193,044	131,174	5,134
	230	367,684	308,404	248,210	187,086	125,216	(855)
	240	361,788	302,477	242,283	181,129	119,258	(6,845)
	250	355,892	296,551	236,357	175,171	113,300	(12,834)

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.)							
	Balance (RLV - BLV)	360,555	90%	95%	100%	105%	110%	115%	120%
		0	228,310	306,288	384,137	461,776	539,413	616,931	694,399
		10	222,384	300,392	378,242	455,912	533,549	611,097	688,565
		20	216,457	294,496	372,346	450,047	527,684	605,263	682,731
		30	210,530	288,601	366,450	444,182	521,819	599,429	676,897
		40	204,604	282,705	360,555	438,317	515,954	593,591	671,063
	CIL £psm	50	198,677	276,784	354,659	432,452	510,089	587,726	665,228
	40.00	60	192,746	270,857	348,763	426,588	504,225	581,861	659,394
		70	186,788	264,930	342,868	420,718	498,360	575,997	653,560
		80	180,830	259,004	336,972	414,822	492,495	570,132	647,726
		90	174,872	253,077	331,076	408,926	486,630	564,267	641,892
		100	168,914	247,150	325,181	403,031	480,765	558,402	636,039
		110	162,956	241,224	319,285	397,135	474,901	552,537	630,174
		120	156,998	235,297	313,389	391,239	469,036	546,673	624,310
		130	151,041	229,370	307,477	385,344	463,171	540,808	618,445
		140	145,083	223,443	301,550	379,448	457,298	534,943	612,580
		150	139,125	217,517	295,623	373,552	451,402	529,078	606,715
		160	133,167	211,574	289,697	367,657	445,506	523,213	600,850
		170	127,209	205,617	283,770	361,761	439,611	517,349	594,985
		180	121,251	199,659	277,843	355,865	433,715	511,484	589,121
		190	115,293	193,701	271,917	349,970	427,819	505,619	583,256
		200	109,335	187,743	265,990	344,074	421,924	499,754	577,391
		210	103,378	181,785	260,063	338,170	416,028	493,878	571,526
		220	97,420	175,827	254,137	332,243	410,132	487,982	565,661
		230	91,462	169,869	248,210	326,317	404,237	482,086	559,797
		240	85,504	163,911	242,283	320,390	398,341	476,191	553,932
		250	79,546	157,954	236,357	314,463	392,445	470,295	548,067

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_AO-AV_v3 - 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
Total GDV (£)	1,343,510	2,687,020	1,273,840	2,547,680	1,343,510	2,687,020	1,273,840	2,547,680
AH %	20%	20%	20%	20%	20%	20%	20%	20%
offsite commuted sum	£960		£833		£778		£700	
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 (£ pcm)	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00
CIL (£ per unit)	3,232.00	3,232.00	3,232.00	3,232.00	3,232.00	3,232.00	3,232.00	3,232.00
CIL (£)	12,928	25,856	12,928	25,856	12,928	25,856	12,928	25,856
Site Specific S106 (£ per unit)	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Site Specific S106 (£)	8,000	16,000	8,000	16,000	8,000	16,000	8,000	16,000
Sub-total CIL+S106 (£ per unit)	5,232	5,232	5,232	5,232	5,232	5,232	5,232	5,232
Strategic Infrastructure (£ per unit)	-	-	-	-	-	-	-	-
Strategic Infrastructure (£)	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	5,232	5,232	5,232	5,232	5,232	5,232	5,232	5,232
Total Developers Profit (£)	253,091	506,181	239,950	479,901	253,091	506,181	239,950	479,901
Developers Profit (% on CMS)	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)	18.84%	18.84%	18.84%	18.84%	18.84%	18.84%	18.84%	18.84%
Developers Profit (% on costs)	36.56%	37.12%	34.23%	35.31%	35.04%	35.56%	33.32%	33.81%
RLV (£)	356,921	721,473	300,117	627,033	330,821	669,273	283,491	574,708
RLV (£/acre)	1,083,330	1,094,911	910,918	951,589	1,004,111	1,015,692	860,454	872,179
RLV (£/ha)	2,676,908	2,705,524	2,250,878	2,351,375	2,481,159	2,509,775	2,126,182	2,155,155
Balance for Plan VA:		£0	£0	£0	£0	£0	£0	£0
BLV (£)	90,603	181,207	74,130	148,260	131,787	263,573	107,077	214,153
BLV (£/acre)	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	266,318	540,266	225,987	478,773	199,035	405,700	176,414	360,555
Surplus/Deficit (£/acre)	808,330	819,911	685,918	726,589	604,111	615,692	535,454	547,179
Surplus/Deficit (£/ha)	1,997,383	2,025,999	1,694,903	1,795,400	1,492,759	1,521,375	1,323,107	1,352,080
Plan Viability comments	Viable	Viable	Viable	Viable	Viable	Viable	Viable	Viable