

200313 SWC Residential Apprasials_AE-AF _v3 Student - Version Notes

Date	Version	Comments
200313	v3	

Scheme Ref: **AE**
 No Units: **75**
 Notes: Student

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

ASSUMPTIONS - COMMERCIAL USES

Units -	# Com. Units	% mix	# Units	# Mkt Resi Units	# AH Units
Student 1 Bed - Market		100%	75	75	
Student 2 Bed - Market		0%	0	0	
BTR 1 Bed - Discounted Mkt Rent		0%	0		0
BTR 2 Bed - Discounted Mkt Rent		0%	0		0
Retail	0				
B8 units	0				
[blank spare]					
[blank spare]					
	0	100%	75	75	0
					0%

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Student 1 Bed - Market	unit	386,100	30%	270,270	4.25%	6,359,294
Student 2 Bed - Market	unit	-	0%	-	0.00%	#DIV/0!
BTR 1 Bed - Discounted Mkt Rent	unit	-	0%	-	0.00%	#DIV/0!
BTR 2 Bed - Discounted Mkt Rent	unit	-	0%	-	0.00%	#DIV/0!
Retail	£ psf	-	0%	-	0.00%	#DIV/0!
B8 units	£ psf	-	0%	-	0.00%	#DIV/0!
[blank spare]			0%			
[blank spare]						
				270,270		#DIV/0!
Commercial GDV -			less RF/Void	Purchasers Costs %	PC £	£
Student 1 Bed - Market			-	6,359,294	5.76%	(346,346)
Student 2 Bed - Market			-	#DIV/0!	5.76%	#DIV/0!
BTR 1 Bed - Discounted Mkt Rent			-	#DIV/0!	5.76%	#DIV/0!
BTR 2 Bed - Discounted Mkt Rent			-	#DIV/0!	5.76%	#DIV/0!
Retail			-	#DIV/0!	5.76%	#DIV/0!
B8 units			-	#DIV/0!	5.76%	#DIV/0!
[blank spare]			-	0	5.76%	-
[blank spare]						
Sub-total GDV Commercial						6,012,948
Total GDV						6,012,948

Scheme Ref: **AE**
 No Units: **75** Location / Value Zone: **High** Development Scenario: **Greenfield**
 Notes: Student

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					-
Statutory Planning Fees (Residential)					-
CIL	1,765 sqm (gross)		100.00	£ psm	(176,471)
CIL analysis:	2.93% % of GDV				
Site Specific S106 Contributions	75 units @		1,000		(75,000)
Construction Costs -					
Site Clearance and Demolition	2.47 acres @		0	£ per acre (if brownfield)	-
Infrastructure costs					
Student 1 Bed - Market	1,765 sqm @		1,438	psm	(2,537,647)
Student 2 Bed - Market	- sqm @		0	psm	-
BTR 1 Bed - Discounted Mkt Rent	- sqm @		0	psm	-
BTR 2 Bed - Discounted Mkt Rent	- sqm @		0	psm	-
Retail	- sqm @		0	psm	-
B8 units	- sqm @		0	psm	-
[blank spare]	- sqm @		0	psm	-
[blank spare]	1,765 - sqm @		0	psm	-
External works	2,537,647 @		5.0%		(126,882)
M4(2) Category 2 Housing	Aff units - units @	95% @	521	£ per dwelling	-
M4(3) Category 3 Housing	Aff units - units @	5% @	10,111	£ per dwelling	-
M4(2) Category 2 Housing	Mrkt units 75 units @	15% @	521	£ per dwelling	(5,861)
M4(3) Category 3 Housing	Mrkt units 75 units @	3% @	10,111	£ per dwelling	(22,750)
Water Efficiency additional cost	75 units @		10	£ per dwelling	(750)
Contingency	2,693,890 @		5.0%		(134,695)
Professional Fees	2,693,890 @		6.5%		(175,103)
Disposal Costs -					
Letting Agents Costs	270,270 ERV @		0.00%	(inc. in above Man. Costs)	-
Letting Legal Costs	270,270 ERV @		0.00%	(ditto)	-
Investment Sale Agents Costs	6,012,948 GDV @		1.00%		(60,129)
Investment Sale Legal Costs	6,012,948 GDV @		0.50%		(30,065)
Marketing and Promotion	6,012,948 GDV @		0.50%		(30,065)
Interest (on Development Costs) -					
	6.25% APR		0.506%	pcm	(275,390)
Developers Profit -					
Profit on Cost	3,650,808		15.00%		(547,621)
TOTAL COSTS					(4,198,429)

RESIDUAL LAND VALUE					
Residual Land Value (gross)					1,814,519
SDLT	1,814,519 @		5.0%	(slabbed)	(80,226)
Acquisition Agent fees	1,814,519 @		1.0%		(18,145)
Acquisition Legal fees	1,814,519 @		0.5%		(9,073)
Interest on Land	1,814,519 @		6.3%		(113,407)
Residual Land Value					1,593,668
RLV analysis:	1,593,668 £ per ha		644,949	£ per acre	

Benchmark Land Value					
Residential Density	150 dwellings per ha		150		
Site Area	1.00 ha		2.47	acres	
Density analysis:	1,765 sqm/ha		7,687	sqft/ac	
Threshold Land Value	679,525 £ per ha		275,000	£ per acre	679,525

BALANCE					
Surplus/(Deficit)	914,143 £ per ha		369,949	£ per acre	914,143

Scheme Ref:

AE

No Units:

75

Location / Value Zone: High

Development Scenario:

Greenfield

Notes:

Student

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)	914,143	20%	25%	30%	35%	40%	45%	50%	
CIL Epsm 100.00	0	1,121,230	1,121,230	1,121,230	1,121,230	1,121,230	1,121,230	1,121,230	
	10	1,100,521	1,100,521	1,100,521	1,100,521	1,100,521	1,100,521	1,100,521	
	20	1,079,812	1,079,812	1,079,812	1,079,812	1,079,812	1,079,812	1,079,812	
	30	1,059,104	1,059,104	1,059,104	1,059,104	1,059,104	1,059,104	1,059,104	
	40	1,038,395	1,038,395	1,038,395	1,038,395	1,038,395	1,038,395	1,038,395	
	50	1,017,686	1,017,686	1,017,686	1,017,686	1,017,686	1,017,686	1,017,686	
	60	996,978	996,978	996,978	996,978	996,978	996,978	996,978	
	70	976,269	976,269	976,269	976,269	976,269	976,269	976,269	
	80	955,561	955,561	955,561	955,561	955,561	955,561	955,561	
	90	934,852	934,852	934,852	934,852	934,852	934,852	934,852	
	100	914,143	914,143	914,143	914,143	914,143	914,143	914,143	
	110	893,435	893,435	893,435	893,435	893,435	893,435	893,435	
	120	872,726	872,726	872,726	872,726	872,726	872,726	872,726	
	130	852,017	852,017	852,017	852,017	852,017	852,017	852,017	
	140	831,309	831,309	831,309	831,309	831,309	831,309	831,309	
	150	810,600	810,600	810,600	810,600	810,600	810,600	810,600	
	160	789,891	789,891	789,891	789,891	789,891	789,891	789,891	
	170	769,183	769,183	769,183	769,183	769,183	769,183	769,183	
	180	748,474	748,474	748,474	748,474	748,474	748,474	748,474	
	190	727,765	727,765	727,765	727,765	727,765	727,765	727,765	
	200	707,057	707,057	707,057	707,057	707,057	707,057	707,057	
	210	686,348	686,348	686,348	686,348	686,348	686,348	686,348	
	220	665,639	665,639	665,639	665,639	665,639	665,639	665,639	
	230	644,931	644,931	644,931	644,931	644,931	644,931	644,931	
	240	624,222	624,222	624,222	624,222	624,222	624,222	624,222	
	250	603,513	603,513	603,513	603,513	603,513	603,513	603,513	

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV)		914,143	90%	100%	110%	120%	130%	140%	150%
CIL £psm 100.00	0		1,130,031	1,121,230	1,112,429	1,103,627	1,094,826	1,086,025	1,077,224
	10		1,109,322	1,100,521	1,091,720	1,082,919	1,074,118	1,065,316	1,056,515
	20		1,088,614	1,079,812	1,071,011	1,062,210	1,053,409	1,044,608	1,035,807
	30		1,067,905	1,059,104	1,050,303	1,041,501	1,032,700	1,023,899	1,015,098
	40		1,047,196	1,038,395	1,029,594	1,020,793	1,011,992	1,003,190	994,389
	50		1,026,488	1,017,686	1,008,885	1,000,084	991,283	982,482	973,681
	60		1,005,779	996,978	988,177	979,375	970,574	961,773	952,972
	70		985,070	976,269	967,468	958,667	949,866	941,064	932,263
	80		964,362	955,561	946,759	937,958	929,157	920,356	911,555
	90		943,653	934,852	926,051	917,249	908,448	899,647	890,846
	100		922,944	914,143	905,342	896,541	887,740	878,938	870,137
	110		902,236	893,435	884,633	875,832	867,031	858,230	849,429
	120		881,527	872,726	863,925	855,124	846,322	837,521	828,720
	130		860,818	852,017	843,216	834,415	825,614	816,812	808,011
	140		840,110	831,309	822,507	813,706	804,905	796,104	787,303
	150		819,401	810,600	801,799	792,998	784,196	775,395	766,594
	160		798,692	789,891	781,090	772,289	763,488	754,686	745,885
	170		777,984	769,183	760,381	751,580	742,779	733,978	725,177
	180		757,275	748,474	739,673	730,872	722,070	713,269	704,468
	190		736,566	727,765	718,964	710,163	701,362	692,561	683,759
	200		715,858	707,057	698,255	689,454	680,653	671,852	663,051
	210		695,149	686,348	677,547	668,746	659,944	651,143	642,342
	220		674,440	665,639	656,838	648,037	639,236	630,435	621,633
	230		653,732	644,931	636,129	627,328	618,527	609,726	600,925
	240		633,023	624,222	615,421	606,620	597,818	589,017	580,216
	250		612,314	603,513	594,712	585,911	577,110	568,309	559,508

Scheme Ref:
No Units:
Notes:

AE
75
Student

Location / Value Zone: High

Development Scenario: Greenfield

TABLE 3

		Build rate 100%				(where 110% is a 10% increase etc.)			
Balance (RLV - TLV)	914,143	80%	90%	100%	110%	120%	130%	140%	
CIL £psm 100	0	1,763,131	1,442,181	1,121,230	800,279	479,328	158,378	(162,573)	
	20	1,721,714	1,400,763	1,079,812	758,862	437,911	116,960	(203,990)	
	40	1,680,297	1,359,346	1,038,395	717,444	396,494	75,543	(245,408)	
	60	1,638,879	1,317,929	996,978	676,027	355,076	34,126	(286,825)	
	80	1,597,462	1,276,511	955,561	634,610	313,659	(7,292)	(328,242)	
	100	1,556,045	1,235,094	914,143	593,192	272,242	(48,709)	(369,660)	
	120	1,514,627	1,193,677	872,726	551,775	230,824	(90,126)	(411,077)	
	140	1,473,210	1,152,259	831,309	510,358	189,407	(131,544)	(452,494)	
	160	1,431,793	1,110,842	789,891	468,941	147,990	(172,961)	(493,912)	
	180	1,390,375	1,069,425	748,474	427,523	106,572	(214,378)	(535,329)	
	200	1,348,958	1,028,007	707,057	386,106	65,155	(255,796)	(576,746)	
	220	1,307,541	986,590	665,639	344,689	23,738	(297,213)	(618,164)	
	240	1,266,123	945,173	624,222	303,271	(17,679)	(338,630)	(659,581)	
	260	1,224,706	903,755	582,805	261,854	(59,097)	(380,048)	(705,671)	
	280	1,183,289	862,338	541,387	220,437	(100,514)	(421,465)	(753,140)	
	300	1,141,871	820,921	499,970	179,019	(141,931)	(462,882)	(800,610)	
	320	1,100,454	779,503	458,553	137,602	(183,349)	(504,299)	(848,080)	
	340	1,059,037	738,086	417,135	96,185	(224,766)	(545,717)	(895,549)	
	360	1,017,619	696,669	375,718	54,767	(266,183)	(587,134)	(943,019)	
	380	976,202	655,251	334,301	13,350	(307,601)	(628,551)	(990,489)	
	400	934,785	613,834	292,883	(28,067)	(349,018)	(670,107)	(1,037,958)	
	420	893,367	572,417	251,466	(69,485)	(390,435)	(717,576)	(1,085,428)	
	440	851,950	530,999	210,049	(110,902)	(431,853)	(765,046)	(1,132,898)	
	460	810,533	489,582	168,631	(152,319)	(473,270)	(812,516)	(1,180,368)	
	480	769,115	448,165	127,214	(193,737)	(514,687)	(859,986)	(1,227,837)	
	500	727,698	406,747	85,797	(235,154)	(556,105)	(907,455)	(1,275,307)	
	520	686,281	365,330	44,379	(276,571)	(597,522)	(954,925)	(1,322,777)	
	540	644,863	323,913	2,962	(317,989)	(638,939)	(1,002,395)	(1,370,246)	
	560	603,446	282,495	(38,455)	(359,406)	(682,013)	(1,049,864)	(1,417,716)	
	580	562,029	241,078	(79,873)	(400,823)	(729,482)	(1,097,334)	(1,465,186)	
	600	520,612	199,661	(121,290)	(442,241)	(776,952)	(1,144,804)	(1,512,656)	

TABLE 4

		GDV						
Balance (RLV - TLV)	914,143	80%	90%	100%	110%	120%	130%	140%
CIL Epsm 100	0	96,602	608,916	1,121,230	1,633,544	2,145,858	2,658,172	3,170,486
	20	55,185	567,498	1,079,812	1,592,126	2,104,440	2,616,754	3,129,068
	40	13,767	526,081	1,038,395	1,550,709	2,063,023	2,575,337	3,087,651
	60	(27,650)	484,664	996,978	1,509,292	2,021,606	2,533,920	3,046,234
	80	(69,067)	443,247	955,561	1,467,874	1,980,188	2,492,502	3,004,816
	100	(110,485)	401,829	914,143	1,426,457	1,938,771	2,451,085	2,963,399
	120	(151,902)	360,412	872,726	1,385,040	1,897,354	2,409,668	2,921,982
	140	(193,319)	318,995	831,309	1,343,623	1,855,937	2,368,251	2,880,564
	160	(234,737)	277,577	789,891	1,302,205	1,814,519	2,326,833	2,839,147
	180	(276,154)	236,160	748,474	1,260,788	1,773,102	2,285,416	2,797,730
	200	(317,571)	194,743	707,057	1,219,371	1,731,685	2,243,999	2,756,313
	220	(358,989)	153,325	665,639	1,177,953	1,690,267	2,202,581	2,714,895
	240	(400,406)	111,908	624,222	1,136,536	1,648,850	2,161,164	2,673,478
	260	(441,823)	70,491	582,805	1,095,119	1,607,433	2,119,747	2,632,061
	280	(483,241)	29,073	541,387	1,053,701	1,566,015	2,078,329	2,590,643
	300	(524,658)	(12,344)	499,970	1,012,284	1,524,598	2,036,912	2,549,226
	320	(566,075)	(53,761)	458,553	970,867	1,483,181	1,995,495	2,507,809
	340	(607,493)	(95,179)	417,135	929,449	1,441,763	1,954,077	2,466,391
	360	(648,910)	(136,596)	375,718	888,032	1,400,346	1,912,660	2,424,974
	380	(693,440)	(178,013)	334,301	846,615	1,358,929	1,871,243	2,383,557
	400	(740,910)	(219,431)	292,883	805,197	1,317,511	1,829,825	2,342,139
	420	(788,380)	(260,848)	251,466	763,780	1,276,094	1,788,408	2,300,722
	440	(835,849)	(302,265)	210,049	722,363	1,234,677	1,746,991	2,259,305
	460	(883,319)	(343,683)	168,631	680,945	1,193,259	1,705,573	2,217,887
	480	(930,789)	(385,100)	127,214	639,528	1,151,842	1,664,156	2,176,470
	500	(978,259)	(426,517)	85,797	598,111	1,110,425	1,622,739	2,135,053
	520	(1,025,728)	(467,935)	44,379	556,693	1,069,007	1,581,321	2,093,635
	540	(1,073,198)	(509,352)	2,962	515,276	1,027,590	1,539,904	2,052,218
	560	(1,120,668)	(550,769)	(38,455)	473,859	986,173	1,498,487	2,010,801
	580	(1,168,137)	(592,187)	(79,873)	432,441	944,755	1,457,069	1,969,383
	600	(1,215,607)	(633,604)	(121,290)	391,024	903,338	1,415,652	1,927,966

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: **AF**
 No Units: **75**
 Notes: Student

Location / Value Zone: **Low**Development Scenario: **Brownfield****ASSUMPTIONS - COMMERCIAL USES**

Units -	# Com. Units	% mix	# Units	# Mkt Resi Units	# AH Units
Student 1 Bed - Market		100%	75	75	
Student 2 Bed - Market		0%	0	0	
BTR 1 Bed - Discounted Mkt Rent		0%	0		0
BTR 2 Bed - Discounted Mkt Rent		0%	0		0
Retail	0				
B8 units	0				
[blank spare]					
[blank spare]					
	0	100%	75	75	0
					0%

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Student 1 Bed - Market	unit	386,100	30%	270,270	4.25%	6,359,294
Student 2 Bed - Market	unit	-	0%	-	0.00%	#DIV/0!
BTR 1 Bed - Discounted Mkt Rent	unit	-	0%	-	0.00%	#DIV/0!
BTR 2 Bed - Discounted Mkt Rent	unit	-	0%	-	0.00%	#DIV/0!
Retail	£ psf	-	0%	-	0.00%	#DIV/0!
B8 units	£ psf	-	0%	-	0.00%	#DIV/0!
[blank spare]			0%			
[blank spare]						
				270,270		#DIV/0!
Commercial GDV -			less RF/Void	Purchasers Costs %	PC £	£
Student 1 Bed - Market			-	6,359,294	5.76%	(346,346)
Student 2 Bed - Market			-	#DIV/0!	5.76%	#DIV/0!
BTR 1 Bed - Discounted Mkt Rent			-	#DIV/0!	5.76%	#DIV/0!
BTR 2 Bed - Discounted Mkt Rent			-	#DIV/0!	5.76%	#DIV/0!
Retail			-	#DIV/0!	5.76%	#DIV/0!
B8 units			-	#DIV/0!	5.76%	#DIV/0!
[blank spare]			-	0	5.76%	-
[blank spare]						
Sub-total GDV Commercial						6,012,948
Total GDV						6,012,948

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 Notes: Student

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				-
Statutory Planning Fees (Residential)				-
CIL	1,765 sqm (gross)	100.00	£ psm	(176,471)
CIL analysis:	2.93% % of GDV			
Site Specific S106 Contributions	75 units @	1,000		(75,000)
Construction Costs -				
Site Clearance and Demolition	2.47 acres @	0	£ per acre (if brownfield)	-
Infrastructure costs				
Student 1 Bed - Market	1,765 sqm @	1,438	psm	(2,537,647)
Student 2 Bed - Market	- sqm @	0	psm	-
BTR 1 Bed - Discounted Mkt Rent	- sqm @	0	psm	-
BTR 2 Bed - Discounted Mkt Rent	- sqm @	0	psm	-
Retail	- sqm @	0	psm	-
B8 units	- sqm @	0	psm	-
[blank spare]	- sqm @	0	psm	-
[blank spare]	1,765 - sqm @	0	psm	-
External works	2,537,647 @	5.0%		(126,882)
M4(2) Category 2 Housing	Aff units - units @	95% @	521 £ per dwelling	-
M4(3) Category 3 Housing	Aff units - units @	5% @	10,111 £ per dwelling	-
M4(2) Category 2 Housing	Mrkt units 75 units @	15% @	521 £ per dwelling	(5,861)
M4(3) Category 3 Housing	Mrkt units 75 units @	3% @	10,111 £ per dwelling	(22,750)
Water Efficiency additional cost	75 units @		10 £ per dwelling	(750)
Contingency	2,693,890 @	5.0%		(134,695)
Professional Fees	2,693,890 @	6.5%		(175,103)
Disposal Costs -				
Letting Agents Costs	270,270 ERV @	0.00%	(inc. in above Man. Costs)	-
Letting Legal Costs	270,270 ERV @	0.00%	(ditto)	-
Investment Sale Agents Costs	6,012,948 GDV @	1.00%		(60,129)
Investment Sale Legal Costs	6,012,948 GDV @	0.50%		(30,065)
Marketing and Promotion	6,012,948 GDV @	0.50%		(30,065)
Interest (on Development Costs) -				
	6.25% APR	0.506% pcm		(275,390)
Developers Profit -				
Profit on Cost	3,650,808	15.00%		(547,621)
TOTAL COSTS				(4,198,429)

RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,814,519
SDLT	1,814,519 @	5.0%	(slabbed)	(80,226)
Acquisition Agent fees	1,814,519 @	1.0%		(18,145)
Acquisition Legal fees	1,814,519 @	0.5%		(9,073)
Interest on Land	1,814,519 @	6.3%		(113,407)
Residual Land Value				1,593,668
RLV analysis:	1,593,668 £ per ha	644,949	£ per acre	

Benchmark Land Value				
Residential Density	150 dwellings per ha	150		
Site Area	1.00 ha	2.47	acres	
Density analysis:	1,765 sqm/ha	7,687	sqft/ac	
Threshold Land Value	803,075 £ per ha	325,000	£ per acre	803,075

BALANCE				
Surplus/(Deficit)	790,593 £ per ha	319,949	£ per acre	790,593

Scheme Ref:

AF

No Units:

75

Location / Value Zone:

Low

Development Scenario:

Brownfield

Notes:

Student

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)	790,593	20%	25%	30%	35%	40%	45%	50%
CIL Epsm 100.00	0	997,680	997,680	997,680	997,680	997,680	997,680	997,680
	10	976,971	976,971	976,971	976,971	976,971	976,971	976,971
	20	956,262	956,262	956,262	956,262	956,262	956,262	956,262
	30	935,554	935,554	935,554	935,554	935,554	935,554	935,554
	40	914,845	914,845	914,845	914,845	914,845	914,845	914,845
	50	894,136	894,136	894,136	894,136	894,136	894,136	894,136
	60	873,428	873,428	873,428	873,428	873,428	873,428	873,428
	70	852,719	852,719	852,719	852,719	852,719	852,719	852,719
	80	832,011	832,011	832,011	832,011	832,011	832,011	832,011
	90	811,302	811,302	811,302	811,302	811,302	811,302	811,302
	100	790,593	790,593	790,593	790,593	790,593	790,593	790,593
	110	769,885	769,885	769,885	769,885	769,885	769,885	769,885
	120	749,176	749,176	749,176	749,176	749,176	749,176	749,176
	130	728,467	728,467	728,467	728,467	728,467	728,467	728,467
	140	707,759	707,759	707,759	707,759	707,759	707,759	707,759
	150	687,050	687,050	687,050	687,050	687,050	687,050	687,050
	160	666,341	666,341	666,341	666,341	666,341	666,341	666,341
	170	645,633	645,633	645,633	645,633	645,633	645,633	645,633
	180	624,924	624,924	624,924	624,924	624,924	624,924	624,924
	190	604,215	604,215	604,215	604,215	604,215	604,215	604,215
	200	583,507	583,507	583,507	583,507	583,507	583,507	583,507
	210	562,798	562,798	562,798	562,798	562,798	562,798	562,798
	220	542,089	542,089	542,089	542,089	542,089	542,089	542,089
	230	521,381	521,381	521,381	521,381	521,381	521,381	521,381
	240	500,672	500,672	500,672	500,672	500,672	500,672	500,672
	250	479,963	479,963	479,963	479,963	479,963	479,963	479,963

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV)		790,593	90%	100%	110%	120%	130%	140%	150%
CIL £psm 100.00	0		1,006,481	997,680	988,879	980,077	971,276	962,475	953,674
	10		985,772	976,971	968,170	959,369	950,568	941,766	932,965
	20		965,064	956,262	947,461	938,660	929,859	921,058	912,257
	30		944,355	935,554	926,753	917,951	909,150	900,349	891,548
	40		923,646	914,845	906,044	897,243	888,442	879,640	870,839
	50		902,938	894,136	885,335	876,534	867,733	858,932	850,131
	60		882,229	873,428	864,627	855,825	847,024	838,223	829,422
	70		861,520	852,719	843,918	835,117	826,316	817,514	808,713
	80		840,812	832,011	823,209	814,408	805,607	796,806	788,005
	90		820,103	811,302	802,501	793,699	784,898	776,097	767,296
	100		799,394	790,593	781,792	772,991	764,190	755,388	746,587
	110		778,686	769,885	761,083	752,282	743,481	734,680	725,879
	120		757,977	749,176	740,375	731,574	722,772	713,971	705,170
	130		737,268	728,467	719,666	710,865	702,064	693,262	684,461
	140		716,560	707,759	698,957	690,156	681,355	672,554	663,753
	150		695,851	687,050	678,249	669,448	660,646	651,845	643,044
	160		675,142	666,341	657,540	648,739	639,938	631,136	622,335
	170		654,434	645,633	636,831	628,030	619,229	610,428	601,627
	180		633,725	624,924	616,123	607,322	598,520	589,719	580,918
	190		613,016	604,215	595,414	586,613	577,812	569,011	560,209
	200		592,308	583,507	574,705	565,904	557,103	548,302	539,501
	210		571,599	562,798	553,997	545,196	536,394	527,593	518,792
	220		550,890	542,089	533,288	524,487	515,686	506,885	498,083
	230		530,182	521,381	512,579	503,778	494,977	486,176	477,375
	240		509,473	500,672	491,871	483,070	474,268	465,467	456,666
	250		488,764	479,963	471,162	462,361	453,560	444,759	435,957

Scheme Ref:

AF

No Units:

75

Location / Value Zone:

Low

Development Scenario:

Brownfield

Notes:

Student

TABLE 3

		Build rate 100% (where 110% is a 10% increase etc.)						
Balance (RLV - TLV)	790,593	80%	90%	100%	110%	120%	130%	140%
CIL £psm 100	0	1,639,581	1,318,631	997,680	676,729	355,778	34,828	(286,123)
	20	1,598,164	1,277,213	956,262	635,312	314,361	(6,590)	(327,540)
	40	1,556,747	1,235,796	914,845	593,894	272,944	(48,007)	(368,958)
	60	1,515,329	1,194,379	873,428	552,477	231,526	(89,424)	(410,375)
	80	1,473,912	1,152,961	832,011	511,060	190,109	(130,842)	(451,792)
	100	1,432,495	1,111,544	790,593	469,642	148,692	(172,259)	(493,210)
	120	1,391,077	1,070,127	749,176	428,225	107,274	(213,676)	(534,627)
	140	1,349,660	1,028,709	707,759	386,808	65,857	(255,094)	(576,044)
	160	1,308,243	987,292	666,341	345,391	24,440	(296,511)	(617,462)
	180	1,266,825	945,875	624,924	303,973	(16,978)	(337,928)	(658,879)
	200	1,225,408	904,457	583,507	262,556	(58,395)	(379,346)	(700,296)
	220	1,183,991	863,040	542,089	221,139	(99,812)	(420,763)	(741,714)
	240	1,142,573	821,623	500,672	179,721	(141,229)	(462,180)	(783,131)
	260	1,101,156	780,205	459,255	138,304	(182,647)	(503,598)	(829,221)
	280	1,059,739	738,788	417,837	96,887	(224,064)	(545,015)	(876,690)
	300	1,018,321	697,371	376,420	55,469	(265,481)	(586,432)	(924,160)
	320	976,904	655,953	335,003	14,052	(306,899)	(627,849)	(971,630)
	340	935,487	614,536	293,585	(27,365)	(348,316)	(669,267)	(1,019,099)
	360	894,069	573,119	252,168	(68,783)	(389,733)	(710,684)	(1,066,569)
	380	852,652	531,701	210,751	(110,200)	(431,151)	(752,101)	(1,114,039)
	400	811,235	490,284	169,333	(151,617)	(472,568)	(793,657)	(1,161,508)
	420	769,817	448,867	127,916	(193,035)	(513,985)	(841,126)	(1,208,978)
	440	728,400	407,449	86,499	(234,452)	(555,403)	(888,596)	(1,256,448)
	460	686,983	366,032	45,081	(275,869)	(596,820)	(936,066)	(1,303,918)
	480	645,565	324,615	3,664	(317,287)	(638,237)	(983,536)	(1,351,387)
	500	604,148	283,197	(37,753)	(358,704)	(679,655)	(1,031,005)	(1,398,857)
	520	562,731	241,780	(79,171)	(400,121)	(721,072)	(1,078,475)	(1,446,327)
	540	521,313	200,363	(120,588)	(441,539)	(762,489)	(1,125,945)	(1,493,796)
	560	479,896	158,945	(162,005)	(482,956)	(805,563)	(1,173,414)	(1,541,266)
	580	438,479	117,528	(203,423)	(524,373)	(853,032)	(1,220,884)	(1,588,736)
	600	397,062	76,111	(244,840)	(565,791)	(900,502)	(1,268,354)	(1,636,206)

TABLE 4

		GDV						
Balance (RLV - TLV)	790,593	80%	90%	100%	110%	120%	130%	140%
CIL £psm 100	0	(26,948)	485,366	997,680	1,509,994	2,022,308	2,534,622	3,046,936
	20	(68,365)	443,948	956,262	1,468,576	1,980,890	2,493,204	3,005,518
	40	(109,783)	402,531	914,845	1,427,159	1,939,473	2,451,787	2,964,101
	60	(151,200)	361,114	873,428	1,385,742	1,898,056	2,410,370	2,922,684
	80	(192,617)	319,697	832,011	1,344,324	1,856,638	2,368,952	2,881,266
	100	(234,035)	278,279	790,593	1,302,907	1,815,221	2,327,535	2,839,849
	120	(275,452)	236,862	749,176	1,261,490	1,773,804	2,286,118	2,798,432
	140	(316,869)	195,445	707,759	1,220,073	1,732,387	2,244,701	2,757,014
	160	(358,287)	154,027	666,341	1,178,655	1,690,969	2,203,283	2,715,597
	180	(399,704)	112,610	624,924	1,137,238	1,649,552	2,161,866	2,674,180
	200	(441,121)	71,193	583,507	1,095,821	1,608,135	2,120,449	2,632,763
	220	(482,539)	29,775	542,089	1,054,403	1,566,717	2,079,031	2,591,345
	240	(523,956)	(11,642)	500,672	1,012,986	1,525,300	2,037,614	2,549,928
	260	(565,373)	(53,059)	459,255	971,569	1,483,883	1,996,197	2,508,511
	280	(606,791)	(94,477)	417,837	930,151	1,442,465	1,954,779	2,467,093
	300	(648,208)	(135,894)	376,420	888,734	1,401,048	1,913,362	2,425,676
	320	(689,625)	(177,311)	335,003	847,317	1,359,631	1,871,945	2,384,259
	340	(731,043)	(218,729)	293,585	805,899	1,318,213	1,830,527	2,342,841
	360	(772,460)	(260,146)	252,168	764,482	1,276,796	1,789,110	2,301,424
	380	(816,990)	(301,563)	210,751	723,065	1,235,379	1,747,693	2,260,007
	400	(864,460)	(342,981)	169,333	681,647	1,193,961	1,706,275	2,218,589
	420	(911,930)	(384,398)	127,916	640,230	1,152,544	1,664,858	2,177,172
	440	(959,399)	(425,815)	86,499	598,813	1,111,127	1,623,441	2,135,755
	460	(1,006,869)	(467,233)	45,081	557,395	1,069,709	1,582,023	2,094,337
	480	(1,054,339)	(508,650)	3,664	515,978	1,028,292	1,540,606	2,052,920
	500	(1,101,809)	(550,067)	(37,753)	474,561	986,875	1,499,189	2,011,503
	520	(1,149,278)	(591,485)	(79,171)	433,143	945,457	1,457,771	1,970,085
	540	(1,196,748)	(632,902)	(120,588)	391,726	904,040	1,416,354	1,928,668
	560	(1,244,218)	(674,319)	(162,005)	350,309	862,623	1,374,937	1,887,251
	580	(1,291,687)	(715,737)	(203,423)	308,891	821,205	1,333,519	1,845,833
	600	(1,339,157)	(757,154)	(244,840)	267,474	779,788	1,292,102	1,804,416

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: **AF**
 No Units: **35**
 Notes: Student

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

ASSUMPTIONS - COMMERCIAL USES

Units -	# Com. Units	% mix	# Units	# Mkt Resi Units	# AH Units
Student 1 Bed - Market		100%	35	35	
Student 2 Bed - Market		0%	0	0	
BTR 1 Bed - Discounted Mkt Rent		0%	0		0
BTR 2 Bed - Discounted Mkt Rent		0%	0		0
Retail	0				
B8 units	0				
[blank spare]					
[blank spare]					
	0	100%	35	35	0
					0%
	</				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Student 1 Bed - Market	unit	180,180	30%	126,126	4.25%	2,967,671
Student 2 Bed - Market	unit	-	0%	-	0.00%	#DIV/0!
BTR 1 Bed - Discounted Mkt Rent	unit	-	0%	-	0.00%	#DIV/0!
BTR 2 Bed - Discounted Mkt Rent	unit	-	0%	-	0.00%	#DIV/0!
Retail	£ psf	-	0%	-	0.00%	#DIV/0!
B8 units	£ psf	-	0%	-	0.00%	#DIV/0!
[blank spare]			0%			
[blank spare]						
				126,126		#DIV/0!
Commercial GDV -			less RF/Void	Purchasers Costs %	PC £	£
Student 1 Bed - Market			-	2,967,671	5.76%	(161,628)
Student 2 Bed - Market			-	#DIV/0!	5.76%	#DIV/0!
BTR 1 Bed - Discounted Mkt Rent			-	#DIV/0!	5.76%	#DIV/0!
BTR 2 Bed - Discounted Mkt Rent			-	#DIV/0!	5.76%	#DIV/0!
Retail			-	#DIV/0!	5.76%	#DIV/0!
B8 units			-	#DIV/0!	5.76%	#DIV/0!
[blank spare]			-	0	5.76%	-
[blank spare]						
Sub-total GDV Commercial						2,806,043
Total GDV						2,806,043

Scheme Ref: **AF**
 No Units: **35** Location / Value Zone: **Low** Development Scenario: **Brownfield**
 Notes: Student

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					-
Statutory Planning Fees (Residential)					-
CIL	824 sqm (gross)		100.00	£ psm	(82,353)
CIL analysis:	2.93% % of GDV				
Site Specific S106 Contributions	35 units @		1,000		(35,000)
Construction Costs -					
Site Clearance and Demolition	2.47 acres @		0	£ per acre (if brownfield)	-
Infrastructure costs					
Student 1 Bed - Market	824 sqm @		1,438	psm	(1,184,235)
Student 2 Bed - Market	- sqm @		0	psm	-
BTR 1 Bed - Discounted Mkt Rent	- sqm @		0	psm	-
BTR 2 Bed - Discounted Mkt Rent	- sqm @		0	psm	-
Retail	- sqm @		0	psm	-
B8 units	- sqm @		0	psm	-
[blank spare]	- sqm @		0	psm	-
[blank spare]	824 - sqm @		0	psm	-
External works	1,184,235 @		5.0%		(59,212)
M4(2) Category 2 Housing	Aff units - units @	95% @	521	£ per dwelling	-
M4(3) Category 3 Housing	Aff units - units @	5% @	10,111	£ per dwelling	-
M4(2) Category 2 Housing	Mrkt units 35 units @	15% @	521	£ per dwelling	(2,735)
M4(3) Category 3 Housing	Mrkt units 35 units @	3% @	10,111	£ per dwelling	(10,617)
Water Efficiency additional cost	35 units @		10	£ per dwelling	(350)
Contingency	1,257,149 @		5.0%		(62,857)
Professional Fees	1,257,149 @		6.5%		(81,715)
Disposal Costs -					
Letting Agents Costs	126,126 ERV @		0.00%	(inc. in above Man. Costs)	-
Letting Legal Costs	126,126 ERV @		0.00%	(ditto)	-
Investment Sale Agents Costs	2,806,043 GDV @		1.00%		(28,060)
Investment Sale Legal Costs	2,806,043 GDV @		0.50%		(14,030)
Marketing and Promotion	2,806,043 GDV @		0.50%		(14,030)
Interest (on Development Costs) -					
	6.25% APR		0.506% pcm		(128,516)
Developers Profit -					
Profit on Cost	1,703,710		15.00%		(255,557)
TOTAL COSTS					(1,959,267)

RESIDUAL LAND VALUE					
Residual Land Value (gross)					846,776
SDLT	846,776 @	5.0%	(slabbed)		(31,839)
Acquisition Agent fees	846,776 @	1.0%			(8,468)
Acquisition Legal fees	846,776 @	0.5%			(4,234)
Interest on Land	846,776 @	6.3%			(52,923)
Residual Land Value					749,312
RLV analysis:	749,312 £ per ha		303,242 £ per acre		

Benchmark Land Value					
Residential Density	150	dwelling per ha	150		
Site Area	1.00	ha	2.47	acres	
Density analysis:	824	sqm/ha	3,587	sqft/ac	
Threshold Land Value	803,075	£ per ha	325,000	£ per acre	803,075

BALANCE			
Surplus/(Deficit)	(53,763) £ per ha	(21,758) £ per acre	(53,763)

Scheme Ref:

AF

No Units:

35

Location / Value Zone:

Low

Development Scenario:

Brownfield

Notes:

Student

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)	(53,763)	20%	25%	30%	35%	40%	45%	50%
CIL £psm 100.00	0	997,680	997,680	997,680	997,680	997,680	997,680	997,680
	10	976,971	976,971	976,971	976,971	976,971	976,971	976,971
	20	956,262	956,262	956,262	956,262	956,262	956,262	956,262
	30	935,554	935,554	935,554	935,554	935,554	935,554	935,554
	40	914,845	914,845	914,845	914,845	914,845	914,845	914,845
	50	894,136	894,136	894,136	894,136	894,136	894,136	894,136
	60	873,428	873,428	873,428	873,428	873,428	873,428	873,428
	70	852,719	852,719	852,719	852,719	852,719	852,719	852,719
	80	832,011	832,011	832,011	832,011	832,011	832,011	832,011
	90	811,302	811,302	811,302	811,302	811,302	811,302	811,302
	100	790,593	790,593	790,593	790,593	790,593	790,593	790,593
	110	769,885	769,885	769,885	769,885	769,885	769,885	769,885
	120	749,176	749,176	749,176	749,176	749,176	749,176	749,176
	130	728,467	728,467	728,467	728,467	728,467	728,467	728,467
	140	707,759	707,759	707,759	707,759	707,759	707,759	707,759
	150	687,050	687,050	687,050	687,050	687,050	687,050	687,050
	160	666,341	666,341	666,341	666,341	666,341	666,341	666,341
	170	645,633	645,633	645,633	645,633	645,633	645,633	645,633
	180	624,924	624,924	624,924	624,924	624,924	624,924	624,924
	190	604,215	604,215	604,215	604,215	604,215	604,215	604,215
	200	583,507	583,507	583,507	583,507	583,507	583,507	583,507
	210	562,798	562,798	562,798	562,798	562,798	562,798	562,798
	220	542,089	542,089	542,089	542,089	542,089	542,089	542,089
	230	521,381	521,381	521,381	521,381	521,381	521,381	521,381
	240	500,672	500,672	500,672	500,672	500,672	500,672	500,672
	250	479,963	479,963	479,963	479,963	479,963	479,963	479,963

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV)	(53,763)	90%	100%	110%	120%	130%	140%	150%
CIL £psm 100.00	0	1,006,481	997,680	988,879	980,077	971,276	962,475	953,674
	10	985,772	976,971	968,170	959,369	950,568	941,766	932,965
	20	965,064	956,262	947,461	938,660	929,859	921,058	912,257
	30	944,355	935,554	926,753	917,951	909,150	900,349	891,548
	40	923,646	914,845	906,044	897,243	888,442	879,640	870,839
	50	902,938	894,136	885,335	876,534	867,733	858,932	850,131
	60	882,229	873,428	864,627	855,825	847,024	838,223	829,422
	70	861,520	852,719	843,918	835,117	826,316	817,514	808,713
	80	840,812	832,011	823,209	814,408	805,607	796,806	788,005
	90	820,103	811,302	802,501	793,699	784,898	776,097	767,296
	100	799,394	790,593	781,792	772,991	764,190	755,388	746,587
	110	778,686	769,885	761,083	752,282	743,481	734,680	725,879
	120	757,977	749,176	740,375	731,574	722,772	713,971	705,170
	130	737,268	728,467	719,666	710,865	702,064	693,262	684,461
	140	716,560	707,759	698,957	690,156	681,355	672,554	663,753
	150	695,851	687,050	678,249	669,448	660,646	651,845	643,044
	160	675,142	666,341	657,540	648,739	639,938	631,136	622,335
	170	654,434	645,633	636,831	628,030	619,229	610,428	601,627
	180	633,725	624,924	616,123	607,322	598,520	589,719	580,918
	190	613,016	604,215	595,414	586,613	577,812	569,011	560,209
	200	592,308	583,507	574,705	565,904	557,103	548,302	539,501
	210	571,599	562,798	553,997	545,196	536,394	527,593	518,792
	220	550,890	542,089	533,288	524,487	515,686	506,885	498,083
	230	530,182	521,381	512,579	503,778	494,977	486,176	477,375
	240	509,473	500,672	491,871	483,070	474,268	465,467	456,666
	250	488,764	479,963	471,162	462,361	453,560	444,759	435,957

200313 SWC Residential Appraisals_AE-AF_v3 Student

Scheme Ref:

AF

No Units:

35

Location / Value Zone:

Low

Development Scenario:

Brownfield

Notes:

Student

TABLE 3

		Build rate 100% (where 110% is a 10% increase etc.)						
Balance (RLV - TLV)	(53,763)	80%	90%	100%	110%	120%	130%	140%
CIL £psm 100	0	1,639,581	1,318,631	997,680	676,729	355,778	34,828	(286,123)
	20	1,598,164	1,277,213	956,262	635,312	314,361	(6,590)	(327,540)
	40	1,556,747	1,235,796	914,845	593,894	272,944	(48,007)	(368,958)
	60	1,515,329	1,194,379	873,428	552,477	231,526	(89,424)	(410,375)
	80	1,473,912	1,152,962	832,011	511,060	190,109	(130,842)	(451,792)
	100	1,432,495	1,111,544	790,593	469,642	148,692	(172,259)	(493,210)
	120	1,391,077	1,070,127	749,176	428,225	107,274	(213,676)	(534,627)
	140	1,349,660	1,028,709	707,759	386,808	65,857	(255,094)	(576,044)
	160	1,308,243	987,292	666,341	345,391	24,440	(296,511)	(617,462)
	180	1,266,825	945,875	624,924	303,973	(16,978)	(337,928)	(658,879)
	200	1,225,408	904,457	583,507	262,556	(58,395)	(379,346)	(700,296)
	220	1,183,991	863,040	542,089	221,139	(99,812)	(420,763)	(741,714)
	240	1,142,573	821,623	500,672	179,721	(141,229)	(462,180)	(783,131)
	260	1,101,156	780,205	459,255	138,304	(182,647)	(503,598)	(829,221)
	280	1,059,739	738,788	417,837	96,887	(224,064)	(545,015)	(876,690)
	300	1,018,321	697,371	376,420	55,469	(265,481)	(586,432)	(924,160)
	320	976,904	655,953	335,003	14,052	(306,899)	(627,849)	(971,630)
	340	935,487	614,536	293,585	(27,365)	(348,316)	(669,267)	(1,019,099)
	360	894,069	573,119	252,168	(68,783)	(389,733)	(710,684)	(1,066,569)
	380	852,652	531,701	210,751	(110,200)	(431,151)	(752,101)	(1,114,039)
	400	811,235	490,284	169,333	(151,617)	(472,568)	(793,657)	(1,161,508)
	420	769,817	448,867	127,916	(193,035)	(513,985)	(841,126)	(1,208,978)
	440	728,400	407,449	86,499	(234,452)	(555,403)	(888,596)	(1,256,448)
	460	686,983	366,032	45,081	(275,869)	(596,820)	(936,066)	(1,303,918)
	480	645,565	324,615	3,664	(317,287)	(638,237)	(983,536)	(1,351,387)
	500	604,148	283,197	(37,753)	(358,704)	(679,655)	(1,031,005)	(1,398,857)
	520	562,731	241,780	(79,171)	(400,121)	(721,072)	(1,078,475)	(1,446,327)
	540	521,313	200,363	(120,588)	(441,539)	(762,489)	(1,125,945)	(1,493,796)
	560	479,896	158,945	(162,005)	(482,956)	(805,563)	(1,173,414)	(1,541,266)
	580	438,479	117,528	(203,423)	(524,373)	(853,032)	(1,220,884)	(1,588,736)
	600	397,062	76,111	(244,840)	(565,791)	(900,502)	(1,268,354)	(1,636,206)

TABLE 4

		GDV						
Balance (RLV - TLV)	(53,763)	80%	90%	100%	110%	120%	130%	140%
CIL £psm 100	0	(26,948)	485,366	997,680	1,509,994	2,022,308	2,534,622	3,046,936
	20	(68,365)	443,948	956,262	1,468,576	1,980,890	2,493,204	3,005,518
	40	(109,783)	402,531	914,845	1,427,159	1,939,473	2,451,787	2,964,101
	60	(151,200)	361,114	873,428	1,385,742	1,898,056	2,410,370	2,922,684
	80	(192,617)	319,697	832,011	1,344,324	1,856,638	2,368,952	2,881,266
	100	(234,035)	278,279	790,593	1,302,907	1,815,221	2,327,535	2,839,849
	120	(275,452)	236,862	749,176	1,261,490	1,773,804	2,286,118	2,798,432
	140	(316,869)	195,445	707,759	1,220,073	1,732,387	2,244,701	2,757,014
	160	(358,287)	154,027	666,341	1,178,655	1,690,969	2,203,283	2,715,597
	180	(399,704)	112,610	624,924	1,137,238	1,649,552	2,161,866	2,674,180
	200	(441,121)	71,193	583,507	1,095,821	1,608,135	2,120,449	2,632,763
	220	(482,539)	29,775	542,089	1,054,403	1,566,717	2,079,031	2,591,345
	240	(523,956)	(11,642)	500,672	1,012,986	1,525,300	2,037,614	2,549,928
	260	(565,373)	(53,059)	459,255	971,569	1,483,883	1,996,197	2,508,511
	280	(606,791)	(94,477)	417,837	930,151	1,442,465	1,954,779	2,467,093
	300	(648,208)	(135,894)	376,420	888,734	1,401,048	1,913,362	2,425,676
	320	(689,625)	(177,311)	335,003	847,317	1,359,631	1,871,945	2,384,259
	340	(731,043)	(218,729)	293,585	805,899	1,318,213	1,830,527	2,342,841
	360	(772,460)	(260,146)	252,168	764,482	1,276,796	1,789,110	2,301,424
	380	(816,990)	(301,563)	210,751	723,065	1,235,379	1,747,693	2,260,007
	400	(864,460)	(342,981)	169,333	681,647	1,193,961	1,706,275	2,218,589
	420	(911,930)	(384,398)	127,916	640,230	1,152,544	1,664,858	2,177,172
	440	(959,399)	(425,815)	86,499	598,813	1,111,127	1,623,441	2,135,755
	460	(1,006,869)	(467,233)	45,081	557,395	1,069,709	1,582,023	2,094,337
	480	(1,054,339)	(508,650)	3,664	515,978	1,028,292	1,540,606	2,052,920
	500	(1,101,809)	(550,067)	(37,753)	474,561	986,875	1,499,189	2,011,503
	520	(1,149,278)	(591,485)	(79,171)	433,143	945,457	1,457,771	1,970,085
	540	(1,196,748)	(632,902)	(120,588)	391,726	904,040	1,416,354	1,928,668
	560	(1,244,218)	(674,319)	(162,005)	350,309	862,623	1,374,937	1,887,251
	580	(1,291,687)	(715,737)	(203,423)	308,891	821,205	1,333,519	1,845,833
	600	(1,339,157)	(757,154)	(244,840)	267,474	779,788	1,292,102	1,804,416

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_AE-AF_v3 Student - Summary Table

Scheme Ref:	AE	AF
No Units:	75	75
Notes:	Student	Student
Total GDV (£)	6,012,948	6,012,948
CIL (£ psm)	100	100
CIL (£)	176,471	176,471
Site Specific S106 (£)	£75,000	£75,000
Total Developers Profit (£)	547,621	547,621
Developers Profit (% on costs)	15.00%	15.00%
RLV (£ net)	1,593,668	1,593,668
RLV (£/acre)	644,949	644,949
RLV (£/ha)	1,593,668	1,593,668
Balance for Plan VA:	-	-
BLV (£ net)	679,525	803,075
BLV (£/acre)	275,000	325,000
BLV (£/ha)	679,525	803,075
Surplus/Deficit	914,143	790,593
Surplus/Deficit (£/acre)	369,949	319,949
Surplus/Deficit (£/ha)	914,143	790,593
Plan Viability comments	Viable	Viable

200313 SWC Residential Appraisals_AG-AJ_ Sheltered Housing v3 - Version Notes

Date	Version	Comments
200313	v3	

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

ASSUMPTIONS - RESIDENTIAL USES

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

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

GROSS DEVELOPMENT VALUE

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

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(23,549)
CIL		2,640 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	55 units @	2,000 per unit	(110,000)
AH Commuted Sum				
S106 analysis:	250,000 £ per ha	0.99% % of GDV	2,000 £ per unit (total ur	(110,000)
Comm. Sum analysis:		4,400 sqm (total)	0 £ psm	-
		0.00% % of GDV		

cont./

200313 SWC Residential Appraisals_AG-AJ_Sheltered Housing v3

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

Construction Costs -				
Site Clearance and Demolition	1.09 acres @		0 £ per acre (if brownfield)	-
Site Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
Year 11	0			-
Year 12	0			-
Year 13	0			-
Year 14	0			-
Year 15	0			-
total	55 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	- sqm @		0 psm	-
2 bed House	- sqm @		0 psm	-
3 bed House	- sqm @		0 psm	-
4 bed House	- sqm @		0 psm	-
5 bed House	- sqm @		0 psm	-
1 bed Flat	2,200 sqm @		1,287 psm	(2,831,400)
2 bed Flat	4,400 2,200 sqm @		1,287 psm	(2,831,400)
External works	5,662,800 @		10.0% 10,296 £ per unit	(566,280)
M4(2) Category 2 Housing	Aff units units @	0% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units 33 units @	90% @	521 £ per unit	(15,474)
M4(3) Category 3 Housing	Mrkt units 33 units @	10% @	10,111 £ per unit	(33,366)
Water Efficiency additional cost	55 units @		10 £ per unit	(550)
Low Carbon Energy cost	55 units @		4,847 £ per unit	(266,585)
Contingency	6,545,055 @		3.0% (GF/BF)	(196,352)
Professional Fees	6,545,055 @		6.5%	(425,429)
Disposal Costs -				
Residential Sales Agent Costs	8,415,000 OMS @	1.00%	1,530 £ per unit	(84,150)
Residential Sales Legal Costs	33 OM Units @	0.35%	900 £ per unit	(29,700)
Affordable Sale Legal Costs			lump sum	(10,000)
Marketing and Promotion	8,415,000 OMS @	3.00%	4,590 £ per unit	(252,450)
			6,842 £ per unit	
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(70,294)
Developers Profit -				
Margin on AH	2,650,725		6.00% on AH values	(159,044)
Profit on OMS	8,415,000		20.00%	(1,683,000)
Profit analysis:	7,816,978		23.56% on costs	(1,842,044)
	11,065,725		16.65% blended GDV	(1,842,044)
TOTAL COSTS				(9,659,022)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				1,406,703
SDLT	1,406,703 @	(slabbed)		(59,835)
Acquisition Agent fees	1,406,703 @	1.0%		(14,067)
Acquisition Legal fees	1,406,703 @	0.5%		(7,034)
Interest on Land	1,406,703 @	6.50%		(91,436)
Residual Land Value				1,234,332
RLV analysis:	22,442 £ per plot	2,805,299 £ per ha	1,135,289 £ per acre	

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

BALANCE			
Surplus/(Deficit)	2,125,774 £ per ha	860,289 £ per acre	935,341

Scheme Ref:

AG

No Units:

55

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

Sheltered Housing

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV) for changes in appraisal input assumptions above.

Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 40%						
Balance (RLV - BLV)	935,341	10%	15%	20%	25%	30%	35%	40%
CIL £psm 0.00	0	2,064,492	1,876,704	1,688,817	1,500,613	1,312,189	1,123,765	935,341
	10	2,027,900	1,842,051	1,656,203	1,469,876	1,283,501	1,097,126	910,751
	20	1,991,209	1,807,398	1,623,464	1,439,139	1,254,813	1,070,487	886,161
	30	1,954,518	1,772,746	1,590,678	1,408,402	1,226,125	1,043,848	861,572
	40	1,917,826	1,738,093	1,557,892	1,377,665	1,197,437	1,017,210	836,982
	50	1,881,135	1,703,284	1,525,106	1,346,928	1,168,749	990,571	812,393
	60	1,844,443	1,668,449	1,492,320	1,316,190	1,140,061	963,932	787,803
	70	1,807,694	1,633,614	1,459,533	1,285,453	1,111,373	937,293	763,213
	80	1,770,809	1,598,778	1,426,747	1,254,716	1,082,686	910,655	738,624
	90	1,733,925	1,563,943	1,393,961	1,223,979	1,053,998	884,016	714,034
	100	1,697,040	1,529,108	1,361,175	1,193,242	1,025,310	857,377	689,444
	110	1,660,156	1,494,272	1,328,389	1,162,505	996,622	830,738	664,855
	120	1,623,271	1,459,437	1,295,603	1,131,768	967,934	804,100	640,242
	130	1,586,387	1,424,602	1,262,816	1,101,031	939,246	777,461	615,523
	140	1,549,503	1,389,766	1,230,030	1,070,294	910,558	750,822	590,804
	150	1,512,618	1,354,931	1,197,244	1,039,557	881,870	724,183	566,085
	160	1,475,734	1,320,096	1,164,458	1,008,820	853,182	697,450	541,366
	170	1,438,849	1,285,260	1,131,672	978,083	824,494	670,671	516,647
	180	1,401,965	1,250,425	1,098,886	947,346	795,807	643,892	491,928
	190	1,365,080	1,215,590	1,066,099	916,609	767,016	617,113	467,209
	200	1,328,196	1,180,755	1,033,313	885,872	738,177	590,334	442,490
	210	1,291,311	1,145,919	1,000,527	855,122	709,339	563,555	417,771
	220	1,254,427	1,111,084	967,741	824,223	680,500	536,776	393,052
	230	1,217,543	1,076,249	934,955	793,325	651,661	509,997	368,333
	240	1,180,658	1,041,413	902,030	762,426	622,822	483,218	343,614
	250	1,143,774	1,006,578	869,071	731,527	593,983	456,439	318,895

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV)	935,341	90%	100%	110%	120%	130%	140%	150%
CIL £psm 0.00	0	945,297	935,341	925,385	915,429	905,473	895,517	885,562
	10	920,707	910,751	900,795	890,839	880,884	870,928	860,972
	20	896,117	886,161	876,206	866,250	856,294	846,338	836,382
	30	871,528	861,572	851,616	841,660	831,704	821,749	811,793
	40	846,938	836,982	827,026	817,071	807,115	797,159	787,203
	50	822,348	812,393	802,437	792,481	782,525	772,569	762,614
	60	797,759	787,803	777,847	767,891	757,936	747,980	738,024
	70	773,169	763,213	753,258	743,302	733,346	723,390	713,434
	80	748,580	738,624	728,668	718,712	708,756	698,800	688,845
	90	723,990	714,034	704,078	694,122	684,167	674,211	664,255
	100	699,400	689,444	679,489	669,533	659,577	649,621	639,639
	110	674,811	664,855	654,899	644,943	634,937	624,929	614,920
	120	650,221	640,242	630,234	620,226	610,218	600,210	590,201
	130	625,532	615,523	605,515	595,507	585,499	575,491	565,482
	140	600,813	590,804	580,796	570,788	560,780	550,772	540,763
	150	576,094	566,085	556,077	546,069	536,061	526,053	516,044
	160	551,375	541,366	531,358	521,350	511,342	501,334	491,325
	170	526,656	516,647	506,639	496,631	486,623	476,615	466,606
	180	501,937	491,928	481,920	471,912	461,904	451,896	441,887
	190	477,218	467,209	457,201	447,193	437,185	427,177	417,168
	200	452,499	442,490	432,482	422,474	412,466	402,458	392,449
	210	427,780	417,771	407,763	397,755	387,747	377,739	367,730
	220	403,061	393,052	383,044	373,036	363,028	353,020	343,011
	230	378,341	368,333	358,325	348,317	338,309	328,301	318,292
	240	353,622	343,614	333,606	323,598	313,590	303,582	293,573
	250	328,903	318,895	308,887	298,879	288,871	278,862	268,854

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

TABLE 3		Profit (on OMS) 20%							
	Balance (RLV - BLV)	935,341	15%	16%	17%	18%	19%	20%	21%
		0	1,301,393	1,228,183	1,154,972	1,081,762	1,008,551	935,341	862,130
		10	1,276,804	1,203,593	1,130,383	1,057,172	983,962	910,751	837,541
		20	1,252,214	1,179,003	1,105,793	1,032,582	959,372	886,161	812,951
		30	1,227,624	1,154,414	1,081,203	1,007,993	934,782	861,572	788,361
		40	1,203,035	1,129,824	1,056,614	983,403	910,193	836,982	763,772
	CIL Epsm	50	1,178,445	1,105,235	1,032,024	958,814	885,603	812,393	739,182
	0.00	60	1,153,855	1,080,645	1,007,434	934,224	861,013	787,803	714,592
		70	1,129,266	1,056,055	982,845	909,634	836,424	763,213	690,003
		80	1,104,676	1,031,466	958,255	885,045	811,834	738,624	665,413
		90	1,080,087	1,006,876	933,666	860,455	787,245	714,034	640,824
		100	1,055,497	982,286	909,076	835,865	762,655	689,444	616,234
		110	1,030,907	957,697	884,486	811,276	738,065	664,855	591,644
		120	1,006,295	933,084	859,874	786,663	713,453	640,242	567,032
		130	981,576	908,365	835,155	761,944	688,734	615,523	542,313
		140	956,857	883,646	810,436	737,225	664,015	590,804	517,594
		150	932,138	858,927	785,717	712,506	639,296	566,085	492,875
		160	907,419	834,208	760,998	687,787	614,577	541,366	468,156
		170	882,700	809,489	736,279	663,068	589,858	516,647	443,437
		180	857,981	784,770	711,560	638,349	565,139	491,928	418,718
		190	833,262	760,051	686,841	613,630	540,420	467,209	393,999
		200	808,543	735,332	662,122	588,911	515,701	442,490	369,280
		210	783,824	710,613	637,403	564,192	490,982	417,771	344,561
		220	759,105	685,894	612,684	539,473	466,263	393,052	319,842
		230	734,386	661,175	587,965	514,754	441,544	368,333	295,123
		240	709,667	636,456	563,246	490,035	416,825	343,614	270,404
		250	684,948	611,737	538,527	465,316	392,106	318,895	245,685

TABLE 4		BLV (per acre)							
	Balance (RLV - BLV)	935,341	150,000	200,000	250,000	300,000	350,000	400,000	450,000
		0	1,071,246	1,016,884	962,522	908,160	853,798	799,436	745,074
		10	1,046,656	992,294	937,932	883,570	829,208	774,846	720,484
		20	1,022,066	967,704	913,342	858,980	804,618	750,256	695,894
		30	997,477	943,115	888,753	834,391	780,029	725,667	671,305
		40	972,887	918,525	864,163	809,801	755,439	701,077	646,715
	CIL Epsm	50	948,298	893,936	839,574	785,212	730,850	676,488	622,126
	0.00	60	923,708	869,346	814,984	760,622	706,260	651,898	597,536
		70	899,118	844,756	790,394	736,032	681,670	627,308	572,946
		80	874,529	820,167	765,805	711,443	657,081	602,719	548,357
		90	849,939	795,577	741,215	686,853	632,491	578,129	523,767
		100	825,349	770,987	716,625	662,263	607,901	553,539	499,177
		110	800,760	746,398	692,036	637,674	583,312	528,950	474,588
		120	776,147	721,785	667,423	613,061	558,699	504,337	449,975
		130	751,428	697,066	642,704	588,342	533,980	479,618	425,256
		140	726,709	672,347	617,985	563,623	509,261	454,899	400,537
		150	701,990	647,628	593,266	538,904	484,542	430,180	375,818
		160	677,271	622,909	568,547	514,185	459,823	405,461	351,099
		170	652,552	598,190	543,828	489,466	435,104	380,742	326,380
		180	627,833	573,471	519,109	464,747	410,385	356,023	301,661
		190	603,114	548,752	494,390	440,028	385,666	331,304	276,942
		200	578,395	524,033	469,671	415,309	360,947	306,585	252,223
		210	553,676	499,314	444,952	390,590	336,228	281,866	227,504
		220	528,957	474,595	420,233	365,871	311,509	257,147	202,785
		230	504,238	449,876	395,514	341,152	286,790	232,428	178,066
		240	479,519	425,157	370,795	316,433	262,071	207,709	153,347
		250	454,800	400,438	346,076	291,714	237,352	182,990	128,628

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

TABLE 5		Density (dph)						
		125						
Balance (RLV - BLV)	935,341	25	30	35	40	45	50	55
CIL Epsm 0.00	0	(260,623)	(11,464)	166,507	299,985	403,801	486,854	554,807
	10	(285,213)	(36,054)	141,917	275,395	379,212	462,265	530,217
	20	(309,803)	(60,643)	117,327	250,806	354,622	437,675	505,627
	30	(334,392)	(85,233)	92,738	226,216	330,032	413,085	481,038
	40	(358,982)	(109,823)	68,148	201,626	305,443	388,496	456,448
	50	(383,571)	(134,412)	43,559	177,037	280,853	363,906	431,859
	60	(408,161)	(159,002)	18,969	152,447	256,263	339,316	407,269
	70	(432,751)	(183,592)	(5,621)	127,857	231,674	314,727	382,679
	80	(457,340)	(208,181)	(30,210)	103,268	207,084	290,137	358,090
	90	(481,930)	(232,771)	(54,800)	78,678	182,495	265,548	333,500
	100	(506,520)	(257,360)	(79,390)	54,089	157,905	240,958	308,910
	110	(531,109)	(281,950)	(103,979)	29,499	133,315	216,368	284,321
	120	(555,722)	(306,562)	(128,592)	4,887	108,703	191,756	259,708
	130	(580,441)	(331,281)	(153,311)	(19,832)	83,984	167,037	234,989
	140	(605,160)	(356,000)	(178,030)	(44,551)	59,265	142,318	210,270
	150	(629,879)	(380,719)	(202,749)	(69,271)	34,546	117,599	185,551
	160	(654,598)	(405,438)	(227,468)	(93,990)	9,827	92,880	160,832
	170	(679,317)	(430,157)	(252,187)	(118,709)	(14,892)	68,161	136,113
	180	(704,036)	(454,876)	(276,906)	(143,428)	(39,611)	43,442	111,394
	190	(728,755)	(479,595)	(301,625)	(168,147)	(64,330)	18,723	86,675
	200	(753,474)	(504,315)	(326,344)	(192,866)	(89,049)	(5,996)	61,956
	210	(778,193)	(529,034)	(351,063)	(217,585)	(113,768)	(30,715)	37,237
	220	(802,912)	(553,753)	(375,782)	(242,304)	(138,487)	(55,434)	12,518
	230	(827,631)	(578,472)	(400,501)	(267,023)	(163,206)	(80,153)	(12,201)
	240	(852,350)	(603,191)	(425,220)	(291,742)	(187,925)	(104,872)	(36,920)
	250	(877,069)	(627,910)	(449,939)	(316,461)	(212,644)	(129,591)	(61,639)

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		935,341	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0		1,628,448	1,284,487	935,341	583,081	226,485	(134,102)	(529,785)
	10		1,604,115	1,259,897	910,751	558,362	201,766	(158,951)	(558,498)
	20		1,579,782	1,235,308	886,161	533,643	177,047	(183,800)	(587,210)
	30		1,555,450	1,210,718	861,572	508,924	152,328	(208,649)	(615,923)
	40		1,531,117	1,186,129	836,982	484,205	127,609	(233,498)	(644,635)
	50		1,506,784	1,161,539	812,393	459,486	102,890	(258,347)	(673,348)
	60		1,482,364	1,136,949	787,803	434,767	78,097	(283,196)	(702,060)
	70		1,457,903	1,112,360	763,213	410,048	53,248	(310,967)	(730,772)
	80		1,433,442	1,087,770	738,624	385,329	28,398	(339,529)	(759,485)
	90		1,408,981	1,063,180	714,034	360,610	3,549	(368,091)	(788,197)
	100		1,384,520	1,038,591	689,444	335,891	(21,300)	(396,654)	(816,910)
	110		1,360,059	1,014,001	664,855	311,172	(46,149)	(425,216)	(845,622)
	120		1,335,598	989,412	640,242	286,453	(70,998)	(453,778)	(874,335)
	130		1,311,137	964,822	615,523	261,734	(95,847)	(482,340)	(903,047)
	140		1,286,587	940,232	590,804	237,015	(120,696)	(511,036)	(931,759)
	150		1,261,998	915,643	566,085	212,296	(145,545)	(539,748)	(960,472)
	160		1,237,408	891,053	541,366	187,577	(170,394)	(568,461)	(989,184)
	170		1,212,818	866,463	516,647	162,858	(195,243)	(597,173)	(1,017,897)
	180		1,188,229	841,874	491,928	138,139	(220,092)	(625,886)	(1,046,650)
	190		1,163,639	817,284	467,209	113,420	(244,941)	(654,598)	(1,075,513)
	200		1,139,050	792,695	442,490	88,682	(269,790)	(683,311)	(1,104,377)
	210		1,114,460	768,105	417,771	63,832	(295,558)	(712,023)	(1,133,240)
	220		1,089,870	743,515	393,052	38,983	(324,120)	(740,735)	(1,162,104)
	230		1,065,281	718,926	368,333	14,134	(352,683)	(769,448)	(1,190,967)
	240		1,040,691	694,336	343,614	(10,715)	(381,245)	(798,160)	(1,219,831)
	250		1,016,101	669,746	318,895	(35,564)	(409,807)	(826,873)	(1,248,694)

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

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	935,341	90%	95%	100%	105%	110%	115%	120%
CIL £psm 0.00		0	366,931	651,623	935,341	1,219,058	1,502,456	1,784,711	2,066,162
		10	342,212	627,034	910,751	1,194,468	1,477,995	1,760,378	2,041,957
		20	317,493	602,444	886,161	1,169,879	1,453,534	1,736,046	2,017,644
		30	292,774	577,744	861,572	1,145,289	1,429,006	1,711,667	1,993,311
		40	268,055	553,025	836,982	1,120,699	1,404,417	1,687,206	1,968,978
		50	243,336	528,306	812,393	1,096,110	1,379,827	1,662,745	1,944,646
		60	218,617	503,587	787,803	1,071,520	1,355,237	1,638,284	1,920,313
		70	193,898	478,868	763,213	1,046,931	1,330,648	1,613,823	1,895,980
		80	169,179	454,148	738,624	1,022,341	1,306,058	1,589,362	1,871,647
		90	144,460	429,429	714,034	997,751	1,281,469	1,564,901	1,847,314
		100	119,741	404,710	689,444	973,162	1,256,879	1,540,440	1,822,981
		110	95,022	379,991	664,855	948,572	1,232,289	1,515,979	1,798,573
		120	70,303	355,272	640,242	923,982	1,207,700	1,491,417	1,774,112
		130	45,571	330,553	615,523	899,393	1,183,110	1,466,827	1,749,651
		140	20,722	305,834	590,804	874,803	1,158,520	1,442,238	1,725,190
		150	(4,127)	281,115	566,085	850,214	1,133,931	1,417,648	1,700,729
		160	(28,976)	256,396	541,366	825,624	1,109,341	1,393,058	1,676,268
		170	(53,825)	231,677	516,647	801,034	1,084,752	1,368,469	1,651,807
		180	(78,674)	206,958	491,928	776,445	1,060,162	1,343,879	1,627,346
		190	(103,523)	182,239	467,209	751,855	1,035,572	1,319,289	1,602,885
		200	(128,372)	157,520	442,490	727,265	1,010,983	1,294,700	1,578,417
		210	(153,222)	132,801	417,771	702,676	986,393	1,270,110	1,553,827
		220	(178,071)	108,082	393,052	678,022	961,803	1,245,521	1,529,238
		230	(202,920)	83,363	368,333	653,303	937,214	1,220,931	1,504,648
		240	(227,769)	58,584	343,614	628,584	912,624	1,196,341	1,480,059
		250	(252,618)	33,735	318,895	603,865	888,035	1,171,752	1,455,469

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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

ASSUMPTIONS - RESIDENTIAL USES

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

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

GROSS DEVELOPMENT VALUE

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

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(23,549)
CIL		4,400 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	55 units @	2,000 per unit	(110,000)
S106 analysis:	250,000 £ per ha	0.78% % of GDV	2,000 £ per unit (total ur	(110,000)
AH Commuted Sum		4,400 sqm (total)	594 £ psm	(2,613,331)
Comm. Sum analysis:		18.63% % of GDV		

cont./

200313 SWC Residential Appraisals_AG-AJ_Sheltered Housing v3

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

Construction Costs -					
Site Clearance and Demolition	1.09 acres @		0 £ per acre (if brownfield)		-
Site Infrastructure costs -					
Year 1	0				-
Year 2	0				-
Year 3	0				-
Year 4	0				-
Year 5	0				-
Year 6	0				-
Year 7	0				-
Year 8	0				-
Year 9	0				-
Year 10	0				-
Year 11	0				-
Year 12	0				-
Year 13	0				-
Year 14	0				-
Year 15	0				-
total	55 units @		0 per unit		-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur		-
1 bed House	- sqm @		0 psm		-
2 bed House	- sqm @		0 psm		-
3 bed House	- sqm @		0 psm		-
4 bed House	- sqm @		0 psm		-
5 bed House	- sqm @		0 psm		-
1 bed Flat	2,200 sqm @		1,287 psm		(2,831,400)
2 bed Flat	4,400 2,200 sqm @		1,287 psm		(2,831,400)
External works	5,662,800 @		10.0% 10,296 £ per unit		(566,280)
M4(2) Category 2 Housing	Aff units units @	0% @	521 £ per unit		-
M4(3) Category 3 Housing	Aff units units @	0% @	10,111 £ per unit		-
M4(2) Category 2 Housing	Mrkt units 55 units @	90% @	521 £ per unit		(25,790)
M4(3) Category 3 Housing	Mrkt units 55 units @	10% @	10,111 £ per unit		(55,611)
Water Efficiency additional cost	55 units @		10 £ per unit		(550)
Low Carbon Energy cost	55 units @		4,847 £ per unit		(266,585)
Contingency	6,577,615 @		3.0% (GF/BF)		(197,328)
Professional Fees	6,577,615 @		6.5%		(427,545)
Disposal Costs -					
Residential Sales Agent Costs	14,025,000 OMS @		1.00% 2,550 £ per unit		(140,250)
Residential Sales Legal Costs	55 OM Units @		0.35% 900 £ per unit		(49,500)
Affordable Sale Legal Costs			lump sum		(10,000)
Marketing and Promotion	14,025,000 OMS @		3.00% 7,650 £ per unit		(420,750)
			11,282 £ per unit		
Interest (on Development Costs) -		6.50% APR	0.526% pcm		(248,532)
Developers Profit -					
Margin on AH	0		6.00% on AH values		-
Profit on OMS	14,025,000		20.00%		(2,805,000)
Profit analysis:	10,888,400		25.76% on costs	(2,805,000)	
	14,025,000		20.00% blended GDV	(2,805,000)	
TOTAL COSTS					(13,693,400)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					331,600
SDLT	331,600 @		(slabbed)		(6,080)
Acquisition Agent fees	331,600 @		1.0%		(3,316)
Acquisition Legal fees	331,600 @		0.5%		(1,658)
Interest on Land	331,600 @		6.50%		(21,554)
Residual Land Value					298,992
RLV analysis:	5,436 £ per plot	679,527 £ per ha	275,001 £ per acre		

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

BALANCE					
Surplus/(Deficit)	2 £ per ha		1 £ per acre		1

Scheme Ref:

AG

No Units:

55

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

Sheltered Housing

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV) for changes in appraisal input assumptions above.

Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 0%							
Balance (RLV - BLV)		1	10%	15%	20%	25%	30%	35%	40%
CIL £psm 0.00		0	(393,282)	(612,516)	(831,750)	(1,050,984)	(1,271,126)	(1,491,668)	(1,712,842)
		10	(436,350)	(653,192)	(870,033)	(1,086,875)	(1,304,800)	(1,522,937)	(1,741,857)
		20	(479,419)	(693,868)	(908,316)	(1,122,765)	(1,338,474)	(1,554,206)	(1,770,872)
		30	(522,488)	(734,544)	(946,600)	(1,158,822)	(1,372,148)	(1,585,475)	(1,799,888)
		40	(565,556)	(775,220)	(984,883)	(1,194,901)	(1,405,822)	(1,616,744)	(1,828,903)
		50	(608,625)	(815,896)	(1,023,166)	(1,230,981)	(1,439,497)	(1,648,012)	(1,857,919)
		60	(651,694)	(856,572)	(1,061,449)	(1,267,060)	(1,473,171)	(1,679,342)	(1,886,934)
		70	(694,762)	(897,248)	(1,099,733)	(1,303,139)	(1,506,845)	(1,710,775)	(1,915,949)
		80	(737,831)	(937,923)	(1,138,016)	(1,339,219)	(1,540,519)	(1,742,208)	(1,944,965)
		90	(780,900)	(978,599)	(1,176,403)	(1,375,298)	(1,574,193)	(1,773,642)	(1,973,980)
		100	(823,968)	(1,019,275)	(1,214,888)	(1,411,378)	(1,607,867)	(1,805,075)	(2,002,996)
		110	(867,037)	(1,059,951)	(1,253,373)	(1,447,457)	(1,641,541)	(1,836,508)	(2,032,011)
		120	(910,106)	(1,100,627)	(1,291,857)	(1,483,536)	(1,675,215)	(1,867,942)	(2,061,026)
		130	(953,174)	(1,141,303)	(1,330,342)	(1,519,616)	(1,708,889)	(1,899,375)	(2,090,042)
		140	(996,243)	(1,181,979)	(1,368,827)	(1,555,695)	(1,742,563)	(1,930,808)	(2,119,057)
		150	(1,039,312)	(1,222,849)	(1,407,312)	(1,591,775)	(1,776,411)	(1,962,242)	(2,241,013)
		160	(1,082,380)	(1,263,739)	(1,445,796)	(1,627,854)	(1,810,262)	(1,993,675)	(2,425,041)
		170	(1,125,449)	(1,304,629)	(1,484,281)	(1,663,933)	(1,844,113)	(2,025,108)	(2,609,069)
		180	(1,168,518)	(1,345,519)	(1,522,766)	(1,700,013)	(1,877,964)	(2,056,542)	(2,793,096)
		190	(1,211,586)	(1,386,408)	(1,561,250)	(1,736,092)	(1,911,816)	(2,087,975)	(2,977,124)
		200	(1,254,655)	(1,427,298)	(1,599,735)	(1,772,171)	(1,945,667)	(2,119,408)	(3,161,152)
		210	(1,298,157)	(1,468,188)	(1,638,220)	(1,808,251)	(1,979,518)	(2,150,842)	(3,345,180)
		220	(1,341,452)	(1,509,078)	(1,676,704)	(1,844,464)	(2,013,370)	(2,182,275)	(3,529,208)
		230	(1,384,748)	(1,549,968)	(1,715,189)	(1,880,734)	(2,047,221)	(2,213,708)	(3,713,236)
		240	(1,428,043)	(1,590,858)	(1,753,674)	(1,917,003)	(2,081,072)	(2,245,142)	(3,897,263)
		250	(1,471,338)	(1,631,748)	(1,792,158)	(1,953,272)	(2,114,923)	(2,412,902)	(4,081,291)

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 0.00		0	10,062	1	(10,060)	(20,121)	(30,182)	(40,242)	(50,303)
		10	(31,353)	(41,414)	(51,475)	(61,536)	(71,597)	(81,658)	(91,718)
		20	(72,768)	(82,829)	(92,890)	(102,951)	(113,012)	(123,073)	(133,134)
		30	(114,184)	(124,244)	(134,305)	(144,366)	(154,427)	(164,488)	(174,549)
		40	(155,599)	(165,659)	(175,720)	(185,781)	(195,842)	(205,903)	(215,964)
		50	(197,014)	(207,075)	(217,135)	(227,196)	(237,257)	(247,318)	(257,379)
		60	(238,429)	(248,490)	(258,551)	(268,611)	(278,672)	(288,733)	(300,334)
		70	(279,844)	(290,116)	(301,680)	(313,245)	(324,809)	(336,373)	(347,937)
		80	(326,155)	(337,720)	(349,284)	(360,896)	(372,521)	(384,146)	(395,771)
		90	(373,875)	(385,500)	(397,125)	(408,750)	(420,375)	(432,000)	(443,625)
		100	(421,729)	(433,354)	(444,979)	(456,604)	(468,229)	(479,854)	(491,479)
		110	(469,583)	(481,208)	(492,833)	(504,458)	(516,083)	(527,708)	(539,333)
		120	(517,437)	(529,062)	(540,687)	(552,312)	(563,937)	(575,562)	(587,187)
		130	(565,291)	(576,916)	(588,541)	(600,166)	(611,791)	(623,416)	(635,041)
		140	(613,145)	(624,770)	(636,395)	(648,020)	(659,645)	(671,271)	(682,896)
		150	(660,999)	(672,624)	(684,249)	(695,874)	(707,500)	(719,125)	(730,750)
		160	(708,853)	(720,478)	(732,103)	(743,729)	(755,354)	(766,979)	(778,604)
		170	(756,707)	(768,332)	(779,958)	(791,583)	(803,208)	(814,833)	(826,458)
		180	(804,562)	(816,187)	(827,812)	(839,437)	(851,062)	(862,687)	(874,312)
		190	(852,416)	(864,041)	(875,666)	(887,291)	(898,916)	(910,541)	(922,166)
		200	(900,270)	(911,895)	(923,520)	(935,145)	(946,770)	(958,395)	(970,020)
		210	(948,124)	(959,749)	(971,374)	(982,999)	(994,624)	(1,006,249)	(1,017,874)
		220	(995,978)	(1,007,603)	(1,019,228)	(1,030,853)	(1,042,478)	(1,054,103)	(1,065,728)
		230	(1,043,832)	(1,055,457)	(1,067,082)	(1,078,707)	(1,090,332)	(1,101,957)	(1,113,582)
		240	(1,091,686)	(1,103,311)	(1,114,936)	(1,126,561)	(1,138,186)	(1,149,811)	(1,161,436)
		250	(1,139,540)	(1,151,165)	(1,162,790)	(1,174,415)	(1,186,040)	(1,197,665)	(1,209,290)

Scheme Ref:

AG

No Units:

55

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

Sheltered Housing

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		1	15%	16%	17%	18%	19%	20%	21%
CIL £psm 0.00		0	610,089	488,071	366,054	244,036	122,019	1	(122,017)
		10	568,673	446,656	324,638	202,621	80,603	(41,414)	(163,432)
		20	527,258	405,241	283,223	161,206	39,188	(82,829)	(204,847)
		30	485,843	363,826	241,808	119,791	(2,227)	(124,244)	(246,262)
		40	444,428	322,411	200,393	78,376	(43,642)	(165,659)	(287,677)
		50	403,013	280,995	158,978	36,960	(85,057)	(207,075)	(335,159)
		60	361,598	239,580	117,563	(4,455)	(126,472)	(248,490)	(382,763)
		70	320,183	198,165	76,148	(45,870)	(167,887)	(290,116)	(430,366)
		80	278,768	156,750	34,733	(87,285)	(209,302)	(337,720)	(477,970)
		90	237,353	115,335	(6,836)	(128,854)	(250,871)	(385,500)	(525,750)
		100	195,938	73,548	(48,469)	(170,487)	(293,104)	(433,354)	(573,604)
		110	153,933	31,915	(90,102)	(212,120)	(340,958)	(481,208)	(621,458)
		120	112,300	(9,718)	(131,735)	(253,753)	(388,812)	(529,062)	(669,312)
		130	70,667	(51,351)	(173,368)	(296,416)	(436,666)	(576,916)	(717,166)
		140	29,034	(92,984)	(215,001)	(344,270)	(484,520)	(624,770)	(765,020)
		150	(12,600)	(134,617)	(256,635)	(392,124)	(532,374)	(672,624)	(812,874)
		160	(54,233)	(176,250)	(299,728)	(439,978)	(580,228)	(720,478)	(860,728)
		170	(95,866)	(217,883)	(347,582)	(487,832)	(628,082)	(768,332)	(908,582)
		180	(137,499)	(259,516)	(395,437)	(535,687)	(675,937)	(816,187)	(956,437)
		190	(179,132)	(303,041)	(443,291)	(583,541)	(723,791)	(864,041)	(1,004,291)
		200	(220,765)	(350,895)	(491,145)	(631,395)	(771,645)	(911,895)	(1,052,145)
		210	(262,398)	(398,749)	(538,999)	(679,249)	(819,499)	(959,749)	(1,099,999)
		220	(306,353)	(446,603)	(586,853)	(727,103)	(867,353)	(1,007,603)	(1,147,853)
		230	(354,207)	(494,457)	(634,707)	(774,957)	(915,207)	(1,055,457)	(1,195,707)
		240	(402,061)	(542,311)	(682,561)	(822,811)	(963,061)	(1,103,311)	(1,243,561)
		250	(449,915)	(590,165)	(730,415)	(870,665)	(1,010,915)	(1,151,165)	(1,291,415)

TABLE 4

		BLV (per acre)		275,000					
Balance (RLV - BLV)		1	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 0.00	0	135,906	81,544	27,182	(27,180)	(81,542)	(135,904)	(190,266)	
	10	94,491	40,129	(14,233)	(68,595)	(122,957)	(177,319)	(231,681)	
	20	53,076	(1,286)	(55,648)	(110,010)	(164,372)	(218,734)	(273,096)	
	30	11,661	(42,701)	(97,063)	(151,425)	(205,787)	(260,149)	(314,511)	
	40	(29,754)	(84,116)	(138,478)	(192,840)	(247,202)	(301,564)	(355,926)	
	50	(71,170)	(125,532)	(179,894)	(234,256)	(288,618)	(342,980)	(397,342)	
	60	(112,585)	(166,947)	(221,309)	(275,671)	(330,033)	(384,395)	(438,757)	
	70	(154,211)	(208,573)	(262,935)	(317,297)	(371,659)	(426,021)	(480,383)	
	80	(201,815)	(256,177)	(310,539)	(364,901)	(419,263)	(473,625)	(527,987)	
	90	(249,595)	(303,957)	(358,319)	(412,681)	(467,043)	(521,405)	(575,767)	
	100	(297,449)	(351,811)	(406,173)	(460,535)	(514,897)	(569,259)	(623,621)	
	110	(345,303)	(399,665)	(454,027)	(508,389)	(562,751)	(617,113)	(671,475)	
	120	(393,157)	(447,519)	(501,881)	(556,243)	(610,605)	(664,967)	(719,329)	
	130	(441,011)	(495,373)	(549,735)	(604,097)	(658,459)	(712,821)	(767,183)	
	140	(488,865)	(543,227)	(597,589)	(651,951)	(706,313)	(760,675)	(815,037)	
	150	(536,719)	(591,081)	(645,443)	(699,805)	(754,167)	(808,529)	(862,891)	
	160	(584,573)	(638,935)	(693,297)	(747,659)	(802,021)	(856,383)	(910,745)	
	170	(632,427)	(686,789)	(741,151)	(795,513)	(849,875)	(904,237)	(958,599)	
	180	(680,282)	(734,644)	(789,006)	(843,368)	(897,730)	(952,092)	(1,006,454)	
	190	(728,136)	(782,498)	(836,860)	(891,222)	(945,584)	(999,946)	(1,054,308)	
	200	(775,990)	(830,352)	(884,714)	(939,076)	(993,438)	(1,047,800)	(1,102,162)	
	210	(823,844)	(878,206)	(932,568)	(986,930)	(1,041,292)	(1,095,654)	(1,150,016)	
	220	(871,698)	(926,060)	(980,422)	(1,034,784)	(1,089,146)	(1,143,508)	(1,197,870)	
	230	(919,552)	(973,914)	(1,028,276)	(1,082,638)	(1,137,000)	(1,191,362)	(1,245,724)	
	240	(967,406)	(1,021,768)	(1,076,130)	(1,130,492)	(1,184,854)	(1,239,216)	(1,293,578)	
	250	(1,015,260)	(1,069,622)	(1,123,984)	(1,178,346)	(1,232,708)	(1,287,070)	(1,341,432)	

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

TABLE 5		Density (dph)						
		1	25	30	35	40	45	50
Balance (RLV - BLV)		0	(1,195,963)	(946,804)	(768,833)	(635,355)	(531,539)	(448,486)
		10	(1,237,378)	(988,219)	(810,248)	(676,770)	(572,954)	(489,901)
CIL £psm		20	(1,278,793)	(1,029,634)	(851,663)	(718,185)	(614,369)	(531,316)
		30	(1,320,208)	(1,071,049)	(893,078)	(759,600)	(655,784)	(572,731)
0.00		40	(1,361,623)	(1,112,464)	(934,493)	(801,015)	(697,199)	(614,146)
		50	(1,403,039)	(1,153,879)	(975,909)	(842,430)	(738,614)	(655,561)
		60	(1,444,454)	(1,195,295)	(1,017,324)	(883,846)	(780,029)	(696,976)
		70	(1,486,080)	(1,236,921)	(1,058,950)	(925,472)	(821,656)	(738,603)
		80	(1,533,684)	(1,284,525)	(1,106,554)	(973,076)	(869,259)	(786,206)
		90	(1,581,464)	(1,332,305)	(1,154,334)	(1,020,856)	(917,040)	(833,986)
		100	(1,629,318)	(1,380,159)	(1,202,188)	(1,068,710)	(964,894)	(881,841)
		110	(1,677,172)	(1,428,013)	(1,250,042)	(1,116,564)	(1,012,748)	(929,695)
		120	(1,725,026)	(1,475,867)	(1,297,896)	(1,164,418)	(1,060,602)	(977,549)
		130	(1,772,880)	(1,523,721)	(1,345,750)	(1,212,272)	(1,108,456)	(1,025,403)
		140	(1,820,734)	(1,571,575)	(1,393,604)	(1,260,126)	(1,156,310)	(1,073,257)
		150	(1,868,588)	(1,619,429)	(1,441,458)	(1,307,980)	(1,204,164)	(1,121,111)
		160	(1,916,442)	(1,667,283)	(1,489,312)	(1,355,834)	(1,252,018)	(1,168,965)
		170	(1,964,296)	(1,715,137)	(1,537,166)	(1,403,688)	(1,299,872)	(1,216,819)
		180	(2,012,151)	(1,762,991)	(1,585,021)	(1,451,542)	(1,347,726)	(1,264,673)
		190	(2,060,005)	(1,810,845)	(1,632,875)	(1,499,396)	(1,395,580)	(1,312,527)
		200	(2,107,859)	(1,858,700)	(1,680,729)	(1,547,251)	(1,443,434)	(1,360,381)
		210	(2,155,713)	(1,906,554)	(1,728,583)	(1,595,105)	(1,491,288)	(1,408,235)
		220	(2,203,567)	(1,954,408)	(1,776,437)	(1,642,959)	(1,539,142)	(1,456,089)
		230	(2,251,421)	(2,002,262)	(1,824,291)	(1,690,813)	(1,586,996)	(1,503,943)
		240	(2,299,275)	(2,050,116)	(1,872,145)	(1,738,667)	(1,634,850)	(1,551,797)
		250	(2,347,129)	(2,097,970)	(1,919,999)	(1,786,521)	(1,682,705)	(1,599,652)

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	704,663	354,453	1	(367,633)	(783,712)	(1,203,050)
		10	663,465	313,038	(41,414)	(415,487)	(831,566)	(1,250,904)
CIL £psm		20	622,266	271,623	(82,829)	(463,341)	(879,420)	(1,298,888)
		30	581,068	230,208	(124,244)	(511,195)	(927,274)	(1,346,994)
0.00		40	539,870	188,793	(165,659)	(559,049)	(975,128)	(1,395,099)
		50	498,671	147,378	(207,075)	(606,903)	(1,022,982)	(1,443,205)
		60	457,473	105,962	(248,490)	(654,757)	(1,070,836)	(1,491,311)
		70	416,179	64,547	(290,116)	(702,611)	(1,118,690)	(1,539,417)
		80	374,764	23,132	(337,720)	(750,465)	(1,166,544)	(1,587,523)
		90	333,348	(18,283)	(385,500)	(798,319)	(1,214,398)	(1,635,629)
		100	291,933	(59,698)	(433,354)	(846,173)	(1,262,252)	(1,683,735)
		110	250,518	(101,113)	(481,208)	(894,028)	(1,310,296)	(1,731,840)
		120	209,103	(142,528)	(529,062)	(941,882)	(1,358,402)	(1,779,946)
		130	167,688	(183,943)	(576,916)	(989,736)	(1,406,508)	(1,828,052)
		140	126,273	(225,359)	(624,770)	(1,037,590)	(1,454,613)	(1,876,158)
		150	84,858	(266,774)	(672,624)	(1,085,444)	(1,502,719)	(1,924,264)
		160	43,443	(311,132)	(720,478)	(1,133,298)	(1,550,825)	(1,972,370)
		170	2,027	(358,773)	(768,332)	(1,181,152)	(1,598,931)	(2,020,476)
		180	(39,388)	(406,627)	(816,187)	(1,229,006)	(1,647,037)	(2,068,581)
		190	(80,803)	(454,481)	(864,041)	(1,276,875)	(1,695,143)	(2,116,687)
		200	(122,218)	(502,335)	(911,895)	(1,324,980)	(1,743,249)	(2,164,793)
		210	(163,633)	(550,189)	(959,749)	(1,373,086)	(1,791,354)	(2,212,986)
		220	(205,048)	(598,043)	(1,007,603)	(1,421,192)	(1,839,460)	(2,261,345)
		230	(246,463)	(645,897)	(1,055,457)	(1,469,298)	(1,887,566)	(2,309,704)
		240	(287,878)	(693,751)	(1,103,311)	(1,517,404)	(1,935,672)	(2,358,063)
		250	(335,390)	(741,605)	(1,151,165)	(1,565,510)	(1,983,778)	(2,406,422)

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

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	1	90%	95%	100%	105%	110%	115%	120%
		0	(1,057,747)	(506,280)	1	477,225	952,175	1,427,125	1,900,058
		10	(1,105,601)	(554,134)	(41,414)	435,840	910,977	1,385,927	1,859,076
		20	(1,153,455)	(601,988)	(82,829)	394,425	869,778	1,344,728	1,818,093
		30	(1,201,438)	(649,842)	(124,244)	353,010	828,580	1,303,530	1,777,110
		40	(1,249,544)	(697,696)	(165,659)	311,595	787,382	1,262,332	1,736,127
	CIL £psm	50	(1,297,649)	(745,550)	(207,075)	270,180	746,183	1,221,133	1,695,145
	0.00	60	(1,345,755)	(793,405)	(248,490)	228,764	704,985	1,179,935	1,654,162
		70	(1,393,861)	(841,259)	(290,116)	187,349	663,787	1,138,737	1,613,179
		80	(1,441,967)	(889,113)	(337,720)	145,934	622,588	1,097,538	1,572,197
		90	(1,490,073)	(936,967)	(385,500)	104,519	581,390	1,056,340	1,531,214
		100	(1,538,179)	(984,821)	(433,354)	63,104	540,192	1,015,142	1,490,091
		110	(1,586,285)	(1,032,675)	(481,208)	21,689	498,943	973,943	1,448,893
		120	(1,634,390)	(1,080,529)	(529,062)	(19,726)	457,528	932,745	1,407,695
		130	(1,682,496)	(1,128,383)	(576,916)	(61,141)	416,113	891,547	1,366,496
		140	(1,730,602)	(1,176,237)	(624,770)	(102,557)	374,698	850,348	1,325,298
		150	(1,778,708)	(1,224,091)	(672,624)	(143,972)	333,283	809,150	1,284,100
		160	(1,826,814)	(1,272,190)	(720,478)	(185,387)	291,867	767,951	1,242,901
		170	(1,874,920)	(1,320,296)	(768,332)	(226,802)	250,452	726,753	1,201,703
		180	(1,923,026)	(1,368,401)	(816,187)	(268,217)	209,037	685,555	1,160,505
		190	(1,971,131)	(1,416,507)	(864,041)	(312,791)	167,622	644,356	1,119,306
		200	(2,019,304)	(1,464,613)	(911,895)	(360,428)	126,207	603,158	1,078,108
		210	(2,067,663)	(1,512,719)	(959,749)	(408,282)	84,792	561,960	1,036,910
		220	(2,116,022)	(1,560,825)	(1,007,603)	(456,136)	43,377	520,631	995,711
		230	(2,164,381)	(1,608,931)	(1,055,457)	(503,990)	1,962	479,216	954,513
		240	(2,212,740)	(1,657,037)	(1,103,311)	(551,844)	(39,454)	437,801	913,315
		250	(2,261,099)	(1,705,142)	(1,151,165)	(599,698)	(80,869)	396,386	872,116

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		55 Units				
AH Policy requirement (% Target)		40%				
AH tenure split %	Affordable Rent:	0.0%				
	Social Rent:	70.0%				
	Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%				
Open Market Sale (OMS) housing		60%				
		100%	100.0%			
CIL Rate (£ psm)		0.00 £ psm				
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	60.0%	19.8	60.0%	13.2	60%	33.0
2 bed Flat	40.0%	13.2	40.0%	8.8	40%	22.0
Total number of units	100.0%	33.0	100.0%	22.0	100%	55.0
OMS Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
	0.0	0			0.0	0
	0.0	0			0.0	0
	0.0	0			0.0	0
	0.0	0			0.0	0
	0.0	0			0.0	0
	50.0	538	75.0%		66.7	718
2 bed Flat	75.0	807	75.0%	100.0	1,076	
AH Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
	0.0	0			0.0	0
	0.0	0			0.0	0
	0.0	0			0.0	0
	0.0	0			0.0	0
	0.0	0			0.0	0
	50.0	538	75.0%		66.7	718
2 bed Flat	75.0	807	75.0%	100.0	1,076	
Total Gross Floor areas -	Mkt Units GIA		AH units GIA		Total GIA (all units)	
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
	0	0	0	0	0	0
	0	0	0	0	0	0
	0	0	0	0	0	0
	0	0	0	0	0	0
	0	0	0	0	0	0
	1,320	14,208	880	9,472	2,200	23,681
1,320	14,208	880	9,472	2,200	23,681	
	2,640	28,417	1,760	18,944	4,400	47,361
AH % by floor area:		40.00% AH % by floor area due to mix				
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)		
	0	#DIV/0!	#DIV/0!	0		
	0	#DIV/0!	#DIV/0!	0		
	0	#DIV/0!	#DIV/0!	0		
	0	#DIV/0!	#DIV/0!	0		
	0	#DIV/0!	#DIV/0!	0		
	225,000	4,500	418	7,425,000		
	300,000	4,000	372	6,600,000		
			14,025,000			
Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV
	0	37.5%	0	37.5%	0	70%
	0	37.5%	0	37.5%	0	70%
	0	37.5%	0	37.5%	0	70%
	0	37.5%	0	37.5%	0	70%
	0	37.5%	0	37.5%	0	70%
	84,375	37.5%	84,375	37.5%	157,500	70%
	112,500	37.5%	112,500	37.5%	210,000	70%

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

GROSS DEVELOPMENT VALUE

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

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(23,549)
CIL				-
CIL analysis:	2,640 sqm (Market only)	0.00 £ psm		-
	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	55 units @	2,000 per unit	(110,000)
S106 analysis:	250,000 £ per ha	0.99% % of GDV	2,000 £ per unit (total ur	(110,000)
AH Commuted Sum		4,400 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		-

cont./

200313 SWC Residential Appraisals_AG-AJ_Sheltered Housing v3

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

Construction Costs -				
Site Clearance and Demolition	1.09 acres @		0 £ per acre (if brownfield)	-
Site Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
Year 11	0			-
Year 12	0			-
Year 13	0			-
Year 14	0			-
Year 15	0			-
total	55 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	- sqm @		0 psm	-
2 bed House	- sqm @		0 psm	-
3 bed House	- sqm @		0 psm	-
4 bed House	- sqm @		0 psm	-
5 bed House	- sqm @		0 psm	-
1 bed Flat	2,200 sqm @		1,287 psm	(2,831,400)
2 bed Flat	4,400 2,200 sqm @		1,287 psm	(2,831,400)
External works	5,662,800 @		10.0% 10,296 £ per unit	(566,280)
M4(2) Category 2 Housing	Aff units units @	0% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units 33 units @	90% @	521 £ per unit	(15,474)
M4(3) Category 3 Housing	Mrkt units 33 units @	10% @	10,111 £ per unit	(33,366)
Water Efficiency additional cost	55 units @		10 £ per unit	(550)
Low Carbon Energy cost	55 units @		4,847 £ per unit	(266,585)
Contingency	6,545,055 @		3.0% (GF/BF)	(196,352)
Professional Fees	6,545,055 @		6.5%	(425,429)
Disposal Costs -				
Residential Sales Agent Costs	8,415,000 OMS @	1.00%	1,530 £ per unit	(84,150)
Residential Sales Legal Costs	33 OM Units @	0.35%	900 £ per unit	(29,700)
Affordable Sale Legal Costs			lump sum	(10,000)
Marketing and Promotion	8,415,000 OMS @	3.00%	4,590 £ per unit 6,842 £ per unit	(252,450)
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(70,294)
Developers Profit -				
Margin on AH	2,650,725		6.00% on AH values	(159,044)
Profit on OMS	8,415,000		20.00%	(1,683,000)
Profit analysis:	7,816,978		23.56% on costs	(1,842,044)
	11,065,725		16.65% blended GDV	(1,842,044)
TOTAL COSTS				(9,659,022)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				1,406,703
SDLT	1,406,703 @	(slabbed)		(59,835)
Acquisition Agent fees	1,406,703 @	1.0%		(14,067)
Acquisition Legal fees	1,406,703 @	0.5%		(7,034)
Interest on Land	1,406,703 @	6.50%		(91,436)
Residual Land Value				1,234,332
RLV analysis:	22,442 £ per plot	2,805,299 £ per ha	1,135,289 £ per acre	

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

BALANCE			
Surplus/(Deficit)	2,249,324 £ per ha	910,289 £ per acre	989,703

Scheme Ref:

AH

No Units:

55

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

Sheltered Housing

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV) for changes in appraisal input assumptions above.

Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		989,703	10%	15%	20%	25%	30%	35%	40%
CIL £psm 0.00		0	2,118,854	1,931,066	1,743,179	1,554,975	1,366,551	1,178,127	989,703
		10	2,082,262	1,896,413	1,710,565	1,524,238	1,337,863	1,151,488	965,113
		20	2,045,571	1,861,760	1,677,826	1,493,501	1,309,175	1,124,849	940,523
		30	2,008,880	1,827,108	1,645,040	1,462,764	1,280,487	1,098,210	915,934
		40	1,972,188	1,792,455	1,612,254	1,432,027	1,251,799	1,071,572	891,344
		50	1,935,497	1,757,646	1,579,468	1,401,290	1,223,111	1,044,933	866,755
		60	1,898,805	1,722,811	1,546,682	1,370,552	1,194,423	1,018,294	842,165
		70	1,862,056	1,687,976	1,513,895	1,339,815	1,165,735	991,655	817,575
		80	1,825,171	1,653,140	1,481,109	1,309,078	1,137,048	965,017	792,986
		90	1,788,287	1,618,305	1,448,323	1,278,341	1,108,360	938,378	768,396
		100	1,751,402	1,583,470	1,415,537	1,247,604	1,079,672	911,739	743,806
		110	1,714,518	1,548,634	1,382,751	1,216,867	1,050,984	885,100	719,217
		120	1,677,633	1,513,799	1,349,965	1,186,130	1,022,296	858,462	694,604
		130	1,640,749	1,478,964	1,317,178	1,155,393	993,608	831,823	669,885
		140	1,603,865	1,444,128	1,284,392	1,124,656	964,920	805,184	645,166
		150	1,566,980	1,409,293	1,251,606	1,093,919	936,232	778,545	620,447
		160	1,530,096	1,374,458	1,218,820	1,063,182	907,544	751,812	595,728
		170	1,493,211	1,339,622	1,186,034	1,032,445	878,856	725,033	571,009
		180	1,456,327	1,304,787	1,153,248	1,001,708	850,169	698,254	546,290
		190	1,419,442	1,269,952	1,120,461	970,971	821,378	671,475	521,571
		200	1,382,558	1,235,117	1,087,675	940,234	792,539	644,696	496,852
		210	1,345,673	1,200,281	1,054,889	909,484	763,701	617,917	472,133
		220	1,308,789	1,165,446	1,022,103	878,585	734,862	591,138	447,414
		230	1,271,905	1,130,611	989,317	847,687	706,023	564,359	422,695
		240	1,235,020	1,095,775	956,392	816,788	677,184	537,580	397,976
		250	1,198,136	1,060,940	923,433	785,889	648,345	510,801	373,257

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV)		989,703	90%	100%	110%	120%	130%	140%	150%
CIL £psm 0.00		0	999,659	989,703	979,747	969,791	959,835	949,879	939,924
		10	975,069	965,113	955,157	945,201	935,246	925,290	915,334
		20	950,479	940,523	930,568	920,612	910,656	900,700	890,744
		30	925,890	915,934	905,978	896,022	886,066	876,111	866,155
		40	901,300	891,344	881,388	871,433	861,477	851,521	841,565
		50	876,710	866,755	856,799	846,843	836,887	826,931	816,976
		60	852,121	842,165	832,209	822,253	812,298	802,342	792,386
		70	827,531	817,575	807,620	797,664	787,708	777,752	767,796
		80	802,942	792,986	783,030	773,074	763,118	753,162	743,207
		90	778,352	768,396	758,440	748,484	738,529	728,573	718,617
		100	753,762	743,806	733,851	723,895	713,939	703,983	694,001
		110	729,173	719,217	709,261	699,305	689,299	679,291	669,282
		120	704,583	694,604	684,596	674,588	664,580	654,572	644,563
		130	679,994	669,885	659,877	649,869	639,861	629,853	619,844
		140	655,175	645,166	635,158	625,150	615,142	605,134	595,125
		150	630,456	620,447	610,439	600,431	590,423	580,415	570,406
		160	605,737	595,728	585,720	575,712	565,704	555,696	545,687
		170	581,018	571,009	561,001	550,993	540,985	530,977	520,968
		180	556,299	546,290	536,282	526,274	516,266	506,258	496,249
		190	531,580	521,571	511,563	501,555	491,547	481,539	471,530
		200	506,861	496,852	486,844	476,836	466,828	456,820	446,811
		210	482,142	472,133	462,125	452,117	442,109	432,101	422,092
		220	457,423	447,414	437,406	427,398	417,390	407,382	397,373
		230	432,703	422,695	412,687	402,679	392,671	382,663	372,654
		240	407,984	397,976	387,968	377,960	367,952	357,944	347,935
		250	383,265	373,257	363,249	353,241	343,233	333,224	323,216

Scheme Ref:

AH

No Units:

55

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

Sheltered Housing

TABLE 3		Profit (on OMS) 20%							
	Balance (RLV - BLV)	989,703	15%	16%	17%	18%	19%	20%	21%
		0	1,355,755	1,282,545	1,209,334	1,136,124	1,062,913	989,703	916,492
		10	1,331,166	1,257,955	1,184,745	1,111,534	1,038,324	965,113	891,903
		20	1,306,576	1,233,365	1,160,155	1,086,944	1,013,734	940,523	867,313
		30	1,281,986	1,208,776	1,135,565	1,062,355	989,144	915,934	842,723
		40	1,257,397	1,184,186	1,110,976	1,037,765	964,555	891,344	818,134
	CIL £psm	50	1,232,807	1,159,597	1,086,386	1,013,176	939,965	866,755	793,544
	0.00	60	1,208,217	1,135,007	1,061,796	988,586	915,375	842,165	768,954
		70	1,183,628	1,110,417	1,037,207	963,996	890,786	817,575	744,365
		80	1,159,038	1,085,828	1,012,617	939,407	866,196	792,986	719,775
		90	1,134,449	1,061,238	988,028	914,817	841,607	768,396	695,186
		100	1,109,859	1,036,648	963,438	890,227	817,017	743,806	670,596
		110	1,085,269	1,012,059	938,848	865,638	792,427	719,217	646,006
		120	1,060,657	987,446	914,236	841,025	767,815	694,604	621,394
		130	1,035,938	962,727	889,517	816,306	743,096	669,885	596,675
		140	1,011,219	938,008	864,798	791,587	718,377	645,166	571,956
		150	986,500	913,289	840,079	766,868	693,658	620,447	547,237
		160	961,781	888,570	815,360	742,149	668,939	595,728	522,518
		170	937,062	863,851	790,641	717,430	644,220	571,009	497,799
		180	912,343	839,132	765,922	692,711	619,501	546,290	473,080
		190	887,624	814,413	741,203	667,992	594,782	521,571	448,361
		200	862,905	789,694	716,484	643,273	570,063	496,852	423,642
		210	838,186	764,975	691,765	618,554	545,344	472,133	398,923
		220	813,467	740,256	667,046	593,835	520,625	447,414	374,204
		230	788,748	715,537	642,327	569,116	495,906	422,695	349,485
		240	764,029	690,818	617,608	544,397	471,187	397,976	324,766
		250	739,310	666,099	592,889	519,678	446,468	373,257	300,047

TABLE 4		BLV (per acre)							
	Balance (RLV - BLV)	989,703	150,000	200,000	250,000	300,000	350,000	400,000	450,000
		0	1,071,246	1,016,884	962,522	908,160	853,798	799,436	745,074
		10	1,046,656	992,294	937,932	883,570	829,208	774,846	720,484
		20	1,022,066	967,704	913,342	858,980	804,618	750,256	695,894
		30	997,477	943,115	888,753	834,391	780,029	725,667	671,305
		40	972,887	918,525	864,163	809,801	755,439	701,077	646,715
	CIL £psm	50	948,298	893,936	839,574	785,212	730,850	676,488	622,126
	0.00	60	923,708	869,346	814,984	760,622	706,260	651,898	597,536
		70	899,118	844,756	790,394	736,032	681,670	627,308	572,946
		80	874,529	820,167	765,805	711,443	657,081	602,719	548,357
		90	849,939	795,577	741,215	686,853	632,491	578,129	523,767
		100	825,349	770,987	716,625	662,263	607,901	553,539	499,177
		110	800,760	746,398	692,036	637,674	583,312	528,950	474,588
		120	776,147	721,785	667,423	613,061	558,699	504,337	449,975
		130	751,428	697,066	642,704	588,342	533,980	479,618	425,256
		140	726,709	672,347	617,985	563,623	509,261	454,899	400,537
		150	701,990	647,628	593,266	538,904	484,542	430,180	375,818
		160	677,271	622,909	568,547	514,185	459,823	405,461	351,099
		170	652,552	598,190	543,828	489,466	435,104	380,742	326,380
		180	627,833	573,471	519,109	464,747	410,385	356,023	301,661
		190	603,114	548,752	494,390	440,028	385,666	331,304	276,942
		200	578,395	524,033	469,671	415,309	360,947	306,585	252,223
		210	553,676	499,314	444,952	390,590	336,228	281,866	227,504
		220	528,957	474,595	420,233	365,871	311,509	257,147	202,785
		230	504,238	449,876	395,514	341,152	286,790	232,428	178,066
		240	479,519	425,157	370,795	316,433	262,071	207,709	153,347
		250	454,800	400,438	346,076	291,714	237,352	182,990	128,628

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

TABLE 5		Density (dph)							
Balance (RLV - BLV)		989,703	125						
		25	30	35	40	45	50	55	
CIL Epsm 0.00	0	11,187	215,044	360,657	469,866	554,807	622,759	678,357	
	10	(13,403)	190,455	336,067	445,276	530,217	598,170	653,767	
	20	(37,993)	165,865	311,477	420,687	505,627	573,580	629,177	
	30	(62,582)	141,275	286,888	396,097	481,038	548,990	604,588	
	40	(87,172)	116,686	262,298	371,508	456,448	524,401	579,998	
	50	(111,761)	92,096	237,709	346,918	431,859	499,811	555,409	
	60	(136,351)	67,506	213,119	322,328	407,269	475,221	530,819	
	70	(160,941)	42,917	188,529	297,739	382,679	450,632	506,229	
	80	(185,530)	18,327	163,940	273,149	358,090	426,042	481,640	
	90	(210,120)	(6,262)	139,350	248,559	333,500	401,453	457,050	
	100	(234,710)	(30,852)	114,760	223,970	308,910	376,863	432,460	
	110	(259,299)	(55,442)	90,171	199,380	284,321	352,273	407,871	
	120	(283,912)	(80,054)	65,558	174,768	259,708	327,661	383,258	
	130	(308,631)	(104,773)	40,839	150,049	234,989	302,942	358,539	
	140	(333,350)	(129,492)	16,120	125,330	210,270	278,223	333,820	
	150	(358,069)	(154,211)	(8,599)	100,611	185,551	253,504	309,101	
160	(382,788)	(178,930)	(33,318)	75,892	160,832	228,785	284,382		
170	(407,507)	(203,649)	(58,037)	51,173	136,113	204,066	259,663		
180	(432,226)	(228,368)	(82,756)	26,454	111,394	179,347	234,944		
190	(456,945)	(253,087)	(107,475)	1,735	86,675	154,628	210,225		
200	(481,664)	(277,806)	(132,194)	(22,984)	61,956	129,909	185,506		
210	(506,383)	(302,525)	(156,913)	(47,703)	37,237	105,190	160,787		
220	(531,102)	(327,244)	(181,632)	(72,422)	12,518	80,471	136,068		
230	(555,821)	(351,963)	(206,351)	(97,141)	(12,201)	55,752	111,349		
240	(580,540)	(376,682)	(231,070)	(121,860)	(36,920)	31,033	86,630		
250	(605,259)	(401,401)	(255,789)	(146,579)	(61,639)	6,314	61,911		

TABLE 6		Build cost	100%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV)	989,703	90%	95%	100%	105%	110%	115%	120%
	0	1,682,810	1,338,849	989,703	637,443	280,847	(79,740)	(475,423)
	10	1,658,477	1,314,259	965,113	612,724	256,128	(104,589)	(504,136)
	20	1,634,144	1,289,670	940,523	588,005	231,409	(129,438)	(532,848)
	30	1,609,812	1,265,080	915,934	563,286	206,690	(154,287)	(561,561)
	40	1,585,479	1,240,491	891,344	538,567	181,971	(179,136)	(590,273)
	50	1,561,146	1,215,901	866,755	513,848	157,252	(203,985)	(618,986)
	60	1,536,726	1,191,311	842,165	489,129	132,459	(228,834)	(647,698)
	70	1,512,265	1,166,722	817,575	464,410	107,610	(256,605)	(676,410)
	80	1,487,804	1,142,132	792,986	439,691	82,760	(285,167)	(705,123)
	90	1,463,343	1,117,542	768,396	414,972	57,911	(313,729)	(733,835)
	100	1,438,882	1,092,953	743,806	390,253	33,062	(342,292)	(762,548)
	110	1,414,421	1,068,363	719,217	365,534	8,213	(370,854)	(791,260)
	120	1,389,960	1,043,774	694,604	340,815	(16,636)	(399,416)	(819,973)
	130	1,365,499	1,019,184	669,885	316,096	(41,485)	(427,978)	(848,685)
	140	1,340,949	994,594	645,166	291,377	(66,334)	(456,674)	(877,397)
	150	1,316,360	970,005	620,447	266,658	(91,183)	(485,386)	(906,110)
	160	1,291,770	945,415	595,728	241,939	(116,032)	(514,099)	(934,822)
	170	1,267,180	920,825	571,009	217,220	(140,881)	(542,811)	(963,535)
	180	1,242,591	896,236	546,290	192,501	(165,730)	(571,524)	(992,288)
	190	1,218,001	871,646	521,571	167,782	(190,579)	(600,236)	(1,021,151)
	200	1,193,412	847,057	496,852	143,044	(215,428)	(628,949)	(1,050,015)
	210	1,168,822	822,467	472,133	118,194	(241,196)	(657,661)	(1,078,878)
	220	1,144,232	797,877	447,414	93,345	(269,758)	(686,373)	(1,107,742)
	230	1,119,643	773,288	422,695	68,496	(298,321)	(715,086)	(1,136,605)
	240	1,095,053	748,698	397,976	43,647	(326,883)	(743,798)	(1,165,469)
	250	1,070,463	724,108	373,257	18,798	(355,445)	(772,511)	(1,194,332)

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

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	989,703	90%	95%	100%	105%	110%	115%	120%
		0	421,293	705,985	989,703	1,273,420	1,556,818	1,839,073	2,120,524
		10	396,574	681,396	965,113	1,248,830	1,532,357	1,814,740	2,096,319
		20	371,855	656,806	940,523	1,224,241	1,507,896	1,790,408	2,072,006
		30	347,136	632,106	915,934	1,199,651	1,483,368	1,766,029	2,047,673
		40	322,417	607,387	891,344	1,175,061	1,458,779	1,741,568	2,023,340
	CIL £psm	50	297,698	582,668	866,755	1,150,472	1,434,189	1,717,107	1,999,008
	0.00	60	272,979	557,949	842,165	1,125,882	1,409,599	1,692,646	1,974,675
		70	248,260	533,230	817,575	1,101,293	1,385,010	1,668,185	1,950,342
		80	223,541	508,510	792,986	1,076,703	1,360,420	1,643,724	1,926,009
		90	198,822	483,791	768,396	1,052,113	1,335,831	1,619,263	1,901,676
		100	174,103	459,072	743,806	1,027,524	1,311,241	1,594,802	1,877,343
		110	149,384	434,353	719,217	1,002,934	1,286,651	1,570,341	1,852,935
		120	124,665	409,634	694,604	978,344	1,262,062	1,545,779	1,828,474
		130	99,933	384,915	669,885	953,755	1,237,472	1,521,189	1,804,013
		140	75,084	360,196	645,166	929,165	1,212,882	1,496,600	1,779,552
		150	50,235	335,477	620,447	904,576	1,188,293	1,472,010	1,755,091
		160	25,386	310,758	595,728	879,986	1,163,703	1,447,420	1,730,630
		170	537	286,039	571,009	855,396	1,139,114	1,422,831	1,706,169
		180	(24,312)	261,320	546,290	830,807	1,114,524	1,398,241	1,681,708
		190	(49,161)	236,601	521,571	806,217	1,089,934	1,373,651	1,657,247
		200	(74,010)	211,882	496,852	781,627	1,065,345	1,349,062	1,632,779
		210	(98,860)	187,163	472,133	757,038	1,040,755	1,324,472	1,608,189
		220	(123,709)	162,444	447,414	732,384	1,016,165	1,299,883	1,583,600
		230	(148,558)	137,725	422,695	707,665	991,576	1,275,293	1,559,010
		240	(173,407)	112,946	397,976	682,946	966,986	1,250,703	1,534,421
		250	(198,256)	88,097	373,257	658,227	942,397	1,226,114	1,509,831

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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

ASSUMPTIONS - RESIDENTIAL USES

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

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

GROSS DEVELOPMENT VALUE

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

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(23,549)
CIL		4,400 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	55 units @	2,000 per unit	(110,000)
S106 analysis: 250,000 £ per ha				
		0.78% % of GDV	2,000 £ per unit (total ur	(110,000)
AH Commuted Sum		4,400 sqm (total)	607 £ psm	(2,671,086)
Comm. Sum analysis: 19.05% % of GDV				

cont./

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

Construction Costs -					
Site Clearance and Demolition		1.09 acres @		0 £ per acre (if brownfield)	-
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House	-	sqm @		0 psm	-
2 bed House	-	sqm @		0 psm	-
3 bed House	-	sqm @		0 psm	-
4 bed House	-	sqm @		0 psm	-
5 bed House	-	sqm @		0 psm	-
1 bed Flat		2,200 sqm @		1,287 psm	(2,831,400)
2 bed Flat	4,400	2,200 sqm @		1,287 psm	(2,831,400)
External works		5,662,800 @		10.0% 10,296 £ per unit	(566,280)
M4(2) Category 2 Housing	Aff units	units @	0% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	55 units @	90% @	521 £ per unit	(25,790)
M4(3) Category 3 Housing	Mrkt units	55 units @	10% @	10,111 £ per unit	(55,611)
Water Efficiency additional cost	55 units @			10 £ per unit	(550)
Low Carbon Energy cost	55 units @			4,847 £ per unit	(266,585)
Contingency		6,577,615 @		3.0% (GF/BF)	(197,328)
Professional Fees		6,577,615 @		6.5%	(427,545)
Disposal Costs -					
Residential Sales Agent Costs		14,025,000 OMS @		1.00% 2,550 £ per unit	(140,250)
Residential Sales Legal Costs		55 OM Units @		0.35% 900 £ per unit	(49,500)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		14,025,000 OMS @		3.00% 7,650 £ per unit 11,282 £ per unit	(420,750)
Interest (on Development Costs) -				6.50% APR 0.526% pcm	(253,262)
Developers Profit -					
Margin on AH		0		6.00% on AH values	-
Profit on OMS		14,025,000		20.00%	(2,805,000)
Profit analysis:		10,950,885		25.61% on costs	(2,805,000)
		14,025,000		20.00% blended GDV	(2,805,000)
TOTAL COSTS					(13,755,885)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					269,115
SDLT		269,115 @		(slabbed)	(2,956)
Acquisition Agent fees		269,115 @		1.0%	(2,691)
Acquisition Legal fees		269,115 @		0.5%	(1,346)
Interest on Land		269,115 @		6.50%	(17,492)
Residual Land Value					244,630
RLV analysis:	4,448 £ per plot	555,977 £ per ha		225,001 £ per acre	

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

BALANCE					
Surplus/(Deficit)		2 £ per ha		1 £ per acre	1

Scheme Ref:

AH

No Units:

55

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

Sheltered Housing

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV) for changes in appraisal input assumptions above.

Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 0%							
Balance (RLV - BLV)		1	10%	15%	20%	25%	30%	35%	40%
CIL £psm 0.00		0	(401,734)	(620,968)	(840,202)	(1,059,436)	(1,279,908)	(1,500,451)	(1,721,956)
		10	(444,802)	(661,644)	(878,485)	(1,095,445)	(1,313,582)	(1,531,720)	(1,750,972)
		20	(487,871)	(702,320)	(916,768)	(1,131,525)	(1,347,257)	(1,562,988)	(1,779,987)
		30	(530,940)	(742,996)	(955,052)	(1,167,604)	(1,380,931)	(1,594,257)	(1,809,002)
		40	(574,008)	(783,671)	(993,335)	(1,203,684)	(1,414,605)	(1,625,589)	(1,838,018)
		50	(617,077)	(824,347)	(1,031,618)	(1,239,763)	(1,448,279)	(1,657,023)	(1,867,033)
		60	(660,145)	(865,023)	(1,069,901)	(1,275,842)	(1,481,953)	(1,688,456)	(1,896,049)
		70	(703,214)	(905,699)	(1,108,216)	(1,311,922)	(1,515,627)	(1,719,889)	(1,925,064)
		80	(746,283)	(946,375)	(1,146,701)	(1,348,001)	(1,549,301)	(1,751,323)	(1,954,079)
		90	(789,351)	(987,051)	(1,185,186)	(1,384,081)	(1,582,975)	(1,782,756)	(1,983,095)
		100	(832,420)	(1,027,727)	(1,223,670)	(1,420,160)	(1,616,649)	(1,814,189)	(2,012,110)
		110	(875,489)	(1,068,403)	(1,262,155)	(1,456,239)	(1,650,323)	(1,845,623)	(2,041,125)
		120	(918,557)	(1,109,079)	(1,300,640)	(1,492,319)	(1,683,998)	(1,877,056)	(2,070,141)
		130	(961,626)	(1,149,851)	(1,339,125)	(1,528,398)	(1,717,823)	(1,908,489)	(2,221,191)
		140	(1,004,695)	(1,190,741)	(1,377,609)	(1,564,477)	(1,751,674)	(1,939,923)	(2,405,218)
		150	(1,047,763)	(1,231,631)	(1,416,094)	(1,600,557)	(1,785,525)	(1,971,356)	(2,589,246)
		160	(1,090,832)	(1,272,521)	(1,454,579)	(1,636,636)	(1,819,376)	(2,002,789)	(2,773,274)
		170	(1,133,901)	(1,313,411)	(1,493,063)	(1,672,716)	(1,853,228)	(2,034,223)	(2,957,302)
		180	(1,177,054)	(1,354,301)	(1,531,548)	(1,708,795)	(1,887,079)	(2,065,656)	(3,141,330)
		190	(1,220,349)	(1,395,191)	(1,570,033)	(1,744,874)	(1,920,930)	(2,097,089)	(3,325,358)
		200	(1,263,644)	(1,436,081)	(1,608,517)	(1,781,040)	(1,954,782)	(2,128,523)	(3,509,385)
		210	(1,306,940)	(1,476,971)	(1,647,002)	(1,817,310)	(1,988,633)	(2,159,956)	(3,693,413)
		220	(1,350,235)	(1,517,861)	(1,685,487)	(1,853,579)	(2,022,484)	(2,191,389)	(3,877,441)
		230	(1,393,530)	(1,558,751)	(1,723,971)	(1,889,848)	(2,056,335)	(2,362,408)	(4,061,469)
		240	(1,436,825)	(1,599,641)	(1,762,456)	(1,926,117)	(2,090,187)	(2,561,772)	(4,245,497)
		250	(1,480,121)	(1,640,531)	(1,800,941)	(1,962,387)	(2,124,038)	(2,761,135)	(4,429,525)

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 0.00		0	10,062	1	(10,060)	(20,121)	(30,182)	(40,242)	(50,303)
		10	(31,353)	(41,414)	(51,475)	(61,536)	(71,597)	(81,658)	(91,718)
		20	(72,768)	(82,829)	(92,890)	(102,951)	(113,012)	(123,073)	(133,134)
		30	(114,184)	(124,244)	(134,305)	(144,366)	(154,427)	(164,488)	(174,549)
		40	(155,599)	(165,659)	(175,720)	(185,781)	(195,842)	(205,903)	(215,964)
		50	(197,014)	(207,075)	(217,135)	(227,196)	(237,257)	(247,289)	(260,853)
		60	(239,071)	(250,636)	(262,200)	(273,764)	(285,328)	(296,892)	(308,515)
		70	(286,675)	(298,244)	(309,869)	(321,494)	(333,119)	(344,744)	(356,369)
		80	(334,473)	(346,098)	(357,723)	(369,348)	(380,973)	(392,598)	(404,223)
		90	(382,327)	(393,952)	(405,577)	(417,202)	(428,827)	(440,452)	(452,077)
		100	(430,181)	(441,806)	(453,431)	(465,056)	(476,681)	(488,306)	(499,931)
		110	(478,035)	(489,660)	(501,285)	(512,910)	(524,535)	(536,160)	(547,785)
		120	(525,889)	(537,514)	(549,139)	(560,764)	(572,389)	(584,014)	(595,639)
		130	(573,743)	(585,368)	(596,993)	(608,618)	(620,243)	(631,868)	(643,493)
		140	(621,597)	(633,222)	(644,847)	(656,472)	(668,097)	(679,722)	(691,347)
		150	(669,451)	(681,076)	(692,701)	(704,326)	(715,951)	(727,576)	(739,201)
		160	(717,305)	(728,930)	(740,555)	(752,180)	(763,805)	(775,430)	(787,056)
		170	(765,159)	(776,784)	(788,409)	(800,034)	(811,659)	(823,285)	(834,910)
		180	(813,013)	(824,638)	(836,263)	(847,888)	(859,514)	(871,139)	(882,764)
		190	(860,867)	(872,492)	(884,118)	(895,743)	(907,368)	(918,993)	(930,618)
		200	(908,721)	(920,347)	(931,972)	(943,597)	(955,222)	(966,847)	(978,472)
		210	(956,576)	(968,201)	(979,826)	(991,451)	(1,003,076)	(1,014,701)	(1,026,326)
		220	(1,004,430)	(1,016,055)	(1,027,680)	(1,039,305)	(1,050,930)	(1,062,555)	(1,074,180)
		230	(1,052,284)	(1,063,909)	(1,075,534)	(1,087,159)	(1,098,784)	(1,110,409)	(1,122,034)
		240	(1,100,138)	(1,111,763)	(1,123,388)	(1,135,013)	(1,146,638)	(1,158,263)	(1,169,888)
		250	(1,147,992)	(1,159,617)	(1,171,242)	(1,182,867)	(1,194,492)	(1,206,117)	(1,217,742)

Scheme Ref:

AH

No Units:

55

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

Sheltered Housing

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		1	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 0.00		0	610,089	488,071	366,054	244,036	122,019	1	(122,017)
		10	568,673	446,656	324,638	202,621	80,603	(41,414)	(163,432)
		20	527,258	405,241	283,223	161,206	39,188	(82,829)	(204,847)
		30	485,843	363,826	241,808	119,791	(2,227)	(124,244)	(248,075)
		40	444,428	322,411	200,393	78,376	(43,642)	(165,659)	(295,678)
		50	403,013	280,995	158,978	36,960	(85,057)	(207,075)	(343,282)
		60	361,598	239,580	117,563	(4,455)	(126,472)	(250,636)	(390,886)
		70	320,179	198,161	76,144	(45,874)	(167,891)	(298,244)	(438,494)
		80	278,546	156,528	34,511	(87,507)	(209,524)	(346,098)	(486,348)
		90	236,913	114,895	(7,122)	(129,140)	(253,702)	(393,952)	(534,202)
		100	195,280	73,262	(48,755)	(170,773)	(301,556)	(441,806)	(582,056)
		110	153,647	31,629	(90,388)	(212,406)	(349,410)	(489,660)	(629,910)
		120	112,014	(10,004)	(132,021)	(257,014)	(397,264)	(537,514)	(677,764)
		130	70,381	(51,637)	(173,654)	(304,868)	(445,118)	(585,368)	(725,618)
		140	28,747	(93,270)	(215,288)	(352,722)	(492,972)	(633,222)	(773,472)
		150	(12,886)	(134,903)	(260,326)	(400,576)	(540,826)	(681,076)	(821,326)
		160	(54,519)	(176,536)	(308,180)	(448,430)	(588,680)	(728,930)	(869,180)
		170	(96,152)	(218,169)	(356,034)	(496,284)	(636,534)	(776,784)	(917,034)
		180	(137,785)	(263,638)	(403,888)	(544,138)	(684,388)	(824,638)	(964,888)
		190	(179,418)	(311,492)	(451,742)	(591,992)	(732,242)	(872,492)	(1,012,742)
		200	(221,051)	(359,347)	(499,597)	(639,847)	(780,097)	(920,347)	(1,060,597)
		210	(266,951)	(407,201)	(547,451)	(687,701)	(827,951)	(968,201)	(1,108,451)
		220	(314,805)	(455,055)	(595,305)	(735,555)	(875,805)	(1,016,055)	(1,156,305)
		230	(362,659)	(502,909)	(643,159)	(783,409)	(923,659)	(1,063,909)	(1,204,159)
		240	(410,513)	(550,763)	(691,013)	(831,263)	(971,513)	(1,111,763)	(1,252,013)
		250	(458,367)	(598,617)	(738,867)	(879,117)	(1,019,367)	(1,159,617)	(1,299,867)

TABLE 4

		BLV (per acre)		225,000					
Balance (RLV - BLV)		1	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 0.00	0		81,544	27,182	(27,180)	(81,542)	(135,904)	(190,266)	(244,628)
	10		40,129	(14,233)	(68,595)	(122,957)	(177,319)	(231,681)	(286,043)
	20		(1,286)	(55,648)	(110,010)	(164,372)	(218,734)	(273,096)	(327,458)
	30		(42,701)	(97,063)	(151,425)	(205,787)	(260,149)	(314,511)	(368,873)
	40		(84,116)	(138,478)	(192,840)	(247,202)	(301,564)	(355,926)	(410,288)
	50		(125,532)	(179,894)	(234,256)	(288,618)	(342,980)	(397,342)	(451,704)
	60		(169,093)	(223,455)	(277,817)	(332,179)	(386,541)	(440,903)	(495,265)
	70		(216,701)	(271,063)	(325,425)	(379,787)	(434,149)	(488,511)	(542,873)
	80		(264,555)	(318,917)	(373,279)	(427,641)	(482,003)	(536,365)	(590,727)
	90		(312,409)	(366,771)	(421,133)	(475,495)	(529,857)	(584,219)	(638,581)
	100		(360,263)	(414,625)	(468,987)	(523,349)	(577,711)	(632,073)	(686,435)
	110		(408,117)	(462,479)	(516,841)	(571,203)	(625,565)	(679,927)	(734,289)
	120		(455,971)	(510,333)	(564,695)	(619,057)	(673,419)	(727,781)	(782,143)
	130		(503,825)	(558,187)	(612,549)	(666,911)	(721,273)	(775,635)	(829,997)
	140		(551,679)	(606,041)	(660,403)	(714,765)	(769,127)	(823,489)	(877,851)
	150		(599,533)	(653,895)	(708,257)	(762,619)	(816,981)	(871,343)	(925,705)
	160		(647,387)	(701,749)	(756,111)	(810,473)	(864,835)	(919,197)	(973,559)
	170		(695,241)	(749,603)	(803,965)	(858,327)	(912,689)	(967,051)	(1,021,413)
	180		(743,095)	(797,457)	(851,819)	(906,181)	(960,543)	(1,014,905)	(1,069,267)
	190		(790,949)	(845,311)	(899,673)	(954,035)	(1,008,397)	(1,062,759)	(1,117,121)
	200		(838,804)	(893,166)	(947,528)	(1,001,890)	(1,056,252)	(1,110,614)	(1,164,976)
	210		(886,658)	(941,020)	(995,382)	(1,049,744)	(1,104,106)	(1,158,468)	(1,212,830)
	220		(934,512)	(988,874)	(1,043,236)	(1,097,598)	(1,151,960)	(1,206,322)	(1,260,684)
	230		(982,366)	(1,036,728)	(1,091,090)	(1,145,452)	(1,199,814)	(1,254,176)	(1,308,538)
	240		(1,030,220)	(1,084,582)	(1,138,944)	(1,193,306)	(1,247,668)	(1,302,030)	(1,356,392)
	250		(1,078,074)	(1,132,436)	(1,186,798)	(1,241,160)	(1,295,522)	(1,349,884)	(1,404,246)

Scheme Ref:

AH

No Units:

55

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

Sheltered Housing

TABLE 5		Density (dph)						
		1	25	30	35	40	45	50
Balance (RLV - BLV)		0	(978,515)	(774,658)	(629,045)	(519,836)	(434,895)	(366,943)
		10	(1,019,930)	(816,073)	(670,460)	(561,251)	(476,310)	(408,358)
		20	(1,061,345)	(857,488)	(711,875)	(602,666)	(517,725)	(449,773)
		30	(1,102,760)	(898,903)	(753,290)	(644,081)	(559,140)	(491,188)
		40	(1,144,175)	(940,318)	(794,705)	(685,496)	(600,555)	(532,603)
CIL £psm		50	(1,185,591)	(981,733)	(836,121)	(726,911)	(641,971)	(574,018)
0.00		60	(1,229,152)	(1,025,294)	(879,682)	(770,472)	(685,532)	(617,579)
		70	(1,276,760)	(1,072,902)	(927,290)	(818,080)	(733,140)	(665,187)
		80	(1,324,614)	(1,120,756)	(975,144)	(865,934)	(780,994)	(713,041)
		90	(1,372,468)	(1,168,610)	(1,022,998)	(913,788)	(828,848)	(760,895)
		100	(1,420,322)	(1,216,464)	(1,070,852)	(961,643)	(876,702)	(808,749)
		110	(1,468,176)	(1,264,318)	(1,118,706)	(1,009,497)	(924,556)	(856,603)
		120	(1,516,030)	(1,312,173)	(1,166,560)	(1,057,351)	(972,410)	(904,458)
		130	(1,563,884)	(1,360,027)	(1,214,414)	(1,105,205)	(1,020,264)	(952,312)
		140	(1,611,738)	(1,407,881)	(1,262,268)	(1,153,059)	(1,068,118)	(1,000,166)
		150	(1,659,592)	(1,455,735)	(1,310,122)	(1,200,913)	(1,115,972)	(1,048,020)
		160	(1,707,446)	(1,503,589)	(1,357,976)	(1,248,767)	(1,163,826)	(1,095,874)
		170	(1,755,300)	(1,551,443)	(1,405,830)	(1,296,621)	(1,211,680)	(1,143,728)
		180	(1,803,154)	(1,599,297)	(1,453,684)	(1,344,475)	(1,259,534)	(1,191,582)
		190	(1,851,008)	(1,647,151)	(1,501,538)	(1,392,329)	(1,307,388)	(1,239,436)
		200	(1,898,863)	(1,695,005)	(1,549,393)	(1,440,183)	(1,355,243)	(1,287,290)
		210	(1,946,717)	(1,742,859)	(1,597,247)	(1,488,037)	(1,403,097)	(1,335,144)
		220	(1,994,571)	(1,790,713)	(1,645,101)	(1,535,891)	(1,450,951)	(1,382,998)
		230	(2,042,425)	(1,838,567)	(1,692,955)	(1,583,745)	(1,498,805)	(1,430,852)
		240	(2,090,279)	(1,886,421)	(1,740,809)	(1,631,599)	(1,546,659)	(1,478,706)
		250	(2,138,133)	(1,934,275)	(1,788,663)	(1,679,453)	(1,594,513)	(1,526,560)

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	704,948	354,453	1	(376,085)	(792,163)	(1,211,502)
		10	663,749	313,038	(41,414)	(423,939)	(840,018)	(1,259,564)
		20	622,551	271,623	(82,829)	(471,793)	(887,872)	(1,307,670)
		30	581,353	230,208	(124,244)	(519,647)	(935,726)	(1,355,776)
		40	540,154	188,793	(165,659)	(567,501)	(983,580)	(1,403,882)
CIL £psm		50	498,956	147,378	(207,075)	(615,355)	(1,031,434)	(1,451,988)
0.00		60	457,594	105,962	(250,636)	(663,209)	(1,079,288)	(1,500,094)
		70	416,179	64,547	(298,244)	(711,063)	(1,127,142)	(1,548,199)
		80	374,764	23,132	(346,098)	(758,917)	(1,174,996)	(1,596,305)
		90	333,348	(18,283)	(393,952)	(806,771)	(1,222,866)	(1,644,411)
		100	291,933	(59,698)	(441,806)	(854,625)	(1,270,972)	(1,692,517)
		110	250,518	(101,113)	(489,660)	(902,479)	(1,319,078)	(1,740,623)
		120	209,103	(142,528)	(537,514)	(950,333)	(1,367,184)	(1,788,729)
		130	167,688	(183,943)	(585,368)	(998,187)	(1,415,290)	(1,836,835)
		140	126,273	(225,359)	(633,222)	(1,046,042)	(1,463,396)	(1,884,940)
		150	84,858	(271,652)	(681,076)	(1,093,896)	(1,511,502)	(1,933,046)
		160	43,443	(319,370)	(728,930)	(1,141,750)	(1,559,607)	(1,981,152)
		170	2,027	(367,224)	(776,784)	(1,189,604)	(1,607,713)	(2,029,258)
		180	(39,388)	(415,078)	(824,638)	(1,237,551)	(1,655,819)	(2,077,364)
		190	(80,803)	(462,932)	(872,492)	(1,285,657)	(1,703,925)	(2,125,470)
		200	(122,218)	(510,787)	(920,347)	(1,333,763)	(1,752,031)	(2,173,741)
		210	(163,633)	(558,641)	(968,201)	(1,381,869)	(1,800,137)	(2,222,100)
		220	(205,048)	(606,495)	(1,016,055)	(1,429,975)	(1,848,243)	(2,270,459)
		230	(248,306)	(654,349)	(1,063,909)	(1,478,080)	(1,896,348)	(2,318,818)
		240	(295,910)	(702,203)	(1,111,763)	(1,526,186)	(1,944,454)	(2,367,177)
		250	(343,756)	(750,057)	(1,159,617)	(1,574,292)	(1,992,560)	(2,415,536)

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

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	1	90%	95%	100%	105%	110%	115%	120%
		0	(1,066,199)	(514,732)	1	477,255	952,460	1,427,410	1,900,626
		10	(1,114,053)	(562,586)	(41,414)	435,840	911,261	1,386,211	1,859,643
		20	(1,162,114)	(610,440)	(82,829)	394,425	870,063	1,345,013	1,818,661
		30	(1,210,220)	(658,294)	(124,244)	353,010	828,865	1,303,815	1,777,678
		40	(1,258,326)	(706,148)	(165,659)	311,595	787,666	1,262,616	1,736,695
	CIL £psm	50	(1,306,432)	(754,002)	(207,075)	270,180	746,468	1,221,418	1,695,712
	0.00	60	(1,354,538)	(801,856)	(250,636)	228,764	705,270	1,180,220	1,654,730
		70	(1,402,644)	(849,710)	(298,244)	187,349	664,071	1,139,021	1,613,747
		80	(1,450,749)	(897,565)	(346,098)	145,934	622,873	1,097,823	1,572,764
		90	(1,498,855)	(945,419)	(393,952)	104,519	581,675	1,056,624	1,531,574
		100	(1,546,961)	(993,273)	(441,806)	63,104	540,358	1,015,426	1,490,376
		110	(1,595,067)	(1,041,127)	(489,660)	21,689	498,943	974,228	1,449,178
		120	(1,643,173)	(1,088,981)	(537,514)	(19,726)	457,528	933,029	1,407,979
		130	(1,691,279)	(1,136,835)	(585,368)	(61,141)	416,113	891,831	1,366,781
		140	(1,739,385)	(1,184,760)	(633,222)	(102,557)	374,698	850,633	1,325,583
		150	(1,787,490)	(1,232,866)	(681,076)	(143,972)	333,283	809,434	1,284,384
		160	(1,835,596)	(1,280,972)	(728,930)	(185,387)	291,867	768,236	1,243,186
		170	(1,883,702)	(1,329,078)	(776,784)	(226,802)	250,452	727,038	1,201,988
		180	(1,931,808)	(1,377,184)	(824,638)	(273,311)	209,037	685,839	1,160,789
		190	(1,980,059)	(1,425,290)	(872,492)	(321,026)	167,622	644,641	1,119,591
		200	(2,028,418)	(1,473,395)	(920,347)	(368,880)	126,207	603,443	1,078,393
		210	(2,076,777)	(1,521,501)	(968,201)	(416,734)	84,792	562,046	1,037,194
		220	(2,125,136)	(1,569,607)	(1,016,055)	(464,588)	43,377	520,631	995,996
		230	(2,173,495)	(1,617,713)	(1,063,909)	(512,442)	1,962	479,216	954,797
		240	(2,221,854)	(1,665,819)	(1,111,763)	(560,296)	(39,454)	437,801	913,599
		250	(2,270,213)	(1,713,925)	(1,159,617)	(608,150)	(80,869)	396,386	872,401

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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

ASSUMPTIONS - RESIDENTIAL USES

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

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

GROSS DEVELOPMENT VALUE

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

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(23,549)
CIL		2,640 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	55 units @	2,000 per unit	(110,000)
AH Commuted Sum				
S106 analysis:	250,000 £ per ha	0.99% % of GDV	2,000 £ per unit (total ur	(110,000)
Comm. Sum analysis:		4,400 sqm (total)	0 £ psm	-
		0.00% % of GDV		

cont./

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

Construction Costs -					
Site Clearance and Demolition		1.09 acres @	50,000	£ per acre (if brownfield)	(54,362)
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @	0	per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0	£ per unit (total ur	-
1 bed House	-	sqm @	0	psm	-
2 bed House	-	sqm @	0	psm	-
3 bed House	-	sqm @	0	psm	-
4 bed House	-	sqm @	0	psm	-
5 bed House	-	sqm @	0	psm	-
1 bed Flat	2,200	sqm @	1,287	psm	(2,831,400)
2 bed Flat	4,400	2,200 sqm @	1,287	psm	(2,831,400)
External works		5,662,800 @	10.0%		(566,280)
			10,296	£ 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	33 units @	90%	521	£ per unit
M4(3) Category 3 Housing	Mrkt units	33 units @	10%	10,111	£ per unit
Water Efficiency additional cost	55 units @			10	£ per unit
Low Carbon Energy cost	55 units @			4,847	£ per unit
Contingency		6,599,417 @	5.0%	(GF/BF)	(329,971)
Professional Fees		6,599,417 @	6.5%		(428,962)
Disposal Costs -					
Residential Sales Agent Costs		8,415,000 OMS @	1.00%	1,530	£ per unit
Residential Sales Legal Costs		33 OM Units @	0.35%	900	£ per unit
Affordable Sale Legal Costs					lump sum
Marketing and Promotion		8,415,000 OMS @	3.00%	4,590	£ per unit
				6,842	£ per unit
Interest (on Development Costs) -		6.50% APR	0.526%	pcm	(78,611)
Developers Profit -					
Margin on AH		2,650,725	6.00%	on AH values	(159,044)
Profit on OMS		8,415,000	20.00%		(1,683,000)
Profit analysis:		8,016,810	22.98%	on costs	(1,842,044)
		11,065,725	16.65%	blended GDV	(1,842,044)
TOTAL COSTS					(9,858,853)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					1,206,872
SDLT		1,206,872 @	(slabbed)		(49,844)
Acquisition Agent fees		1,206,872 @	1.0%		(12,069)
Acquisition Legal fees		1,206,872 @	0.5%		(6,034)
Interest on Land		1,206,872 @	6.50%		(78,447)
Residual Land Value					1,060,479
RLV analysis:	19,281 £ per plot	2,410,178 £ per ha	975,386 £ per acre		

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

BALANCE					
Surplus/(Deficit)		1,421,778	£ per ha	575,386	£ per acre
					625,583

Scheme Ref:

AI

No Units:

55

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

Sheltered Housing

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV) for changes in appraisal input assumptions above.

Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 40%						
Balance (RLV - BLV)	625,583	10%	15%	20%	25%	30%	35%	40%
CIL £psm 0.00	0	1,755,306	1,567,336	1,378,985	1,190,635	1,002,284	813,933	625,583
	10	1,718,615	1,532,501	1,346,199	1,159,898	973,596	787,294	600,993
	20	1,681,918	1,497,665	1,313,413	1,129,161	944,908	760,656	576,403
	30	1,645,033	1,462,830	1,280,627	1,098,424	916,220	734,017	551,814
	40	1,608,149	1,427,995	1,247,841	1,067,686	887,532	707,378	527,224
	50	1,571,265	1,393,160	1,215,054	1,036,949	858,844	680,739	502,603
	60	1,534,380	1,358,324	1,182,268	1,006,212	830,157	654,101	477,883
	70	1,497,496	1,323,489	1,149,482	975,475	801,469	627,462	453,164
	80	1,460,611	1,288,654	1,116,696	944,738	772,781	600,823	428,445
	90	1,423,727	1,253,818	1,083,910	914,001	744,093	574,155	403,726
	100	1,386,842	1,218,983	1,051,124	883,264	715,405	547,376	379,007
	110	1,349,958	1,184,148	1,018,337	852,527	686,717	520,598	354,288
	120	1,313,073	1,149,312	985,551	821,790	658,029	493,819	329,569
	130	1,276,189	1,114,477	952,765	791,053	629,229	467,040	304,850
	140	1,239,305	1,079,642	919,979	760,316	600,390	440,261	280,131
	150	1,202,420	1,044,806	887,193	729,579	571,551	413,482	255,412
	160	1,165,536	1,009,971	854,407	698,722	542,712	386,703	230,693
	170	1,128,651	975,136	821,620	667,823	513,874	359,924	205,974
	180	1,091,767	940,301	788,814	636,924	485,035	333,145	181,255
	190	1,054,882	905,465	755,855	606,026	456,196	306,366	156,536
	200	1,017,998	870,630	722,897	575,127	427,357	279,587	131,817
	210	981,114	835,648	689,938	544,228	398,518	252,808	107,098
	220	944,229	800,629	656,979	513,329	369,679	226,029	82,379
	230	907,201	765,611	624,021	482,431	340,841	199,250	57,660
	240	870,122	730,592	591,062	451,532	312,002	172,472	32,941
	250	833,044	695,574	558,103	420,633	283,163	145,693	8,222

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV)	625,583	90%	100%	110%	120%	130%	140%	150%
CIL £psm 0.00	0	635,538	625,583	615,627	605,671	595,715	585,759	575,803
	10	610,949	600,993	591,037	581,081	571,125	561,170	551,214
	20	586,359	576,403	566,447	556,492	546,536	536,580	526,624
	30	561,769	551,814	541,858	531,902	521,946	511,990	502,000
	40	537,180	527,224	517,268	507,305	497,297	487,289	477,281
	50	512,590	502,603	492,594	482,586	472,578	462,570	452,562
	60	487,892	477,883	467,875	457,867	447,859	437,851	427,843
	70	463,173	453,164	443,156	433,148	423,140	413,132	403,124
	80	438,454	428,445	418,437	408,429	398,421	388,413	378,404
	90	413,735	403,726	393,718	383,710	373,702	363,694	353,685
	100	389,016	379,007	368,999	358,991	348,983	338,975	328,966
	110	364,297	354,288	344,280	334,272	324,264	314,256	304,247
	120	339,578	329,569	319,561	309,553	299,545	289,537	279,528
	130	314,859	304,850	294,842	284,834	274,826	264,818	254,809
	140	290,140	280,131	270,123	260,115	250,107	240,099	230,090
	150	265,421	255,412	245,404	235,396	225,388	215,380	205,371
	160	240,702	230,693	220,685	210,677	200,669	190,661	180,652
	170	215,983	205,974	195,966	185,958	175,950	165,942	155,933
	180	191,264	181,255	171,247	161,239	151,231	141,223	131,214
	190	166,545	156,536	146,528	136,520	126,512	116,504	106,495
	200	141,826	131,817	121,809	111,801	101,793	91,785	81,776
	210	117,107	107,098	97,090	87,082	77,074	67,066	57,057
	220	92,388	82,379	72,371	62,363	52,355	42,347	32,338
	230	67,669	57,660	47,652	37,644	27,636	17,628	7,619
	240	42,950	32,941	22,933	12,925	2,917	(7,091)	(17,100)
	250	18,231	8,222	(1,786)	(11,794)	(21,802)	(31,810)	(41,819)

Scheme Ref:

AI

No Units:

55

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

Sheltered Housing

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		625,583	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 0.00	0		991,635	918,425	845,214	772,004	698,793	625,583	552,372
	10		967,045	893,835	820,624	747,414	674,203	600,993	527,782
	20		942,456	869,245	796,035	722,824	649,614	576,403	503,193
	30		917,866	844,656	771,445	698,235	625,024	551,814	478,603
	40		893,277	820,066	746,856	673,645	600,435	527,224	454,014
	50		868,655	795,445	722,234	649,024	575,813	502,603	429,392
	60		843,936	770,725	697,515	624,304	551,094	477,883	404,673
	70		819,217	746,006	672,796	599,585	526,375	453,164	379,954
	80		794,498	721,287	648,077	574,866	501,656	428,445	355,235
	90		769,779	696,568	623,358	550,147	476,937	403,726	330,516
	100		745,060	671,849	598,639	525,428	452,218	379,007	305,797
	110		720,341	647,130	573,920	500,709	427,499	354,288	281,078
	120		695,622	622,411	549,201	475,990	402,780	329,569	256,359
	130		670,903	597,692	524,482	451,271	378,061	304,850	231,640
	140		646,184	572,973	499,763	426,552	353,342	280,131	206,921
	150		621,465	548,254	475,044	401,833	328,623	255,412	182,202
	160		596,746	523,535	450,325	377,114	303,904	230,693	157,483
	170		572,027	498,816	425,606	352,395	279,185	205,974	132,764
	180		547,308	474,097	400,887	327,676	254,466	181,255	108,045
	190		522,589	449,378	376,168	302,957	229,747	156,536	83,326
	200		497,870	424,659	351,449	278,238	205,028	131,817	58,607
	210		473,151	399,940	326,730	253,519	180,309	107,098	33,888
	220		448,432	375,221	302,011	228,800	155,590	82,379	9,169
	230		423,713	350,502	277,292	204,081	130,871	57,660	(15,550)
	240		398,994	325,783	252,573	179,362	106,152	32,941	(40,269)
	250		374,275	301,064	227,854	154,643	81,433	8,222	(64,988)

TABLE 4

		BLV (per acre)							
Balance (RLV - BLV)		625,583	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 0.00	0		897,393	843,031	788,669	734,307	679,945	625,583	571,221
	10		872,803	818,441	764,079	709,717	655,355	600,993	546,631
	20		848,213	793,851	739,489	685,127	630,765	576,403	522,041
	30		823,624	769,262	714,900	660,538	606,176	551,814	497,452
	40		799,034	744,672	690,310	635,948	581,586	527,224	472,862
	50		774,413	720,051	665,689	611,327	556,965	502,603	448,241
	60		749,693	695,331	640,969	586,607	532,245	477,883	423,521
	70		724,974	670,612	616,250	561,888	507,526	453,164	398,802
	80		700,255	645,893	591,531	537,169	482,807	428,445	374,083
	90		675,536	621,174	566,812	512,450	458,088	403,726	349,364
	100		650,817	596,455	542,093	487,731	433,369	379,007	324,645
	110		626,098	571,736	517,374	463,012	408,650	354,288	299,926
	120		601,379	547,017	492,655	438,293	383,931	329,569	275,207
	130		576,660	522,298	467,936	413,574	359,212	304,850	250,488
	140		551,941	497,579	443,217	388,855	334,493	280,131	225,769
	150		527,222	472,860	418,498	364,136	309,774	255,412	201,050
	160		502,503	448,141	393,779	339,417	285,055	230,693	176,331
	170		477,784	423,422	369,060	314,698	260,336	205,974	151,612
	180		453,065	398,703	344,341	289,979	235,617	181,255	126,893
	190		428,346	373,984	319,622	265,260	210,898	156,536	102,174
	200		403,627	349,265	294,903	240,541	186,179	131,817	77,455
	210		378,908	324,546	270,184	215,822	161,460	107,098	52,736
	220		354,189	299,827	245,465	191,103	136,741	82,379	28,017
	230		329,470	275,108	220,746	166,384	112,022	57,660	3,298
	240		304,751	250,389	196,027	141,665	87,303	32,941	(21,421)
	250		280,032	225,670	171,308	116,946	62,584	8,222	(46,140)

Scheme Ref:

AI

No Units:

55

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

Sheltered Housing

TABLE 5		Density (dph)							
		125							
Balance (RLV - BLV)		625,583	25	30	35	40	45	50	55
CIL Epsm 0.00	0		(1,338,558)	(929,234)	(636,859)	(417,579)	(247,118)	(110,759)	808
	10		(1,363,277)	(953,953)	(661,578)	(442,298)	(271,746)	(135,348)	(23,781)
	20		(1,387,996)	(978,672)	(686,297)	(467,017)	(296,465)	(160,024)	(48,390)
	30		(1,412,715)	(1,003,391)	(711,016)	(491,736)	(321,184)	(184,743)	(73,109)
	40		(1,437,434)	(1,028,110)	(735,735)	(516,455)	(345,903)	(209,462)	(97,828)
	50		(1,462,153)	(1,052,829)	(760,454)	(541,174)	(370,622)	(234,181)	(122,547)
	60		(1,486,872)	(1,077,548)	(785,173)	(565,893)	(395,341)	(258,900)	(147,266)
	70		(1,511,591)	(1,102,267)	(809,892)	(590,612)	(420,060)	(283,619)	(171,985)
	80		(1,536,310)	(1,126,986)	(834,611)	(615,331)	(444,779)	(308,338)	(196,704)
	90		(1,561,029)	(1,151,705)	(859,330)	(640,050)	(469,498)	(333,057)	(221,423)
	100		(1,585,748)	(1,176,424)	(884,049)	(664,769)	(494,217)	(357,776)	(246,142)
	110		(1,610,467)	(1,201,143)	(908,768)	(689,488)	(518,936)	(382,495)	(270,861)
	120		(1,635,186)	(1,225,862)	(933,487)	(714,207)	(543,655)	(407,214)	(295,580)
	130		(1,659,905)	(1,250,581)	(958,206)	(738,926)	(568,374)	(431,933)	(320,299)
	140		(1,684,624)	(1,275,300)	(982,925)	(763,645)	(593,093)	(456,652)	(345,018)
	150		(1,709,343)	(1,300,019)	(1,007,644)	(788,364)	(617,812)	(481,371)	(369,737)
	160		(1,734,062)	(1,324,738)	(1,032,363)	(813,083)	(642,531)	(506,090)	(394,456)
	170		(1,758,781)	(1,349,457)	(1,057,082)	(837,802)	(667,250)	(530,809)	(419,175)
	180		(1,783,502)	(1,374,176)	(1,081,801)	(862,521)	(691,969)	(555,528)	(443,894)
	190		(1,808,351)	(1,398,895)	(1,106,521)	(887,240)	(716,688)	(580,247)	(468,613)
	200		(1,833,200)	(1,423,629)	(1,131,240)	(911,959)	(741,407)	(604,966)	(493,332)
	210		(1,858,049)	(1,448,478)	(1,155,959)	(936,678)	(766,126)	(629,685)	(518,051)
	220		(1,882,898)	(1,473,327)	(1,180,777)	(961,397)	(790,845)	(654,404)	(542,770)
	230		(1,907,747)	(1,498,176)	(1,205,626)	(986,213)	(815,564)	(679,123)	(567,489)
	240		(1,932,596)	(1,523,025)	(1,230,475)	(1,011,062)	(840,407)	(703,884)	(592,208)
	250		(1,957,445)	(1,547,874)	(1,255,324)	(1,035,911)	(865,256)	(728,733)	(617,032)

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
		625,583	90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)									
CIL Epsm 0.00	0		1,332,918	981,106	625,583	265,946	(97,445)	(471,454)	(899,073)
	10		1,308,457	956,516	600,993	241,227	(122,294)	(500,016)	(927,786)
	20		1,283,996	931,927	576,403	216,508	(147,143)	(528,578)	(956,498)
	30		1,259,535	907,337	551,814	191,789	(171,992)	(557,141)	(985,210)
	40		1,235,074	882,747	527,224	167,070	(196,841)	(585,703)	(1,013,923)
	50		1,210,613	858,158	502,603	142,351	(221,690)	(614,265)	(1,042,635)
	60		1,186,152	833,568	477,883	117,632	(246,539)	(642,940)	(1,071,348)
	70		1,161,660	808,979	453,164	92,913	(271,388)	(671,652)	(1,100,060)
	80		1,137,070	784,389	428,445	68,194	(296,237)	(700,365)	(1,128,773)
	90		1,112,480	759,799	403,726	43,475	(321,086)	(729,077)	(1,157,485)
	100		1,087,891	735,210	379,007	18,756	(345,936)	(757,790)	(1,186,258)
	110		1,063,301	710,620	354,288	(5,963)	(370,785)	(786,502)	(1,215,121)
	120		1,038,712	686,030	329,569	(30,682)	(395,634)	(815,214)	(1,243,985)
	130		1,014,122	661,441	304,850	(55,463)	(420,483)	(843,927)	(1,272,848)
	140		989,532	636,851	280,131	(80,312)	(448,460)	(872,639)	(1,301,712)
	150		964,943	612,262	255,412	(105,162)	(477,022)	(901,352)	(1,330,575)
	160		940,353	587,672	230,693	(130,011)	(505,584)	(930,064)	(1,359,439)
	170		915,763	563,082	205,974	(154,860)	(534,147)	(958,777)	(1,388,302)
	180		891,174	538,493	181,255	(179,709)	(562,709)	(987,489)	(1,417,166)
	190		866,584	513,903	156,536	(204,558)	(591,271)	(1,016,202)	(1,446,029)
	200		841,995	489,212	131,817	(229,407)	(619,833)	(1,044,914)	(1,474,893)
	210		817,405	464,493	107,098	(254,256)	(648,537)	(1,073,626)	(1,503,756)
	220		792,815	439,773	82,379	(279,105)	(677,250)	(1,102,339)	(1,532,620)
	230		768,226	415,054	57,660	(303,954)	(705,962)	(1,131,051)	(1,561,483)
	240		743,636	390,335	32,941	(328,803)	(734,675)	(1,159,764)	(1,590,347)
	250		719,046	365,616	8,222	(353,652)	(763,387)	(1,188,548)	(1,619,210)

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

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	625,583	90%	95%	100%	105%	110%	115%	120%
		0	56,258	341,228	625,583	909,300	1,193,017	1,476,201	1,758,315
		10	31,539	316,509	600,993	884,710	1,168,427	1,451,740	1,733,982
		20	6,820	291,790	576,403	860,120	1,143,838	1,427,279	1,709,649
		30	(17,899)	267,071	551,814	835,531	1,119,248	1,402,818	1,685,316
		40	(42,618)	242,352	527,224	810,941	1,094,658	1,378,357	1,660,951
	CIL £psm	50	(67,337)	217,633	502,603	786,352	1,070,069	1,353,786	1,636,490
	0.00	60	(92,078)	192,914	477,883	761,762	1,045,479	1,329,196	1,612,029
		70	(116,927)	168,195	453,164	737,172	1,020,890	1,304,607	1,587,568
		80	(141,776)	143,476	428,445	712,583	996,300	1,280,017	1,563,107
		90	(166,625)	118,757	403,726	687,993	971,710	1,255,428	1,538,646
		100	(191,474)	94,038	379,007	663,403	947,121	1,230,838	1,514,186
		110	(216,323)	69,319	354,288	638,814	922,531	1,206,248	1,489,725
		120	(241,172)	44,600	329,569	614,224	897,941	1,181,659	1,465,264
		130	(266,021)	19,880	304,850	589,635	873,352	1,157,069	1,440,786
		140	(290,871)	(4,839)	280,131	565,045	848,762	1,132,479	1,416,197
		150	(315,720)	(29,558)	255,412	540,382	824,173	1,107,890	1,391,607
		160	(340,569)	(54,277)	230,693	515,663	799,583	1,083,300	1,367,017
		170	(365,418)	(79,065)	205,974	490,944	774,993	1,058,711	1,342,428
		180	(390,267)	(103,914)	181,255	466,225	750,404	1,034,121	1,317,838
		190	(415,116)	(128,763)	156,536	441,506	725,814	1,009,531	1,293,249
		200	(442,291)	(153,612)	131,817	416,787	701,224	984,942	1,268,659
		210	(470,854)	(178,462)	107,098	392,068	676,635	960,352	1,244,069
		220	(499,416)	(203,311)	82,379	367,349	652,045	935,762	1,219,480
		230	(527,978)	(228,160)	57,660	342,630	627,456	911,173	1,194,890
		240	(556,540)	(253,009)	32,941	317,911	602,866	886,583	1,170,300
		250	(585,102)	(277,858)	8,222	293,192	578,162	861,994	1,145,711

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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

ASSUMPTIONS - RESIDENTIAL USES

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

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

GROSS DEVELOPMENT VALUE

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

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(23,549)
CIL		4,400 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	55 units @	2,000 per unit	(110,000)
S106 analysis:	250,000 £ per ha	0.78% % of GDV	2,000 £ per unit (total ur	(110,000)
AH Commuted Sum		4,400 sqm (total)	519 £ psm	(2,281,661)
Comm. Sum analysis:		16.27% % of GDV		

cont./

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

Construction Costs -					
Site Clearance and Demolition		1.09 acres @		50,000 £ per acre (if brownfield)	(54,362)
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House	-	sqm @		0 psm	-
2 bed House	-	sqm @		0 psm	-
3 bed House	-	sqm @		0 psm	-
4 bed House	-	sqm @		0 psm	-
5 bed House	-	sqm @		0 psm	-
1 bed Flat		2,200 sqm @		1,287 psm	(2,831,400)
2 bed Flat	4,400	2,200 sqm @		1,287 psm	(2,831,400)
External works		5,662,800 @		10.0% 10,296 £ per unit	(566,280)
M4(2) Category 2 Housing	Aff units	units @	0% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	55 units @	90% @	521 £ per unit	(25,790)
M4(3) Category 3 Housing	Mrkt units	55 units @	10% @	10,111 £ per unit	(55,611)
Water Efficiency additional cost		55 units @		10 £ per unit	(550)
Low Carbon Energy cost		55 units @		4,847 £ per unit	(266,585)
Contingency		6,631,977 @		5.0% (GF/BF)	(331,599)
Professional Fees		6,631,977 @		6.5%	(431,079)
Disposal Costs -					
Residential Sales Agent Costs		14,025,000 OMS @		1.00% 2,550 £ per unit	(140,250)
Residential Sales Legal Costs		55 OM Units @		0.35% 900 £ per unit	(49,500)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		14,025,000 OMS @		3.00% 7,650 £ per unit 11,282 £ per unit	(420,750)
Interest (on Development Costs) -			6.50% APR	0.526% pcm	(231,823)
Developers Profit -					
Margin on AH		0		6.00% on AH values	-
Profit on OMS		14,025,000		20.00%	(2,805,000)
Profit analysis:		10,732,187		26.14% on costs	(2,805,000)
		14,025,000		20.00% blended GDV	(2,805,000)
TOTAL COSTS					(13,537,187)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					487,813
SDLT		487,813 @		(slabbed)	(13,891)
Acquisition Agent fees		487,813 @		1.0%	(4,878)
Acquisition Legal fees		487,813 @		0.5%	(2,439)
Interest on Land		487,813 @		6.50%	(31,708)
Residual Land Value					434,897
RLV analysis:	7,907 £ per plot	988,402 £ per ha		400,001 £ per acre	

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

BALANCE					
Surplus/(Deficit)		2 £ per ha		1 £ per acre	1

Scheme Ref:

AI

No Units:

55

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

Sheltered Housing

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV) for changes in appraisal input assumptions above.

Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 0%							
Balance (RLV - BLV)		1	10%	15%	20%	25%	30%	35%	40%
CIL £psm 0.00		0	(379,474)	(591,130)	(810,278)	(1,029,427)	(1,248,654)	(1,469,110)	(1,689,567)
		10	(416,747)	(631,805)	(848,561)	(1,065,317)	(1,282,328)	(1,500,379)	(1,718,430)
		20	(458,448)	(672,481)	(886,845)	(1,101,208)	(1,316,002)	(1,531,648)	(1,747,394)
		30	(501,291)	(713,157)	(925,128)	(1,137,098)	(1,349,676)	(1,562,917)	(1,776,410)
		40	(544,256)	(753,833)	(963,411)	(1,172,989)	(1,383,350)	(1,594,186)	(1,805,425)
		50	(587,324)	(794,509)	(1,001,694)	(1,208,879)	(1,417,025)	(1,625,454)	(1,834,440)
		60	(630,393)	(835,185)	(1,039,978)	(1,244,770)	(1,450,699)	(1,656,723)	(1,863,456)
		70	(673,462)	(875,861)	(1,078,261)	(1,280,753)	(1,484,373)	(1,687,992)	(1,892,471)
		80	(716,530)	(916,537)	(1,116,544)	(1,316,833)	(1,518,047)	(1,719,261)	(1,921,486)
		90	(759,599)	(957,213)	(1,154,827)	(1,352,912)	(1,551,721)	(1,750,530)	(1,950,502)
		100	(802,668)	(997,889)	(1,193,111)	(1,388,992)	(1,585,395)	(1,781,798)	(1,979,517)
		110	(845,736)	(1,038,565)	(1,231,394)	(1,425,071)	(1,619,069)	(1,813,116)	(2,008,533)
		120	(888,805)	(1,079,241)	(1,269,677)	(1,461,150)	(1,652,743)	(1,844,550)	(2,037,548)
		130	(931,873)	(1,119,917)	(1,308,042)	(1,497,230)	(1,686,417)	(1,875,983)	(2,066,563)
		140	(974,942)	(1,160,593)	(1,346,527)	(1,533,309)	(1,720,091)	(1,907,416)	(2,095,579)
		150	(1,018,011)	(1,201,269)	(1,385,012)	(1,569,389)	(1,753,766)	(1,938,850)	(2,124,594)
		160	(1,061,079)	(1,241,945)	(1,423,496)	(1,605,468)	(1,787,440)	(1,970,283)	(2,153,610)
		170	(1,104,148)	(1,282,621)	(1,461,981)	(1,641,547)	(1,821,114)	(2,001,716)	(2,182,625)
		180	(1,147,217)	(1,323,305)	(1,500,466)	(1,677,627)	(1,854,788)	(2,033,150)	(2,211,640)
		190	(1,190,285)	(1,364,195)	(1,538,950)	(1,713,706)	(1,888,510)	(2,064,583)	(2,240,656)
		200	(1,233,354)	(1,405,085)	(1,577,435)	(1,749,786)	(1,922,362)	(2,096,016)	(2,286,267)
		210	(1,276,423)	(1,445,975)	(1,615,920)	(1,785,865)	(1,956,213)	(2,127,450)	(2,470,209)
		220	(1,319,491)	(1,486,864)	(1,654,404)	(1,821,944)	(1,990,064)	(2,158,883)	(2,654,237)
		230	(1,362,620)	(1,527,754)	(1,692,889)	(1,858,024)	(2,023,916)	(2,190,316)	(2,838,264)
		240	(1,405,915)	(1,568,644)	(1,731,374)	(1,894,103)	(2,057,767)	(2,221,750)	(3,022,292)
		250	(1,449,210)	(1,609,534)	(1,769,858)	(1,930,182)	(2,091,618)	(2,253,183)	(3,206,320)

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 Epsm 0.00		0	10,062	1	(10,060)	(20,121)	(30,182)	(40,242)	(50,303)
		10	(31,353)	(41,414)	(51,475)	(61,536)	(71,597)	(81,658)	(91,718)
		20	(72,768)	(82,829)	(92,890)	(102,951)	(113,012)	(123,073)	(133,134)
		30	(114,184)	(124,244)	(134,305)	(144,366)	(154,427)	(164,488)	(174,549)
		40	(155,599)	(165,659)	(175,720)	(185,781)	(195,842)	(205,903)	(215,964)
		50	(197,014)	(207,075)	(217,135)	(227,196)	(237,257)	(247,318)	(257,379)
		60	(238,429)	(248,490)	(258,551)	(268,611)	(278,672)	(288,733)	(298,794)
		70	(279,844)	(289,905)	(299,966)	(310,027)	(320,087)	(330,148)	(340,209)
		80	(321,259)	(331,320)	(341,381)	(351,442)	(361,503)	(371,563)	(381,624)
		90	(362,674)	(372,735)	(382,796)	(392,857)	(402,918)	(412,979)	(423,039)
		100	(404,089)	(414,150)	(424,211)	(435,272)	(447,312)	(458,876)	(470,440)
		110	(448,659)	(460,223)	(471,787)	(483,351)	(494,954)	(506,579)	(518,204)
		120	(496,308)	(507,933)	(519,558)	(531,183)	(542,808)	(554,433)	(566,058)
		130	(544,162)	(555,787)	(567,412)	(579,037)	(590,662)	(602,287)	(613,912)
		140	(592,016)	(603,641)	(615,266)	(626,891)	(638,516)	(650,141)	(661,766)
		150	(639,870)	(651,495)	(663,120)	(674,745)	(686,370)	(697,995)	(709,620)
		160	(687,724)	(699,349)	(710,974)	(722,599)	(734,224)	(745,849)	(757,474)
		170	(735,578)	(747,203)	(758,828)	(770,453)	(782,078)	(793,703)	(805,328)
		180	(783,432)	(795,057)	(806,682)	(818,307)	(829,932)	(841,557)	(853,182)
		190	(831,286)	(842,911)	(854,536)	(866,161)	(877,786)	(889,411)	(901,036)
		200	(879,140)	(890,765)	(902,390)	(914,015)	(925,640)	(937,265)	(948,890)
		210	(926,994)	(938,619)	(950,244)	(961,869)	(973,494)	(985,119)	(996,744)
		220	(974,848)	(986,473)	(998,098)	(1,009,723)	(1,021,348)	(1,032,973)	(1,044,598)
		230	(1,022,702)	(1,034,327)	(1,045,952)	(1,057,577)	(1,069,202)	(1,080,827)	(1,092,453)
		240	(1,070,556)	(1,082,181)	(1,093,806)	(1,105,431)	(1,117,057)	(1,128,682)	(1,140,307)
		250	(1,118,410)	(1,130,035)	(1,141,660)	(1,153,286)	(1,164,911)	(1,176,536)	(1,188,161)

Scheme Ref:

AI

No Units:

55

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

Sheltered Housing

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		1	15%	16%	17%	18%	19%	20%	21%
CIL £psm 0.00	0	610,089	488,071	366,054	244,036	122,019	1	(122,016)	
	10	568,673	446,656	324,638	202,621	80,603	(41,414)	(163,432)	
	20	527,258	405,241	283,223	161,206	39,188	(82,829)	(204,847)	
	30	485,843	363,826	241,808	119,791	(2,227)	(124,244)	(246,262)	
	40	444,428	322,411	200,393	78,376	(43,642)	(165,659)	(287,677)	
	50	403,013	280,995	158,978	36,960	(85,057)	(207,075)	(329,092)	
	60	361,598	239,580	117,563	(4,455)	(126,472)	(248,490)	(370,507)	
	70	320,183	198,165	76,148	(45,870)	(167,887)	(289,905)	(411,922)	
	80	278,768	156,750	34,733	(87,285)	(209,302)	(331,320)	(457,662)	
	90	237,352	115,335	(6,683)	(128,700)	(250,718)	(372,735)	(505,266)	
	100	195,937	73,920	(48,098)	(170,115)	(292,133)	(414,150)	(552,869)	
	110	154,522	32,505	(89,513)	(211,530)	(333,548)	(460,223)	(600,473)	
	120	113,105	(9,003)	(131,020)	(253,038)	(375,055)	(507,933)	(648,183)	
	130	71,382	(50,636)	(172,653)	(294,671)	(416,688)	(555,787)	(696,037)	
	140	29,749	(92,269)	(214,286)	(336,304)	(463,391)	(603,641)	(743,891)	
	150	(11,884)	(133,902)	(255,919)	(377,937)	(511,245)	(651,495)	(791,745)	
	160	(53,517)	(175,535)	(297,552)	(419,570)	(559,099)	(699,349)	(839,599)	
	170	(95,151)	(217,168)	(339,186)	(466,703)	(606,953)	(747,203)	(887,453)	
	180	(136,784)	(258,801)	(380,819)	(514,557)	(654,807)	(795,057)	(935,307)	
	190	(178,417)	(300,434)	(422,452)	(562,411)	(702,661)	(842,911)	(983,161)	
	200	(220,050)	(342,067)	(470,015)	(610,265)	(750,515)	(890,765)	(1,031,015)	
	210	(261,683)	(383,700)	(517,869)	(658,119)	(798,369)	(938,619)	(1,078,869)	
	220	(303,316)	(425,473)	(565,723)	(705,973)	(846,223)	(986,473)	(1,126,723)	
	230	(344,949)	(473,327)	(613,577)	(753,827)	(894,077)	(1,034,327)	(1,174,577)	
	240	(386,582)	(521,181)	(661,431)	(801,681)	(941,931)	(1,082,181)	(1,222,431)	
	250	(428,785)	(569,035)	(709,285)	(849,535)	(989,785)	(1,130,035)	(1,270,285)	

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 £psm 0.00	0	271,811	217,449	163,087	108,725	54,363	1	(54,361)	
	10	230,396	176,034	121,672	67,310	12,948	(41,414)	(95,776)	
	20	188,981	134,619	80,257	25,895	(28,467)	(82,829)	(137,191)	
	30	147,566	93,204	38,842	(15,520)	(69,882)	(124,244)	(178,606)	
	40	106,151	51,789	(2,573)	(56,935)	(111,297)	(165,659)	(220,021)	
	50	64,735	10,373	(43,989)	(98,351)	(152,713)	(207,075)	(261,437)	
	60	23,320	(31,042)	(85,404)	(139,766)	(194,128)	(248,490)	(302,852)	
	70	(18,095)	(72,457)	(126,819)	(181,181)	(235,543)	(289,905)	(344,267)	
	80	(59,510)	(113,872)	(168,234)	(222,596)	(276,958)	(331,320)	(385,682)	
	90	(100,925)	(155,287)	(209,649)	(264,011)	(318,373)	(372,735)	(427,097)	
	100	(142,340)	(196,702)	(251,064)	(305,426)	(359,788)	(414,150)	(468,512)	
	110	(188,413)	(242,775)	(297,137)	(351,499)	(405,861)	(460,223)	(514,585)	
	120	(236,123)	(290,485)	(344,847)	(399,209)	(453,571)	(507,933)	(562,295)	
	130	(283,977)	(338,339)	(392,701)	(447,063)	(501,425)	(555,787)	(610,149)	
	140	(331,831)	(386,193)	(440,555)	(494,917)	(549,279)	(603,641)	(658,003)	
	150	(379,685)	(434,047)	(488,409)	(542,771)	(597,133)	(651,495)	(705,857)	
	160	(427,539)	(481,901)	(536,263)	(590,625)	(644,987)	(699,349)	(753,711)	
	170	(475,393)	(529,755)	(584,117)	(638,479)	(692,841)	(747,203)	(801,565)	
	180	(523,247)	(577,609)	(631,971)	(686,333)	(740,695)	(795,057)	(849,419)	
	190	(571,101)	(625,463)	(679,825)	(734,187)	(788,549)	(842,911)	(897,273)	
	200	(618,955)	(673,317)	(727,679)	(782,041)	(836,403)	(890,765)	(945,127)	
	210	(666,809)	(721,171)	(775,533)	(829,895)	(884,257)	(938,619)	(992,981)	
	220	(714,663)	(769,025)	(823,387)	(877,749)	(932,111)	(986,473)	(1,040,835)	
	230	(762,517)	(816,879)	(871,241)	(925,603)	(979,965)	(1,034,327)	(1,088,689)	
	240	(810,371)	(864,733)	(919,095)	(973,457)	(1,027,819)	(1,082,181)	(1,136,543)	
	250	(858,225)	(912,587)	(966,949)	(1,021,311)	(1,075,673)	(1,130,035)	(1,184,397)	

Scheme Ref:

AI

No Units:

55

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

Sheltered Housing

TABLE 5

		Density (dph)						
		1	25	30	35	40	45	50
Balance (RLV - BLV)		0	(1,965,939)	(1,556,368)	(1,263,818)	(1,044,405)	(873,750)	(737,226)
		10	(2,007,354)	(1,597,783)	(1,305,233)	(1,085,820)	(915,165)	(778,642)
CIL £psm		20	(2,048,769)	(1,639,198)	(1,346,648)	(1,127,235)	(956,580)	(820,057)
		30	(2,090,184)	(1,680,613)	(1,388,063)	(1,168,650)	(997,995)	(861,472)
0.00		40	(2,131,599)	(1,722,029)	(1,429,478)	(1,210,065)	(1,039,411)	(902,887)
		50	(2,174,365)	(1,763,444)	(1,470,893)	(1,251,480)	(1,080,826)	(944,302)
		60	(2,221,968)	(1,805,351)	(1,512,308)	(1,292,895)	(1,122,241)	(985,717)
		70	(2,269,795)	(1,852,954)	(1,555,371)	(1,334,310)	(1,163,656)	(1,027,132)
		80	(2,317,649)	(1,900,746)	(1,602,974)	(1,379,786)	(1,206,196)	(1,068,547)
		90	(2,365,503)	(1,948,600)	(1,650,813)	(1,427,472)	(1,253,799)	(1,114,927)
		100	(2,413,357)	(1,996,454)	(1,698,667)	(1,475,326)	(1,301,617)	(1,162,649)
		110	(2,461,211)	(2,044,308)	(1,746,521)	(1,523,180)	(1,349,471)	(1,210,503)
		120	(2,509,065)	(2,092,162)	(1,794,375)	(1,571,034)	(1,397,325)	(1,258,357)
		130	(2,556,919)	(2,140,016)	(1,842,229)	(1,618,888)	(1,445,179)	(1,306,211)
		140	(2,604,773)	(2,187,870)	(1,890,083)	(1,666,742)	(1,493,033)	(1,354,065)
		150	(2,652,627)	(2,235,724)	(1,937,937)	(1,714,596)	(1,540,887)	(1,401,919)
		160	(2,700,481)	(2,283,579)	(1,985,791)	(1,762,450)	(1,588,741)	(1,449,773)
		170	(2,748,335)	(2,331,433)	(2,033,645)	(1,810,304)	(1,636,595)	(1,497,627)
		180	(2,796,189)	(2,379,287)	(2,081,499)	(1,858,158)	(1,684,449)	(1,545,482)
		190	(2,844,043)	(2,427,141)	(2,129,353)	(1,906,013)	(1,732,303)	(1,593,336)
		200	(2,891,897)	(2,474,995)	(2,177,207)	(1,953,867)	(1,780,157)	(1,641,190)
		210	(2,939,751)	(2,522,849)	(2,225,061)	(2,001,721)	(1,828,011)	(1,689,044)
		220	(2,987,605)	(2,570,703)	(2,272,915)	(2,049,575)	(1,875,865)	(1,736,898)
		230	(3,035,460)	(2,618,557)	(2,320,769)	(2,097,429)	(1,923,719)	(1,784,752)
		240	(3,083,314)	(2,666,411)	(2,368,623)	(2,145,283)	(1,971,573)	(1,832,606)
		250	(3,131,168)	(2,714,265)	(2,416,478)	(2,193,137)	(2,019,428)	(1,880,460)

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	716,781	360,601	1	(363,798)	(777,722)	(1,204,719)
		10	675,582	319,403	(41,414)	(405,213)	(825,576)	(1,252,573)
CIL £psm		20	634,384	278,097	(82,829)	(449,950)	(873,430)	(1,300,427)
		30	593,186	236,682	(124,244)	(497,606)	(921,284)	(1,348,281)
0.00		40	551,987	195,267	(165,659)	(545,460)	(969,138)	(1,396,135)
		50	510,789	153,852	(207,075)	(593,314)	(1,016,992)	(1,444,168)
		60	469,591	112,436	(248,490)	(641,168)	(1,064,846)	(1,492,274)
		70	428,392	71,021	(289,905)	(689,022)	(1,112,700)	(1,540,380)
		80	387,194	29,606	(331,320)	(736,876)	(1,160,554)	(1,588,486)
		90	345,996	(11,809)	(372,735)	(784,730)	(1,208,408)	(1,636,592)
		100	304,797	(53,224)	(414,150)	(832,584)	(1,256,262)	(1,684,698)
		110	263,415	(94,639)	(460,223)	(880,438)	(1,304,116)	(1,732,803)
		120	222,000	(136,054)	(507,933)	(928,292)	(1,351,970)	(1,780,909)
		130	180,584	(177,469)	(555,787)	(976,146)	(1,399,825)	(1,829,015)
		140	139,169	(218,885)	(603,641)	(1,024,000)	(1,447,877)	(1,877,121)
		150	97,754	(260,300)	(651,495)	(1,071,854)	(1,495,983)	(1,925,227)
		160	56,339	(301,715)	(699,349)	(1,119,708)	(1,544,089)	(1,973,333)
		170	14,924	(343,130)	(747,203)	(1,167,562)	(1,592,194)	(2,021,439)
		180	(26,491)	(384,545)	(795,057)	(1,215,416)	(1,640,300)	(2,069,544)
		190	(67,906)	(426,194)	(842,911)	(1,263,271)	(1,688,406)	(2,117,650)
		200	(109,321)	(473,797)	(890,765)	(1,311,125)	(1,736,512)	(2,165,756)
		210	(150,737)	(521,579)	(938,619)	(1,358,979)	(1,784,618)	(2,213,862)
		220	(192,152)	(569,433)	(986,473)	(1,406,833)	(1,832,724)	(2,261,968)
		230	(233,567)	(617,287)	(1,034,327)	(1,454,922)	(1,880,830)	(2,310,074)
		240	(274,982)	(665,141)	(1,082,181)	(1,503,028)	(1,928,935)	(2,358,315)
		250	(316,397)	(712,995)	(1,130,035)	(1,551,134)	(1,977,041)	(2,406,674)

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

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	1	90%	95%	100%	105%	110%	115%	120%
		0	(1,036,617)	(485,151)	1	476,514	951,464	1,425,777	1,898,639
		10	(1,084,471)	(533,005)	(41,414)	435,316	910,265	1,384,795	1,857,657
		20	(1,132,325)	(580,859)	(82,829)	394,117	869,067	1,343,812	1,816,674
		30	(1,180,180)	(628,713)	(124,244)	352,919	827,869	1,302,819	1,775,691
		40	(1,228,034)	(676,567)	(165,659)	311,595	786,670	1,261,620	1,734,709
	CIL £psm	50	(1,275,888)	(724,421)	(207,075)	270,180	745,472	1,220,422	1,693,726
	0.00	60	(1,323,799)	(772,275)	(248,490)	228,764	704,274	1,179,224	1,652,743
		70	(1,371,905)	(820,129)	(289,905)	187,349	663,075	1,138,025	1,611,760
		80	(1,420,011)	(867,983)	(331,320)	145,934	621,877	1,096,827	1,570,778
		90	(1,468,117)	(915,837)	(372,735)	104,519	580,679	1,055,629	1,529,795
		100	(1,516,223)	(963,691)	(414,150)	63,104	539,480	1,014,430	1,488,812
		110	(1,564,329)	(1,011,545)	(460,223)	21,689	498,282	973,232	1,447,830
		120	(1,612,435)	(1,059,399)	(507,933)	(19,726)	457,084	932,034	1,406,847
		130	(1,660,540)	(1,107,253)	(555,787)	(61,141)	415,885	890,835	1,365,785
		140	(1,708,646)	(1,155,107)	(603,641)	(102,557)	374,687	849,637	1,324,587
		150	(1,756,752)	(1,202,962)	(651,495)	(143,972)	333,283	808,438	1,283,388
		160	(1,804,858)	(1,250,816)	(699,349)	(185,387)	291,867	767,240	1,242,190
		170	(1,852,964)	(1,298,670)	(747,203)	(226,802)	250,452	726,042	1,200,992
		180	(1,901,070)	(1,346,524)	(795,057)	(268,217)	209,037	684,843	1,159,793
		190	(1,949,176)	(1,394,551)	(842,911)	(309,632)	167,622	643,645	1,118,595
		200	(1,997,281)	(1,442,657)	(890,765)	(351,047)	126,207	602,447	1,077,397
		210	(2,045,387)	(1,490,763)	(938,619)	(392,462)	84,792	561,248	1,036,198
		220	(2,093,493)	(1,538,869)	(986,473)	(435,294)	43,377	520,050	995,000
		230	(2,141,599)	(1,586,975)	(1,034,327)	(482,898)	1,962	478,852	953,802
		240	(2,189,953)	(1,635,081)	(1,082,181)	(530,715)	(39,454)	437,653	912,603
		250	(2,238,312)	(1,683,187)	(1,130,035)	(578,569)	(80,869)	396,386	871,405

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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

ASSUMPTIONS - RESIDENTIAL USES

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

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

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

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(70,000)
Statutory Planning Fees (Residential)					(23,549)
CIL		2,640 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	55 units @	2,000 per unit		(110,000)
AH Commuted Sum	S106 analysis: 250,000 £ per ha	0.99% % of GDV	2,000 £ per unit (total ur	(110,000)	
	Comm. Sum analysis:	4,400 sqm (total)	0 £ psm		-
		0.00% % of GDV			

cont./

200313 SWC Residential Appraisals_AG-AJ_Sheltered Housing v3

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

Construction Costs -					
Site Clearance and Demolition	1.09 acres @	50,000	£ per acre (if brownfield)		(54,362)
Site Infrastructure costs -					
Year 1	0				-
Year 2	0				-
Year 3	0				-
Year 4	0				-
Year 5	0				-
Year 6	0				-
Year 7	0				-
Year 8	0				-
Year 9	0				-
Year 10	0				-
Year 11	0				-
Year 12	0				-
Year 13	0				-
Year 14	0				-
Year 15	0				-
total	55 units @	0	per unit		-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-	
1 bed House	- sqm @	0	psm		-
2 bed House	- sqm @	0	psm		-
3 bed House	- sqm @	0	psm		-
4 bed House	- sqm @	0	psm		-
5 bed House	- sqm @	0	psm		-
1 bed Flat	2,200 sqm @	1,287	psm		(2,831,400)
2 bed Flat	4,400 2,200 sqm @	1,287	psm		(2,831,400)
External works	5,662,800 @	10.0%			(566,280)
		10,296	£ 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 33 units @	90% @	521	£ per unit	(15,474)
M4(3) Category 3 Housing	Mrkt units 33 units @	10% @	10,111	£ per unit	(33,366)
Water Efficiency additional cost	55 units @		10	£ per unit	(550)
Low Carbon Energy cost	55 units @		4,847	£ per unit	(266,585)
Contingency	6,599,417 @	5.0%	(GF/BF)		(329,971)
Professional Fees	6,599,417 @	6.5%			(428,962)
Disposal Costs -					
Residential Sales Agent Costs	8,415,000 OMS @	1.00%	1,530	£ per unit	(84,150)
Residential Sales Legal Costs	33 OM Units @	0.35%	900	£ per unit	(29,700)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion	8,415,000 OMS @	3.00%	4,590	£ per unit	(252,450)
			6,842	£ per unit	
Interest (on Development Costs) -	6.50% APR		0.526% pcm		(78,611)
Developers Profit -					
Margin on AH	2,650,725	6.00%	on AH values		(159,044)
Profit on OMS	8,415,000	20.00%			(1,683,000)
Profit analysis:	8,016,810	22.98%	on costs	(1,842,044)	
	11,065,725	16.65%	blended GDV	(1,842,044)	
TOTAL COSTS					(9,858,853)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					1,206,872
SDLT	1,206,872 @	(slabbed)			(49,844)
Acquisition Agent fees	1,206,872 @	1.0%			(12,069)
Acquisition Legal fees	1,206,872 @	0.5%			(6,034)
Interest on Land	1,206,872 @	6.50%			(78,447)
Residual Land Value					1,060,479
RLV analysis:	19,281 £ per plot	2,410,178 £ per ha	975,386 £ per acre		

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

BALANCE			
Surplus/(Deficit)	1,607,103 £ per ha	650,386 £ per acre	707,126

Scheme Ref:

AJ

No Units:

55

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

Sheltered Housing

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 40%						
Balance (RLV - BLV)	707,126	10%	15%	20%	25%	30%	35%	40%
CIL £psm 0.00	0	1,836,849	1,648,879	1,460,528	1,272,178	1,083,827	895,476	707,126
	10	1,800,158	1,614,044	1,427,742	1,241,441	1,055,139	868,837	682,536
	20	1,763,461	1,579,208	1,394,956	1,210,704	1,026,451	842,199	657,946
	30	1,726,576	1,544,373	1,362,170	1,179,967	997,763	815,560	633,357
	40	1,689,692	1,509,538	1,329,384	1,149,229	969,075	788,921	608,767
	50	1,652,808	1,474,703	1,296,597	1,118,492	940,387	762,282	584,146
	60	1,615,923	1,439,867	1,263,811	1,087,755	911,700	735,644	559,426
	70	1,579,039	1,405,032	1,231,025	1,057,018	883,012	709,005	534,707
	80	1,542,154	1,370,197	1,198,239	1,026,281	854,324	682,366	509,988
	90	1,505,270	1,335,361	1,165,453	995,544	825,636	655,698	485,269
	100	1,468,385	1,300,526	1,132,667	964,807	796,948	628,919	460,550
	110	1,431,501	1,265,691	1,099,880	934,070	768,260	602,141	435,831
	120	1,394,616	1,230,855	1,067,094	903,333	739,572	575,362	411,112
	130	1,357,732	1,196,020	1,034,308	872,596	710,772	548,583	386,393
	140	1,320,848	1,161,185	1,001,522	841,859	681,933	521,804	361,674
	150	1,283,963	1,126,349	968,736	811,122	653,094	495,025	336,955
	160	1,247,079	1,091,514	935,950	780,265	624,255	468,246	312,236
	170	1,210,194	1,056,679	903,163	749,366	595,417	441,467	287,517
	180	1,173,310	1,021,844	870,357	718,467	566,578	414,688	262,798
	190	1,136,425	987,008	837,398	687,569	537,739	387,909	238,079
	200	1,099,541	952,173	804,440	656,670	508,900	361,130	213,360
	210	1,062,657	917,191	771,481	625,771	480,061	334,351	188,641
	220	1,025,772	882,172	738,522	594,872	451,222	307,572	163,922
	230	988,744	847,154	705,564	563,974	422,384	280,793	139,203
	240	951,665	812,135	672,605	533,075	393,545	254,015	114,484
	250	914,587	777,117	639,646	502,176	364,706	227,236	89,765

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	707,126	90%	100%	110%	120%	130%	140%	150%
CIL £psm 0.00	0	717,081	707,126	697,170	687,214	677,258	667,302	657,346
	10	692,492	682,536	672,580	662,624	652,668	642,713	632,757
	20	667,902	657,946	647,990	638,035	628,079	618,123	608,167
	30	643,312	633,357	623,401	613,445	603,489	593,533	583,543
	40	618,723	608,767	598,811	588,848	578,840	568,832	558,824
	50	594,133	584,146	574,137	564,129	554,121	544,113	534,105
	60	569,435	559,426	549,418	539,410	529,402	519,394	509,386
	70	544,716	534,707	524,699	514,691	504,683	494,675	484,667
	80	519,997	509,988	499,980	489,972	479,964	469,956	459,947
	90	495,278	485,269	475,261	465,253	455,245	445,237	435,228
	100	470,559	460,550	450,542	440,534	430,526	420,518	410,509
	110	445,840	435,831	425,823	415,815	405,807	395,799	385,790
	120	421,121	411,112	401,104	391,096	381,088	371,080	361,071
	130	396,402	386,393	376,385	366,377	356,369	346,361	336,352
	140	371,683	361,674	351,666	341,658	331,650	321,642	311,633
	150	346,964	336,955	326,947	316,939	306,931	296,923	286,914
	160	322,245	312,236	302,228	292,220	282,212	272,204	262,195
	170	297,526	287,517	277,509	267,501	257,493	247,485	237,476
	180	272,807	262,798	252,790	242,782	232,774	222,766	212,757
	190	248,088	238,079	228,071	218,063	208,055	198,047	188,038
	200	223,369	213,360	203,352	193,344	183,336	173,328	163,319
	210	198,650	188,641	178,633	168,625	158,617	148,609	138,600
	220	173,931	163,922	153,914	143,906	133,898	123,890	113,881
	230	149,212	139,203	129,195	119,187	109,179	99,171	89,162
	240	124,493	114,484	104,476	94,468	84,460	74,452	64,443
	250	99,774	89,765	79,757	69,749	59,741	49,733	39,724

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

TABLE 3		Profit (on OMS) 20%							
	Balance (RLV - BLV)	707,126	15%	16%	17%	18%	19%	20%	21%
		0	1,073,178	999,968	926,757	853,547	780,336	707,126	633,915
		10	1,048,588	975,378	902,167	828,957	755,746	682,536	609,325
		20	1,023,999	950,788	877,578	804,367	731,157	657,946	584,736
		30	999,409	926,199	852,988	779,778	706,567	633,357	560,146
		40	974,820	901,609	828,399	755,188	681,978	608,767	535,557
	CIL Epsm	50	950,198	876,988	803,777	730,567	657,356	584,146	510,935
	0.00	60	925,479	852,268	779,058	705,847	632,637	559,426	486,216
		70	900,760	827,549	754,339	681,128	607,918	534,707	461,497
		80	876,041	802,830	729,620	656,409	583,199	509,988	436,778
		90	851,322	778,111	704,901	631,690	558,480	485,269	412,059
		100	826,603	753,392	680,182	606,971	533,761	460,550	387,340
		110	801,884	728,673	655,463	582,252	509,042	435,831	362,621
		120	777,165	703,954	630,744	557,533	484,323	411,112	337,902
		130	752,446	679,235	606,025	532,814	459,604	386,393	313,183
		140	727,727	654,516	581,306	508,095	434,885	361,674	288,464
		150	703,008	629,797	556,587	483,376	410,166	336,955	263,745
		160	678,289	605,078	531,868	458,657	385,447	312,236	239,026
		170	653,570	580,359	507,149	433,938	360,728	287,517	214,307
		180	628,851	555,640	482,430	409,219	336,009	262,798	189,588
		190	604,132	530,921	457,711	384,500	311,290	238,079	164,869
		200	579,413	506,202	432,992	359,781	286,571	213,360	140,150
		210	554,694	481,483	408,273	335,062	261,852	188,641	115,431
		220	529,975	456,764	383,554	310,343	237,133	163,922	90,712
		230	505,256	432,045	358,835	285,624	212,414	139,203	65,993
		240	480,537	407,326	334,116	260,905	187,695	114,484	41,274
		250	455,818	382,607	309,397	236,186	162,976	89,765	16,555

TABLE 4		BLV (per acre)							
	Balance (RLV - BLV)	707,126	150,000	200,000	250,000	300,000	350,000	400,000	450,000
		0	897,393	843,031	788,669	734,307	679,945	625,583	571,221
		10	872,803	818,441	764,079	709,717	655,355	600,993	546,631
		20	848,213	793,851	739,489	685,127	630,765	576,403	522,041
		30	823,624	769,262	714,900	660,538	606,176	551,814	497,452
		40	799,034	744,672	690,310	635,948	581,586	527,224	472,862
	CIL Epsm	50	774,413	720,051	665,689	611,327	556,965	502,603	448,241
	0.00	60	749,693	695,331	640,969	586,607	532,245	477,883	423,521
		70	724,974	670,612	616,250	561,888	507,526	453,164	398,802
		80	700,255	645,893	591,531	537,169	482,807	428,445	374,083
		90	675,536	621,174	566,812	512,450	458,088	403,726	349,364
		100	650,817	596,455	542,093	487,731	433,369	379,007	324,645
		110	626,098	571,736	517,374	463,012	408,650	354,288	299,926
		120	601,379	547,017	492,655	438,293	383,931	329,569	275,207
		130	576,660	522,298	467,936	413,574	359,212	304,850	250,488
		140	551,941	497,579	443,217	388,855	334,493	280,131	225,769
		150	527,222	472,860	418,498	364,136	309,774	255,412	201,050
		160	502,503	448,141	393,779	339,417	285,055	230,693	176,331
		170	477,784	423,422	369,060	314,698	260,336	205,974	151,612
		180	453,065	398,703	344,341	289,979	235,617	181,255	126,893
		190	428,346	373,984	319,622	265,260	210,898	156,536	102,174
		200	403,627	349,265	294,903	240,541	186,179	131,817	77,455
		210	378,908	324,546	270,184	215,822	161,460	107,098	52,736
		220	354,189	299,827	245,465	191,103	136,741	82,379	28,017
		230	329,470	275,108	220,746	166,384	112,022	57,660	3,298
		240	304,751	250,389	196,027	141,665	87,303	32,941	(21,421)
		250	280,032	225,670	171,308	116,946	62,584	8,222	(46,140)

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

TABLE 5		Density (dph)						
		125						
Balance (RLV - BLV)	707,126	25	30	35	40	45	50	55
CIL Epsm 0.00	0	(930,843)	(589,471)	(345,634)	(162,757)	(20,610)	93,099	186,133
	10	(955,562)	(614,190)	(370,353)	(187,476)	(45,238)	68,509	161,544
	20	(980,281)	(638,909)	(395,072)	(212,195)	(69,957)	43,834	136,935
	30	(1,005,000)	(663,628)	(419,791)	(236,914)	(94,676)	19,115	112,216
	40	(1,029,719)	(688,347)	(444,510)	(261,633)	(119,395)	(5,604)	87,497
	50	(1,054,438)	(713,066)	(469,229)	(286,352)	(144,114)	(30,323)	62,778
	60	(1,079,157)	(737,785)	(493,948)	(311,071)	(168,833)	(55,042)	38,059
	70	(1,103,876)	(762,504)	(518,667)	(335,790)	(193,552)	(79,761)	13,340
	80	(1,128,595)	(787,223)	(543,386)	(360,509)	(218,271)	(104,480)	(11,379)
	90	(1,153,314)	(811,942)	(568,105)	(385,228)	(242,990)	(129,199)	(36,098)
	100	(1,178,033)	(836,661)	(592,824)	(409,947)	(267,709)	(153,918)	(60,817)
	110	(1,202,752)	(861,380)	(617,543)	(434,666)	(292,428)	(178,637)	(85,536)
	120	(1,227,471)	(886,099)	(642,262)	(459,385)	(317,147)	(203,356)	(110,255)
	130	(1,252,190)	(910,818)	(666,981)	(484,104)	(341,866)	(228,075)	(134,974)
	140	(1,276,909)	(935,537)	(691,700)	(508,823)	(366,585)	(252,794)	(159,693)
	150	(1,301,628)	(960,256)	(716,419)	(533,542)	(391,304)	(277,513)	(184,412)
	160	(1,326,347)	(984,975)	(741,138)	(558,261)	(416,023)	(302,232)	(209,131)
	170	(1,351,066)	(1,009,694)	(765,857)	(582,980)	(440,742)	(326,951)	(233,850)
	180	(1,375,787)	(1,034,413)	(790,576)	(607,699)	(465,461)	(351,670)	(258,569)
	190	(1,400,636)	(1,059,132)	(815,296)	(632,418)	(490,180)	(376,389)	(283,288)
200	(1,425,485)	(1,083,867)	(840,015)	(657,137)	(514,899)	(401,108)	(308,007)	
210	(1,450,334)	(1,108,716)	(864,734)	(681,856)	(539,618)	(425,827)	(332,726)	
220	(1,475,183)	(1,133,565)	(889,552)	(706,575)	(564,337)	(450,546)	(357,445)	
230	(1,500,032)	(1,158,414)	(914,401)	(731,391)	(589,056)	(475,265)	(382,164)	
240	(1,524,881)	(1,183,263)	(939,250)	(756,240)	(613,899)	(500,026)	(406,883)	
250	(1,549,730)	(1,208,112)	(964,099)	(781,089)	(638,748)	(524,875)	(431,707)	

TABLE 6			Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
	Balance (RLV - BLV)	707,126	90%	95%	100%	105%	110%	115%	120%
		0	1,414,461	1,062,649	707,126	347,489	(15,902)	(389,911)	(817,530)
		10	1,390,000	1,038,059	682,536	322,770	(40,751)	(418,473)	(846,243)
		20	1,365,539	1,013,470	657,946	298,051	(65,600)	(447,035)	(874,955)
		30	1,341,078	988,880	633,357	273,332	(90,449)	(475,598)	(903,667)
		40	1,316,617	964,290	608,767	248,613	(115,298)	(504,160)	(932,380)
	CIL Epsm	50	1,292,156	939,701	584,146	223,894	(140,147)	(532,722)	(961,092)
	0.00	60	1,267,695	915,111	559,426	199,175	(164,996)	(561,397)	(989,805)
		70	1,243,203	890,522	534,707	174,456	(189,845)	(590,109)	(1,018,517)
		80	1,218,613	865,932	509,988	149,737	(214,694)	(618,822)	(1,047,230)
		90	1,194,023	841,342	485,269	125,018	(239,543)	(647,534)	(1,075,942)
		100	1,169,434	816,753	460,550	100,299	(264,393)	(676,247)	(1,104,715)
		110	1,144,844	792,163	435,831	75,580	(289,242)	(704,959)	(1,133,578)
		120	1,120,255	767,573	411,112	50,861	(314,091)	(733,671)	(1,162,442)
		130	1,095,665	742,984	386,393	26,080	(338,940)	(762,384)	(1,191,305)
		140	1,071,075	718,394	361,674	1,231	(366,917)	(791,096)	(1,220,169)
		150	1,046,486	693,805	336,955	(23,619)	(395,479)	(819,809)	(1,249,032)
		160	1,021,896	669,215	312,236	(48,468)	(424,041)	(848,521)	(1,277,896)
		170	997,306	644,625	287,517	(73,317)	(452,604)	(878,234)	(1,306,759)
		180	972,717	620,036	262,798	(98,166)	(481,166)	(905,946)	(1,335,623)
		190	948,127	595,446	238,079	(123,015)	(509,728)	(934,659)	(1,364,486)
		200	923,538	570,755	213,360	(147,864)	(538,290)	(963,371)	(1,393,350)
		210	898,948	546,036	188,641	(172,713)	(566,994)	(992,083)	(1,422,213)
		220	874,358	521,316	163,922	(197,562)	(595,707)	(1,020,796)	(1,451,077)
		230	849,769	496,597	139,203	(222,411)	(624,419)	(1,049,508)	(1,479,940)
		240	825,179	471,878	114,484	(247,260)	(653,132)	(1,078,221)	(1,508,804)
		250	800,589	447,159	89,765	(272,109)	(681,844)	(1,107,005)	(1,537,667)

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

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	707,126	90%	95%	100%	105%	110%	115%	120%
		0	137,801	422,771	707,126	990,843	1,274,560	1,557,744	1,839,858
		10	113,082	398,052	682,536	966,253	1,249,970	1,533,283	1,815,525
		20	88,363	373,333	657,946	941,663	1,225,381	1,508,822	1,791,192
		30	63,644	348,614	633,357	917,074	1,200,791	1,484,361	1,766,859
		40	38,925	323,895	608,767	892,484	1,176,201	1,459,900	1,742,494
	CIL £psm	50	14,206	299,176	584,146	867,895	1,151,612	1,435,329	1,718,033
	0.00	60	(10,535)	274,457	559,426	843,305	1,127,022	1,410,739	1,693,572
		70	(35,384)	249,738	534,707	818,715	1,102,433	1,386,150	1,669,111
		80	(60,233)	225,019	509,988	794,126	1,077,843	1,361,560	1,644,650
		90	(85,082)	200,300	485,269	769,536	1,053,253	1,336,971	1,620,189
		100	(109,931)	175,581	460,550	744,946	1,028,664	1,312,381	1,595,729
		110	(134,780)	150,862	435,831	720,357	1,004,074	1,287,791	1,571,268
		120	(159,629)	126,143	411,112	695,767	979,484	1,263,202	1,546,807
		130	(184,478)	101,423	386,393	671,178	954,895	1,238,612	1,522,329
		140	(209,328)	76,704	361,674	646,588	930,305	1,214,022	1,497,740
		150	(234,177)	51,985	336,955	621,925	905,716	1,189,433	1,473,150
		160	(259,026)	27,266	312,236	597,206	881,126	1,164,843	1,448,560
		170	(283,875)	2,478	287,517	572,487	856,536	1,140,254	1,423,971
		180	(308,724)	(22,371)	262,798	547,768	831,947	1,115,664	1,399,381
		190	(333,573)	(47,220)	238,079	523,049	807,357	1,091,074	1,374,792
		200	(360,748)	(72,069)	213,360	498,330	782,767	1,066,485	1,350,202
		210	(389,311)	(96,919)	188,641	473,611	758,178	1,041,895	1,325,612
		220	(417,873)	(121,768)	163,922	448,892	733,588	1,017,305	1,301,023
		230	(446,435)	(146,617)	139,203	424,173	708,999	992,716	1,276,433
		240	(474,997)	(171,466)	114,484	399,454	684,409	968,126	1,251,843
		250	(503,559)	(196,315)	89,765	374,735	659,705	943,537	1,227,254

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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

ASSUMPTIONS - RESIDENTIAL USES

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

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

GROSS DEVELOPMENT VALUE

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

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(23,549)
CIL		4,400 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	55 units @	2,000 per unit	(110,000)
S106 analysis:	250,000 £ per ha	0.78% % of GDV	2,000 £ per unit (total ur	(110,000)
AH Commuted Sum		4,400 sqm (total)	538 £ psm	(2,368,294)
Comm. Sum analysis:		16.89% % of GDV		

cont./

200313 SWC Residential Appraisals_AG-AJ_Sheltered Housing v3

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

Construction Costs -					
Site Clearance and Demolition	1.09 acres @	50,000	£ per acre (if brownfield)		(54,362)
Site Infrastructure costs -					
Year 1	0				-
Year 2	0				-
Year 3	0				-
Year 4	0				-
Year 5	0				-
Year 6	0				-
Year 7	0				-
Year 8	0				-
Year 9	0				-
Year 10	0				-
Year 11	0				-
Year 12	0				-
Year 13	0				-
Year 14	0				-
Year 15	0				-
total	55 units @	0	per unit		-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-	
1 bed House	- sqm @	0	psm		-
2 bed House	- sqm @	0	psm		-
3 bed House	- sqm @	0	psm		-
4 bed House	- sqm @	0	psm		-
5 bed House	- sqm @	0	psm		-
1 bed Flat	2,200 sqm @	1,287	psm		(2,831,400)
2 bed Flat	4,400 2,200 sqm @	1,287	psm		(2,831,400)
External works	5,662,800 @	10.0%			(566,280)
		10,296	£ 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 55 units @	90% @	521	£ per unit	(25,790)
M4(3) Category 3 Housing	Mrkt units 55 units @	10% @	10,111	£ per unit	(55,611)
Water Efficiency additional cost	55 units @		10	£ per unit	(550)
Low Carbon Energy cost	55 units @		4,847	£ per unit	(266,585)
Contingency	6,631,977 @	5.0%	(GF/BF)		(331,599)
Professional Fees	6,631,977 @	6.5%			(431,079)
Disposal Costs -					
Residential Sales Agent Costs	14,025,000 OMS @	1.00%	2,550	£ per unit	(140,250)
Residential Sales Legal Costs	55 OM Units @	0.35%	900	£ per unit	(49,500)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion	14,025,000 OMS @	3.00%	7,650	£ per unit	(420,750)
			11,282	£ per unit	
Interest (on Development Costs) -	6.50% APR		0.526% pcm		(238,918)
Developers Profit -					
Margin on AH	0	6.00%	on AH values		-
Profit on OMS	14,025,000	20.00%			(2,805,000)
Profit analysis:	10,825,915	25.91%	on costs	(2,805,000)	
	14,025,000	20.00%	blended GDV	(2,805,000)	
TOTAL COSTS					
					(13,630,915)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					394,085
SDLT	394,085 @	(slabbed)			(9,204)
Acquisition Agent fees	394,085 @	1.0%			(3,941)
Acquisition Legal fees	394,085 @	0.5%			(1,970)
Interest on Land	394,085 @	6.50%			(25,616)
Residual Land Value					353,354
RLV analysis:	6,425 £ per plot	803,077 £ per ha	325,001 £ per acre		

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

BALANCE					
Surplus/(Deficit)	2	£ per ha	1	£ per acre	1

Scheme Ref:

AJ

No Units:

55

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

Sheltered Housing

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV) for changes in appraisal input assumptions above.

Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 0%							
Balance (RLV - BLV)		1	10%	15%	20%	25%	30%	35%	40%
CIL £psm 0.00		0	(384,946)	(603,807)	(822,956)	(1,042,104)	(1,261,828)	(1,482,284)	(1,703,035)
		10	(427,789)	(644,483)	(861,239)	(1,077,995)	(1,295,502)	(1,513,553)	(1,732,051)
		20	(470,796)	(685,159)	(899,522)	(1,113,885)	(1,329,176)	(1,544,821)	(1,761,066)
		30	(513,865)	(725,835)	(937,806)	(1,149,776)	(1,362,850)	(1,576,090)	(1,790,081)
		40	(556,933)	(766,511)	(976,089)	(1,185,689)	(1,396,524)	(1,607,359)	(1,819,097)
		50	(600,002)	(807,187)	(1,014,372)	(1,221,768)	(1,430,198)	(1,638,628)	(1,848,112)
		60	(643,071)	(847,863)	(1,052,655)	(1,257,848)	(1,463,872)	(1,669,897)	(1,877,128)
		70	(686,139)	(888,539)	(1,090,939)	(1,293,927)	(1,497,546)	(1,701,166)	(1,906,143)
		80	(729,208)	(929,215)	(1,129,222)	(1,330,006)	(1,531,220)	(1,732,488)	(1,935,158)
		90	(772,277)	(969,891)	(1,167,505)	(1,366,086)	(1,564,894)	(1,763,922)	(1,964,174)
		100	(815,345)	(1,010,567)	(1,205,788)	(1,402,165)	(1,598,569)	(1,795,355)	(1,993,189)
		110	(858,414)	(1,051,243)	(1,244,246)	(1,438,244)	(1,632,243)	(1,826,788)	(2,022,204)
		120	(901,483)	(1,091,919)	(1,282,731)	(1,474,324)	(1,665,917)	(1,858,222)	(2,051,220)
		130	(944,551)	(1,132,595)	(1,321,216)	(1,510,403)	(1,699,591)	(1,889,655)	(2,080,235)
		140	(987,620)	(1,173,271)	(1,359,700)	(1,546,483)	(1,733,265)	(1,921,088)	(2,109,251)
		150	(1,030,689)	(1,213,947)	(1,398,185)	(1,582,562)	(1,766,939)	(1,952,522)	(2,138,266)
		160	(1,073,757)	(1,254,698)	(1,436,670)	(1,618,641)	(1,800,628)	(1,983,955)	(2,167,281)
		170	(1,116,826)	(1,295,588)	(1,475,154)	(1,654,721)	(1,834,480)	(2,015,388)	(2,256,467)
		180	(1,159,895)	(1,336,478)	(1,513,639)	(1,690,800)	(1,868,331)	(2,046,822)	(2,440,475)
		190	(1,202,963)	(1,377,368)	(1,552,124)	(1,726,880)	(1,902,182)	(2,078,255)	(2,624,503)
		200	(1,246,032)	(1,418,258)	(1,590,609)	(1,762,959)	(1,936,034)	(2,109,688)	(2,808,531)
		210	(1,289,203)	(1,459,148)	(1,629,093)	(1,799,038)	(1,969,885)	(2,141,122)	(2,992,559)
		220	(1,332,498)	(1,500,038)	(1,667,578)	(1,835,118)	(2,003,736)	(2,172,555)	(3,176,587)
		230	(1,375,793)	(1,540,928)	(1,706,063)	(1,871,197)	(2,037,587)	(2,203,988)	(3,360,614)
		240	(1,419,089)	(1,581,818)	(1,744,547)	(1,907,456)	(2,071,439)	(2,235,422)	(3,544,642)
		250	(1,462,384)	(1,622,708)	(1,783,032)	(1,943,725)	(2,105,290)	(2,266,855)	(3,728,670)

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 Epsm 0.00	0		10,062	1	(10,060)	(20,121)	(30,182)	(40,242)	(50,303)
	10		(31,353)	(41,414)	(51,475)	(61,536)	(71,597)	(81,658)	(91,718)
	20		(72,768)	(82,829)	(92,890)	(102,951)	(113,012)	(123,073)	(133,134)
	30		(114,184)	(124,244)	(134,305)	(144,366)	(154,427)	(164,488)	(174,549)
	40		(155,599)	(165,659)	(175,720)	(185,781)	(195,842)	(205,903)	(215,964)
	50		(197,014)	(207,075)	(217,135)	(227,196)	(237,257)	(247,318)	(257,379)
	60		(238,429)	(248,490)	(258,551)	(268,611)	(278,672)	(288,733)	(298,794)
	70		(279,844)	(289,905)	(299,966)	(310,027)	(320,087)	(330,148)	(340,209)
	80		(321,259)	(331,320)	(341,381)	(352,442)	(362,503)	(372,564)	(382,625)
	90		(362,674)	(372,735)	(382,796)	(392,857)	(402,918)	(412,979)	(423,040)
	100		(404,089)	(414,150)	(424,211)	(434,272)	(444,333)	(454,394)	(464,455)
	110		(445,504)	(455,565)	(465,626)	(475,687)	(485,748)	(495,809)	(505,870)
	120		(486,919)	(496,980)	(507,041)	(517,102)	(527,163)	(537,224)	(547,285)
	130		(528,334)	(538,395)	(548,456)	(558,517)	(568,578)	(578,639)	(588,700)
	140		(569,749)	(579,810)	(589,871)	(599,932)	(609,993)	(619,054)	(629,115)
	150		(611,164)	(621,225)	(631,286)	(641,347)	(651,408)	(661,469)	(671,530)
	160		(652,579)	(662,640)	(672,701)	(682,762)	(692,823)	(702,884)	(712,945)
	170		(693,994)	(704,055)	(714,116)	(724,177)	(734,238)	(744,299)	(754,360)
	180		(735,409)	(745,470)	(755,531)	(765,592)	(775,653)	(785,714)	(795,775)
	190		(776,824)	(786,885)	(796,946)	(806,007)	(816,068)	(826,129)	(836,190)
	200		(818,239)	(828,300)	(838,361)	(848,422)	(858,483)	(868,544)	(878,605)
	210		(859,654)	(869,715)	(879,776)	(889,837)	(899,898)	(909,959)	(919,020)
	220		(901,069)	(911,130)	(921,191)	(931,252)	(941,313)	(951,374)	(961,435)
	230		(942,484)	(952,545)	(962,606)	(972,667)	(982,728)	(992,789)	(1,002,850)
	240		(983,899)	(993,960)	(1,004,021)	(1,014,082)	(1,024,143)	(1,034,204)	(1,044,265)
	250		(1,025,314)	(1,035,375)	(1,045,436)	(1,055,497)	(1,065,558)	(1,075,619)	(1,085,680)

Scheme Ref:

AJ

No Units:

55

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

Sheltered Housing

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		1	15%	16%	17%	18%	19%	20%	21%
CIL £psm 0.00		0	610,089	488,071	366,054	244,036	122,019	1	(122,017)
		10	568,673	446,656	324,638	202,621	80,603	(41,414)	(163,432)
		20	527,258	405,241	283,223	161,206	39,188	(82,829)	(204,847)
		30	485,843	363,826	241,808	119,791	(2,227)	(124,244)	(246,262)
		40	444,428	322,411	200,393	78,376	(43,642)	(165,659)	(287,677)
		50	403,013	280,995	158,978	36,960	(85,057)	(207,075)	(329,092)
		60	361,598	239,580	117,563	(4,455)	(126,472)	(248,490)	(374,639)
		70	320,183	198,165	76,148	(45,870)	(167,887)	(289,905)	(422,243)
		80	278,768	156,750	34,733	(87,285)	(209,302)	(331,320)	(469,847)
		90	237,352	115,335	(6,683)	(128,700)	(250,718)	(377,200)	(517,450)
		100	195,852	73,834	(48,183)	(170,201)	(292,218)	(424,902)	(565,152)
		110	154,219	32,201	(89,816)	(211,834)	(333,851)	(472,756)	(613,006)
		120	112,586	(9,432)	(131,449)	(253,467)	(380,360)	(520,610)	(660,860)
		130	70,953	(51,065)	(173,082)	(295,100)	(428,214)	(568,464)	(708,714)
		140	29,320	(92,698)	(214,715)	(336,733)	(476,068)	(616,318)	(756,568)
		150	(12,313)	(134,331)	(256,348)	(383,673)	(523,923)	(664,173)	(804,423)
		160	(53,947)	(175,964)	(297,982)	(431,527)	(571,777)	(712,027)	(852,277)
		170	(95,580)	(217,597)	(339,615)	(479,381)	(619,631)	(759,881)	(900,131)
		180	(137,213)	(259,230)	(386,985)	(527,235)	(667,485)	(807,735)	(947,985)
		190	(178,846)	(300,863)	(434,839)	(575,089)	(715,339)	(855,589)	(995,839)
		200	(220,479)	(342,496)	(482,693)	(622,943)	(763,193)	(903,443)	(1,043,693)
		210	(262,112)	(390,297)	(530,547)	(670,797)	(811,047)	(951,297)	(1,091,547)
		220	(303,745)	(438,151)	(578,401)	(718,651)	(858,901)	(999,151)	(1,139,401)
		230	(345,755)	(486,005)	(626,255)	(766,505)	(906,755)	(1,047,005)	(1,187,255)
		240	(393,609)	(533,859)	(674,109)	(814,359)	(954,609)	(1,094,859)	(1,235,109)
		250	(441,463)	(581,713)	(721,963)	(862,213)	(1,002,463)	(1,142,713)	(1,282,963)

TABLE 4

		BLV (per acre)		325,000					
Balance (RLV - BLV)		0	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 0.00		1	190,268	135,906	81,544	27,182	(27,180)	(81,542)	(135,904)
		10	148,853	94,491	40,129	(14,233)	(68,595)	(122,957)	(177,319)
		20	107,438	53,076	(1,286)	(55,648)	(110,010)	(164,372)	(218,734)
		30	66,023	11,661	(42,701)	(97,063)	(151,425)	(205,787)	(260,149)
		40	24,608	(29,754)	(84,116)	(138,478)	(192,840)	(247,202)	(301,564)
		50	(16,808)	(71,170)	(125,532)	(179,894)	(234,256)	(288,618)	(342,980)
		60	(58,223)	(112,585)	(166,947)	(221,309)	(275,671)	(330,033)	(384,395)
		70	(99,638)	(154,000)	(208,362)	(262,724)	(317,086)	(371,448)	(425,810)
		80	(141,053)	(195,415)	(249,777)	(304,139)	(358,501)	(412,863)	(467,225)
		90	(186,933)	(241,295)	(295,657)	(350,019)	(404,381)	(458,743)	(513,105)
		100	(234,635)	(288,997)	(343,359)	(397,721)	(452,083)	(506,445)	(560,807)
		110	(282,489)	(336,851)	(391,213)	(445,575)	(499,937)	(554,299)	(608,661)
		120	(330,343)	(384,705)	(439,067)	(493,429)	(547,791)	(602,153)	(656,515)
		130	(378,197)	(432,559)	(486,921)	(541,283)	(595,645)	(650,007)	(704,369)
		140	(426,051)	(480,413)	(534,775)	(589,137)	(643,499)	(697,861)	(752,223)
		150	(473,906)	(528,268)	(582,630)	(636,992)	(691,354)	(745,716)	(800,078)
		160	(521,760)	(576,122)	(630,484)	(684,846)	(739,208)	(793,570)	(847,932)
		170	(569,614)	(623,976)	(678,338)	(732,700)	(787,062)	(841,424)	(895,786)
		180	(617,468)	(671,830)	(726,192)	(780,554)	(834,916)	(889,278)	(943,640)
		190	(665,322)	(719,684)	(774,046)	(828,408)	(882,770)	(937,132)	(991,494)
		200	(713,176)	(767,538)	(821,900)	(876,262)	(930,624)	(984,986)	(1,039,348)
		210	(761,030)	(815,392)	(869,754)	(924,116)	(978,478)	(1,032,840)	(1,087,202)
		220	(808,884)	(863,246)	(917,608)	(971,970)	(1,026,332)	(1,080,694)	(1,135,056)
		230	(856,738)	(911,100)	(965,462)	(1,019,824)	(1,074,186)	(1,128,548)	(1,182,910)
		240	(904,592)	(958,954)	(1,013,316)	(1,067,678)	(1,122,040)	(1,176,402)	(1,230,764)
		250	(952,446)	(1,006,808)	(1,061,170)	(1,115,532)	(1,169,894)	(1,224,256)	(1,278,618)

Scheme Ref:

AJ

No Units:

55

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

Sheltered Housing

TABLE 5

		Density (dph)							
		125							
Balance (RLV - BLV)		1	25	30	35	40	45	50	55
		0	(1,639,767)	(1,298,149)	(1,054,136)	(871,126)	(728,785)	(614,912)	(521,743)
CIL £psm 0.00	10	(1,681,182)	(1,339,564)	(1,095,551)	(912,541)	(770,200)	(656,327)	(563,158)	
	20	(1,722,597)	(1,380,979)	(1,136,966)	(953,956)	(811,615)	(697,742)	(604,574)	
	30	(1,765,170)	(1,422,394)	(1,178,381)	(995,371)	(853,030)	(739,157)	(645,989)	
	40	(1,812,774)	(1,464,109)	(1,219,796)	(1,036,786)	(894,445)	(780,572)	(687,404)	
	50	(1,860,592)	(1,511,712)	(1,262,666)	(1,078,201)	(935,860)	(821,988)	(728,819)	
	60	(1,908,446)	(1,559,496)	(1,310,270)	(1,123,485)	(978,208)	(863,403)	(770,234)	
	70	(1,956,300)	(1,607,350)	(1,358,100)	(1,171,163)	(1,025,811)	(909,590)	(814,499)	
	80	(2,004,154)	(1,655,204)	(1,405,954)	(1,219,017)	(1,073,621)	(957,304)	(862,136)	
	90	(2,052,008)	(1,703,058)	(1,453,808)	(1,266,871)	(1,121,475)	(1,005,158)	(909,990)	
	100	(2,099,862)	(1,750,912)	(1,501,662)	(1,314,725)	(1,169,329)	(1,053,012)	(957,844)	
	110	(2,147,717)	(1,798,766)	(1,549,516)	(1,362,579)	(1,217,183)	(1,100,866)	(1,005,698)	
	120	(2,195,571)	(1,846,621)	(1,597,370)	(1,410,433)	(1,265,037)	(1,148,720)	(1,053,552)	
	130	(2,243,425)	(1,894,475)	(1,645,225)	(1,458,287)	(1,312,891)	(1,196,574)	(1,101,406)	
	140	(2,291,279)	(1,942,329)	(1,693,079)	(1,506,141)	(1,360,745)	(1,244,429)	(1,149,260)	
	150	(2,339,133)	(1,990,183)	(1,740,933)	(1,553,995)	(1,408,599)	(1,292,283)	(1,197,114)	
	160	(2,386,987)	(2,038,037)	(1,788,787)	(1,601,849)	(1,456,453)	(1,340,137)	(1,244,968)	
	170	(2,434,841)	(2,085,891)	(1,836,641)	(1,649,703)	(1,504,307)	(1,387,991)	(1,292,823)	
	180	(2,482,695)	(2,133,745)	(1,884,495)	(1,697,557)	(1,552,161)	(1,435,845)	(1,340,677)	
	190	(2,530,549)	(2,181,599)	(1,932,349)	(1,745,411)	(1,600,016)	(1,483,699)	(1,388,531)	
	200	(2,578,403)	(2,229,453)	(1,980,203)	(1,793,265)	(1,647,870)	(1,531,553)	(1,436,385)	
	210	(2,626,257)	(2,277,307)	(2,028,057)	(1,841,120)	(1,695,724)	(1,579,407)	(1,484,239)	
	220	(2,674,111)	(2,325,161)	(2,075,911)	(1,888,974)	(1,743,578)	(1,627,261)	(1,532,093)	
	230	(2,721,965)	(2,373,015)	(2,123,765)	(1,936,828)	(1,791,432)	(1,675,115)	(1,579,947)	
	240	(2,769,819)	(2,420,869)	(2,171,619)	(1,984,682)	(1,839,286)	(1,722,969)	(1,627,801)	
	250	(2,818,072)	(2,468,836)	(2,219,473)	(2,032,536)	(1,887,140)	(1,770,823)	(1,675,655)	

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 0.00	0	717,208	360,927	1	(366,927)	(790,399)	(1,217,397)	(1,649,393)	
	10	676,009	319,512	(41,414)	(414,575)	(838,254)	(1,265,251)	(1,697,499)	
	20	634,811	278,097	(82,829)	(462,429)	(886,108)	(1,313,105)	(1,745,605)	
	30	593,613	236,682	(124,244)	(510,283)	(933,962)	(1,361,130)	(1,793,711)	
	40	552,414	195,267	(165,659)	(558,137)	(981,816)	(1,409,236)	(1,841,816)	
	50	511,216	153,852	(207,075)	(605,991)	(1,029,670)	(1,457,342)	(1,889,922)	
	60	470,017	112,436	(248,490)	(653,845)	(1,077,524)	(1,505,448)	(1,938,028)	
	70	428,819	71,021	(289,905)	(701,700)	(1,125,378)	(1,553,553)	(1,986,134)	
	80	387,621	29,606	(331,320)	(749,554)	(1,173,232)	(1,601,659)	(2,034,240)	
	90	346,245	(11,809)	(377,200)	(797,408)	(1,221,086)	(1,649,765)	(2,082,346)	
	100	304,830	(53,224)	(424,902)	(845,262)	(1,268,940)	(1,697,871)	(2,130,452)	
	110	263,415	(94,639)	(472,756)	(893,116)	(1,316,794)	(1,745,977)	(2,178,557)	
	120	222,000	(136,054)	(520,610)	(940,970)	(1,364,839)	(1,794,083)	(2,226,663)	
	130	180,584	(177,469)	(568,464)	(988,824)	(1,412,945)	(1,842,189)	(2,274,895)	
	140	139,169	(218,885)	(616,318)	(1,036,678)	(1,461,050)	(1,890,294)	(2,323,254)	
	150	97,754	(260,300)	(664,173)	(1,084,532)	(1,509,156)	(1,938,400)	(2,371,613)	
	160	56,339	(301,715)	(712,027)	(1,132,386)	(1,557,262)	(1,986,506)	(2,419,972)	
	170	14,924	(343,171)	(759,881)	(1,180,240)	(1,605,368)	(2,034,612)	(2,468,331)	
	180	(26,491)	(390,775)	(807,735)	(1,228,094)	(1,653,474)	(2,082,718)	(2,516,690)	
	190	(67,906)	(438,548)	(855,589)	(1,275,948)	(1,701,580)	(2,130,824)	(2,565,049)	
	200	(109,321)	(486,402)	(903,443)	(1,323,802)	(1,749,686)	(2,178,930)	(2,613,408)	
	210	(150,737)	(534,256)	(951,297)	(1,371,884)	(1,797,791)	(2,227,035)	(2,661,767)	
	220	(192,152)	(582,110)	(999,151)	(1,419,990)	(1,845,897)	(2,275,269)	(2,710,126)	
	230	(233,567)	(629,965)	(1,047,005)	(1,468,095)	(1,894,003)	(2,323,628)	(2,758,485)	
	240	(274,982)	(677,819)	(1,094,859)	(1,516,201)	(1,942,109)	(2,371,987)	(2,806,844)	
	250	(316,397)	(725,673)	(1,142,713)	(1,564,307)	(1,990,215)	(2,420,346)	(2,855,203)	

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

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	1	90%	95%	100%	105%	110%	115%	120%
		0	(1,049,295)	(497,828)	1	476,941	951,891	1,426,629	1,899,491
		10	(1,097,149)	(545,682)	(41,414)	435,742	910,692	1,385,642	1,858,508
		20	(1,145,003)	(593,536)	(82,829)	394,425	869,494	1,344,444	1,817,525
		30	(1,192,857)	(641,391)	(124,244)	353,010	828,296	1,303,245	1,776,543
		40	(1,240,761)	(689,245)	(165,659)	311,595	787,097	1,262,047	1,735,560
	CIL £psm	50	(1,288,867)	(737,099)	(207,075)	270,180	745,899	1,220,849	1,694,577
	0.00	60	(1,336,973)	(784,953)	(248,490)	228,764	704,701	1,179,650	1,653,594
		70	(1,385,079)	(832,807)	(289,905)	187,349	663,502	1,138,452	1,612,612
		80	(1,433,185)	(880,661)	(331,320)	145,934	622,304	1,097,254	1,571,629
		90	(1,481,291)	(928,515)	(377,200)	104,519	581,105	1,056,055	1,530,646
		100	(1,529,396)	(976,369)	(424,902)	63,104	539,907	1,014,857	1,489,664
		110	(1,577,502)	(1,024,223)	(472,756)	21,689	498,709	973,659	1,448,609
		120	(1,625,608)	(1,072,077)	(520,610)	(19,726)	457,510	932,460	1,407,410
		130	(1,673,714)	(1,119,931)	(568,464)	(61,141)	416,113	891,262	1,366,212
		140	(1,721,820)	(1,167,785)	(616,318)	(102,557)	374,698	850,064	1,325,014
		150	(1,769,926)	(1,215,639)	(664,173)	(143,972)	333,283	808,865	1,283,815
		160	(1,818,032)	(1,263,493)	(712,027)	(185,387)	291,867	767,667	1,242,617
		170	(1,866,137)	(1,311,513)	(759,881)	(226,802)	250,452	726,469	1,201,418
		180	(1,914,243)	(1,359,619)	(807,735)	(268,217)	209,037	685,270	1,160,220
		190	(1,962,349)	(1,407,725)	(855,589)	(309,632)	167,622	644,072	1,119,022
		200	(2,010,455)	(1,455,831)	(903,443)	(352,272)	126,207	602,874	1,077,823
		210	(2,058,561)	(1,503,937)	(951,297)	(399,875)	84,792	561,675	1,036,625
		220	(2,106,907)	(1,552,043)	(999,151)	(447,684)	43,377	520,477	995,427
		230	(2,155,266)	(1,600,148)	(1,047,005)	(495,538)	1,962	479,216	954,228
		240	(2,203,625)	(1,648,254)	(1,094,859)	(543,392)	(39,454)	437,801	913,030
		250	(2,251,984)	(1,696,360)	(1,142,713)	(591,246)	(80,869)	396,386	871,832

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_AG-AJ_Sheltered Housing v3 - Summary Table

Scheme Ref:	AG	AH	AJ	AJ
No Units:	55	55	55	55
Location / Value Zone:	Higher	Lower	Higher	Lower
Development Scenario:	Greenfield	Greenfield	Brownfield	Brownfield
Notes:	Sheltered Housing	Sheltered Housing	Sheltered Housing	Sheltered Housing
Total GDV (£)	11,065,725	11,065,725	11,065,725	11,065,725
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)	-	-	-	-
CIL (£ per unit)	-	-	-	-
CIL (£)	-	-	-	-
Site Specific S106 (£ per unit)	2,000	2,000	2,000	2,000
Site Specific S106 (£)	110,000	110,000	110,000	110,000
Sub-total CIL+S106 (£ per unit)	2,000	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	2,000
Total Developers Profit (£)	1,842,044	1,842,044	1,842,044	1,842,044
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	16.65%	16.65%	16.65%	16.65%
Developers Profit (% on costs)	23.56%	23.56%	22.98%	22.98%
RLV (£)	1,234,332	1,234,332	1,060,479	1,060,479
RLV (£/acre)	1,135,289	1,135,289	975,386	975,386
RLV (£/ha)	2,805,299	2,805,299	2,410,178	2,410,178
Balance for Plan VA:	£0	£0	£0	£0
BLV (£)	298,991	244,629	434,896	353,353
BLV (£/acre)	275,000	225,000	400,000	325,000
BLV (£/ha)	679,525	555,975	988,400	803,075
Surplus/Deficit	935,341	989,703	625,583	707,126
Surplus/Deficit (£/acre)	860,289	910,289	575,386	650,386
Surplus/Deficit (£/ha)	2,125,774	2,249,324	1,421,778	1,607,103
Plan Viability comments	Viable	Viable	Viable	Viable

200313 SWC Residential Appraisals_AK-AN_ Extra Care v3 - Version Notes

Date	Version	Comments
200313	v3	

Scheme Ref: **AK**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Extra Care / Assisted Living

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		60 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	0.0%	0.0	0%	0.0
3 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat		60.0%	21.6	60.0%	14.4	60%	36.0
2 bed Flat		40.0%	14.4	40.0%	9.6	40%	24.0
Total number of units		100.0%	36.0	100.0%	24.0	100%	60.0
OMS Unit Floor areas -		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)	
1 bed House		0.0	0	%		0.0	0
2 bed House		0.0	0			0.0	0
3 bed House		0.0	0			0.0	0
4 bed House		0.0	0			0.0	0
5 bed House		0.0	0			0.0	0
1 bed Flat		60.0	646	65.0%		92.3	994
2 bed Flat		80.0	861	65.0%		123.1	1,325
AH Unit Floor areas -		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)	
1 bed House		0.0	0	%		0.0	0
2 bed House		0.0	0			0.0	0
3 bed House		0.0	0			0.0	0
4 bed House		0.0	0			0.0	0
5 bed House		0.0	0			0.0	0
1 bed Flat		60.0	646	65.0%		92.3	994
2 bed Flat		80.0	861	65.0%		123.1	1,325
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		0	0	0	0	0	0
4 bed House		0	0	0	0	0	0
5 bed House		0	0	0	0	0	0
1 bed Flat		1,994	21,462	1,329	14,308	3,323	35,769
2 bed Flat		1,772	19,077	1,182	12,718	2,954	31,795
		3,766	40,539	2,511	27,026	6,277	67,564
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		0	#DIV/0!	#DIV/0!	0		
2 bed House		0	#DIV/0!	#DIV/0!	0		
3 bed House		0	#DIV/0!	#DIV/0!	0		
4 bed House		0	#DIV/0!	#DIV/0!	0		
5 bed House		0	#DIV/0!	#DIV/0!	0		
1 bed Flat		284,375	4,740	440	10,237,500		
2 bed Flat		375,000	4,688	435	9,000,000		
					19,237,500		
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV
1 bed House		0	37.5%	0	37.5%	0	70%
2 bed House		0	37.5%	0	37.5%	0	70%
3 bed House		0	37.5%	0	37.5%	0	70%
4 bed House		0	37.5%	0	37.5%	0	70%
5 bed House		0	37.5%	0	37.5%	0	70%
1 bed Flat		106,641	37.5%	106,641	37.5%	199,063	70%
2 bed Flat		140,625	37.5%	140,625	37.5%	262,500	70%

Scheme Ref: **AK**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Extra Care / Assisted Living

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	21.6	@	284,375	6,142,500
2 bed Flat	14.4	@	375,000	5,400,000
	36.0			11,542,500
Affordable Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	106,641	-
2 bed Flat	0.0	@	140,625	-
	0.0			-
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	10.1	@	106,641	1,074,938
2 bed Flat	6.7	@	140,625	945,000
	16.8			2,019,938
Intermediate GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	4.3	@	199,063	859,950
2 bed Flat	2.9	@	262,500	756,000
	7.2	24.0		1,615,950
Sub-total GDV Residential	60			15,178,388
AH on-site cost analysis:				
	647 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	4,059,113
			67,652 £ per unit (total units)	
Grant	60	@	0	-
Total GDV				15,178,388

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(24,239)
CIL				(150,646)
CIL analysis:				
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	60 units @	2,000 per unit	(120,000)
S106 analysis: 200,000 £ per ha				
	0.79% % of GDV		2,000 £ per unit (total ur	(120,000)
AH Commuted Sum	6,277 sqm (total)		0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				
cont./				

Scheme Ref: **AK**
No Units: **60** **Location / Value Zone:** **Higher** **Development Scenario:** **Greenfield**
Notes: Extra Care / Assisted Living

Construction Costs -				
Site Clearance and Demolition	1.48 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	60 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	- sqm @		0 psm	-
2 bed House	- sqm @		0 psm	-
3 bed House	- sqm @		0 psm	-
4 bed House	- sqm @		0 psm	-
5 bed House	- sqm @		0 psm	-
1 bed Flat	3,323 sqm @		1,338 psm	(4,447,872)
2 bed Flat	6,277 2,954 sqm @		1,338 psm	(3,953,664)
External works	8,401,536 @		10.0% 14,003 £ per unit	(840,154)
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 36 units @	90% @	521 £ per unit	(16,880)
M4(3) Category 3 Housing	Mrkt units 36 units @	10% @	10,111 £ per unit	(36,400)
Water Efficiency additional cost	60 units @		10 £ per unit	(600)
Low Carbon Energy cost	60 units @		4,847 £ per unit	(290,820)
Contingency	9,586,390 @		3.0% (GF/BF)	(287,592)
Professional Fees	9,586,390 @		6.5%	(623,115)
Disposal Costs -				
Residential Sales Agent Costs	11,542,500 OMS @	1.00%	1,924 £ per unit	(115,425)
Residential Sales Legal Costs	36 OM Units @	0.28%	900 £ per unit	(32,400)
Affordable Sale Legal Costs			lump sum	(10,000)
Marketing and Promotion	11,542,500 OMS @	3.00%	5,771 £ per unit 8,402 £ per unit	(346,275)
Interest (on Development Costs) -		6.50% APR	0.526% pcm	(127,178)
Developers Profit -				
Margin on AH	3,635,888		6.00% on AH values	(218,153)
Profit on OMS	11,542,500		20.00%	(2,308,500)
Profit analysis:	11,493,259		21.98% on costs	(2,526,653)
	15,178,388		16.65% blended GDV	(2,526,653)
TOTAL COSTS				(14,019,913)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				1,158,475
SDLT	1,158,475 @	(slabbed)		(47,424)
Acquisition Agent fees	1,158,475 @	1.0%		(11,585)
Acquisition Legal fees	1,158,475 @	0.5%		(5,792)
Interest on Land	1,158,475 @	6.50%		(75,301)
Residual Land Value				1,018,373
RLV analysis:	16,973 £ per plot	1,697,289 £ per ha	686,883 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	100.0 dph			
Site Area (Net)	0.60 ha	1.48 acres		
Density analysis:	10,462 sqm/ha	45,571 sqft/ac		
Benchmark Land Value (Net)	6,795 £ per plot	679,525 £ per ha	275,000 £ per acre	407,715

BALANCE			
Surplus/(Deficit)	1,017,764 £ per ha	411,883 £ per acre	610,658

Scheme Ref:

AK

No Units:

60

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

Extra Care / Assisted Living

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)		610,658	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00		0	2,313,557	2,053,366	1,793,176	1,532,986	1,272,796	1,012,605	751,712
		10	2,260,938	2,003,671	1,746,404	1,489,137	1,231,870	974,555	716,449
		20	2,208,320	1,953,976	1,699,632	1,445,289	1,190,945	936,353	681,185
		30	2,155,702	1,904,281	1,652,861	1,401,440	1,150,019	898,151	645,922
		40	2,103,083	1,854,586	1,606,089	1,357,591	1,109,094	859,949	610,658
		50	2,050,465	1,804,891	1,559,317	1,313,743	1,068,099	821,747	575,395
		60	1,997,846	1,755,196	1,512,545	1,269,894	1,026,958	783,545	540,131
		70	1,945,228	1,705,501	1,465,773	1,226,045	985,818	745,343	504,868
		80	1,892,610	1,655,805	1,419,001	1,182,197	944,677	707,141	469,604
		90	1,839,991	1,606,110	1,372,229	1,138,134	903,536	668,938	434,341
		100	1,787,373	1,556,415	1,325,457	1,094,055	862,396	630,736	399,077
		110	1,734,755	1,506,720	1,278,686	1,049,975	821,255	592,534	363,814
		120	1,682,136	1,457,025	1,231,678	1,005,896	780,114	554,332	328,550
		130	1,629,518	1,407,330	1,184,660	961,817	738,973	516,130	293,287
		140	1,576,900	1,357,547	1,137,642	917,737	697,833	477,928	258,023
		150	1,524,281	1,307,590	1,090,624	873,658	656,692	439,726	222,760
		160	1,471,661	1,257,634	1,043,606	829,579	615,551	401,524	187,496
		170	1,418,766	1,207,677	996,588	785,499	574,410	363,322	152,233
		180	1,365,871	1,157,720	949,570	741,420	533,270	325,120	116,911
		190	1,312,975	1,107,764	902,552	697,341	492,129	286,917	81,462
		200	1,260,080	1,057,807	855,534	653,261	450,988	248,715	46,013
		210	1,207,185	1,007,851	808,516	609,182	409,848	210,513	10,564
		220	1,154,290	957,894	761,498	565,103	368,707	172,234	(24,885)
		230	1,101,394	907,937	714,480	521,023	327,566	133,831	(60,334)
		240	1,048,499	857,981	667,462	476,944	286,425	95,428	(95,783)
		250	995,604	808,024	620,444	432,864	245,281	57,025	(131,232)

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)	610,658	90%	100%	110%	120%	130%	140%	150%	
CIL £psm 40.00	0	762,630	751,712	740,794	729,876	718,958	708,040	697,122	
	10	727,367	716,449	705,531	694,612	683,694	672,776	661,858	
	20	692,103	681,185	670,267	659,349	648,431	637,513	626,595	
	30	656,840	645,922	635,004	624,086	613,167	602,249	591,331	
	40	621,576	610,658	599,740	588,822	577,904	566,986	556,068	
	50	586,313	575,395	564,477	553,559	542,641	531,722	520,804	
	60	551,049	540,131	529,213	518,295	507,377	496,459	485,541	
	70	515,786	504,868	493,950	483,032	472,114	461,196	450,277	
	80	480,522	469,604	458,686	447,768	436,850	425,932	415,014	
	90	445,259	434,341	423,423	412,505	401,587	390,669	379,751	
	100	409,995	399,077	388,159	377,241	366,323	355,405	344,487	
	110	374,732	363,814	352,896	341,978	331,060	320,142	309,224	
	120	339,468	328,550	317,632	306,714	295,796	284,878	273,960	
	130	304,205	293,287	282,369	271,451	260,533	249,615	238,697	
	140	268,941	258,023	247,105	236,187	225,269	214,351	203,433	
	150	233,678	222,760	211,842	200,924	190,006	179,088	168,170	
	160	198,414	187,496	176,578	165,660	154,742	143,824	132,906	
	170	163,151	152,233	141,315	130,397	119,479	108,561	97,643	
	180	127,886	116,911	105,935	94,960	83,984	73,009	62,033	
	190	92,437	81,462	70,486	59,511	48,535	37,560	26,584	
	200	56,988	46,013	35,037	24,062	13,086	2,111	(8,865)	
	210	21,539	10,564	(412)	(11,387)	(22,363)	(33,338)	(44,314)	
	220	(13,910)	(24,885)	(35,861)	(46,836)	(57,812)	(68,787)	(79,763)	
	230	(49,359)	(60,334)	(71,310)	(82,285)	(93,261)	(104,236)	(115,212)	
	240	(84,808)	(95,783)	(106,759)	(117,734)	(128,710)	(139,685)	(150,661)	
	250	(120,257)	(131,232)	(142,208)	(153,183)	(164,159)	(175,134)	(186,110)	

Scheme Ref:

AK

No Units:

60

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

Extra Care / Assisted Living

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		610,658	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		1,253,811	1,153,391	1,052,971	952,552	852,132	751,712	651,292
	10		1,218,547	1,118,128	1,017,708	917,288	816,868	716,449	616,029
	20		1,183,284	1,082,864	982,444	882,025	781,605	681,185	580,765
	30		1,148,020	1,047,601	947,181	846,761	746,341	645,922	545,502
	40		1,112,757	1,012,337	911,917	811,498	711,078	610,658	510,238
	50		1,077,493	977,074	876,654	776,234	675,814	575,395	474,975
	60		1,042,230	941,810	841,390	740,971	640,551	540,131	439,711
	70		1,006,966	906,547	806,127	705,707	605,287	504,868	404,448
	80		971,703	871,283	770,863	670,444	570,024	469,604	369,184
	90		936,439	836,020	735,600	635,180	534,760	434,341	333,921
	100		901,176	800,756	700,336	599,917	499,497	399,077	298,657
	110		865,912	765,493	665,073	564,653	464,233	363,814	263,394
	120		830,649	730,229	629,810	529,390	428,970	328,550	228,131
	130		795,386	694,966	594,546	494,126	393,707	293,287	192,867
	140		760,122	659,702	559,283	458,863	358,443	258,023	157,604
	150		724,859	624,439	524,019	423,599	323,180	222,760	122,340
	160		689,595	589,175	488,756	388,336	287,916	187,496	87,077
	170		654,332	553,912	453,492	353,072	252,653	152,233	51,813
	180		619,010	518,590	418,170	317,750	217,331	116,911	16,491
	190		583,561	483,141	382,721	282,301	181,882	81,462	(18,958)
	200		548,112	447,692	347,272	246,852	146,433	46,013	(54,407)
	210		512,663	412,243	311,823	211,403	110,984	10,564	(89,856)
	220		477,214	376,794	276,374	175,954	75,535	(24,885)	(125,305)
	230		441,764	341,345	240,925	140,505	40,085	(60,334)	(160,754)
	240		406,315	305,896	205,476	105,056	4,636	(95,783)	(196,203)
	250		370,866	270,447	170,027	69,607	(30,813)	(131,232)	(231,652)

TABLE 4

		BLV (per acre)		275,000					
Balance (RLV - BLV)	610,658	150,000	200,000	250,000	300,000	350,000	400,000	450,000	
CIL £psm 40.00	0	937,037	862,907	788,777	714,647	640,517	566,387	492,257	
	10	901,774	827,644	753,514	679,384	605,254	531,124	456,994	
	20	866,510	792,380	718,250	644,120	569,990	495,860	421,730	
	30	831,247	757,117	682,987	608,857	534,727	460,597	386,467	
	40	795,983	721,853	647,723	573,593	499,463	425,333	351,203	
	50	760,720	686,590	612,460	538,330	464,200	390,070	315,940	
	60	725,456	651,326	577,196	503,066	428,936	354,806	280,676	
	70	690,193	616,063	541,933	467,803	393,673	319,543	245,413	
	80	654,929	580,799	506,669	432,539	358,409	284,279	210,149	
	90	619,666	545,536	471,406	397,276	323,146	249,016	174,886	
	100	584,402	510,272	436,142	362,012	287,882	213,752	139,622	
	110	549,139	475,009	400,879	326,749	252,619	178,489	104,359	
	120	513,875	439,745	365,615	291,485	217,355	143,225	69,095	
	130	478,612	404,482	330,352	256,222	182,092	107,962	33,832	
	140	443,348	369,218	295,088	220,958	146,828	72,698	(1,432)	
	150	408,085	333,955	259,825	185,695	111,565	37,435	(36,695)	
	160	372,821	298,691	224,561	150,431	76,301	2,171	(71,959)	
	170	337,558	263,428	189,298	115,168	41,038	(33,092)	(107,222)	
	180	302,236	228,106	153,976	79,846	5,716	(68,414)	(142,544)	
	190	266,787	192,657	118,527	44,397	(29,733)	(103,863)	(177,993)	
	200	231,338	157,208	83,078	8,948	(65,182)	(139,312)	(213,442)	
	210	195,889	121,759	47,629	(26,501)	(100,631)	(174,761)	(248,891)	
	220	160,440	86,310	12,180	(61,950)	(136,080)	(210,210)	(284,340)	
	230	124,991	50,861	(23,269)	(97,399)	(171,529)	(245,659)	(319,789)	
	240	89,542	15,412	(58,718)	(132,848)	(206,978)	(281,108)	(355,238)	
	250	54,093	(20,037)	(94,167)	(168,297)	(242,427)	(316,557)	(390,687)	

Scheme Ref:

AK

No Units:

60

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

Extra Care / Assisted Living

TABLE 5

		Density (dph)					
		25	30	35	40	45	50
Balance (RLV - BLV)		610,658	100				
CIL Epsm 40.00	0	(471,433)	(199,623)	(5,473)	140,140	253,394	343,997
	10	(506,696)	(234,886)	(40,736)	104,876	218,130	308,734
	20	(541,960)	(270,150)	(76,000)	69,613	182,867	273,470
	30	(577,223)	(305,413)	(111,263)	34,349	147,603	238,207
	40	(612,487)	(340,677)	(146,527)	(914)	112,340	202,943
	50	(647,750)	(375,940)	(181,790)	(36,178)	77,076	167,680
	60	(683,014)	(411,204)	(217,054)	(71,441)	41,813	132,416
	70	(718,277)	(446,467)	(252,317)	(106,705)	6,549	97,153
	80	(753,541)	(481,731)	(287,581)	(141,968)	(28,714)	61,889
	90	(788,804)	(516,994)	(322,844)	(177,232)	(63,978)	26,626
	100	(824,068)	(552,258)	(358,108)	(212,495)	(99,241)	(8,638)
	110	(859,331)	(587,521)	(393,371)	(247,759)	(134,505)	(43,901)
	120	(894,595)	(622,785)	(428,635)	(283,022)	(169,768)	(79,165)
	130	(929,858)	(658,048)	(463,898)	(318,286)	(205,032)	(114,428)
	140	(965,122)	(693,312)	(499,162)	(353,549)	(240,295)	(149,692)
	150	(1,000,385)	(728,575)	(534,425)	(388,813)	(275,559)	(184,955)
	160	(1,035,649)	(763,839)	(569,689)	(424,076)	(310,822)	(220,219)
	170	(1,070,912)	(799,102)	(604,952)	(459,340)	(346,085)	(255,482)
	180	(1,106,234)	(834,424)	(640,274)	(494,662)	(381,407)	(290,804)
	190	(1,141,683)	(869,873)	(675,723)	(530,111)	(416,856)	(326,253)
	200	(1,177,132)	(905,322)	(711,172)	(565,560)	(452,306)	(361,702)
	210	(1,212,581)	(940,771)	(746,621)	(601,009)	(487,755)	(397,151)
	220	(1,248,030)	(976,220)	(782,070)	(636,458)	(523,204)	(432,600)
	230	(1,283,479)	(1,011,669)	(817,519)	(671,907)	(558,653)	(468,049)
	240	(1,318,928)	(1,047,118)	(852,968)	(707,356)	(594,102)	(503,498)
	250	(1,354,377)	(1,082,567)	(888,417)	(742,805)	(629,551)	(538,947)

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
		90%	95%	100%	105%	110%	115%
Balance (RLV - BLV)		610,658	100%				
CIL Epsm 40.00	0	1,772,052	1,264,305	751,712	232,966	(292,143)	(886,622)
	10	1,736,974	1,229,226	716,449	197,703	(327,592)	(927,582)
	20	1,701,895	1,194,147	681,185	162,439	(363,041)	(968,543)
	30	1,666,816	1,159,068	645,922	127,171	(398,680)	(1,009,503)
	40	1,631,737	1,123,989	610,658	91,722	(439,426)	(1,050,464)
	50	1,596,658	1,088,910	575,395	56,273	(480,172)	(1,091,424)
	60	1,561,579	1,053,831	540,131	20,824	(520,918)	(1,132,384)
	70	1,526,500	1,018,752	504,868	(14,625)	(561,664)	(1,173,345)
	80	1,491,421	983,673	469,604	(50,074)	(602,410)	(1,214,305)
	90	1,456,342	948,594	434,341	(85,523)	(643,156)	(1,255,266)
	100	1,421,263	913,515	399,077	(120,972)	(684,004)	(1,296,226)
	110	1,386,184	878,396	363,814	(156,421)	(724,964)	(1,337,186)
	120	1,351,106	843,133	328,550	(191,870)	(765,924)	(1,378,147)
	130	1,316,027	807,870	293,287	(227,319)	(806,885)	(1,419,107)
	140	1,280,948	772,606	258,023	(262,768)	(847,845)	(1,460,256)
	150	1,245,869	737,343	222,760	(298,217)	(888,806)	(1,501,432)
	160	1,210,790	702,079	187,496	(333,666)	(929,766)	(1,542,608)
	170	1,175,711	666,816	152,233	(369,116)	(970,726)	(1,583,784)
	180	1,140,632	631,552	116,911	(405,663)	(1,011,687)	(1,624,960)
	190	1,105,553	596,289	81,462	(446,409)	(1,052,647)	(1,666,135)
	200	1,070,474	561,025	46,013	(487,155)	(1,093,608)	(1,707,311)
	210	1,035,395	525,762	10,564	(527,901)	(1,134,568)	(1,748,487)
	220	1,000,316	490,498	(24,885)	(568,647)	(1,175,528)	(1,789,663)
	230	965,238	455,235	(60,334)	(609,393)	(1,216,489)	(1,830,839)
	240	930,159	419,971	(95,783)	(650,139)	(1,257,449)	(1,872,015)
	250	895,080	384,708	(131,232)	(691,023)	(1,298,410)	(1,913,191)

Scheme Ref: **AK**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Extra Care / Assisted Living

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	610,658	90%	95%	100%	105%	110%	115%	120%
		0	(30,562)	360,831	751,712	1,141,578	1,530,741	1,919,904	2,308,336
		10	(66,011)	325,567	716,449	1,106,499	1,495,662	1,884,825	2,273,440
		20	(101,460)	290,304	681,185	1,071,420	1,460,583	1,849,746	2,238,545
		30	(136,909)	255,040	645,922	1,036,341	1,425,504	1,814,667	2,203,650
		40	(172,358)	219,777	610,658	1,001,262	1,390,425	1,779,588	2,168,751
	CIL £psm	50	(207,807)	184,513	575,395	966,184	1,355,346	1,744,509	2,133,672
	40.00	60	(243,256)	149,250	540,131	931,012	1,320,268	1,709,431	2,098,593
		70	(278,705)	113,986	504,868	895,749	1,285,189	1,674,352	2,063,515
		80	(314,154)	78,623	469,604	860,485	1,250,110	1,639,273	2,028,436
		90	(349,603)	43,174	434,341	825,222	1,215,031	1,604,194	1,993,357
		100	(385,052)	7,725	399,077	789,958	1,179,952	1,569,115	1,958,278
		110	(423,981)	(27,724)	363,814	754,695	1,144,873	1,534,036	1,923,199
		120	(464,727)	(63,173)	328,550	719,431	1,109,794	1,498,957	1,888,120
		130	(505,473)	(98,622)	293,287	684,168	1,074,715	1,463,878	1,853,041
		140	(546,219)	(134,071)	258,023	648,905	1,039,636	1,428,799	1,817,962
		150	(586,965)	(169,520)	222,760	613,641	1,004,522	1,393,720	1,782,883
		160	(627,711)	(204,969)	187,496	578,378	969,259	1,358,641	1,747,804
		170	(668,497)	(240,418)	152,233	543,114	933,995	1,323,563	1,712,725
		180	(709,458)	(275,867)	116,911	507,851	898,732	1,288,484	1,677,647
		190	(750,418)	(311,316)	81,462	472,587	863,468	1,253,405	1,642,568
		200	(791,378)	(346,765)	46,013	437,324	828,205	1,218,326	1,607,489
		210	(832,339)	(382,214)	10,564	402,060	792,941	1,183,247	1,572,410
		220	(873,299)	(420,718)	(24,885)	366,797	757,678	1,148,168	1,537,331
		230	(914,260)	(461,464)	(60,334)	331,533	722,414	1,113,089	1,502,252
		240	(955,220)	(502,210)	(95,783)	296,270	687,151	1,078,010	1,467,173
		250	(996,180)	(542,956)	(131,232)	261,006	651,887	1,042,769	1,432,094

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: **AK**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Extra Care / Assisted Living

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		60 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	0.0%	0.0	0%	0.0
3 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat		60.0%	36.0	60.0%	0.0	60%	36.0
2 bed Flat		40.0%	24.0	40.0%	0.0	40%	24.0
Total number of units		100.0%	60.0	100.0%	0.0	100%	60.0
OMS Unit Floor areas -		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)	
1 bed House		0.0	0	%		0.0	0
2 bed House		0.0	0			0.0	0
3 bed House		0.0	0			0.0	0
4 bed House		0.0	0			0.0	0
5 bed House		0.0	0			0.0	0
1 bed Flat		60.0	646	65.0%		92.3	994
2 bed Flat		80.0	861	65.0%		123.1	1,325
AH Unit Floor areas -		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)	
1 bed House		0.0	0	%		0.0	0
2 bed House		0.0	0			0.0	0
3 bed House		0.0	0			0.0	0
4 bed House		0.0	0			0.0	0
5 bed House		0.0	0			0.0	0
1 bed Flat		60.0	646	65.0%		92.3	994
2 bed Flat		80.0	861	65.0%		123.1	1,325
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		0	0	0	0	0	0
4 bed House		0	0	0	0	0	0
5 bed House		0	0	0	0	0	0
1 bed Flat		3,323	35,769	0	0	3,323	35,769
2 bed Flat		2,954	31,795	0	0	2,954	31,795
		6,277	67,564	0	0	6,277	67,564
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		0	#DIV/0!	#DIV/0!	0		
2 bed House		0	#DIV/0!	#DIV/0!	0		
3 bed House		0	#DIV/0!	#DIV/0!	0		
4 bed House		0	#DIV/0!	#DIV/0!	0		
5 bed House		0	#DIV/0!	#DIV/0!	0		
1 bed Flat		284,375	4,740	440	10,237,500		
2 bed Flat		375,000	4,688	435	9,000,000		
					19,237,500		
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV
1 bed House		0	37.5%	0	37.5%	0	70%
2 bed House		0	37.5%	0	37.5%	0	70%
3 bed House		0	37.5%	0	37.5%	0	70%
4 bed House		0	37.5%	0	37.5%	0	70%
5 bed House		0	37.5%	0	37.5%	0	70%
1 bed Flat		106,641	37.5%	106,641	37.5%	199,063	70%
2 bed Flat		140,625	37.5%	140,625	37.5%	262,500	70%

Scheme Ref: **AK**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Extra Care / Assisted Living

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	36.0	@	284,375	10,237,500
2 bed Flat	24.0	@	375,000	9,000,000
	60.0			19,237,500
Affordable Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	106,641	-
2 bed Flat	0.0	@	140,625	-
	0.0			-
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	106,641	-
2 bed Flat	0.0	@	140,625	-
	0.0			-
Intermediate GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	199,063	-
2 bed Flat	0.0	@	262,500	-
	0.0	0.0		-
Sub-total GDV Residential	60			19,237,500
AH on-site cost analysis:				
			£MV (no AH) less £GDV (inc. AH)	0
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
Grant	60	@	0	-
Total GDV				19,237,500

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(24,239)
CIL		6,277 sqm (Market only)	40.00 £ psm	(251,077)
CIL analysis:		1.31% % of GDV	4,185 £ 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	60 units @	2,000 per unit	(120,000)
S106 analysis: 200,000 £ per ha				
		0.62% % of GDV	2,000 £ per unit (total ur	(120,000)
AH Commuted Sum		6,277 sqm (total)	443 £ psm	(2,778,783)
Comm. Sum analysis: 14.44% % of GDV				

cont./

Scheme Ref: **AK**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Extra Care / Assisted Living

Construction Costs -					
Site Clearance and Demolition	1.48 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	60 units @		0 per unit		-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur		-
1 bed House	- sqm @		0 psm		-
2 bed House	- sqm @		0 psm		-
3 bed House	- sqm @		0 psm		-
4 bed House	- sqm @		0 psm		-
5 bed House	- sqm @		0 psm		-
1 bed Flat	3,323 sqm @		1,338 psm		(4,447,872)
2 bed Flat	6,277 2,954 sqm @		1,338 psm		(3,953,664)
External works	8,401,536 @		10.0%		(840,154)
			14,003 £ 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	60 units @		10 £ per unit		(600)
Low Carbon Energy cost	60 units @		4,847 £ per unit		(290,820)
Contingency	9,621,910 @		3.0% (GF/BF)		(288,657)
Professional Fees	9,621,910 @		6.5%		(625,424)
Disposal Costs -					
Residential Sales Agent Costs	19,237,500 OMS @	1.00%	3,206 £ per unit		(192,375)
Residential Sales Legal Costs	60 OM Units @	0.28%	900 £ per unit		(54,000)
Affordable Sale Legal Costs			lump sum		(10,000)
Marketing and Promotion	19,237,500 OMS @	3.00%	9,619 £ per unit		(577,125)
			13,892 £ per unit		
Interest (on Development Costs) -	6.50% APR		0.526% pcm		(319,840)
Developers Profit -					
Margin on AH	0		6.00% on AH values		-
Profit on OMS	19,237,500		20.00%		(3,847,500)
Profit analysis:	14,933,430		25.76% on costs	(3,847,500)	
	19,237,500		20.00% blended GDV	(3,847,500)	
TOTAL COSTS					(18,780,930)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					456,570
SDLT	456,570 @		(slabbed)		(12,329)
Acquisition Agent fees	456,570 @		1.0%		(4,566)
Acquisition Legal fees	456,570 @		0.5%		(2,283)
Interest on Land	456,570 @		6.50%		(29,677)
Residual Land Value					407,716
RLV analysis:	6,795 £ per plot	679,527 £ per ha	275,001 £ per acre		

BENCHMARK LAND VALUE (BLV)					
Residential Density	100.0 dph				
Site Area (Net)	0.60 ha		1.48 acres		
Density analysis:	10,462 sqm/ha		45,571 sqft/ac		
Benchmark Land Value (Net)	6,795 £ per plot	679,525 £ per ha	275,000 £ per acre		407,715

BALANCE					
Surplus/(Deficit)	2 £ per ha		1 £ per acre		1

Scheme Ref:

AK

No Units:

60

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

Extra Care / Assisted Living

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	(287,890)	(572,955)	(875,693)	(1,178,431)	(1,481,169)	(1,785,588)	(2,090,131)
		10	(341,064)	(630,982)	(930,307)	(1,229,632)	(1,529,085)	(1,830,196)	(2,131,307)
		20	(394,237)	(689,010)	(984,921)	(1,280,832)	(1,577,123)	(1,874,803)	(2,172,482)
		30	(454,911)	(747,037)	(1,039,535)	(1,332,033)	(1,625,162)	(1,919,410)	(2,213,815)
		40	(516,030)	(805,064)	(1,094,149)	(1,383,233)	(1,673,201)	(1,964,017)	(2,255,207)
		50	(577,420)	(863,091)	(1,148,763)	(1,434,434)	(1,721,239)	(2,008,625)	(2,296,600)
		60	(638,861)	(921,119)	(1,203,377)	(1,485,634)	(1,769,278)	(2,053,232)	(2,337,993)
		70	(700,301)	(979,146)	(1,257,990)	(1,536,835)	(1,817,316)	(2,097,839)	(2,379,385)
		80	(761,742)	(1,037,173)	(1,312,604)	(1,588,263)	(1,865,355)	(2,142,446)	(2,420,778)
		90	(823,183)	(1,095,200)	(1,367,218)	(1,639,733)	(1,913,393)	(2,187,054)	(2,462,170)
		100	(884,623)	(1,153,228)	(1,421,832)	(1,691,203)	(1,961,432)	(2,231,661)	(2,503,563)
		110	(946,064)	(1,211,255)	(1,476,446)	(1,742,673)	(2,009,471)	(2,276,268)	(2,544,955)
		120	(1,007,504)	(1,269,282)	(1,531,060)	(1,794,143)	(2,057,509)	(2,321,052)	(2,586,348)
		130	(1,068,945)	(1,327,309)	(1,585,678)	(1,845,613)	(2,105,548)	(2,365,894)	(2,627,741)
		140	(1,130,386)	(1,385,337)	(1,640,579)	(1,897,083)	(2,153,586)	(2,410,736)	(2,669,133)
		150	(1,191,826)	(1,443,364)	(1,695,480)	(1,948,553)	(2,201,625)	(2,455,578)	(2,710,526)
		160	(1,253,267)	(1,501,391)	(1,750,382)	(2,000,023)	(2,249,663)	(2,500,420)	(2,751,918)
		170	(1,314,707)	(1,559,418)	(1,805,283)	(2,051,492)	(2,297,702)	(2,545,261)	(2,793,311)
		180	(1,376,148)	(1,617,445)	(1,860,184)	(2,102,962)	(2,345,741)	(2,590,103)	(2,834,703)
		190	(1,437,589)	(1,675,473)	(1,915,085)	(2,154,432)	(2,393,795)	(2,634,945)	(2,876,096)
		200	(1,499,029)	(1,734,071)	(1,969,987)	(2,205,902)	(2,442,086)	(2,679,787)	(2,917,489)
		210	(1,560,470)	(1,792,403)	(2,024,888)	(2,257,372)	(2,490,377)	(2,724,629)	(2,958,881)
		220	(1,621,910)	(1,850,736)	(2,079,789)	(2,308,842)	(2,538,669)	(2,769,471)	(3,000,273)
		230	(1,683,351)	(1,909,069)	(2,134,690)	(2,360,312)	(2,586,960)	(2,814,313)	(3,041,665)
		240	(1,744,792)	(1,967,401)	(2,189,591)	(2,411,782)	(2,635,251)	(2,859,155)	(3,083,057)
		250	(1,806,233)	(2,025,734)	(2,244,493)	(2,463,252)	(2,683,543)	(2,903,997)	(3,124,449)

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	247,303	236,328	225,352	214,377	203,401	192,426	181,450
CIL £psm 40.00		10	188,222	177,246	166,271	155,295	144,320	133,344	122,369
		20	129,140	118,164	107,189	96,213	85,238	74,263	63,287
		30	70,058	59,083	48,107	37,132	26,156	15,181	4,205
		40	10,976	1	(10,974)	(21,950)	(32,925)	(43,901)	(54,876)
		50	(48,105)	(59,081)	(70,056)	(81,032)	(92,007)	(102,983)	(113,958)
		60	(107,187)	(118,162)	(129,138)	(140,113)	(151,089)	(162,064)	(173,040)
		70	(166,269)	(177,244)	(188,220)	(199,195)	(210,171)	(221,146)	(232,122)
		80	(225,350)	(236,326)	(247,301)	(258,277)	(269,252)	(280,228)	(291,203)
		90	(284,432)	(295,408)	(306,383)	(317,359)	(328,334)	(339,309)	(350,285)
		100	(343,514)	(354,489)	(365,465)	(376,440)	(387,416)	(398,391)	(411,182)
		110	(403,399)	(416,015)	(428,630)	(441,246)	(453,861)	(466,477)	(479,092)
		120	(471,309)	(483,949)	(496,631)	(509,313)	(521,995)	(534,677)	(547,358)
		130	(539,535)	(552,216)	(564,898)	(577,580)	(590,262)	(602,944)	(615,626)
		140	(607,802)	(620,484)	(633,166)	(645,848)	(658,529)	(671,211)	(683,893)
		150	(676,069)	(688,751)	(701,433)	(714,115)	(726,797)	(739,479)	(752,160)
		160	(744,337)	(757,018)	(769,700)	(782,382)	(795,064)	(807,746)	(820,428)
		170	(812,604)	(825,286)	(837,968)	(850,650)	(863,331)	(876,013)	(888,695)
		180	(880,871)	(893,553)	(906,235)	(918,917)	(931,599)	(944,281)	(956,962)
		190	(949,139)	(961,820)	(974,502)	(987,184)	(999,866)	(1,012,548)	(1,025,230)
		200	(1,017,406)	(1,030,088)	(1,042,770)	(1,055,452)	(1,068,133)	(1,080,815)	(1,093,497)
		210	(1,085,673)	(1,098,355)	(1,111,037)	(1,123,719)	(1,136,401)	(1,149,083)	(1,161,765)
		220	(1,153,941)	(1,166,622)	(1,179,304)	(1,191,986)	(1,204,668)	(1,217,350)	(1,230,032)
		230	(1,222,208)	(1,234,890)	(1,247,572)	(1,260,254)	(1,272,935)	(1,285,617)	(1,298,299)
		240	(1,290,475)	(1,303,157)	(1,315,839)	(1,328,521)	(1,341,203)	(1,353,885)	(1,366,567)
		250	(1,358,743)	(1,371,424)	(1,384,106)	(1,396,788)	(1,409,470)	(1,422,152)	(1,434,834)

Scheme Ref:

AK

No Units:

60

Location / Value Zone:

Higher

Development Scenario:

Greenfield

Notes:

Extra Care / Assisted Living

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		1	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		1,073,159	905,793	738,427	571,060	403,694	236,328	68,962
	10		1,014,077	846,711	679,345	511,979	344,612	177,246	9,880
	20		954,996	787,629	620,263	452,897	285,531	118,164	(49,202)
	30		895,914	728,548	561,181	393,815	226,449	59,083	(108,284)
	40		836,832	669,466	502,100	334,734	167,367	1	(167,365)
	50		777,751	610,384	443,018	275,652	108,286	(59,081)	(226,447)
	60		718,669	551,303	383,936	216,570	49,204	(118,162)	(285,529)
	70		659,587	492,221	324,855	157,488	(9,878)	(177,244)	(344,610)
	80		600,505	433,139	265,773	98,407	(68,960)	(236,326)	(404,660)
	90		541,424	374,057	206,691	39,325	(128,041)	(295,408)	(472,570)
	100		482,342	314,976	147,609	(19,757)	(187,123)	(354,489)	(540,480)
	110		423,260	255,894	88,528	(78,838)	(246,205)	(416,015)	(608,390)
	120		364,158	196,791	29,425	(137,941)	(305,307)	(483,949)	(676,324)
	130		304,765	137,399	(29,968)	(197,334)	(364,700)	(552,216)	(744,591)
	140		245,372	78,006	(89,360)	(256,726)	(428,109)	(620,484)	(812,859)
	150		185,980	18,614	(148,753)	(316,119)	(496,376)	(688,751)	(881,126)
	160		126,587	(40,779)	(208,145)	(375,512)	(564,643)	(757,018)	(949,393)
	170		67,195	(100,172)	(267,538)	(440,536)	(632,911)	(825,286)	(1,017,661)
	180		7,802	(159,564)	(326,930)	(508,803)	(701,178)	(893,553)	(1,085,928)
	190		(51,591)	(218,957)	(386,323)	(577,070)	(769,445)	(961,820)	(1,154,195)
	200		(110,983)	(278,349)	(452,963)	(645,338)	(837,713)	(1,030,088)	(1,222,463)
	210		(170,376)	(337,742)	(521,230)	(713,605)	(905,980)	(1,098,355)	(1,290,730)
	220		(229,768)	(397,134)	(589,497)	(781,872)	(974,247)	(1,166,622)	(1,358,997)
	230		(289,161)	(465,390)	(657,765)	(850,140)	(1,042,515)	(1,234,890)	(1,427,265)
	240		(348,553)	(533,657)	(726,032)	(918,407)	(1,110,782)	(1,303,157)	(1,495,532)
	250		(409,549)	(601,924)	(794,299)	(986,674)	(1,179,049)	(1,371,424)	(1,563,799)

TABLE 4

		BLV (per acre)							
Balance (RLV - BLV)		1	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0		421,653	347,523	273,393	199,263	125,133	51,003	(23,127)
	10		362,571	288,441	214,311	140,181	66,051	(8,079)	(82,209)
	20		303,489	229,359	155,229	81,099	6,969	(67,161)	(141,291)
	30		244,408	170,278	96,148	22,018	(52,112)	(126,242)	(200,372)
	40		185,326	111,196	37,066	(37,064)	(111,194)	(185,324)	(259,454)
	50		126,244	52,114	(22,016)	(96,146)	(170,276)	(244,406)	(318,536)
	60		67,163	(6,967)	(81,097)	(155,227)	(229,357)	(303,487)	(377,617)
	70		8,081	(66,049)	(140,179)	(214,309)	(288,439)	(362,569)	(436,699)
	80		(51,001)	(125,131)	(199,261)	(273,391)	(347,521)	(421,651)	(495,781)
	90		(110,083)	(184,213)	(258,343)	(332,473)	(406,603)	(480,733)	(554,863)
	100		(169,164)	(243,294)	(317,424)	(391,554)	(465,684)	(539,814)	(613,944)
	110		(230,690)	(304,820)	(378,950)	(453,080)	(527,210)	(601,340)	(675,470)
	120		(298,624)	(372,754)	(446,884)	(521,014)	(595,144)	(669,274)	(743,404)
	130		(366,891)	(441,021)	(515,151)	(589,281)	(663,411)	(737,541)	(811,671)
	140		(435,159)	(509,289)	(583,419)	(657,549)	(731,679)	(805,809)	(879,939)
	150		(503,426)	(577,556)	(651,686)	(725,816)	(799,946)	(874,076)	(948,206)
	160		(571,693)	(645,823)	(719,953)	(794,083)	(868,213)	(942,343)	(1,016,473)
	170		(639,961)	(714,091)	(788,221)	(862,351)	(936,481)	(1,010,611)	(1,084,741)
	180		(708,228)	(782,358)	(856,488)	(930,618)	(1,004,748)	(1,078,878)	(1,153,008)
	190		(776,495)	(850,625)	(924,755)	(998,885)	(1,073,015)	(1,147,145)	(1,221,275)
	200		(844,763)	(918,893)	(993,023)	(1,067,153)	(1,141,283)	(1,215,413)	(1,289,543)
	210		(913,030)	(987,160)	(1,061,290)	(1,135,420)	(1,209,550)	(1,283,680)	(1,357,810)
	220		(981,297)	(1,055,427)	(1,129,557)	(1,203,687)	(1,277,817)	(1,351,947)	(1,426,077)
	230		(1,049,565)	(1,123,695)	(1,197,825)	(1,271,955)	(1,346,085)	(1,420,215)	(1,494,345)
	240		(1,117,832)	(1,191,962)	(1,266,092)	(1,340,222)	(1,414,352)	(1,488,482)	(1,562,612)
	250		(1,186,099)	(1,260,229)	(1,334,359)	(1,408,489)	(1,482,619)	(1,556,749)	(1,630,879)

Scheme Ref: **AK**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Extra Care / Assisted Living

TABLE 5		Density (dph)						
		1	25	30	35	40	45	50
Balance (RLV - BLV)		0	(986,817)	(715,007)	(520,857)	(375,245)	(261,990)	(171,387)
		10	(1,045,899)	(774,089)	(579,939)	(434,326)	(321,072)	(230,469)
CIL £psm		20	(1,104,981)	(833,171)	(639,021)	(493,408)	(380,154)	(289,551)
		30	(1,164,062)	(892,252)	(698,102)	(552,490)	(439,236)	(348,632)
40.00		40	(1,223,144)	(951,334)	(757,184)	(611,572)	(498,317)	(407,714)
		50	(1,282,226)	(1,010,416)	(816,266)	(670,653)	(557,399)	(466,796)
		60	(1,341,307)	(1,069,497)	(875,347)	(729,735)	(616,481)	(525,877)
		70	(1,400,389)	(1,128,579)	(934,429)	(788,817)	(675,562)	(584,959)
		80	(1,459,471)	(1,187,661)	(993,511)	(847,898)	(734,644)	(644,041)
		90	(1,518,553)	(1,246,743)	(1,052,593)	(906,980)	(793,726)	(703,123)
		100	(1,577,634)	(1,305,824)	(1,111,674)	(966,062)	(852,808)	(762,204)
		110	(1,639,160)	(1,367,350)	(1,173,200)	(1,027,587)	(914,333)	(823,730)
		120	(1,707,094)	(1,435,284)	(1,241,134)	(1,095,522)	(982,267)	(891,664)
		130	(1,775,361)	(1,503,551)	(1,309,401)	(1,163,789)	(1,050,535)	(959,931)
		140	(1,843,629)	(1,571,819)	(1,377,669)	(1,232,056)	(1,118,802)	(1,028,199)
		150	(1,911,896)	(1,640,086)	(1,445,936)	(1,300,324)	(1,187,069)	(1,096,466)
		160	(1,980,163)	(1,708,353)	(1,514,203)	(1,368,591)	(1,255,337)	(1,164,733)
		170	(2,048,431)	(1,776,621)	(1,582,471)	(1,436,858)	(1,323,604)	(1,233,001)
		180	(2,116,698)	(1,844,888)	(1,650,738)	(1,505,126)	(1,391,871)	(1,301,268)
		190	(2,184,965)	(1,913,155)	(1,719,005)	(1,573,393)	(1,460,139)	(1,369,535)
		200	(2,253,233)	(1,981,423)	(1,787,273)	(1,641,660)	(1,528,406)	(1,437,803)
		210	(2,321,500)	(2,049,690)	(1,855,540)	(1,709,928)	(1,596,673)	(1,506,070)
		220	(2,389,767)	(2,117,957)	(1,923,807)	(1,778,195)	(1,664,941)	(1,574,337)
		230	(2,458,035)	(2,186,225)	(1,992,075)	(1,846,462)	(1,733,208)	(1,642,605)
		240	(2,526,302)	(2,254,492)	(2,060,342)	(1,914,730)	(1,801,475)	(1,710,872)
		250	(2,594,569)	(2,322,759)	(2,128,609)	(1,982,997)	(1,869,743)	(1,779,139)

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
		1	90%	100%	105%	110%	115%
Balance (RLV - BLV)		0	1,266,750	754,571	236,328	(286,917)	(878,768)
		10	1,207,978	695,798	177,246	(345,999)	(947,035)
CIL £psm		20	1,149,206	637,026	118,164	(406,256)	(1,015,302)
		30	1,090,433	578,142	59,083	(474,166)	(1,083,570)
40.00		40	1,031,661	519,061	1	(542,406)	(1,151,837)
		50	972,888	459,979	(59,081)	(610,673)	(1,220,104)
		60	914,116	400,897	(118,162)	(678,940)	(1,288,372)
		70	855,343	341,816	(177,244)	(747,208)	(1,356,639)
		80	796,571	282,734	(236,326)	(815,475)	(1,424,906)
		90	737,798	223,652	(295,408)	(883,742)	(1,493,174)
		100	679,026	164,570	(354,489)	(952,010)	(1,561,441)
		110	620,253	105,489	(416,015)	(1,020,277)	(1,629,708)
		120	561,282	46,407	(483,949)	(1,088,544)	(1,697,976)
		130	502,200	(12,675)	(552,216)	(1,156,812)	(1,766,353)
		140	443,118	(71,756)	(620,484)	(1,225,079)	(1,834,979)
		150	384,036	(130,838)	(688,751)	(1,293,346)	(1,903,606)
		160	324,955	(189,920)	(757,018)	(1,361,614)	(1,972,232)
		170	265,873	(249,002)	(825,286)	(1,429,881)	(2,040,859)
		180	206,791	(308,083)	(893,553)	(1,498,148)	(2,109,485)
		190	147,710	(367,165)	(961,820)	(1,566,416)	(2,178,112)
		200	88,628	(430,585)	(1,030,088)	(1,634,683)	(2,246,738)
		210	29,546	(498,596)	(1,098,355)	(1,702,950)	(2,315,365)
		220	(29,536)	(566,863)	(1,166,622)	(1,771,354)	(2,383,991)
		230	(88,617)	(635,130)	(1,234,890)	(1,839,980)	(2,452,618)
		240	(147,699)	(703,398)	(1,303,157)	(1,908,607)	(2,521,244)
		250	(206,781)	(771,665)	(1,371,424)	(1,977,233)	(2,589,871)

Scheme Ref: **AK**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Extra Care / Assisted Living

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	(1,177,588)	(421,452)	236,328	889,697	1,541,165	2,191,523	2,840,128
		10	(1,245,856)	(489,432)	177,246	830,924	1,482,393	2,133,058	2,781,663
		20	(1,314,123)	(557,699)	118,164	772,152	1,423,620	2,074,593	2,723,198
		30	(1,382,390)	(625,967)	59,083	713,379	1,364,848	2,016,128	2,664,733
		40	(1,450,658)	(694,234)	1	654,607	1,306,076	1,957,544	2,606,268
	CIL £psm	50	(1,518,925)	(762,501)	(59,081)	595,549	1,247,303	1,898,772	2,547,804
	40.00	60	(1,587,192)	(830,769)	(118,162)	536,467	1,188,531	1,839,999	2,489,339
		70	(1,655,688)	(899,036)	(177,244)	477,385	1,129,758	1,781,227	2,430,874
		80	(1,724,315)	(967,303)	(236,326)	418,304	1,070,986	1,722,454	2,372,409
		90	(1,792,941)	(1,035,571)	(295,408)	359,222	1,012,213	1,663,682	2,313,944
		100	(1,861,568)	(1,103,838)	(354,489)	300,140	953,441	1,604,909	2,255,479
		110	(1,930,194)	(1,172,105)	(416,015)	241,058	894,668	1,546,137	2,197,014
		120	(1,998,821)	(1,240,373)	(483,949)	181,977	835,896	1,487,364	2,138,550
		130	(2,067,447)	(1,308,640)	(552,216)	122,895	777,123	1,428,592	2,080,061
		140	(2,136,074)	(1,376,907)	(620,484)	63,813	718,351	1,369,820	2,021,288
		150	(2,204,700)	(1,445,175)	(688,751)	4,732	659,361	1,311,047	1,962,516
		160	(2,273,327)	(1,513,442)	(757,018)	(54,350)	600,279	1,252,275	1,903,743
		170	(2,341,954)	(1,581,709)	(825,286)	(113,432)	541,198	1,193,502	1,844,971
		180	(2,410,580)	(1,649,977)	(893,553)	(172,514)	482,116	1,134,730	1,786,198
		190	(2,479,207)	(1,718,452)	(961,820)	(231,595)	423,034	1,075,957	1,727,426
		200	(2,547,833)	(1,787,079)	(1,030,088)	(290,677)	363,952	1,017,185	1,668,653
		210	(2,616,460)	(1,855,705)	(1,098,355)	(349,759)	304,871	958,412	1,609,881
		220	(2,685,086)	(1,924,332)	(1,166,622)	(410,578)	245,789	899,640	1,551,108
		230	(2,753,726)	(1,992,958)	(1,234,890)	(478,488)	186,707	840,867	1,492,336
		240	(2,822,714)	(2,061,585)	(1,303,157)	(546,734)	127,626	782,095	1,433,564
		250	(2,891,702)	(2,130,211)	(1,371,424)	(615,001)	68,544	723,173	1,374,791

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: **AL**
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: Extra Care / Assisted Living

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		60 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	0.0%	0.0	0%	0.0	
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	60.0%	21.6	60.0%	14.4	60%	36.0	
2 bed Flat	40.0%	14.4	40.0%	9.6	40%	24.0	
Total number of units	100.0%	36.0	100.0%	24.0	100%	60.0	
OMS Unit Floor areas -		Net area per unit	Net to Gross %	Gross (GIA) per unit			
	(sqm)	(sqft)	%	(sqm)	(sqft)		
1 bed House	0.0	0		0.0	0		
2 bed House	0.0	0		0.0	0		
3 bed House	0.0	0		0.0	0		
4 bed House	0.0	0		0.0	0		
5 bed House	0.0	0		0.0	0		
1 bed Flat	60.0	646	65.0%	92.3	994		
2 bed Flat	80.0	861	65.0%	123.1	1,325		
AH Unit Floor areas -		Net area per unit	Net to Gross %	Gross (GIA) per unit			
	(sqm)	(sqft)	%	(sqm)	(sqft)		
1 bed House	0.0	0		0.0	0		
2 bed House	0.0	0		0.0	0		
3 bed House	0.0	0		0.0	0		
4 bed House	0.0	0		0.0	0		
5 bed House	0.0	0		0.0	0		
1 bed Flat	60.0	646	65.0%	92.3	994		
2 bed Flat	80.0	861	65.0%	123.1	1,325		
Total Gross Floor areas -		Mkt Units GIA	AH units GIA	Total GIA (all units)			
	(sqm)	(sqft)	(sqm)	(sqft)	(sqft)		
1 bed House	0	0	0	0	0		
2 bed House	0	0	0	0	0		
3 bed House	0	0	0	0	0		
4 bed House	0	0	0	0	0		
5 bed House	0	0	0	0	0		
1 bed Flat	1,994	21,462	1,329	14,308	3,323		
2 bed Flat	1,772	19,077	1,182	12,718	2,954		
	3,766	40,539	2,511	27,026	6,277		
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	0	#DIV/0!	#DIV/0!		0		
2 bed House	0	#DIV/0!	#DIV/0!		0		
3 bed House	0	#DIV/0!	#DIV/0!		0		
4 bed House	0	#DIV/0!	#DIV/0!		0		
5 bed House	0	#DIV/0!	#DIV/0!		0		
1 bed Flat	284,375	4,740	440		10,237,500		
2 bed Flat	375,000	4,688	435		9,000,000		
					19,237,500		
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV
1 bed House	0	37.5%		0	37.5%	0	70%
2 bed House	0	37.5%		0	37.5%	0	70%
3 bed House	0	37.5%		0	37.5%	0	70%
4 bed House	0	37.5%		0	37.5%	0	70%
5 bed House	0	37.5%		0	37.5%	0	70%
1 bed Flat	106,641	37.5%		106,641	37.5%	199,063	70%
2 bed Flat	140,625	37.5%		140,625	37.5%	262,500	70%

Scheme Ref: **AL**
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: Extra Care / Assisted Living

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	21.6	@	284,375	6,142,500
2 bed Flat	14.4	@	375,000	5,400,000
	36.0			11,542,500
Affordable Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	106,641	-
2 bed Flat	0.0	@	140,625	-
	0.0			-
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	10.1	@	106,641	1,074,938
2 bed Flat	6.7	@	140,625	945,000
	16.8			2,019,938
Intermediate GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	4.3	@	199,063	859,950
2 bed Flat	2.9	@	262,500	756,000
	7.2	24.0		1,615,950
Sub-total GDV Residential	60			15,178,388
AH on-site cost analysis:				
	647 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	4,059,113
			67,652 £ per unit (total units)	
Grant	60	@	0	-
Total GDV				15,178,388

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(24,239)
CIL		3,766 sqm (Market only)	40.00 £ psm	(150,646)
CIL analysis:		0.99% % of GDV	2,511 £ 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	60 units @	2,000 per unit	(120,000)
S106 analysis: 200,000 £ per ha				
	0.79% % of GDV		2,000 £ per unit (total ur	(120,000)
AH Commuted Sum	6,277 sqm (total)		0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: **AL**
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: Extra Care / Assisted Living

Construction Costs -				
Site Clearance and Demolition	1.48 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	60 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	- sqm @		0 psm	-
2 bed House	- sqm @		0 psm	-
3 bed House	- sqm @		0 psm	-
4 bed House	- sqm @		0 psm	-
5 bed House	- sqm @		0 psm	-
1 bed Flat	3,323 sqm @		1,338 psm	(4,447,872)
2 bed Flat	6,277 2,954 sqm @		1,338 psm	(3,953,664)
External works	8,401,536 @		10.0% 14,003 £ per unit	(840,154)
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 36 units @	90% @	521 £ per unit	(16,880)
M4(3) Category 3 Housing	Mrkt units 36 units @	10% @	10,111 £ per unit	(36,400)
Water Efficiency additional cost	60 units @		10 £ per unit	(600)
Low Carbon Energy cost	60 units @		4,847 £ per unit	(290,820)
Contingency	9,586,390 @		3.0% (GF/BF)	(287,592)
Professional Fees	9,586,390 @		6.5%	(623,115)
Disposal Costs -				
Residential Sales Agent Costs	11,542,500 OMS @	1.00%	1,924 £ per unit	(115,425)
Residential Sales Legal Costs	36 OM Units @	0.28%	900 £ per unit	(32,400)
Affordable Sale Legal Costs			lump sum	(10,000)
Marketing and Promotion	11,542,500 OMS @	3.00%	5,771 £ per unit 8,402 £ per unit	(346,275)
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(127,178)
Developers Profit -				
Margin on AH	3,635,888		6.00% on AH values	(218,153)
Profit on OMS	11,542,500		20.00%	(2,308,500)
Profit analysis:	11,493,259		21.98% on costs	(2,526,653)
	15,178,388		16.65% blended GDV	(2,526,653)
TOTAL COSTS				(14,019,913)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				1,158,475
SDLT	1,158,475 @	(slabbed)		(47,424)
Acquisition Agent fees	1,158,475 @	1.0%		(11,585)
Acquisition Legal fees	1,158,475 @	0.5%		(5,792)
Interest on Land	1,158,475 @	6.50%		(75,301)
Residual Land Value				1,018,373
RLV analysis:	16,973 £ per plot	1,697,289 £ per ha	686,883 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	100.0 dph			
Site Area (Net)	0.60 ha	1.48 acres		
Density analysis:	10,462 sqm/ha	45,571 sqft/ac		
Benchmark Land Value (Net)	5,560 £ per plot	555,975 £ per ha	225,000 £ per acre	333,585

BALANCE				
Surplus/(Deficit)	1,141,314 £ per ha	461,883 £ per acre		684,788

Scheme Ref:

AL

No Units:

60

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

Extra Care / Assisted Living

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)		684,788	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		2,387,687	2,127,496	1,867,306	1,607,116	1,346,926	1,086,735	825,842
	10		2,335,068	2,077,801	1,820,534	1,563,267	1,306,000	1,048,685	790,579
	20		2,282,450	2,028,106	1,773,762	1,519,419	1,265,075	1,010,483	755,315
	30		2,229,832	1,978,411	1,726,991	1,475,570	1,224,149	972,281	720,052
	40		2,177,213	1,928,716	1,680,219	1,431,721	1,183,224	934,079	684,788
	50		2,124,595	1,879,021	1,633,447	1,387,873	1,142,229	895,877	649,525
	60		2,071,976	1,829,326	1,586,675	1,344,024	1,101,088	857,675	614,261
	70		2,019,358	1,779,631	1,539,903	1,300,175	1,059,948	819,473	578,998
	80		1,966,740	1,729,935	1,493,131	1,256,327	1,018,807	781,271	543,734
	90		1,914,121	1,680,240	1,446,359	1,212,264	977,666	743,068	508,471
	100		1,861,503	1,630,545	1,399,587	1,168,185	936,526	704,866	473,207
	110		1,808,885	1,580,850	1,352,816	1,124,105	895,385	666,664	437,944
	120		1,756,266	1,531,155	1,305,808	1,080,026	854,244	628,462	402,680
	130		1,703,648	1,481,460	1,258,790	1,035,947	813,103	590,260	367,417
	140		1,651,030	1,431,777	1,211,772	991,867	771,963	552,058	332,153
	150		1,598,411	1,381,720	1,164,754	947,788	730,822	513,856	296,890
	160		1,545,791	1,331,764	1,117,736	903,709	689,681	475,654	261,626
	170		1,492,896	1,281,807	1,070,718	859,629	648,540	437,452	226,363
	180		1,440,001	1,231,850	1,023,700	815,550	607,400	399,250	191,041
	190		1,387,105	1,181,894	976,682	771,471	566,259	361,047	155,592
	200		1,334,210	1,131,937	929,664	727,391	525,118	322,845	120,143
	210		1,281,315	1,081,981	882,646	683,312	483,978	284,643	84,694
	220		1,228,420	1,032,024	835,628	639,233	442,837	246,364	49,245
	230		1,175,524	982,067	788,610	595,153	401,696	207,961	13,796
	240		1,122,629	932,111	741,592	551,074	360,555	169,558	(21,653)
	250		1,069,734	882,154	694,574	506,994	319,411	131,155	(57,102)

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV)		684,788	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		836,760	825,842	814,924	804,006	793,088	782,170	771,252
	10		801,497	790,579	779,661	768,742	757,824	746,906	735,988
	20		766,233	755,315	744,397	733,479	722,561	711,643	700,725
	30		730,970	720,052	709,134	698,216	687,297	676,379	665,461
	40		695,706	684,788	673,870	662,952	652,034	641,116	630,198
	50		660,443	649,525	638,607	627,689	616,771	605,852	594,934
	60		625,179	614,261	603,343	592,425	581,507	570,589	559,671
	70		589,916	578,998	568,080	557,162	546,244	535,326	524,407
	80		554,652	543,734	532,816	521,898	510,980	500,062	489,144
	90		519,389	508,471	497,553	486,635	475,717	464,799	453,881
	100		484,125	473,207	462,289	451,371	440,453	429,535	418,617
	110		448,862	437,944	427,026	416,108	405,190	394,272	383,354
	120		413,598	402,680	391,762	380,844	369,926	359,008	348,090
	130		378,335	367,417	356,499	345,581	334,663	323,745	312,827
	140		343,071	332,153	321,235	310,317	299,399	288,481	277,563
	150		307,808	296,890	285,972	275,054	264,136	253,218	242,300
	160		272,544	261,626	250,708	239,790	228,872	217,954	207,036
	170		237,281	226,363	215,445	204,527	193,563	182,588	171,612
	180		202,016	191,041	180,065	169,090	158,114	147,139	136,163
	190		166,567	155,592	144,616	133,641	122,665	111,690	100,714
	200		131,118	120,143	109,167	98,192	87,216	76,241	65,265
	210		95,669	84,694	73,718	62,743	51,767	40,792	29,816
	220		60,220	49,245	38,269	27,294	16,318	5,343	(5,633)
	230		24,771	13,796	2,820	(8,155)	(19,131)	(30,106)	(41,082)
	240		(10,678)	(21,653)	(32,629)	(43,604)	(54,580)	(65,555)	(76,531)
	250		(46,127)	(57,102)	(68,078)	(79,053)	(90,029)	(101,004)	(111,980)

Scheme Ref:

AL

No Units:

60

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

Extra Care / Assisted Living

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		684,788	15%	16%	17%	18%	19%	20%	21%
CIL £psm 40.00	0		1,327,941	1,227,521	1,127,101	1,026,682	926,262	825,842	725,422
	10		1,292,677	1,192,258	1,091,838	991,418	890,998	790,579	690,159
	20		1,257,414	1,156,994	1,056,574	956,155	855,735	755,315	654,895
	30		1,222,150	1,121,731	1,021,311	920,891	820,471	720,052	619,632
	40		1,186,887	1,086,467	986,047	885,628	785,208	684,788	584,368
	50		1,151,623	1,051,204	950,784	850,364	749,944	649,525	549,105
	60		1,116,360	1,015,940	915,520	815,101	714,681	614,261	513,841
	70		1,081,096	980,677	880,257	779,837	679,417	578,998	478,578
	80		1,045,833	945,413	844,993	744,574	644,154	543,734	443,314
	90		1,010,569	910,150	809,730	709,310	608,890	508,471	408,051
	100		975,306	874,886	774,466	674,047	573,627	473,207	372,787
	110		940,042	839,623	739,203	638,783	538,363	437,944	337,524
	120		904,779	804,359	703,940	603,520	503,100	402,680	302,261
	130		869,516	769,096	668,676	568,256	467,837	367,417	266,997
	140		834,252	733,832	633,413	532,993	432,573	332,153	231,734
	150		798,989	698,569	598,149	497,729	397,310	296,890	196,470
	160		763,725	663,305	562,886	462,466	362,046	261,626	161,207
	170		728,462	628,042	527,622	427,202	326,783	226,363	125,943
	180		693,140	592,720	492,300	391,880	291,461	191,041	90,621
	190		657,691	557,271	456,851	356,431	256,012	155,592	55,172
	200		622,242	521,822	421,402	320,982	220,563	120,143	19,723
	210		586,793	486,373	385,953	285,533	185,114	84,694	(15,726)
	220		551,344	450,924	350,504	250,084	149,665	49,245	(51,175)
	230		515,894	415,475	315,055	214,635	114,215	13,796	(86,624)
	240		480,445	380,026	279,606	179,186	78,766	(21,653)	(122,073)
	250		444,996	344,577	244,157	143,737	43,317	(57,102)	(157,522)

TABLE 4

		BLV (per acre)						
Balance (RLV - BLV)		684,788	150,000	200,000	250,000	300,000	350,000	400,000
CIL £psm 40.00	0		937,037	862,907	788,777	714,647	640,517	566,387
	10		901,774	827,644	753,514	679,384	605,254	531,124
	20		866,510	792,380	718,250	644,120	569,990	495,860
	30		831,247	757,117	682,987	608,857	534,727	460,597
	40		795,983	721,853	647,723	573,593	499,463	425,333
	50		760,720	686,590	612,460	538,330	464,200	390,070
	60		725,456	651,326	577,196	503,066	428,936	354,806
	70		690,193	616,063	541,933	467,803	393,673	319,543
	80		654,929	580,799	506,669	432,539	358,409	284,279
	90		619,666	545,536	471,406	397,276	323,146	249,016
	100		584,402	510,272	436,142	362,012	287,882	213,752
	110		549,139	475,009	400,879	326,749	252,619	178,489
	120		513,875	439,745	365,615	291,485	217,355	143,225
	130		478,612	404,482	330,352	256,222	182,092	107,962
	140		443,348	369,218	295,088	220,958	146,828	72,698
	150		408,085	333,955	259,825	185,695	111,565	37,435
	160		372,821	298,691	224,561	150,431	76,301	2,171
	170		337,558	263,428	189,298	115,168	41,038	(33,092)
	180		302,236	228,106	153,976	79,846	5,716	(68,414)
	190		266,787	192,657	118,527	44,397	(29,733)	(103,863)
	200		231,338	157,208	83,078	8,948	(65,182)	(139,312)
	210		195,889	121,759	47,629	(26,501)	(100,631)	(174,761)
	220		160,440	86,310	12,180	(61,950)	(136,080)	(210,210)
	230		124,991	50,861	(23,269)	(97,399)	(171,529)	(245,659)
	240		89,542	15,412	(58,718)	(132,848)	(206,978)	(281,108)
	250		54,093	(20,037)	(94,167)	(168,297)	(242,427)	(316,557)

Scheme Ref:

AL

No Units:

60

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

Extra Care / Assisted Living

		Density (dph)					
		25	30	35	40	45	50
Balance (RLV - BLV)	684,788						
	0	(174,913)	47,477	206,327	325,465	418,127	492,257
CIL £psm	10	(210,176)	12,214	171,064	290,201	382,864	456,994
	20	(245,440)	(23,050)	135,800	254,938	347,600	421,730
40.00	30	(280,703)	(58,313)	100,537	219,674	312,337	386,467
	40	(315,967)	(93,577)	65,273	184,411	277,073	351,203
	50	(351,230)	(128,840)	30,010	149,147	241,810	315,940
	60	(386,494)	(164,104)	(5,254)	113,884	206,546	280,676
	70	(421,757)	(199,367)	(40,517)	78,620	171,283	245,413
	80	(457,021)	(234,631)	(75,781)	43,357	136,019	210,149
	90	(492,284)	(269,894)	(111,044)	8,093	100,756	174,886
	100	(527,548)	(305,158)	(146,308)	(27,170)	65,492	139,622
	110	(562,811)	(340,421)	(181,571)	(62,434)	30,229	104,359
	120	(598,075)	(375,685)	(216,835)	(97,697)	(5,035)	69,095
	130	(633,338)	(410,948)	(252,098)	(132,961)	(40,298)	33,832
	140	(668,602)	(446,212)	(287,362)	(168,224)	(75,562)	(1,432)
	150	(703,865)	(481,475)	(322,625)	(203,488)	(110,825)	(36,695)
	160	(739,129)	(516,739)	(357,889)	(238,751)	(146,089)	(71,959)
	170	(774,392)	(552,002)	(393,152)	(274,015)	(181,352)	(107,222)
	180	(809,655)	(587,265)	(428,415)	(309,278)	(216,614)	(142,485)
	190	(845,018)	(622,528)	(463,678)	(344,541)	(252,123)	(177,993)
	200	(880,281)	(657,791)	(498,941)	(380,804)	(287,386)	(213,442)
	210	(915,544)	(693,054)	(534,204)	(416,064)	(323,021)	(248,891)
	220	(950,807)	(728,317)	(569,467)	(451,327)	(358,470)	(284,340)
	230	(986,070)	(763,580)	(604,730)	(486,590)	(393,733)	(319,789)
	240	(1,021,333)	(798,843)	(640,093)	(521,853)	(429,368)	(355,238)
	250	(1,056,596)	(834,106)	(675,356)	(557,116)	(464,631)	(390,687)

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
		90%	95%	100%	105%	110%	115%
Balance (RLV - BLV)	684,788						
	0	1,846,182	1,338,435	825,842	307,096	(218,013)	(812,492)
CIL £psm	10	1,811,104	1,303,356	790,579	271,833	(253,462)	(853,452)
	20	1,776,025	1,268,277	755,515	236,569	(288,911)	(894,413)
40.00	30	1,740,946	1,233,198	720,052	201,301	(324,550)	(935,373)
	40	1,705,867	1,198,119	684,788	165,852	(365,296)	(976,334)
	50	1,670,788	1,163,040	649,525	130,403	(406,042)	(1,017,294)
	60	1,635,709	1,127,961	614,261	94,954	(446,788)	(1,058,254)
	70	1,600,630	1,092,882	578,998	59,505	(487,534)	(1,099,215)
	80	1,565,551	1,057,803	543,734	24,056	(528,280)	(1,140,175)
	90	1,530,472	1,022,724	508,471	(11,393)	(569,026)	(1,181,136)
	100	1,495,393	987,645	473,207	(46,842)	(609,874)	(1,222,096)
	110	1,460,314	952,566	437,944	(82,291)	(650,834)	(1,263,056)
	120	1,425,236	917,487	402,680	(117,740)	(691,794)	(1,304,017)
	130	1,390,157	882,408	367,417	(153,189)	(732,755)	(1,344,977)
	140	1,355,078	846,329	332,153	(188,638)	(773,715)	(1,386,126)
	150	1,319,999	811,250	296,890	(224,087)	(814,676)	(1,427,302)
	160	1,284,920	776,171	261,626	(259,536)	(855,636)	(1,468,478)
	170	1,249,841	740,946	226,363	(294,986)	(896,596)	(1,509,654)
	180	1,214,762	705,682	191,041	(331,533)	(937,557)	(1,550,830)
	190	1,179,683	670,419	155,592	(372,279)	(978,517)	(1,592,005)
	200	1,144,604	635,155	120,143	(413,025)	(1,019,478)	(1,633,181)
	210	1,109,525	599,892	84,694	(453,771)	(1,060,438)	(1,674,357)
	220	1,074,446	564,628	49,245	(494,517)	(1,101,398)	(1,715,533)
	230	1,039,368	529,365	13,796	(535,263)	(1,142,359)	(1,756,709)
	240	1,004,289	494,101	(21,653)	(576,009)	(1,183,319)	(1,797,885)
	250	969,210	458,838	(57,102)	(616,893)	(1,224,280)	(1,839,061)

Scheme Ref: **AL**
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: Extra Care / Assisted Living

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	684,788	90%	95%	100%	105%	110%	115%	120%
		0	43,568	434,961	825,842	1,215,708	1,604,871	1,994,034	2,382,466
		10	8,119	399,697	790,579	1,180,629	1,569,792	1,958,955	2,347,570
		20	(27,330)	364,434	755,315	1,145,550	1,534,713	1,923,876	2,312,675
		30	(62,779)	329,170	720,052	1,110,471	1,499,634	1,888,797	2,277,780
		40	(98,228)	293,907	684,788	1,075,392	1,464,555	1,853,718	2,242,881
	CIL £psm	50	(133,677)	258,643	649,525	1,040,314	1,429,476	1,818,639	2,207,802
	40.00	60	(169,126)	223,380	614,261	1,005,142	1,394,398	1,783,561	2,172,723
		70	(204,575)	188,116	578,998	969,879	1,359,319	1,748,482	2,137,645
		80	(240,024)	152,753	543,734	934,615	1,324,240	1,713,403	2,102,566
		90	(275,473)	117,304	508,471	899,352	1,289,161	1,678,324	2,067,487
		100	(310,922)	81,855	473,207	864,088	1,254,082	1,643,245	2,032,408
		110	(349,851)	46,406	437,944	828,825	1,219,003	1,608,166	1,997,329
		120	(390,597)	10,957	402,680	793,561	1,183,924	1,573,087	1,962,250
		130	(431,343)	(24,492)	367,417	758,298	1,148,845	1,538,008	1,927,171
		140	(472,089)	(59,941)	332,153	723,035	1,113,766	1,502,929	1,892,092
		150	(512,835)	(95,390)	296,890	687,771	1,078,652	1,467,850	1,857,013
		160	(553,581)	(130,839)	261,626	652,508	1,043,389	1,432,771	1,821,934
		170	(594,367)	(166,288)	226,363	617,244	1,008,125	1,397,693	1,786,855
		180	(635,328)	(201,737)	191,041	581,981	972,862	1,362,614	1,751,777
		190	(676,288)	(237,186)	155,592	546,717	937,598	1,327,535	1,716,698
		200	(717,248)	(272,635)	120,143	511,454	902,335	1,292,456	1,681,619
		210	(758,209)	(308,084)	84,694	476,190	867,071	1,257,377	1,646,540
		220	(799,169)	(346,588)	49,245	440,927	831,808	1,222,298	1,611,461
		230	(840,130)	(387,334)	13,796	405,663	796,544	1,187,219	1,576,382
		240	(881,090)	(428,080)	(21,653)	370,400	761,281	1,152,140	1,541,303
		250	(922,050)	(468,826)	(57,102)	335,136	726,017	1,116,899	1,506,224

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: **AL**
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: Extra Care / Assisted Living

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		60 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	0.0%	0.0	0%	0.0
3 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat		60.0%	36.0	60.0%	0.0	60%	36.0
2 bed Flat		40.0%	24.0	40.0%	0.0	40%	24.0
Total number of units		100.0%	60.0	100.0%	0.0	100%	60.0
OMS Unit Floor areas -		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)	
1 bed House		0.0	0	%		0.0	0
2 bed House		0.0	0			0.0	0
3 bed House		0.0	0			0.0	0
4 bed House		0.0	0			0.0	0
5 bed House		0.0	0			0.0	0
1 bed Flat		60.0	646	65.0%		92.3	994
2 bed Flat		80.0	861	65.0%		123.1	1,325
AH Unit Floor areas -		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)	
1 bed House		0.0	0	%		0.0	0
2 bed House		0.0	0			0.0	0
3 bed House		0.0	0			0.0	0
4 bed House		0.0	0			0.0	0
5 bed House		0.0	0			0.0	0
1 bed Flat		60.0	646	65.0%		92.3	994
2 bed Flat		80.0	861	65.0%		123.1	1,325
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		0	0	0	0	0	0
4 bed House		0	0	0	0	0	0
5 bed House		0	0	0	0	0	0
1 bed Flat		3,323	35,769	0	0	3,323	35,769
2 bed Flat		2,954	31,795	0	0	2,954	31,795
		6,277	67,564	0	0	6,277	67,564
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		0	#DIV/0!	#DIV/0!	0		
2 bed House		0	#DIV/0!	#DIV/0!	0		
3 bed House		0	#DIV/0!	#DIV/0!	0		
4 bed House		0	#DIV/0!	#DIV/0!	0		
5 bed House		0	#DIV/0!	#DIV/0!	0		
1 bed Flat		284,375	4,740	440	10,237,500		
2 bed Flat		375,000	4,688	435	9,000,000		
					19,237,500		
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV
1 bed House		0	37.5%	0	37.5%	0	70%
2 bed House		0	37.5%	0	37.5%	0	70%
3 bed House		0	37.5%	0	37.5%	0	70%
4 bed House		0	37.5%	0	37.5%	0	70%
5 bed House		0	37.5%	0	37.5%	0	70%
1 bed Flat		106,641	37.5%	106,641	37.5%	199,063	70%
2 bed Flat		140,625	37.5%	140,625	37.5%	262,500	70%

Scheme Ref: **AL**
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: Extra Care / Assisted Living

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	36.0	@	284,375	10,237,500
2 bed Flat	24.0	@	375,000	9,000,000
	60.0			19,237,500
Affordable Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	106,641	-
2 bed Flat	0.0	@	140,625	-
	0.0			-
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	106,641	-
2 bed Flat	0.0	@	140,625	-
	0.0			-
Intermediate GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	199,063	-
2 bed Flat	0.0	@	262,500	-
	0.0	0.0		-
Sub-total GDV Residential	60			19,237,500
AH on-site cost analysis:				
			£MV (no AH) less £GDV (inc. AH)	0
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
Grant	60	@	0	-
Total GDV				19,237,500

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(24,239)
CIL				(251,077)
CIL analysis:				
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	60 units @	2,000 per unit	(120,000)
S106 analysis:	200,000 £ per ha	0.62% % of GDV	2,000 £ per unit (total ur	(120,000)
AH Commuted Sum		6,277 sqm (total)	455 £ psm	(2,857,540)
Comm. Sum analysis:		14.85% % of GDV		

cont./

Scheme Ref: AL
No Units: 60 **Location / Value Zone:** Lower **Development Scenario:** Greenfield
Notes: Extra Care / Assisted Living

Construction Costs -					
Site Clearance and Demolition	1.48 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	60 units @		0 per unit		-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur		-
1 bed House	- sqm @		0 psm		-
2 bed House	- sqm @		0 psm		-
3 bed House	- sqm @		0 psm		-
4 bed House	- sqm @		0 psm		-
5 bed House	- sqm @		0 psm		-
1 bed Flat	3,323 sqm @		1,338 psm		(4,447,872)
2 bed Flat	6,277 2,954 sqm @		1,338 psm		(3,953,664)
External works	8,401,536 @		10.0%		(840,154)
			14,003 £ 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	60 units @		10 £ per unit		(600)
Low Carbon Energy cost	60 units @		4,847 £ per unit		(290,820)
Contingency	9,621,910 @		3.0% (GF/BF)		(288,657)
Professional Fees	9,621,910 @		6.5%		(625,424)
Disposal Costs -					
Residential Sales Agent Costs	19,237,500 OMS @		1.00%	3,206 £ per unit	(192,375)
Residential Sales Legal Costs	60 OM Units @		0.28%	900 £ per unit	(54,000)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion	19,237,500 OMS @		3.00%	9,619 £ per unit	(577,125)
				13,892 £ per unit	
Interest (on Development Costs) -		6.50% APR		0.526% pcm	(326,290)
Developers Profit -					
Margin on AH	0		6.00% on AH values		-
Profit on OMS	19,237,500		20.00%		(3,847,500)
Profit analysis:	15,018,637		25.62% on costs	(3,847,500)	
	19,237,500		20.00% blended GDV	(3,847,500)	
TOTAL COSTS					(18,866,137)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					371,363
SDLT	371,363 @		(slabbed)		(8,068)
Acquisition Agent fees	371,363 @		1.0%		(3,714)
Acquisition Legal fees	371,363 @		0.5%		(1,857)
Interest on Land	371,363 @		6.50%		(24,139)
Residual Land Value					333,586
RLV analysis:	5,560 £ per plot	555,977 £ per ha	225,001 £ per acre		

BENCHMARK LAND VALUE (BLV)					
Residential Density	100.0 dph				
Site Area (Net)	0.60 ha		1.48 acres		
Density analysis:	10,462 sqm/ha		45,571 sqft/ac		
Benchmark Land Value (Net)	5,560 £ per plot	555,975 £ per ha	225,000 £ per acre		333,585

BALANCE					
Surplus/(Deficit)	2 £ per ha		1 £ per acre		1

Scheme Ref:

AL

No Units:

60

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

Extra Care / Assisted Living

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	(287,890)	(584,480)	(887,219)	(1,189,957)	(1,493,022)	(1,797,564)	(2,102,107)
		10	(343,750)	(642,508)	(941,832)	(1,241,157)	(1,541,061)	(1,842,172)	(2,143,459)
		20	(404,869)	(700,535)	(996,446)	(1,292,358)	(1,589,099)	(1,886,779)	(2,184,851)
		30	(466,064)	(758,562)	(1,051,060)	(1,343,558)	(1,637,138)	(1,931,386)	(2,226,244)
		40	(527,505)	(816,589)	(1,105,674)	(1,394,759)	(1,685,176)	(1,975,993)	(2,267,636)
		50	(588,945)	(874,617)	(1,160,288)	(1,445,959)	(1,733,215)	(2,020,601)	(2,309,029)
		60	(650,386)	(932,644)	(1,214,902)	(1,497,299)	(1,781,254)	(2,065,208)	(2,350,422)
		70	(711,827)	(990,671)	(1,269,516)	(1,548,769)	(1,829,292)	(2,109,815)	(2,391,814)
		80	(773,267)	(1,048,698)	(1,324,129)	(1,600,239)	(1,877,331)	(2,154,422)	(2,433,207)
		90	(834,708)	(1,106,726)	(1,378,743)	(1,651,709)	(1,925,369)	(2,199,030)	(2,474,599)
		100	(896,148)	(1,164,753)	(1,433,357)	(1,703,179)	(1,973,408)	(2,243,797)	(2,515,992)
		110	(957,589)	(1,222,780)	(1,487,971)	(1,754,649)	(2,021,447)	(2,288,639)	(2,557,384)
		120	(1,019,030)	(1,280,807)	(1,542,753)	(1,806,119)	(2,069,485)	(2,333,481)	(2,598,777)
		130	(1,080,470)	(1,338,835)	(1,597,654)	(1,857,589)	(2,117,524)	(2,378,323)	(2,640,170)
		140	(1,141,911)	(1,396,862)	(1,652,555)	(1,909,059)	(2,165,562)	(2,423,165)	(2,681,562)
		150	(1,203,351)	(1,454,889)	(1,707,456)	(1,960,529)	(2,213,601)	(2,468,007)	(2,722,955)
		160	(1,264,792)	(1,512,916)	(1,762,358)	(2,011,998)	(2,261,639)	(2,512,849)	(2,764,347)
		170	(1,326,233)	(1,571,049)	(1,817,259)	(2,063,468)	(2,309,678)	(2,557,690)	(2,805,740)
		180	(1,387,673)	(1,629,382)	(1,872,160)	(2,114,938)	(2,357,932)	(2,602,532)	(2,847,132)
		190	(1,449,114)	(1,687,714)	(1,927,061)	(2,166,408)	(2,406,224)	(2,647,374)	(3,094,761)
		200	(1,510,554)	(1,746,047)	(1,981,962)	(2,217,878)	(2,454,515)	(2,692,216)	(3,357,290)
		210	(1,571,995)	(1,804,379)	(2,036,864)	(2,269,348)	(2,502,806)	(2,737,058)	(3,619,819)
		220	(1,633,659)	(1,862,712)	(2,091,765)	(2,320,818)	(2,551,098)	(2,781,900)	(3,882,348)
		230	(1,695,423)	(1,921,044)	(2,146,666)	(2,372,288)	(2,599,389)	(2,826,742)	(4,144,877)
		240	(1,757,187)	(1,979,377)	(2,201,567)	(2,423,777)	(2,647,680)	(2,871,584)	(4,407,407)
		250	(1,818,951)	(2,037,710)	(2,256,469)	(2,475,517)	(2,695,972)	(2,916,426)	(4,669,936)

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	247,303	236,328	225,352	214,377	203,401	192,426	181,450
CIL £psm 40.00	10	188,222	177,246	166,271	155,295	144,320	133,344	122,369	
	20	129,140	118,164	107,189	96,213	85,238	74,263	63,287	
	30	70,058	59,083	48,107	37,132	26,156	15,181	4,205	
	40	10,976	1	(10,974)	(21,950)	(32,925)	(43,901)	(54,876)	
	50	(48,105)	(59,081)	(70,056)	(81,032)	(92,007)	(102,983)	(113,958)	
	60	(107,187)	(118,162)	(129,138)	(140,113)	(151,089)	(162,064)	(173,040)	
	70	(166,269)	(177,244)	(188,220)	(199,195)	(210,171)	(221,146)	(232,122)	
	80	(225,350)	(236,326)	(247,301)	(258,277)	(269,252)	(280,228)	(291,203)	
	90	(284,432)	(295,408)	(306,383)	(317,359)	(329,118)	(341,734)	(354,349)	
	100	(346,566)	(359,182)	(371,797)	(384,413)	(397,028)	(409,667)	(422,349)	
	110	(414,525)	(427,207)	(439,889)	(452,571)	(465,253)	(477,935)	(490,616)	
	120	(482,792)	(495,474)	(508,156)	(520,838)	(533,520)	(546,202)	(558,884)	
	130	(551,060)	(563,742)	(576,424)	(589,105)	(601,787)	(614,469)	(627,151)	
	140	(619,327)	(632,009)	(644,691)	(657,373)	(670,055)	(682,737)	(695,418)	
	150	(687,594)	(700,276)	(712,958)	(725,640)	(738,322)	(751,004)	(763,686)	
	160	(755,862)	(768,544)	(781,226)	(793,907)	(806,589)	(819,271)	(831,953)	
	170	(824,129)	(836,811)	(849,493)	(862,175)	(874,857)	(887,539)	(900,220)	
	180	(892,396)	(905,078)	(917,760)	(930,442)	(943,124)	(955,806)	(968,488)	
	190	(960,664)	(973,346)	(986,028)	(998,709)	(1,011,391)	(1,024,073)	(1,036,755)	
	200	(1,028,931)	(1,041,613)	(1,054,295)	(1,066,977)	(1,079,659)	(1,092,341)	(1,105,022)	
	210	(1,097,198)	(1,109,880)	(1,122,562)	(1,135,244)	(1,147,926)	(1,160,608)	(1,173,290)	
	220	(1,165,466)	(1,178,148)	(1,190,830)	(1,203,511)	(1,216,193)	(1,228,875)	(1,241,557)	
	230	(1,233,733)	(1,246,415)	(1,259,097)	(1,271,779)	(1,284,461)	(1,297,143)	(1,309,824)	
	240	(1,302,000)	(1,314,682)	(1,327,364)	(1,340,046)	(1,352,728)	(1,365,410)	(1,378,092)	
	250	(1,370,268)	(1,382,950)	(1,395,632)	(1,408,313)	(1,420,995)	(1,433,677)	(1,446,359)	

Scheme Ref:

AL

No Units:

60

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

Extra Care / Assisted Living

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		1	15%	16%	17%	18%	19%	20%	21%
		0	1,073,159	905,793	738,427	571,060	403,694	236,328	68,962
		10	1,014,077	846,711	679,345	511,979	344,612	177,246	9,880
		20	954,996	787,629	620,263	452,897	285,531	118,164	(49,202)
		30	895,914	728,548	561,181	393,815	226,449	59,083	(108,284)
		40	836,832	669,466	502,100	334,733	167,367	1	(167,365)
	CIL £psm	50	777,751	610,384	443,018	275,652	108,286	(59,081)	(226,447)
	40.00	60	718,669	551,303	383,936	216,570	49,204	(118,162)	(285,529)
		70	659,587	492,221	324,855	157,488	(9,878)	(177,244)	(347,827)
		80	600,505	433,139	265,773	98,407	(68,960)	(236,326)	(415,737)
		90	541,424	374,057	206,691	39,325	(128,041)	(295,408)	(483,647)
		100	482,342	314,976	147,609	(19,757)	(187,123)	(359,182)	(551,557)
		110	423,160	255,794	88,428	(78,939)	(246,305)	(427,207)	(619,582)
		120	363,768	196,401	29,035	(138,331)	(305,697)	(495,474)	(687,849)
		130	304,375	137,009	(30,358)	(197,724)	(371,367)	(563,742)	(756,117)
		140	244,982	77,616	(89,750)	(257,116)	(439,634)	(632,009)	(824,384)
		150	185,590	18,224	(149,143)	(316,509)	(507,901)	(700,276)	(892,651)
		160	126,197	(41,169)	(208,535)	(383,794)	(576,169)	(768,544)	(960,919)
		170	66,805	(100,562)	(267,928)	(452,061)	(644,436)	(836,811)	(1,029,186)
		180	7,412	(159,954)	(327,953)	(520,328)	(712,703)	(905,078)	(1,097,453)
		190	(51,981)	(219,347)	(396,221)	(588,596)	(780,971)	(973,346)	(1,165,721)
		200	(111,373)	(278,739)	(464,488)	(656,863)	(849,238)	(1,041,613)	(1,233,988)
		210	(170,766)	(340,380)	(532,755)	(725,130)	(917,505)	(1,109,880)	(1,302,255)
		220	(230,158)	(408,648)	(601,023)	(793,398)	(985,773)	(1,178,148)	(1,370,523)
		230	(289,551)	(476,915)	(669,290)	(861,665)	(1,054,040)	(1,246,415)	(1,438,790)
		240	(352,807)	(545,182)	(737,557)	(929,932)	(1,122,307)	(1,314,682)	(1,507,057)
		250	(421,075)	(613,450)	(805,825)	(998,200)	(1,190,575)	(1,382,950)	(1,575,325)

TABLE 4

		BLV (per acre)							
Balance (RLV - BLV)		1	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0	347,523	273,393	199,263	125,133	51,003	(23,127)	(97,257)	
	10	288,441	214,311	140,181	66,051	(8,079)	(82,209)	(156,339)	
	20	229,359	155,229	81,099	6,969	(67,161)	(141,291)	(215,421)	
	30	170,278	96,148	22,018	(52,112)	(126,242)	(200,372)	(274,502)	
	40	111,196	37,066	(37,064)	(111,194)	(185,324)	(259,454)	(333,584)	
	50	52,114	(22,016)	(96,146)	(170,276)	(244,406)	(318,536)	(392,666)	
	60	(6,967)	(81,097)	(155,227)	(229,357)	(303,487)	(377,617)	(451,747)	
	70	(66,049)	(140,179)	(214,309)	(288,439)	(362,569)	(436,699)	(510,829)	
	80	(125,131)	(199,261)	(273,391)	(347,521)	(421,651)	(495,781)	(569,911)	
	90	(184,213)	(258,343)	(332,473)	(406,603)	(480,733)	(554,863)	(628,993)	
	100	(247,987)	(322,117)	(396,247)	(470,377)	(544,507)	(618,637)	(692,767)	
	110	(316,012)	(390,142)	(464,272)	(538,402)	(612,532)	(686,662)	(760,792)	
	120	(384,279)	(458,409)	(532,539)	(606,669)	(680,799)	(754,929)	(829,059)	
	130	(452,547)	(526,677)	(600,807)	(674,937)	(749,067)	(823,197)	(897,327)	
	140	(520,814)	(594,944)	(669,074)	(743,204)	(817,334)	(891,464)	(965,594)	
	150	(589,081)	(663,211)	(737,341)	(811,471)	(885,601)	(959,731)	(1,033,861)	
	160	(657,349)	(731,479)	(805,609)	(879,739)	(953,869)	(1,027,999)	(1,102,129)	
	170	(725,616)	(799,746)	(873,876)	(948,006)	(1,022,136)	(1,096,266)	(1,170,396)	
	180	(793,883)	(868,013)	(942,143)	(1,016,273)	(1,090,403)	(1,164,533)	(1,238,663)	
	190	(862,151)	(936,281)	(1,010,411)	(1,084,541)	(1,158,671)	(1,232,801)	(1,306,931)	
	200	(930,418)	(1,004,548)	(1,078,678)	(1,152,808)	(1,226,938)	(1,301,068)	(1,375,198)	
	210	(998,685)	(1,072,815)	(1,146,945)	(1,221,075)	(1,295,205)	(1,369,335)	(1,443,465)	
	220	(1,066,953)	(1,141,083)	(1,215,213)	(1,289,343)	(1,363,473)	(1,437,603)	(1,511,733)	
	230	(1,135,220)	(1,209,350)	(1,283,480)	(1,357,610)	(1,431,740)	(1,505,870)	(1,580,000)	
	240	(1,203,487)	(1,277,617)	(1,351,747)	(1,425,877)	(1,500,007)	(1,574,137)	(1,648,267)	
250	(1,271,755)	(1,345,885)	(1,420,015)	(1,494,145)	(1,568,275)	(1,642,405)	(1,716,535)		

Scheme Ref:

AL

No Units:

60

Location / Value Zone:

Lower

Development Scenario:

Greenfield

Notes:

Extra Care / Assisted Living

TABLE 5

		Density (dph)							
		100							
Balance (RLV - BLV)		1	25	30	35	40	45	50	55
		0	(764,427)	(542,037)	(383,187)	(264,050)	(171,387)	(97,257)	(36,605)
CIL £psm	10	(823,509)	(601,119)	(442,269)	(323,131)	(230,469)	(156,339)	(95,687)	
	20	(882,591)	(660,201)	(501,351)	(382,213)	(289,551)	(215,421)	(154,769)	
	30	(941,672)	(719,282)	(560,432)	(441,295)	(348,632)	(274,502)	(213,850)	
	40	(1,000,754)	(778,364)	(619,514)	(500,377)	(407,714)	(333,584)	(272,932)	
	50	(1,059,836)	(837,446)	(678,596)	(559,458)	(466,796)	(392,666)	(332,014)	
	60	(1,118,917)	(896,527)	(737,677)	(618,540)	(525,877)	(451,747)	(391,096)	
	70	(1,177,999)	(955,609)	(796,759)	(677,622)	(584,959)	(510,829)	(450,177)	
	80	(1,237,081)	(1,014,691)	(855,841)	(736,703)	(644,041)	(569,911)	(509,259)	
	90	(1,296,163)	(1,073,773)	(914,923)	(795,785)	(703,123)	(628,993)	(568,341)	
	100	(1,359,937)	(1,137,547)	(978,697)	(859,559)	(766,897)	(692,767)	(632,115)	
40.00	110	(1,427,962)	(1,205,572)	(1,046,722)	(927,585)	(834,922)	(760,792)	(700,140)	
	120	(1,496,229)	(1,273,839)	(1,114,989)	(995,852)	(903,189)	(829,059)	(768,408)	
	130	(1,564,497)	(1,342,107)	(1,183,257)	(1,064,119)	(971,457)	(897,327)	(836,675)	
	140	(1,632,764)	(1,410,374)	(1,251,524)	(1,132,387)	(1,039,724)	(965,594)	(904,942)	
	150	(1,701,031)	(1,478,641)	(1,319,791)	(1,200,654)	(1,107,991)	(1,033,861)	(973,210)	
	160	(1,769,299)	(1,546,909)	(1,388,059)	(1,268,921)	(1,176,259)	(1,102,129)	(1,041,477)	
	170	(1,837,566)	(1,615,176)	(1,456,326)	(1,337,189)	(1,244,526)	(1,170,396)	(1,109,744)	
	180	(1,905,833)	(1,683,443)	(1,524,593)	(1,405,456)	(1,312,793)	(1,238,663)	(1,178,012)	
	190	(1,974,101)	(1,751,711)	(1,592,861)	(1,473,723)	(1,381,061)	(1,306,931)	(1,246,279)	
	200	(2,042,368)	(1,819,978)	(1,661,128)	(1,541,991)	(1,449,328)	(1,375,198)	(1,314,546)	
	210	(2,110,635)	(1,888,245)	(1,729,395)	(1,610,258)	(1,517,595)	(1,443,465)	(1,382,814)	
	220	(2,178,903)	(1,956,513)	(1,797,663)	(1,678,525)	(1,585,863)	(1,511,733)	(1,451,081)	
	230	(2,247,170)	(2,024,780)	(1,865,930)	(1,746,793)	(1,654,130)	(1,580,000)	(1,519,348)	
	240	(2,315,437)	(2,093,047)	(1,934,197)	(1,815,060)	(1,722,397)	(1,648,267)	(1,587,616)	
	250	(2,383,705)	(2,161,315)	(2,002,465)	(1,883,327)	(1,790,665)	(1,716,535)	(1,655,883)	

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00		0	1,267,138	754,959	236,328	(286,917)	(890,293)	(1,504,560)	(2,126,043)
		10	1,208,366	696,186	177,246	(349,423)	(958,560)	(1,572,827)	(2,194,669)
		20	1,149,594	637,224	118,164	(417,396)	(1,026,827)	(1,641,094)	(2,263,296)
		30	1,090,821	578,142	59,083	(485,664)	(1,095,095)	(1,709,562)	(2,331,922)
		40	1,032,049	519,061	1	(553,931)	(1,163,362)	(1,778,189)	(2,400,549)
		50	973,276	459,979	(59,081)	(622,198)	(1,231,629)	(1,846,815)	(2,469,175)
		60	914,504	400,897	(118,162)	(690,466)	(1,299,897)	(1,915,442)	(2,537,802)
		70	855,731	341,816	(177,244)	(758,733)	(1,368,164)	(1,984,068)	(2,606,428)
		80	796,959	282,734	(236,326)	(827,000)	(1,436,431)	(2,052,695)	(2,675,055)
		90	738,186	223,652	(295,408)	(895,268)	(1,504,699)	(2,121,321)	(2,743,681)
		100	679,414	164,570	(359,182)	(963,535)	(1,572,966)	(2,189,948)	(2,812,308)
		110	620,363	105,489	(427,207)	(1,031,802)	(1,641,233)	(2,258,574)	(2,880,935)
		120	561,282	46,407	(495,474)	(1,100,070)	(1,709,702)	(2,327,201)	(2,949,625)
		130	502,200	(12,675)	(563,742)	(1,168,337)	(1,778,328)	(2,395,827)	(3,018,613)
		140	443,118	(71,756)	(632,009)	(1,236,604)	(1,846,955)	(2,464,454)	(3,087,601)
		150	384,036	(130,838)	(700,276)	(1,304,872)	(1,915,582)	(2,533,080)	(3,156,588)
		160	324,955	(189,920)	(768,544)	(1,373,139)	(1,984,208)	(2,601,707)	(3,225,576)
		170	265,873	(249,002)	(836,811)	(1,441,406)	(2,052,835)	(2,670,334)	(3,294,563)
		180	206,791	(308,083)	(905,078)	(1,509,674)	(2,121,461)	(2,738,960)	(3,363,551)
		190	147,710	(373,752)	(973,346)	(1,577,941)	(2,190,088)	(2,807,587)	(3,432,539)
		200	88,628	(441,853)	(1,041,613)	(1,646,208)	(2,258,714)	(2,876,213)	(3,501,526)
		210	29,546	(510,121)	(1,109,880)	(1,714,703)	(2,327,341)	(2,944,879)	(3,570,514)
		220	(29,536)	(578,388)	(1,178,148)	(1,783,330)	(2,395,967)	(3,013,867)	(3,639,502)
		230	(88,617)	(646,655)	(1,246,415)	(1,851,956)	(2,464,594)	(3,082,854)	(3,708,489)
		240	(147,699)	(714,923)	(1,314,682)	(1,920,583)	(2,533,220)	(3,151,842)	(3,777,477)
	250	(206,781)	(783,190)	(1,382,950)	(1,989,209)	(2,601,847)	(3,220,830)	(3,846,464)	

Scheme Ref: **AL**
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: Extra Care / Assisted Living

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	(1,189,114)	(432,690)	236,328	890,085	1,541,553	2,192,297	2,840,902
		10	(1,257,381)	(500,957)	177,246	831,312	1,482,781	2,133,832	2,782,437
		20	(1,325,648)	(569,225)	118,164	772,540	1,424,008	2,075,367	2,723,972
		30	(1,393,916)	(637,492)	59,083	713,712	1,365,236	2,016,705	2,665,507
		40	(1,462,183)	(705,759)	1	654,630	1,306,464	1,957,932	2,607,042
	CIL £psm	50	(1,530,450)	(774,027)	(59,081)	595,549	1,247,691	1,899,160	2,548,578
	40.00	60	(1,599,038)	(842,294)	(118,162)	536,467	1,188,919	1,840,387	2,490,113
		70	(1,667,664)	(910,561)	(177,244)	477,385	1,130,146	1,781,615	2,431,648
		80	(1,736,291)	(978,829)	(236,326)	418,304	1,071,374	1,722,842	2,373,183
		90	(1,804,917)	(1,047,096)	(295,408)	359,222	1,012,601	1,664,070	2,314,718
		100	(1,873,544)	(1,115,363)	(359,182)	300,140	953,829	1,605,297	2,256,253
		110	(1,942,170)	(1,183,631)	(427,207)	241,058	895,056	1,546,525	2,197,788
		120	(2,010,797)	(1,251,898)	(495,474)	181,977	836,284	1,487,752	2,139,221
		130	(2,079,423)	(1,320,165)	(563,742)	122,895	777,511	1,428,980	2,080,449
		140	(2,148,050)	(1,388,433)	(632,009)	63,813	718,443	1,370,208	2,021,676
		150	(2,216,676)	(1,456,700)	(700,276)	4,732	659,361	1,311,435	1,962,904
		160	(2,285,303)	(1,524,967)	(768,544)	(54,350)	600,279	1,252,663	1,904,131
		170	(2,353,929)	(1,593,235)	(836,811)	(113,432)	541,198	1,193,890	1,845,359
		180	(2,422,556)	(1,661,801)	(905,078)	(172,514)	482,116	1,135,118	1,786,586
		190	(2,491,183)	(1,730,428)	(973,346)	(231,595)	423,034	1,076,345	1,727,814
		200	(2,559,809)	(1,799,054)	(1,041,613)	(290,677)	363,952	1,017,573	1,669,041
		210	(2,628,436)	(1,867,681)	(1,109,880)	(353,744)	304,871	958,800	1,610,269
		220	(2,697,168)	(1,936,308)	(1,178,148)	(421,724)	245,789	900,028	1,551,497
		230	(2,766,155)	(2,004,934)	(1,246,415)	(489,991)	186,707	841,255	1,492,724
		240	(2,835,143)	(2,073,561)	(1,314,682)	(558,259)	127,626	782,255	1,433,952
		250	(2,904,131)	(2,142,187)	(1,382,950)	(626,526)	68,544	723,173	1,375,179

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: **AM**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		60 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	0.0%	0.0	0%	0.0
3 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat		60.0%	21.6	60.0%	14.4	60%	36.0
2 bed Flat		40.0%	14.4	40.0%	9.6	40%	24.0
Total number of units		100.0%	36.0	100.0%	24.0	100%	60.0
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House		0.0	0	%		0.0	0
2 bed House		0.0	0			0.0	0
3 bed House		0.0	0			0.0	0
4 bed House		0.0	0			0.0	0
5 bed House		0.0	0			0.0	0
1 bed Flat		60.0	646	65.0%		92.3	994
2 bed Flat		80.0	861	65.0%		123.1	1,325
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House		0.0	0	%		0.0	0
2 bed House		0.0	0			0.0	0
3 bed House		0.0	0			0.0	0
4 bed House		0.0	0			0.0	0
5 bed House		0.0	0			0.0	0
1 bed Flat		60.0	646	65.0%		92.3	994
2 bed Flat		80.0	861	65.0%		123.1	1,325
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		0	0	0	0	0	0
4 bed House		0	0	0	0	0	0
5 bed House		0	0	0	0	0	0
1 bed Flat		1,994	21,462	1,329	14,308	3,323	35,769
2 bed Flat		1,772	19,077	1,182	12,718	2,954	31,795
		3,766	40,539	2,511	27,026	6,277	67,564
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		0	#DIV/0!	#DIV/0!	0		
2 bed House		0	#DIV/0!	#DIV/0!	0		
3 bed House		0	#DIV/0!	#DIV/0!	0		
4 bed House		0	#DIV/0!	#DIV/0!	0		
5 bed House		0	#DIV/0!	#DIV/0!	0		
1 bed Flat		284,375	4,740	440	10,237,500		
2 bed Flat		375,000	4,688	435	9,000,000		
					19,237,500		
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV
1 bed House		0	37.5%	0	37.5%	0	70%
2 bed House		0	37.5%	0	37.5%	0	70%
3 bed House		0	37.5%	0	37.5%	0	70%
4 bed House		0	37.5%	0	37.5%	0	70%
5 bed House		0	37.5%	0	37.5%	0	70%
1 bed Flat		106,641	37.5%	106,641	37.5%	199,063	70%
2 bed Flat		140,625	37.5%	140,625	37.5%	262,500	70%

Scheme Ref: **AM**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	21.6	@	284,375	6,142,500
2 bed Flat	14.4	@	375,000	5,400,000
	36.0			11,542,500
Affordable Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	106,641	-
2 bed Flat	0.0	@	140,625	-
	0.0			-
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	10.1	@	106,641	1,074,938
2 bed Flat	6.7	@	140,625	945,000
	16.8			2,019,938
Intermediate GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	4.3	@	199,063	859,950
2 bed Flat	2.9	@	262,500	756,000
	7.2	24.0		1,615,950
Sub-total GDV Residential	60			15,178,388
AH on-site cost analysis:				
	647 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	4,059,113
			67,652 £ per unit (total units)	
Grant	60	@	0	-
Total GDV				15,178,388

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(24,239)
CIL				(150,646)
CIL analysis:				
Site Specific S106 Contributions (inc. Education)	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	60 units @	2,000 per unit	(120,000)
S106 analysis: 200,000 £ per ha				
	0.79% % of GDV		2,000 £ per unit (total ur	(120,000)
AH Commuted Sum	6,277 sqm (total)		0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV				

cont./

Scheme Ref: AM
No Units: 60 **Location / Value Zone:** Higher **Development Scenario:** Brownfield
Notes: Extra Care / Assisted Living

Construction Costs -				
Site Clearance and Demolition	1.48 acres @	50,000	£ per acre (if brownfield)	(74,130)
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	60 units @	0	per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	- sqm @	0	psm	-
2 bed House	- sqm @	0	psm	-
3 bed House	- sqm @	0	psm	-
4 bed House	- sqm @	0	psm	-
5 bed House	- sqm @	0	psm	-
1 bed Flat	3,323 sqm @	1,338	psm	(4,447,872)
2 bed Flat	6,277 2,954 sqm @	1,338	psm	(3,953,664)
External works	8,401,536 @	10.0%		(840,154)
		14,003	£ 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 36 units @	90% @	521	£ per unit (16,880)
M4(3) Category 3 Housing	Mrkt units 36 units @	10% @	10,111	£ per unit (36,400)
Water Efficiency additional cost	60 units @		10	£ per unit (600)
Low Carbon Energy cost	60 units @		4,847	£ per unit (290,820)
Contingency	9,660,520 @	5.0%	(GF/BF)	(483,026)
Professional Fees	9,660,520 @	6.5%		(627,934)
Disposal Costs -				
Residential Sales Agent Costs	11,542,500 OMS @	1.00%	1,924	£ per unit (115,425)
Residential Sales Legal Costs	36 OM Units @	0.28%	900	£ per unit (32,400)
Affordable Sale Legal Costs				lump sum (10,000)
Marketing and Promotion	11,542,500 OMS @	3.00%	5,771	£ per unit (346,275)
			8,402	£ per unit
Interest (on Development Costs) -	6.50% APR		0.526% pcm	(140,485)
Developers Profit -				
Margin on AH	3,635,888	6.00%	on AH values	(218,153)
Profit on OMS	11,542,500	20.00%		(2,308,500)
Profit analysis:	11,780,950	21.45%	on costs	(2,526,653)
	15,178,388	16.65%	blended GDV	(2,526,653)
TOTAL COSTS				(14,307,603)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				870,784
SDLT	870,784 @	(slabbed)		(33,039)
Acquisition Agent fees	870,784 @	1.0%		(8,708)
Acquisition Legal fees	870,784 @	0.5%		(4,354)
Interest on Land	870,784 @	6.50%		(56,601)
Residual Land Value				768,082
RLV analysis:	12,801 £ per plot	1,280,137 £ per ha	518,064 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	100.0	dph		
Site Area (Net)	0.60	ha	1.48	acres
Density analysis:	10,462	sqm/ha	45,571	sqft/ac
Benchmark Land Value (Net)	9,884 £ per plot	988,400 £ per ha	400,000	£ per acre
				593,040

BALANCE				
Surplus/(Deficit)	291,737	£ per ha	118,064	£ per acre
				175,042

Scheme Ref: **AM**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

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)	175,042	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	1,878,771	1,618,661	1,358,551	1,098,440	838,026	577,061	316,096
	10	1,826,153	1,568,966	1,311,779	1,054,592	796,886	538,859	280,833
	20	1,773,535	1,519,271	1,265,007	1,010,743	755,745	500,657	245,569
	30	1,720,916	1,469,576	1,218,235	966,753	714,604	462,455	210,306
	40	1,668,298	1,419,881	1,171,463	922,674	673,463	424,253	175,042
	50	1,615,680	1,370,185	1,124,691	878,595	632,323	386,051	139,779
	60	1,563,061	1,320,490	1,077,849	834,515	591,182	347,849	104,515
	70	1,510,443	1,270,795	1,030,831	790,436	550,041	309,647	69,252
	80	1,457,824	1,221,100	983,813	746,357	508,901	271,445	33,988
	90	1,405,206	1,171,312	936,795	702,277	467,760	233,242	(1,275)
	100	1,352,588	1,121,356	889,777	658,198	426,619	195,040	(36,538)
	110	1,299,969	1,071,399	842,759	614,119	385,478	156,838	(71,879)
	120	1,247,144	1,021,442	795,741	570,039	344,338	118,636	(107,328)
	130	1,194,249	971,486	748,723	525,960	303,197	80,434	(142,777)
	140	1,141,353	921,529	701,705	481,881	262,056	42,232	(178,226)
	150	1,088,458	871,573	654,687	437,801	220,915	4,030	(213,675)
	160	1,035,563	821,616	607,669	393,722	179,775	(34,361)	(249,124)
	170	982,668	771,659	560,651	349,642	138,634	(72,764)	(284,573)
	180	929,773	721,703	513,633	305,563	97,493	(111,167)	(320,022)
	190	876,877	671,746	466,615	261,484	56,330	(149,570)	(355,471)
	200	823,982	621,790	419,597	217,404	14,973	(187,973)	(390,920)
	210	771,087	571,833	372,579	173,325	(26,384)	(226,376)	(426,369)
	220	718,192	521,876	325,561	129,246	(67,741)	(264,780)	(461,818)
	230	665,296	471,920	278,543	84,986	(109,098)	(303,183)	(497,267)
	240	612,401	421,963	231,525	40,675	(150,456)	(341,586)	(532,716)
	250	559,506	372,007	184,507	(3,637)	(191,813)	(379,989)	(568,165)

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV)	175,042	90%	100%	110%	120%	130%	140%	150%	
CIL £psm 40.00	0	327,014	316,096	305,178	294,260	283,342	272,424	261,506	
	10	291,751	280,833	269,915	258,997	248,079	237,161	226,243	
	20	256,487	245,569	234,651	223,733	212,815	201,897	190,979	
	30	221,224	210,306	199,388	188,470	177,552	166,634	155,716	
	40	185,960	175,042	164,124	153,206	142,288	131,370	120,452	
	50	150,697	139,779	128,861	117,943	107,025	96,107	85,189	
	60	115,433	104,515	93,597	82,679	71,761	60,843	49,925	
	70	80,170	69,252	58,334	47,416	36,498	25,580	14,662	
	80	44,907	33,988	23,070	12,152	1,234	(9,684)	(20,602)	
	90	9,643	(1,275)	(12,193)	(23,111)	(34,029)	(44,947)	(55,865)	
	100	(25,620)	(36,538)	(47,457)	(58,381)	(69,356)	(80,331)	(91,307)	
	110	(60,903)	(71,879)	(82,854)	(93,830)	(104,805)	(115,781)	(126,756)	
	120	(96,352)	(107,328)	(118,303)	(129,279)	(140,254)	(151,230)	(162,205)	
	130	(131,801)	(142,777)	(153,752)	(164,728)	(175,703)	(186,679)	(197,654)	
	140	(167,250)	(178,226)	(189,201)	(200,177)	(211,152)	(222,128)	(233,103)	
	150	(202,699)	(213,675)	(224,650)	(235,626)	(246,601)	(257,577)	(268,552)	
	160	(238,148)	(249,124)	(260,099)	(271,075)	(282,050)	(293,026)	(304,001)	
	170	(273,597)	(284,573)	(295,548)	(306,524)	(317,499)	(328,475)	(339,450)	
	180	(309,046)	(320,022)	(330,997)	(341,973)	(352,948)	(363,924)	(374,899)	
	190	(344,495)	(355,471)	(366,446)	(377,422)	(388,397)	(399,373)	(410,348)	
	200	(379,944)	(390,920)	(401,895)	(412,871)	(423,846)	(434,822)	(445,797)	
	210	(415,393)	(426,369)	(437,344)	(448,320)	(459,295)	(470,271)	(481,246)	
	220	(450,842)	(461,818)	(472,793)	(483,769)	(494,744)	(505,720)	(516,695)	
	230	(486,291)	(497,267)	(508,242)	(519,218)	(530,193)	(541,169)	(552,144)	
	240	(521,740)	(532,716)	(543,691)	(554,667)	(565,642)	(576,618)	(588,348)	
	250	(557,189)	(568,165)	(579,140)	(591,248)	(603,863)	(616,479)	(629,094)	

Scheme Ref: **AM**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

TABLE 3		Profit (on OMS) 20%							
Balance (RLV - BLV)		175,042	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 40.00	0		818,195	717,775	617,356	516,936	416,516	316,096	215,677
	10		782,932	682,512	582,092	481,672	381,253	280,833	180,413
	20		747,668	647,248	546,829	446,409	345,989	245,569	145,150
	30		712,405	611,985	511,565	411,145	310,726	210,306	109,886
	40		677,141	576,721	476,302	375,882	275,462	175,042	74,623
	50		641,878	541,458	441,038	340,618	240,199	139,779	39,359
	60		606,614	506,194	405,775	305,355	204,935	104,515	4,096
	70		571,351	470,931	370,511	270,091	169,672	69,252	(31,168)
	80		536,087	435,667	335,248	234,828	134,408	33,988	(66,431)
	90		500,824	400,404	299,984	199,564	99,145	(1,275)	(101,695)
	100		465,560	365,141	264,721	164,301	63,881	(36,538)	(136,958)
	110		430,220	329,800	229,381	128,961	28,541	(71,879)	(172,298)
	120		394,771	294,351	193,932	93,512	(6,908)	(107,328)	(207,747)
	130		359,322	258,902	158,483	58,063	(42,357)	(142,777)	(243,196)
	140		323,873	223,453	123,034	22,614	(77,806)	(178,226)	(278,645)
	150		288,424	188,004	87,585	(12,835)	(113,255)	(213,675)	(314,094)
	160		252,975	152,555	52,136	(48,284)	(148,704)	(249,124)	(349,543)
	170		217,526	117,106	16,686	(83,733)	(184,153)	(284,573)	(384,993)
	180		182,077	81,657	(18,763)	(119,182)	(219,602)	(320,022)	(420,442)
	190		146,628	46,208	(54,212)	(154,631)	(255,051)	(355,471)	(455,891)
	200		111,179	10,759	(89,661)	(190,080)	(290,500)	(390,920)	(491,340)
	210		75,730	(24,690)	(125,110)	(225,529)	(325,949)	(426,369)	(526,789)
	220		40,281	(60,139)	(160,559)	(260,978)	(361,398)	(461,818)	(562,238)
	230		4,832	(95,588)	(196,008)	(296,427)	(396,847)	(497,267)	(599,950)
	240		(30,617)	(131,037)	(231,457)	(331,876)	(432,296)	(532,716)	(640,696)
	250		(66,066)	(166,486)	(266,906)	(367,325)	(467,745)	(568,165)	(681,442)

TABLE 4		BLV (per acre) 400,000							
Balance (RLV - BLV)		175,042	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 40.00	0		686,746	612,616	538,486	464,356	390,226	316,096	241,966
	10		651,483	577,353	503,223	429,093	354,963	280,833	206,703
	20		616,219	542,089	467,959	393,829	319,699	245,569	171,439
	30		580,956	506,826	432,696	358,566	284,436	210,306	136,176
	40		545,692	471,562	397,432	323,302	249,172	175,042	100,912
	50		510,429	436,299	362,169	288,039	213,909	139,779	65,649
	60		475,165	401,035	326,905	252,775	178,645	104,515	30,385
	70		439,902	365,772	291,642	217,512	143,382	69,252	(4,878)
	80		404,638	330,508	256,378	182,248	108,118	33,988	(40,142)
	90		369,375	295,245	221,115	146,985	72,855	(1,275)	(75,405)
	100		334,112	259,982	185,852	111,722	37,592	(36,538)	(110,668)
	110		298,771	224,641	150,511	76,381	2,251	(71,879)	(146,009)
	120		263,322	189,192	115,062	40,932	(33,198)	(107,328)	(181,458)
	130		227,873	153,743	79,613	5,483	(68,647)	(142,777)	(216,907)
	140		192,424	118,294	44,164	(29,966)	(104,096)	(178,226)	(252,356)
	150		156,975	82,845	8,715	(65,415)	(139,545)	(213,675)	(287,805)
	160		121,526	47,396	(26,734)	(100,864)	(174,994)	(249,124)	(323,254)
	170		86,077	11,947	(62,183)	(136,313)	(210,443)	(284,573)	(358,703)
	180		50,628	(23,502)	(97,632)	(171,762)	(245,892)	(320,022)	(394,152)
	190		15,179	(58,951)	(133,081)	(207,211)	(281,341)	(355,471)	(429,601)
	200		(20,270)	(94,400)	(168,530)	(242,660)	(316,790)	(390,920)	(465,050)
	210		(55,719)	(129,849)	(203,979)	(278,109)	(352,239)	(426,369)	(500,499)
	220		(91,168)	(165,298)	(239,428)	(313,558)	(387,688)	(461,818)	(535,948)
	230		(126,617)	(200,747)	(274,877)	(349,007)	(423,137)	(497,267)	(571,397)
	240		(162,066)	(236,196)	(310,326)	(384,456)	(458,586)	(532,716)	(606,846)
	250		(197,515)	(271,645)	(345,775)	(419,905)	(494,035)	(568,165)	(642,295)

Scheme Ref: **AM**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

TABLE 5		Density (dph)						
		175,042	25	30	35	40	45	50
Balance (RLV - BLV)								
		0	(1,693,312)	(1,246,777)	(927,823)	(688,608)	(502,552)	(353,707)
CIL £psm		10	(1,728,576)	(1,282,041)	(963,087)	(723,872)	(537,815)	(388,970)
		20	(1,763,839)	(1,317,304)	(998,350)	(759,135)	(573,079)	(424,234)
40.00		30	(1,799,103)	(1,352,568)	(1,033,614)	(794,398)	(608,342)	(459,497)
		40	(1,834,366)	(1,387,831)	(1,068,877)	(829,662)	(643,606)	(494,760)
		50	(1,869,805)	(1,423,095)	(1,104,141)	(864,925)	(678,869)	(530,024)
		60	(1,905,254)	(1,458,449)	(1,139,404)	(900,189)	(714,133)	(565,287)
		70	(1,940,703)	(1,493,898)	(1,174,752)	(935,452)	(749,396)	(600,551)
		80	(1,976,152)	(1,529,347)	(1,210,201)	(970,842)	(784,673)	(635,814)
		90	(2,011,601)	(1,564,796)	(1,245,650)	(1,006,291)	(820,122)	(671,187)
		100	(2,047,050)	(1,600,245)	(1,281,099)	(1,041,740)	(855,571)	(706,636)
		110	(2,082,499)	(1,635,694)	(1,316,548)	(1,077,189)	(891,020)	(742,085)
		120	(2,117,948)	(1,671,143)	(1,351,997)	(1,112,638)	(926,469)	(777,534)
		130	(2,153,397)	(1,706,593)	(1,387,446)	(1,148,087)	(961,918)	(812,983)
		140	(2,188,846)	(1,742,042)	(1,422,895)	(1,183,536)	(997,367)	(848,432)
		150	(2,224,295)	(1,777,491)	(1,458,344)	(1,218,985)	(1,032,816)	(883,882)
		160	(2,259,744)	(1,812,940)	(1,493,794)	(1,254,434)	(1,068,265)	(919,331)
		170	(2,295,193)	(1,848,389)	(1,529,243)	(1,289,883)	(1,103,714)	(954,780)
		180	(2,330,642)	(1,883,838)	(1,564,692)	(1,325,332)	(1,139,163)	(990,229)
		190	(2,366,753)	(1,919,287)	(1,600,141)	(1,360,781)	(1,174,612)	(1,025,678)
		200	(2,402,499)	(1,954,736)	(1,635,590)	(1,396,230)	(1,210,061)	(1,061,127)
		210	(2,448,245)	(1,993,754)	(1,671,039)	(1,431,679)	(1,245,511)	(1,096,576)
		220	(2,488,991)	(2,034,500)	(1,709,863)	(1,467,128)	(1,280,960)	(1,132,025)
		230	(2,529,737)	(2,075,246)	(1,750,609)	(1,507,131)	(1,317,760)	(1,167,474)
		240	(2,570,483)	(2,115,992)	(1,791,355)	(1,547,877)	(1,358,506)	(1,207,008)
		250	(2,611,229)	(2,156,738)	(1,832,101)	(1,588,623)	(1,399,252)	(1,247,754)

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		175,042	90%	95%	100%	105%	110%	115%
Balance (RLV - BLV)								
		0	1,356,370	839,348	316,096	(212,939)	(772,955)	(1,395,954)
CIL £psm		10	1,321,291	804,270	280,833	(248,388)	(813,701)	(1,436,915)
		20	1,286,213	769,191	245,569	(283,837)	(854,471)	(1,477,875)
40.00		30	1,251,134	734,112	210,306	(319,286)	(895,431)	(1,518,836)
		40	1,216,055	699,024	175,042	(354,736)	(936,391)	(1,559,796)
		50	1,180,976	663,760	139,779	(390,185)	(977,352)	(1,600,756)
		60	1,145,897	628,497	104,515	(425,634)	(1,018,312)	(1,641,886)
		70	1,110,818	593,233	69,252	(461,083)	(1,059,273)	(1,683,062)
		80	1,075,739	557,970	33,988	(496,532)	(1,100,233)	(1,724,237)
		90	1,040,660	522,707	(1,275)	(531,981)	(1,141,193)	(1,765,413)
		100	1,005,581	487,443	(36,538)	(567,430)	(1,182,154)	(1,806,589)
		110	970,502	452,180	(71,879)	(605,918)	(1,223,114)	(1,847,765)
		120	935,423	416,916	(107,328)	(646,664)	(1,264,075)	(1,888,941)
		130	900,345	381,653	(142,777)	(687,410)	(1,305,035)	(1,930,117)
		140	865,266	346,389	(178,226)	(728,156)	(1,345,995)	(1,971,293)
		150	830,187	311,126	(213,675)	(768,902)	(1,386,956)	(2,012,469)
		160	795,108	275,862	(249,124)	(809,648)	(1,427,916)	(2,053,645)
		170	760,029	240,599	(284,573)	(850,396)	(1,468,877)	(2,094,821)
		180	724,950	205,335	(320,022)	(891,356)	(1,509,837)	(2,135,997)
		190	689,871	170,072	(355,471)	(932,317)	(1,550,797)	(2,177,173)
		200	654,550	134,808	(390,920)	(973,277)	(1,591,758)	(2,218,349)
		210	619,287	99,545	(426,369)	(1,014,238)	(1,632,840)	(2,259,524)
		220	584,024	64,281	(461,818)	(1,055,198)	(1,674,016)	(2,300,700)
		230	548,760	29,018	(497,267)	(1,096,158)	(1,715,192)	(2,341,876)
		240	513,497	(6,246)	(532,716)	(1,137,119)	(1,756,368)	(2,383,125)
		250	478,233	(41,509)	(568,165)	(1,178,079)	(1,797,543)	(2,424,517)

Scheme Ref: **AM**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	175,042	90%	95%	100%	105%	110%	115%	120%
		0	(467,495)	(74,785)	316,096	706,978	1,096,435	1,485,598	1,874,761
		10	(502,944)	(110,166)	280,833	671,714	1,061,356	1,450,519	1,839,682
		20	(538,393)	(145,615)	245,569	636,451	1,026,278	1,415,440	1,804,603
		30	(573,842)	(181,064)	210,306	601,187	991,199	1,380,362	1,769,525
		40	(613,288)	(216,513)	175,042	565,924	956,120	1,345,283	1,734,446
	CIL £psm	50	(654,034)	(251,962)	139,779	530,660	921,041	1,310,204	1,699,367
	40.00	60	(694,780)	(287,411)	104,515	495,397	885,962	1,275,125	1,664,288
		70	(735,526)	(322,860)	69,252	460,133	850,883	1,240,046	1,629,209
		80	(776,272)	(358,309)	33,988	424,870	815,751	1,204,967	1,594,130
		90	(817,018)	(393,758)	(1,275)	389,606	780,487	1,169,888	1,559,051
		100	(857,825)	(429,207)	(36,538)	354,343	745,224	1,134,809	1,523,972
		110	(898,786)	(464,656)	(71,879)	319,079	709,960	1,099,730	1,488,893
		120	(939,746)	(500,105)	(107,328)	283,816	674,697	1,064,651	1,453,814
		130	(980,706)	(535,554)	(142,777)	248,552	639,434	1,029,573	1,418,735
		140	(1,021,667)	(571,003)	(178,226)	213,289	604,170	994,494	1,383,657
		150	(1,062,627)	(610,025)	(213,675)	178,025	568,907	959,415	1,348,578
		160	(1,103,588)	(650,771)	(249,124)	142,762	533,643	924,336	1,313,499
		170	(1,144,548)	(691,517)	(284,573)	107,498	498,380	889,257	1,278,420
		180	(1,185,508)	(732,263)	(320,022)	72,235	463,116	853,997	1,243,341
		190	(1,226,469)	(773,010)	(355,471)	36,971	427,853	818,734	1,208,262
		200	(1,267,429)	(813,756)	(390,920)	1,708	392,589	783,470	1,173,183
		210	(1,308,390)	(854,535)	(426,369)	(33,591)	357,326	748,207	1,138,104
		220	(1,349,350)	(895,496)	(461,818)	(69,040)	322,062	712,943	1,103,025
		230	(1,390,310)	(936,456)	(497,267)	(104,489)	286,799	677,680	1,067,946
		240	(1,431,271)	(977,417)	(532,716)	(139,938)	251,535	642,416	1,032,867
		250	(1,472,231)	(1,018,377)	(568,165)	(175,387)	216,272	607,153	997,789

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: **AM**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		60 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	Overall mix%	Total # units	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	60.0%	36.0	60.0%	0.0	60%	36.0	
2 bed Flat	40.0%	24.0	40.0%	0.0	40%	24.0	
Total number of units	100.0%	60.0	100.0%	0.0	100%	60.0	
OMS Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit		
	(sqm)	(sqft)	%		(sqm)	(sqft)	
	1 bed House	0.0	0		0.0	0	
	2 bed House	0.0	0		0.0	0	
	3 bed House	0.0	0		0.0	0	
	4 bed House	0.0	0		0.0	0	
	5 bed House	0.0	0		0.0	0	
	1 bed Flat	60.0	646	65.0%	92.3	994	
2 bed Flat	80.0	861	65.0%	123.1	1,325		
AH Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit		
	(sqm)	(sqft)	%		(sqm)	(sqft)	
	1 bed House	0.0	0		0.0	0	
	2 bed House	0.0	0		0.0	0	
	3 bed House	0.0	0		0.0	0	
	4 bed House	0.0	0		0.0	0	
	5 bed House	0.0	0		0.0	0	
	1 bed Flat	60.0	646	65.0%	92.3	994	
2 bed Flat	80.0	861	65.0%	123.1	1,325		
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	
	2 bed House	0	0	0	0	0	
	3 bed House	0	0	0	0	0	
	4 bed House	0	0	0	0	0	
	5 bed House	0	0	0	0	0	
	1 bed Flat	3,323	35,769	0	3,323	35,769	
2 bed Flat	2,954	31,795	0	2,954	31,795		
	6,277	67,564	0	0	6,277	67,564	
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	0	#DIV/0!	#DIV/0!	0		
	2 bed House	0	#DIV/0!	#DIV/0!	0		
	3 bed House	0	#DIV/0!	#DIV/0!	0		
	4 bed House	0	#DIV/0!	#DIV/0!	0		
	5 bed House	0	#DIV/0!	#DIV/0!	0		
	1 bed Flat	284,375	4,740	440	10,237,500		
	2 bed Flat	375,000	4,688	435	9,000,000		
				19,237,500			
Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV	
	1 bed House	0	37.5%	0	37.5%	0	70%
	2 bed House	0	37.5%	0	37.5%	0	70%
	3 bed House	0	37.5%	0	37.5%	0	70%
	4 bed House	0	37.5%	0	37.5%	0	70%
	5 bed House	0	37.5%	0	37.5%	0	70%
	1 bed Flat	106,641	37.5%	106,641	37.5%	199,063	70%
	2 bed Flat	140,625	37.5%	140,625	37.5%	262,500	70%

Scheme Ref: **AM**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	36.0	@	284,375	10,237,500
2 bed Flat	24.0	@	375,000	9,000,000
	60.0			19,237,500
Affordable Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	106,641	-
2 bed Flat	0.0	@	140,625	-
	0.0			-
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	106,641	-
2 bed Flat	0.0	@	140,625	-
	0.0			-
Intermediate GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	199,063	-
2 bed Flat	0.0	@	262,500	-
	0.0	0.0		-
Sub-total GDV Residential	60			19,237,500
AH on-site cost analysis:				
			£MV (no AH) less £GDV (inc. AH)	0
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
Grant	60	@	0	-
Total GDV				19,237,500

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(24,239)
CIL		6,277 sqm (Market only)	40.00 £ psm	(251,077)
CIL analysis:		1.31% % of GDV	4,185 £ 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	60 units @	2,000 per unit	(120,000)
S106 analysis:	200,000 £ per ha	0.62% % of GDV	2,000 £ per unit (total ur	(120,000)
AH Commuted Sum		6,277 sqm (total)	369 £ psm	(2,313,893)
Comm. Sum analysis:		12.03% % of GDV		

cont./

Scheme Ref: **AM**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

Construction Costs -					
Site Clearance and Demolition	1.48	acres @	50,000	£ per acre (if brownfield)	(74,130)
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	60 units @	0	per unit	-
Infra. Costs analysis:	-	£ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	-	sqm @	0	psm	-
2 bed House	-	sqm @	0	psm	-
3 bed House	-	sqm @	0	psm	-
4 bed House	-	sqm @	0	psm	-
5 bed House	-	sqm @	0	psm	-
1 bed Flat	3,323	sqm @	1,338	psm	(4,447,872)
2 bed Flat	6,277	2,954 sqm @	1,338	psm	(3,953,664)
External works	8,401,536	@	10.0%		(840,154)
			14,003	£ 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	60 units @			10	£ per unit (600)
Low Carbon Energy cost	60 units @			4,847	£ per unit (290,820)
Contingency	9,696,040	@	5.0%	(GF/BF)	(484,802)
Professional Fees	9,696,040	@	6.5%		(630,243)
Disposal Costs -					
Residential Sales Agent Costs	19,237,500	OMS @	1.00%	3,206	£ per unit (192,375)
Residential Sales Legal Costs	60	OM Units @	0.28%	900	£ per unit (54,000)
Affordable Sale Legal Costs					lump sum (10,000)
Marketing and Promotion	19,237,500	OMS @	3.00%	9,619	£ per unit (577,125)
				13,892	£ per unit
Interest (on Development Costs) -	6.50%	APR	0.526%	pcm	(296,619)
Developers Profit -					
Margin on AH	0		6.00%	on AH values	-
Profit on OMS	19,237,500		20.00%		(3,847,500)
Profit analysis:	14,720,413		26.14%	on costs	(3,847,500)
	19,237,500		20.00%	blended GDV	(3,847,500)
TOTAL COSTS					(18,567,913)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					669,587
SDLT	669,587	@	(slabbed)		(22,979)
Acquisition Agent fees	669,587	@	1.0%		(6,696)
Acquisition Legal fees	669,587	@	0.5%		(3,348)
Interest on Land	669,587	@	6.50%		(43,523)
Residual Land Value					593,041
RLV analysis:	9,884	£ per plot	988,402	£ per ha	400,001
					£ per acre

BENCHMARK LAND VALUE (BLV)					
Residential Density	100.0	dph			
Site Area (Net)	0.60	ha	1.48	acres	
Density analysis:	10,462	sqm/ha	45,571	sqft/ac	
Benchmark Land Value (Net)	9,884	£ per plot	988,400	£ per ha	400,000
					£ per acre
					593,040

BALANCE					
Surplus/(Deficit)	2	£ per ha	1	£ per acre	1

Scheme Ref:

AM

No Units:

60

Location / Value Zone:

Higher

Development Scenario:

Brownfield

Notes:

Extra Care / Assisted Living

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	(287,729)	(549,757)	(846,507)	(1,149,152)	(1,451,796)	(1,754,992)	(2,059,440)
		10	(340,902)	(602,582)	(901,121)	(1,200,352)	(1,499,583)	(1,799,599)	(2,100,616)
		20	(394,076)	(660,305)	(955,735)	(1,251,553)	(1,547,370)	(1,844,206)	(2,141,792)
		30	(447,249)	(718,029)	(1,010,348)	(1,302,753)	(1,595,158)	(1,888,813)	(2,182,968)
		40	(500,423)	(775,971)	(1,064,962)	(1,353,954)	(1,642,945)	(1,933,421)	(2,224,144)
		50	(553,596)	(833,998)	(1,119,576)	(1,405,154)	(1,690,736)	(1,978,028)	(2,265,320)
		60	(610,390)	(892,026)	(1,174,190)	(1,456,355)	(1,738,775)	(2,022,635)	(2,306,496)
		70	(671,509)	(950,053)	(1,228,804)	(1,507,555)	(1,786,813)	(2,067,242)	(2,347,672)
		80	(732,742)	(1,008,080)	(1,283,418)	(1,558,756)	(1,834,852)	(2,111,850)	(2,388,951)
		90	(794,183)	(1,066,107)	(1,338,032)	(1,609,956)	(1,882,891)	(2,156,457)	(2,430,343)
		100	(855,623)	(1,124,134)	(1,392,645)	(1,661,157)	(1,930,929)	(2,201,064)	(2,471,736)
		110	(917,064)	(1,182,162)	(1,447,259)	(1,712,357)	(1,978,968)	(2,245,671)	(2,513,128)
		120	(978,505)	(1,240,189)	(1,501,873)	(1,763,734)	(2,027,006)	(2,290,279)	(2,554,521)
		130	(1,039,945)	(1,298,216)	(1,556,487)	(1,815,204)	(2,075,045)	(2,334,886)	(2,595,913)
		140	(1,101,386)	(1,356,243)	(1,611,101)	(1,866,674)	(2,123,083)	(2,379,493)	(2,637,306)
		150	(1,162,826)	(1,414,271)	(1,665,715)	(1,918,144)	(2,171,122)	(2,424,100)	(2,678,699)
		160	(1,224,267)	(1,472,298)	(1,720,329)	(1,969,614)	(2,219,161)	(2,468,708)	(2,720,091)
		170	(1,285,708)	(1,530,325)	(1,774,968)	(2,021,083)	(2,267,199)	(2,513,529)	(2,761,484)
		180	(1,347,148)	(1,588,352)	(1,829,869)	(2,072,553)	(2,315,238)	(2,558,371)	(2,802,876)
		190	(1,408,589)	(1,646,380)	(1,884,770)	(2,124,023)	(2,363,276)	(2,603,213)	(2,844,269)
		200	(1,470,029)	(1,704,407)	(1,939,671)	(2,175,493)	(2,411,315)	(2,648,055)	(2,885,661)
		210	(1,531,470)	(1,762,434)	(1,994,573)	(2,226,963)	(2,459,353)	(2,692,896)	(2,927,054)
		220	(1,592,911)	(1,820,515)	(2,049,474)	(2,278,433)	(2,507,392)	(2,737,738)	(2,968,447)
		230	(1,654,351)	(1,878,547)	(2,104,375)	(2,329,903)	(2,555,431)	(2,782,580)	(3,009,839)
		240	(1,715,792)	(1,937,180)	(2,159,276)	(2,381,373)	(2,603,613)	(2,827,422)	(3,051,232)
		250	(1,777,232)	(1,995,512)	(2,214,177)	(2,432,843)	(2,651,904)	(2,872,264)	(3,092,624)

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	247,303	236,328	225,352	214,377	203,401	192,426	181,450
CIL £psm 40.00	10	188,222	177,246	166,271	155,295	144,320	133,344	122,369	
	20	129,140	118,164	107,189	96,213	85,238	74,263	63,287	
	30	70,058	59,083	48,107	37,132	26,156	15,181	4,205	
	40	10,976	1	(10,974)	(21,950)	(32,925)	(43,901)	(54,876)	
	50	(48,105)	(59,081)	(70,056)	(81,032)	(92,007)	(102,983)	(113,958)	
	60	(107,187)	(118,162)	(129,138)	(140,113)	(151,089)	(162,064)	(173,040)	
	70	(166,269)	(177,244)	(188,220)	(199,195)	(210,171)	(221,146)	(232,122)	
	80	(225,350)	(236,326)	(247,301)	(258,277)	(269,252)	(280,228)	(291,203)	
	90	(284,432)	(295,408)	(306,383)	(317,359)	(328,334)	(339,309)	(350,285)	
	100	(343,514)	(354,489)	(365,465)	(376,440)	(387,416)	(398,391)	(409,367)	
	110	(402,596)	(413,571)	(424,546)	(435,522)	(446,497)	(457,473)	(468,448)	
	120	(461,677)	(472,653)	(483,628)	(494,604)	(505,579)	(516,555)	(527,530)	
	130	(520,759)	(531,734)	(542,710)	(553,685)	(564,661)	(575,636)	(587,220)	
	140	(579,841)	(592,053)	(604,668)	(617,284)	(629,899)	(642,515)	(655,130)	
	150	(647,347)	(659,963)	(672,620)	(685,302)	(697,984)	(710,666)	(723,347)	
	160	(715,524)	(728,205)	(740,887)	(753,569)	(766,251)	(778,933)	(791,615)	
	170	(783,791)	(796,473)	(809,155)	(821,836)	(834,518)	(847,200)	(859,882)	
	180	(852,058)	(864,740)	(877,422)	(890,104)	(902,786)	(915,468)	(928,149)	
	190	(920,326)	(933,007)	(945,689)	(958,371)	(971,053)	(983,735)	(996,417)	
	200	(988,593)	(1,001,275)	(1,013,957)	(1,026,638)	(1,039,320)	(1,052,002)	(1,064,684)	
	210	(1,056,860)	(1,069,542)	(1,082,224)	(1,094,906)	(1,107,588)	(1,120,270)	(1,132,951)	
	220	(1,125,128)	(1,137,809)	(1,150,491)	(1,163,173)	(1,175,855)	(1,188,537)	(1,201,219)	
	230	(1,193,395)	(1,206,077)	(1,218,759)	(1,231,440)	(1,244,122)	(1,256,804)	(1,269,486)	
	240	(1,261,662)	(1,274,344)	(1,287,026)	(1,299,708)	(1,312,390)	(1,325,072)	(1,337,753)	
	250	(1,329,930)	(1,342,611)	(1,355,293)	(1,367,975)	(1,380,657)	(1,393,339)	(1,406,021)	

Scheme Ref: **AM**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

TABLE 3		Profit (on OMS) 20%							
	Balance (RLV - BLV)	1	15%	16%	17%	18%	19%	20%	21%
		0	1,073,159	905,793	738,427	571,060	403,694	236,328	68,962
		10	1,014,077	846,711	679,345	511,979	344,612	177,246	9,880
		20	954,996	787,629	620,263	452,897	285,531	118,164	(49,202)
		30	895,914	728,548	561,181	393,815	226,449	59,083	(108,284)
		40	836,832	669,466	502,100	334,734	167,367	1	(167,365)
	CIL £psm	50	777,751	610,384	443,018	275,652	108,286	(59,081)	(226,447)
	40.00	60	718,669	551,303	383,936	216,570	49,204	(118,162)	(285,529)
		70	659,587	492,221	324,855	157,488	(9,878)	(177,244)	(344,610)
		80	600,505	433,139	265,773	98,407	(68,960)	(236,326)	(403,692)
		90	541,424	374,057	206,691	39,325	(128,041)	(295,408)	(462,774)
		100	482,342	314,976	147,609	(19,757)	(187,123)	(354,489)	(521,856)
		110	423,260	255,894	88,528	(78,838)	(246,205)	(413,571)	(580,937)
		120	364,179	196,812	29,446	(137,920)	(305,286)	(472,653)	(648,608)
		130	305,097	137,731	(29,636)	(197,002)	(364,368)	(531,734)	(716,518)
		140	246,015	78,649	(88,717)	(256,084)	(423,450)	(592,053)	(784,428)
		150	186,933	19,567	(147,799)	(315,165)	(482,532)	(659,963)	(852,338)
		160	127,562	(39,804)	(207,170)	(374,536)	(541,903)	(728,205)	(920,580)
		170	68,170	(99,196)	(266,563)	(433,929)	(604,098)	(796,473)	(988,848)
		180	8,777	(158,589)	(325,955)	(493,322)	(672,365)	(864,740)	(1,057,115)
		190	(50,615)	(217,982)	(385,348)	(552,714)	(740,632)	(933,007)	(1,125,382)
		200	(110,008)	(277,374)	(444,740)	(616,525)	(808,900)	(1,001,275)	(1,193,650)
		210	(169,401)	(336,767)	(504,133)	(684,792)	(877,167)	(1,069,542)	(1,261,917)
		220	(228,793)	(396,159)	(563,526)	(753,059)	(945,434)	(1,137,809)	(1,330,184)
		230	(288,186)	(455,552)	(628,952)	(821,327)	(1,013,702)	(1,206,077)	(1,398,452)
		240	(347,578)	(514,945)	(697,219)	(889,594)	(1,081,969)	(1,274,344)	(1,466,719)
		250	(406,971)	(574,337)	(765,486)	(957,861)	(1,150,236)	(1,342,611)	(1,534,986)

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	606,978	532,848	458,718	384,588	310,458	236,328	162,198
		10	547,896	473,766	399,636	325,506	251,376	177,246	103,116
		20	488,814	414,684	340,554	266,424	192,294	118,164	44,034
		30	429,733	355,603	281,473	207,343	133,213	59,083	(15,047)
		40	370,651	296,521	222,391	148,261	74,131	1	(74,129)
		50	311,569	237,439	163,309	89,179	15,049	(59,081)	(133,211)
		60	252,488	178,358	104,228	30,098	(44,032)	(118,162)	(192,292)
		70	193,406	119,276	45,146	(28,984)	(103,114)	(177,244)	(251,374)
		80	134,324	60,194	(13,936)	(88,066)	(162,196)	(236,326)	(310,456)
		90	75,242	1,112	(73,018)	(147,148)	(221,278)	(295,408)	(369,538)
		100	16,161	(57,969)	(132,099)	(206,229)	(280,359)	(354,489)	(428,619)
		110	(42,921)	(117,051)	(191,181)	(265,311)	(339,441)	(413,571)	(487,701)
		120	(102,003)	(176,133)	(250,263)	(324,393)	(398,523)	(472,653)	(546,783)
		130	(161,084)	(235,214)	(309,344)	(383,474)	(457,604)	(531,734)	(605,864)
		140	(221,403)	(295,533)	(369,663)	(443,793)	(517,923)	(592,053)	(666,183)
		150	(289,313)	(363,443)	(437,573)	(511,703)	(585,833)	(659,963)	(734,093)
		160	(357,555)	(431,685)	(505,815)	(579,945)	(654,075)	(728,205)	(802,335)
		170	(425,823)	(499,953)	(574,083)	(648,213)	(722,343)	(796,473)	(870,603)
		180	(494,090)	(568,220)	(642,350)	(716,480)	(790,610)	(864,740)	(938,870)
		190	(562,357)	(636,487)	(710,617)	(784,747)	(858,877)	(933,007)	(1,007,137)
		200	(630,625)	(704,755)	(778,885)	(853,015)	(927,145)	(1,001,275)	(1,075,405)
		210	(698,892)	(773,022)	(847,152)	(921,282)	(995,412)	(1,069,542)	(1,143,672)
		220	(767,159)	(841,289)	(915,419)	(989,549)	(1,063,679)	(1,137,809)	(1,211,939)
		230	(835,427)	(909,557)	(983,687)	(1,057,817)	(1,131,947)	(1,206,077)	(1,280,207)
		240	(903,694)	(977,824)	(1,051,954)	(1,126,084)	(1,200,214)	(1,274,344)	(1,348,474)
	250	(971,961)	(1,046,091)	(1,120,221)	(1,194,351)	(1,268,481)	(1,342,611)	(1,416,741)	

Scheme Ref: **AM**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

		Density (dph)						
		1	25	30	35	40	45	50
Balance (RLV - BLV)		0	(1,774,293)	(1,327,488)	(1,008,342)	(768,982)	(582,814)	(433,879)
		10	(1,833,374)	(1,386,570)	(1,067,424)	(828,064)	(641,896)	(492,961)
CIL £psm		20	(1,892,456)	(1,445,651)	(1,126,505)	(887,146)	(700,977)	(552,042)
		30	(1,951,538)	(1,504,733)	(1,185,587)	(946,227)	(760,059)	(611,124)
40.00		40	(2,010,619)	(1,563,815)	(1,244,669)	(1,005,309)	(819,141)	(670,206)
		50	(2,069,701)	(1,622,897)	(1,303,750)	(1,064,391)	(878,222)	(729,288)
		60	(2,128,783)	(1,681,978)	(1,362,832)	(1,123,473)	(937,304)	(788,369)
		70	(2,187,865)	(1,741,060)	(1,421,914)	(1,182,554)	(996,386)	(847,451)
		80	(2,246,946)	(1,800,142)	(1,480,996)	(1,241,636)	(1,055,467)	(906,533)
		90	(2,306,028)	(1,859,223)	(1,540,077)	(1,300,718)	(1,114,549)	(965,614)
		100	(2,365,625)	(1,918,305)	(1,599,159)	(1,359,799)	(1,173,631)	(1,024,696)
		110	(2,433,535)	(1,979,043)	(1,658,241)	(1,418,881)	(1,232,713)	(1,083,778)
		120	(2,501,749)	(2,046,954)	(1,722,317)	(1,478,839)	(1,291,794)	(1,142,859)
		130	(2,570,016)	(2,115,213)	(1,790,354)	(1,546,749)	(1,357,377)	(1,205,880)
		140	(2,638,283)	(2,183,480)	(1,858,621)	(1,614,977)	(1,425,476)	(1,273,875)
		150	(2,706,551)	(2,251,748)	(1,926,889)	(1,683,244)	(1,493,743)	(1,342,142)
		160	(2,774,818)	(2,320,015)	(1,995,156)	(1,751,512)	(1,562,010)	(1,410,410)
		170	(2,843,085)	(2,388,282)	(2,063,423)	(1,819,779)	(1,630,278)	(1,478,677)
		180	(2,911,353)	(2,456,550)	(2,131,691)	(1,888,046)	(1,698,545)	(1,546,944)
		190	(2,979,620)	(2,524,817)	(2,199,958)	(1,956,314)	(1,766,812)	(1,615,212)
		200	(3,047,887)	(2,593,084)	(2,268,225)	(2,024,581)	(1,835,080)	(1,683,479)
		210	(3,116,155)	(2,661,352)	(2,336,493)	(2,092,848)	(1,903,347)	(1,751,746)
		220	(3,184,422)	(2,729,619)	(2,404,760)	(2,161,116)	(1,971,614)	(1,820,014)
		230	(3,252,689)	(2,797,886)	(2,473,027)	(2,229,383)	(2,039,882)	(1,888,281)
		240	(3,320,957)	(2,866,154)	(2,541,295)	(2,297,650)	(2,108,149)	(1,956,548)
		250	(3,389,224)	(2,934,421)	(2,609,562)	(2,365,918)	(2,176,416)	(2,024,816)

		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	1,284,566	763,032	236,328	(296,474)	(872,128)	(1,497,615)
		10	1,225,794	704,259	177,246	(355,556)	(940,396)	(1,565,882)
CIL £psm		20	1,167,021	645,487	118,164	(414,637)	(1,008,663)	(1,634,150)
		30	1,108,249	586,714	59,083	(473,719)	(1,076,931)	(1,702,417)
40.00		40	1,049,476	527,942	1	(532,801)	(1,145,198)	(1,770,684)
		50	990,704	469,169	(59,081)	(593,279)	(1,213,465)	(1,838,952)
		60	931,931	410,378	(118,162)	(661,189)	(1,281,733)	(1,907,219)
		70	873,159	351,296	(177,244)	(729,438)	(1,350,000)	(1,975,722)
		80	814,387	292,214	(236,326)	(797,705)	(1,418,267)	(2,044,348)
		90	755,614	233,133	(295,408)	(865,972)	(1,486,535)	(2,112,975)
		100	696,842	174,051	(354,489)	(934,240)	(1,554,802)	(2,181,601)
		110	638,069	114,969	(413,571)	(1,002,507)	(1,623,069)	(2,250,228)
		120	579,297	55,888	(472,653)	(1,070,774)	(1,691,337)	(2,318,854)
		130	520,524	(3,194)	(531,734)	(1,139,042)	(1,759,604)	(2,387,481)
		140	461,752	(62,276)	(592,053)	(1,207,309)	(1,827,871)	(2,456,107)
		150	402,921	(121,358)	(659,963)	(1,275,576)	(1,896,139)	(2,524,734)
		160	343,839	(180,439)	(728,205)	(1,343,844)	(1,964,583)	(2,593,360)
		170	284,758	(239,521)	(796,473)	(1,412,111)	(2,033,210)	(2,661,987)
		180	225,676	(298,603)	(864,740)	(1,480,378)	(2,101,836)	(2,730,614)
		190	166,594	(357,684)	(933,007)	(1,548,646)	(2,170,463)	(2,799,240)
		200	107,513	(416,766)	(1,001,275)	(1,616,913)	(2,239,089)	(2,867,867)
		210	48,431	(475,848)	(1,069,542)	(1,685,180)	(2,307,716)	(2,936,493)
		220	(10,651)	(534,930)	(1,137,809)	(1,753,448)	(2,376,342)	(3,005,120)
		230	(69,733)	(595,725)	(1,206,077)	(1,821,715)	(2,444,969)	(3,073,746)
		240	(128,814)	(663,635)	(1,274,344)	(1,889,982)	(2,513,595)	(3,142,373)
		250	(187,896)	(731,897)	(1,342,611)	(1,958,394)	(2,582,222)	(3,211,074)

Scheme Ref: **AM**
 No Units: **60** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

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	(1,148,775)	(418,302)	236,328	888,727	1,540,195	2,189,588	2,838,193
		10	(1,217,043)	(477,383)	177,246	829,954	1,481,423	2,131,123	2,779,728
		20	(1,285,310)	(536,465)	118,164	771,182	1,422,650	2,072,658	2,721,263
		30	(1,353,577)	(597,490)	59,083	712,409	1,363,878	2,014,193	2,662,798
		40	(1,421,845)	(665,421)	1	653,637	1,305,105	1,955,729	2,604,333
	CIL £psm	50	(1,490,112)	(733,688)	(59,081)	594,864	1,246,333	1,897,264	2,545,869
	40.00	60	(1,558,379)	(801,956)	(118,162)	536,092	1,187,561	1,838,799	2,487,404
		70	(1,626,647)	(870,223)	(177,244)	477,319	1,128,788	1,780,257	2,428,939
		80	(1,694,914)	(938,490)	(236,326)	418,304	1,070,016	1,721,484	2,370,474
		90	(1,763,181)	(1,006,758)	(295,408)	359,222	1,011,243	1,662,712	2,312,009
		100	(1,831,628)	(1,075,025)	(354,489)	300,140	952,471	1,603,939	2,253,544
		110	(1,900,255)	(1,143,292)	(413,571)	241,058	893,698	1,545,167	2,195,080
		120	(1,968,881)	(1,211,560)	(472,653)	181,977	834,926	1,486,394	2,136,615
		130	(2,037,508)	(1,279,827)	(531,734)	122,895	776,153	1,427,622	2,078,150
		140	(2,106,134)	(1,348,094)	(592,053)	63,813	717,381	1,368,850	2,019,685
		150	(2,174,761)	(1,416,362)	(659,963)	4,732	658,608	1,310,077	1,961,220
		160	(2,243,387)	(1,484,629)	(728,205)	(54,350)	599,836	1,251,305	1,902,755
		170	(2,312,014)	(1,552,896)	(796,473)	(113,432)	541,063	1,192,532	1,844,001
		180	(2,380,640)	(1,621,164)	(864,740)	(172,514)	482,116	1,133,760	1,785,228
		190	(2,449,267)	(1,689,431)	(933,007)	(231,595)	423,034	1,074,987	1,726,456
		200	(2,517,893)	(1,757,698)	(1,001,275)	(290,677)	363,952	1,016,215	1,667,683
		210	(2,586,520)	(1,825,966)	(1,069,542)	(349,759)	304,871	957,442	1,608,911
		220	(2,655,146)	(1,894,392)	(1,137,809)	(408,840)	245,789	898,670	1,550,138
		230	(2,723,773)	(1,963,018)	(1,206,077)	(467,922)	186,707	839,897	1,491,366
		240	(2,792,400)	(2,031,645)	(1,274,344)	(527,004)	127,626	781,125	1,432,594
		250	(2,861,026)	(2,100,271)	(1,342,611)	(586,615)	68,544	722,352	1,373,821

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: **AN**
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		60 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)		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	0.0%	0.0	0%	0.0
3 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat		60.0%	21.6	60.0%	14.4	60%	36.0
2 bed Flat		40.0%	14.4	40.0%	9.6	40%	24.0
Total number of units		100.0%	36.0	100.0%	24.0	100%	60.0
OMS Unit Floor areas -		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)	
1 bed House		0.0	0	%		0.0	0
2 bed House		0.0	0			0.0	0
3 bed House		0.0	0			0.0	0
4 bed House		0.0	0			0.0	0
5 bed House		0.0	0			0.0	0
1 bed Flat		60.0	646	65.0%		92.3	994
2 bed Flat		80.0	861	65.0%		123.1	1,325
AH Unit Floor areas -		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)	
1 bed House		0.0	0	%		0.0	0
2 bed House		0.0	0			0.0	0
3 bed House		0.0	0			0.0	0
4 bed House		0.0	0			0.0	0
5 bed House		0.0	0			0.0	0
1 bed Flat		60.0	646	65.0%		92.3	994
2 bed Flat		80.0	861	65.0%		123.1	1,325
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		0	0	0	0	0	0
4 bed House		0	0	0	0	0	0
5 bed House		0	0	0	0	0	0
1 bed Flat		1,994	21,462	1,329	14,308	3,323	35,769
2 bed Flat		1,772	19,077	1,182	12,718	2,954	31,795
		3,766	40,539	2,511	27,026	6,277	67,564
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		0	#DIV/0!	#DIV/0!	0		
2 bed House		0	#DIV/0!	#DIV/0!	0		
3 bed House		0	#DIV/0!	#DIV/0!	0		
4 bed House		0	#DIV/0!	#DIV/0!	0		
5 bed House		0	#DIV/0!	#DIV/0!	0		
1 bed Flat		284,375	4,740	440	10,237,500		
2 bed Flat		375,000	4,688	435	9,000,000		
					19,237,500		
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV
1 bed House		0	37.5%	0	37.5%	0	70%
2 bed House		0	37.5%	0	37.5%	0	70%
3 bed House		0	37.5%	0	37.5%	0	70%
4 bed House		0	37.5%	0	37.5%	0	70%
5 bed House		0	37.5%	0	37.5%	0	70%
1 bed Flat		106,641	37.5%	106,641	37.5%	199,063	70%
2 bed Flat		140,625	37.5%	140,625	37.5%	262,500	70%

Scheme Ref: **AN**
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	21.6	@	284,375	6,142,500
2 bed Flat	14.4	@	375,000	5,400,000
	36.0			11,542,500
Affordable Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	106,641	-
2 bed Flat	0.0	@	140,625	-
	0.0			-
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	10.1	@	106,641	1,074,938
2 bed Flat	6.7	@	140,625	945,000
	16.8			2,019,938
Intermediate GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	4.3	@	199,063	859,950
2 bed Flat	2.9	@	262,500	756,000
	7.2	24.0		1,615,950
Sub-total GDV Residential	60			15,178,388
AH on-site cost analysis:				
	647 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	4,059,113
			67,652 £ per unit (total units)	
Grant	60	@	0	-
Total GDV				15,178,388

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(24,239)
CIL				-
CIL analysis:	3,766 sqm (Market only)	0.00 £ psm		-
	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	60 units @	2,000 per unit	(120,000)
S106 analysis:	200,000 £ per ha	0.79% % of GDV	2,000 £ per unit (total ur	(120,000)
AH Commuted Sum		6,277 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		-

cont./

Scheme Ref: AN
No Units: 60 **Location / Value Zone:** Lower **Development Scenario:** Brownfield
Notes: Extra Care / Assisted Living

Construction Costs -				
Site Clearance and Demolition	1.48 acres @	50,000	£ per acre (if brownfield)	(74,130)
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	60 units @	0	per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	- sqm @	0	psm	-
2 bed House	- sqm @	0	psm	-
3 bed House	- sqm @	0	psm	-
4 bed House	- sqm @	0	psm	-
5 bed House	- sqm @	0	psm	-
1 bed Flat	3,323 sqm @	1,338	psm	(4,447,872)
2 bed Flat	6,277 2,954 sqm @	1,338	psm	(3,953,664)
External works	8,401,536 @	10.0%		(840,154)
		14,003	£ 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 36 units @	90% @	521 £ per unit	(16,880)
M4(3) Category 3 Housing	Mrkt units 36 units @	10% @	10,111 £ per unit	(36,400)
Water Efficiency additional cost	60 units @		10 £ per unit	(600)
Low Carbon Energy cost	60 units @		4,847 £ per unit	(290,820)
Contingency	9,660,520 @	5.0%	(GF/BF)	(483,026)
Professional Fees	9,660,520 @	6.5%		(627,934)
Disposal Costs -				
Residential Sales Agent Costs	11,542,500 OMS @	1.00%	1,924 £ per unit	(115,425)
Residential Sales Legal Costs	36 OM Units @	0.28%	900 £ per unit	(32,400)
Affordable Sale Legal Costs			lump sum	(10,000)
Marketing and Promotion	11,542,500 OMS @	3.00%	5,771 £ per unit	(346,275)
			8,402 £ per unit	
Interest (on Development Costs) -	6.50% APR	0.526% pcm		(129,001)
Developers Profit -				
Margin on AH	3,635,888	6.00% on AH values		(218,153)
Profit on OMS	11,542,500	20.00%		(2,308,500)
Profit analysis:	11,618,819	21.75% on costs	(2,526,653)	
	15,178,388	16.65% blended GDV	(2,526,653)	
TOTAL COSTS				(14,145,472)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				1,032,915
SDLT	1,032,915 @	(slabbed)		(41,146)
Acquisition Agent fees	1,032,915 @	1.0%		(10,329)
Acquisition Legal fees	1,032,915 @	0.5%		(5,165)
Interest on Land	1,032,915 @	6.50%		(67,139)
Residual Land Value				909,136
RLV analysis:	15,152 £ per plot	1,515,227 £ per ha	613,204 £ per acre	

BENCHMARK LAND VALUE (BLV)				
Residential Density	100.0	dph		
Site Area (Net)	0.60	ha	1.48 acres	
Density analysis:	10,462	sqm/ha	45,571	sqft/ac
Benchmark Land Value (Net)	8,031 £ per plot	803,075 £ per ha	325,000 £ per acre	481,845

BALANCE			
Surplus/(Deficit)	712,152 £ per ha	288,204 £ per acre	427,291

Scheme Ref:

AN

No Units:

60

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

Extra Care / Assisted Living

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)		427,291	10%	15%	20%	25%	30%	35%	40%
CIL £psm 0.00		0	1,989,966	1,729,856	1,469,746	1,209,635	949,221	688,256	427,291
		10	1,937,348	1,680,161	1,422,974	1,165,787	908,081	650,054	392,028
		20	1,884,730	1,630,466	1,376,202	1,121,938	866,940	611,852	356,764
		30	1,832,111	1,580,771	1,329,430	1,077,948	825,799	573,650	321,501
		40	1,779,493	1,531,076	1,282,658	1,033,869	784,658	535,448	286,237
		50	1,726,875	1,481,380	1,235,886	989,790	743,518	497,246	250,974
		60	1,674,256	1,431,685	1,189,044	945,710	702,377	459,044	215,710
		70	1,621,638	1,381,990	1,142,026	901,631	661,236	420,842	180,447
		80	1,569,019	1,332,295	1,095,008	857,552	620,096	382,640	145,183
		90	1,516,401	1,282,507	1,047,990	813,472	578,955	344,437	109,920
		100	1,463,783	1,232,551	1,000,972	769,393	537,814	306,235	74,657
		110	1,411,164	1,182,594	953,954	725,314	496,673	268,033	39,316
		120	1,358,339	1,132,637	906,936	681,234	455,533	229,831	3,867
		130	1,305,444	1,082,681	859,918	637,155	414,392	191,629	(31,582)
		140	1,252,548	1,032,724	812,900	593,076	373,251	153,427	(67,031)
		150	1,199,653	982,768	765,882	548,996	332,110	115,225	(102,480)
		160	1,146,758	932,811	718,864	504,917	290,970	76,834	(137,929)
		170	1,093,863	882,854	671,846	460,837	249,829	38,431	(173,378)
		180	1,040,968	832,898	624,828	416,758	208,688	28	(208,827)
		190	988,072	782,941	577,810	372,679	167,525	(38,375)	(244,276)
		200	935,177	732,985	530,792	328,599	126,168	(76,778)	(279,725)
		210	882,282	683,028	483,774	284,520	84,811	(115,181)	(315,174)
		220	829,387	633,071	436,756	240,441	43,454	(153,585)	(350,623)
		230	776,491	583,115	389,738	196,181	2,097	(191,988)	(386,072)
		240	723,596	533,158	342,720	151,870	(39,261)	(230,391)	(421,521)
		250	670,701	483,202	295,702	107,558	(80,618)	(268,794)	(456,970)

TABLE 2

		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)	427,291	90%	100%	110%	120%	130%	140%	150%	
CIL £psm 0.00	0	438,209	427,291	416,373	405,455	394,537	383,619	372,701	
	10	402,946	392,028	381,110	370,192	359,274	348,356	337,438	
	20	367,682	356,764	345,846	334,928	324,010	313,092	302,174	
	30	332,419	321,501	310,583	299,665	288,747	277,829	266,911	
	40	297,155	286,237	275,319	264,401	253,483	242,565	231,647	
	50	261,892	250,974	240,056	229,138	218,220	207,302	196,384	
	60	226,628	215,710	204,792	193,874	182,956	172,038	161,120	
	70	191,365	180,447	169,529	158,611	147,693	136,775	125,857	
	80	156,102	145,183	134,265	123,347	112,429	101,511	90,593	
	90	120,838	109,920	99,002	88,084	77,166	66,248	55,330	
	100	85,575	74,657	63,738	52,814	41,839	30,864	19,888	
	110	50,292	39,316	28,341	17,365	6,390	(4,586)	(15,561)	
	120	14,843	3,867	(7,108)	(18,084)	(29,059)	(40,035)	(51,010)	
	130	(20,606)	(31,582)	(42,557)	(53,533)	(64,508)	(75,484)	(86,459)	
	140	(56,055)	(67,031)	(78,006)	(88,982)	(99,957)	(110,933)	(121,908)	
	150	(91,504)	(102,480)	(113,455)	(124,431)	(135,406)	(146,382)	(157,357)	
	160	(126,953)	(137,929)	(148,904)	(159,880)	(170,855)	(181,831)	(192,806)	
	170	(162,402)	(173,378)	(184,353)	(195,329)	(206,304)	(217,280)	(228,255)	
	180	(197,851)	(208,827)	(219,802)	(230,778)	(241,753)	(252,729)	(263,704)	
	190	(233,300)	(244,276)	(255,251)	(266,227)	(277,202)	(288,178)	(299,153)	
	200	(268,749)	(279,725)	(290,700)	(301,676)	(312,651)	(323,627)	(334,602)	
	210	(304,198)	(315,174)	(326,149)	(337,125)	(348,100)	(359,076)	(370,051)	
	220	(339,647)	(350,623)	(361,598)	(372,574)	(383,549)	(394,525)	(405,500)	
	230	(375,096)	(386,072)	(397,047)	(408,023)	(418,998)	(429,974)	(440,949)	
	240	(410,545)	(421,521)	(432,496)	(443,472)	(454,447)	(465,423)	(477,153)	
	250	(445,994)	(456,970)	(467,945)	(480,053)	(492,668)	(505,284)	(517,899)	

Scheme Ref: **AN**
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

TABLE 3		Profit (on OMS) 20%							
	Balance (RLV - BLV)	427,291	15%	16%	17%	18%	19%	20%	21%
		0	929,390	828,970	728,551	628,131	527,711	427,291	326,872
		10	894,127	793,707	693,287	592,867	492,448	392,028	291,608
		20	858,863	758,443	658,024	557,604	457,184	356,764	256,345
		30	823,600	723,180	622,760	522,340	421,921	321,501	221,081
		40	788,336	687,916	587,497	487,077	386,657	286,237	185,818
	CIL Epsm	50	753,073	652,653	552,233	451,813	351,394	250,974	150,554
	0.00	60	717,809	617,389	516,970	416,550	316,130	215,710	115,291
		70	682,546	582,126	481,706	381,286	280,867	180,447	80,027
		80	647,282	546,862	446,443	346,023	245,603	145,183	44,764
		90	612,019	511,599	411,179	310,759	210,340	109,920	9,500
		100	576,755	476,336	375,916	275,496	175,076	74,657	(25,763)
		110	541,415	440,995	340,576	240,156	139,736	39,316	(61,103)
		120	505,966	405,546	305,127	204,707	104,287	3,867	(96,552)
		130	470,517	370,097	269,678	169,258	68,838	(31,582)	(132,001)
		140	435,068	334,648	234,229	133,809	33,389	(67,031)	(167,450)
		150	399,619	299,199	198,780	98,360	(2,060)	(102,480)	(202,899)
		160	364,170	263,750	163,331	62,911	(37,509)	(137,929)	(238,348)
		170	328,721	228,301	127,881	27,462	(72,958)	(173,378)	(273,798)
		180	293,272	192,852	92,432	(7,987)	(108,407)	(208,827)	(309,247)
		190	257,823	157,403	56,983	(43,436)	(143,856)	(244,276)	(344,696)
		200	222,374	121,954	21,534	(78,885)	(179,305)	(279,725)	(380,145)
		210	186,925	86,505	(13,915)	(114,334)	(214,754)	(315,174)	(415,594)
		220	151,476	51,056	(49,364)	(149,783)	(250,203)	(350,623)	(451,043)
		230	116,027	15,607	(84,813)	(185,232)	(285,652)	(386,072)	(488,755)
		240	80,578	(19,842)	(120,262)	(220,681)	(321,101)	(421,521)	(529,501)
		250	45,129	(55,291)	(155,711)	(256,130)	(356,550)	(456,970)	(570,247)

TABLE 4		BLV (per acre)							
	Balance (RLV - BLV)	427,291	150,000	200,000	250,000	300,000	350,000	400,000	450,000
		0	686,746	612,616	538,486	464,356	390,226	316,096	241,966
		10	651,483	577,353	503,223	429,093	354,963	280,833	206,703
		20	616,219	542,089	467,959	393,829	319,699	245,569	171,439
		30	580,956	506,826	432,696	358,566	284,436	210,306	136,176
		40	545,692	471,562	397,432	323,302	249,172	175,042	100,912
	CIL Epsm	50	510,429	436,299	362,169	288,039	213,909	139,779	65,649
	0.00	60	475,165	401,035	326,905	252,775	178,645	104,515	30,385
		70	439,902	365,772	291,642	217,512	143,382	69,252	(4,878)
		80	404,638	330,508	256,378	182,248	108,118	33,988	(40,142)
		90	369,375	295,245	221,115	146,985	72,855	(1,275)	(75,405)
		100	334,112	259,982	185,852	111,722	37,592	(36,538)	(110,668)
		110	298,771	224,641	150,511	76,381	2,251	(71,879)	(146,009)
		120	263,322	189,192	115,062	40,932	(33,198)	(107,328)	(181,458)
		130	227,873	153,743	79,613	5,483	(68,647)	(142,777)	(216,907)
		140	192,424	118,294	44,164	(29,966)	(104,096)	(178,226)	(252,356)
		150	156,975	82,845	8,715	(65,415)	(139,545)	(213,675)	(287,805)
		160	121,526	47,396	(26,734)	(100,864)	(174,994)	(249,124)	(323,254)
		170	86,077	11,947	(62,183)	(136,313)	(210,443)	(284,573)	(358,703)
		180	50,628	(23,502)	(97,632)	(171,762)	(245,892)	(320,022)	(394,152)
		190	15,179	(58,951)	(133,081)	(207,211)	(281,341)	(355,471)	(429,601)
		200	(20,270)	(94,400)	(168,530)	(242,660)	(316,790)	(390,920)	(465,050)
		210	(55,719)	(129,849)	(203,979)	(278,109)	(352,239)	(426,369)	(500,499)
		220	(91,168)	(165,298)	(239,428)	(313,558)	(387,688)	(461,818)	(535,948)
		230	(126,617)	(200,747)	(274,877)	(349,007)	(423,137)	(497,267)	(571,397)
		240	(162,066)	(236,196)	(310,326)	(384,456)	(458,586)	(532,716)	(606,846)
		250	(197,515)	(271,645)	(345,775)	(419,905)	(494,035)	(568,165)	(642,295)

Scheme Ref: **AN**
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

TABLE 5		Density (dph)						
		25	30	35	40	45	50	55
Balance (RLV - BLV)	427,291							
	0	(1,248,532)	(876,127)	(610,123)	(410,621)	(255,452)	(131,317)	(29,752)
	10	(1,283,796)	(911,391)	(645,387)	(445,884)	(290,715)	(166,580)	(65,015)
	20	(1,319,059)	(946,654)	(680,650)	(481,147)	(325,979)	(201,844)	(100,278)
	30	(1,354,323)	(981,918)	(715,914)	(516,411)	(361,242)	(237,107)	(135,542)
	40	(1,389,586)	(1,017,181)	(751,177)	(551,674)	(396,506)	(272,370)	(170,805)
CIL Epsm	50	(1,425,025)	(1,052,445)	(786,441)	(586,938)	(431,769)	(307,634)	(206,069)
0.00	60	(1,460,474)	(1,087,799)	(821,704)	(622,201)	(467,033)	(342,897)	(241,332)
	70	(1,495,923)	(1,123,248)	(857,052)	(657,465)	(502,296)	(378,161)	(276,596)
	80	(1,531,372)	(1,158,697)	(892,501)	(692,854)	(537,573)	(413,424)	(311,859)
	90	(1,566,821)	(1,194,146)	(927,950)	(728,303)	(573,022)	(448,797)	(347,159)
	100	(1,602,270)	(1,229,595)	(963,399)	(763,752)	(608,471)	(484,246)	(382,608)
	110	(1,637,719)	(1,265,044)	(998,848)	(799,201)	(643,920)	(519,695)	(418,057)
	120	(1,673,168)	(1,300,493)	(1,034,297)	(834,650)	(679,369)	(555,144)	(453,506)
	130	(1,708,617)	(1,335,943)	(1,069,746)	(870,099)	(714,818)	(590,593)	(488,955)
	140	(1,744,066)	(1,371,392)	(1,105,195)	(905,548)	(750,267)	(626,042)	(524,404)
	150	(1,779,515)	(1,406,841)	(1,140,644)	(940,997)	(785,716)	(661,492)	(559,853)
	160	(1,814,964)	(1,442,290)	(1,176,094)	(976,446)	(821,165)	(696,941)	(595,302)
	170	(1,850,413)	(1,477,739)	(1,211,543)	(1,011,895)	(856,614)	(732,390)	(630,751)
	180	(1,885,862)	(1,513,188)	(1,246,992)	(1,047,344)	(892,063)	(767,839)	(666,200)
	190	(1,921,311)	(1,548,637)	(1,282,441)	(1,082,794)	(927,512)	(803,288)	(701,649)
	200	(1,956,760)	(1,584,086)	(1,317,890)	(1,118,243)	(962,961)	(838,737)	(737,098)
	210	(2,003,465)	(1,623,104)	(1,353,339)	(1,153,692)	(998,411)	(874,186)	(772,547)
	220	(2,044,211)	(1,663,850)	(1,392,163)	(1,189,141)	(1,033,860)	(909,635)	(807,996)
	230	(2,084,957)	(1,704,596)	(1,432,909)	(1,229,144)	(1,070,660)	(945,084)	(843,445)
	240	(2,125,703)	(1,745,342)	(1,473,655)	(1,269,890)	(1,111,406)	(984,618)	(880,883)
	250	(2,166,449)	(1,786,088)	(1,514,401)	(1,310,636)	(1,152,152)	(1,025,364)	(921,629)

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)	427,291							
	0	1,467,565	950,543	427,291	(101,744)	(661,760)	(1,284,759)	(1,915,270)
	10	1,432,486	915,465	392,028	(137,193)	(702,506)	(1,325,720)	(1,956,446)
	20	1,397,408	880,386	356,764	(172,642)	(743,276)	(1,366,680)	(1,997,622)
	30	1,362,329	845,307	321,501	(208,091)	(784,236)	(1,407,641)	(2,038,798)
	40	1,327,250	810,219	286,237	(243,541)	(825,196)	(1,448,601)	(2,079,974)
CIL Epsm	50	1,292,171	774,955	250,974	(278,990)	(866,157)	(1,489,561)	(2,121,149)
0.00	60	1,257,092	739,692	215,710	(314,439)	(907,117)	(1,530,691)	(2,162,325)
	70	1,222,013	704,428	180,447	(349,888)	(948,078)	(1,571,867)	(2,203,501)
	80	1,186,934	669,165	145,183	(385,337)	(989,038)	(1,613,042)	(2,244,677)
	90	1,151,855	633,902	109,920	(420,786)	(1,029,998)	(1,654,218)	(2,285,999)
	100	1,116,776	598,638	74,657	(456,235)	(1,070,959)	(1,695,394)	(2,327,392)
	110	1,081,697	563,375	39,316	(494,723)	(1,111,919)	(1,736,570)	(2,368,785)
	120	1,046,618	528,111	3,867	(535,469)	(1,152,880)	(1,777,746)	(2,410,177)
	130	1,011,540	492,848	(31,582)	(576,215)	(1,193,840)	(1,818,922)	(2,451,570)
	140	976,461	457,584	(67,031)	(616,961)	(1,234,800)	(1,860,098)	(2,492,962)
	150	941,382	422,321	(102,480)	(657,707)	(1,275,761)	(1,901,274)	(2,534,355)
	160	906,303	387,057	(137,929)	(698,453)	(1,316,721)	(1,942,450)	(2,575,747)
	170	871,224	351,794	(173,378)	(739,201)	(1,357,682)	(1,983,626)	(2,617,140)
	180	836,145	316,530	(208,827)	(780,161)	(1,398,642)	(2,024,802)	(2,658,533)
	190	801,066	281,267	(244,276)	(821,122)	(1,439,602)	(2,065,978)	(2,699,925)
	200	765,987	246,003	(279,725)	(862,082)	(1,480,563)	(2,107,154)	(2,741,318)
	210	730,908	210,740	(315,174)	(903,043)	(1,521,645)	(2,148,329)	(2,782,710)
	220	695,829	175,476	(350,623)	(944,003)	(1,562,821)	(2,189,505)	(2,824,103)
	230	659,750	140,213	(386,072)	(984,963)	(1,603,997)	(2,230,681)	(2,865,495)
	240	624,671	104,949	(421,521)	(1,025,924)	(1,645,173)	(2,271,930)	(2,906,888)
	250	589,592	69,686	(456,970)	(1,066,884)	(1,686,348)	(2,313,322)	(2,948,281)

Scheme Ref: **AN**
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	427,291	90%	95%	100%	105%	110%	115%	120%
		0	(356,300)	36,410	427,291	818,173	1,207,630	1,596,793	1,985,956
		10	(391,749)	1,029	392,028	782,909	1,172,551	1,561,714	1,950,877
		20	(427,198)	(34,420)	356,764	747,646	1,137,473	1,526,635	1,915,798
		30	(462,647)	(69,869)	321,501	712,382	1,102,394	1,491,557	1,880,720
		40	(502,093)	(105,318)	286,237	677,119	1,067,315	1,456,478	1,845,641
	CIL £psm	50	(542,839)	(140,767)	250,974	641,855	1,032,236	1,421,399	1,810,562
	0.00	60	(583,585)	(176,216)	215,710	606,592	997,157	1,386,320	1,775,483
		70	(624,331)	(211,665)	180,447	571,328	962,078	1,351,241	1,740,404
		80	(665,077)	(247,114)	145,183	536,065	926,946	1,316,162	1,705,325
		90	(705,823)	(282,563)	109,920	500,801	891,682	1,281,083	1,670,246
		100	(746,630)	(318,012)	74,657	465,538	856,419	1,246,004	1,635,167
		110	(787,591)	(353,461)	39,316	430,274	821,155	1,210,925	1,600,088
		120	(828,551)	(388,910)	3,867	395,011	785,892	1,175,846	1,565,009
		130	(869,511)	(424,359)	(31,582)	359,747	750,629	1,140,768	1,529,930
		140	(910,472)	(459,808)	(67,031)	324,484	715,365	1,105,689	1,494,852
		150	(951,432)	(498,830)	(102,480)	289,220	680,102	1,070,610	1,459,773
		160	(992,393)	(539,576)	(137,929)	253,957	644,838	1,035,531	1,424,694
		170	(1,033,353)	(580,322)	(173,378)	218,693	609,575	1,000,452	1,389,615
		180	(1,074,313)	(621,068)	(208,827)	183,430	574,311	965,192	1,354,536
		190	(1,115,274)	(661,815)	(244,276)	148,166	539,048	929,929	1,319,457
		200	(1,156,234)	(702,561)	(279,725)	112,903	503,784	894,665	1,284,378
		210	(1,197,195)	(743,340)	(315,174)	77,604	468,521	859,402	1,249,299
		220	(1,238,155)	(784,301)	(350,623)	42,155	433,257	824,138	1,214,220
		230	(1,279,115)	(825,261)	(386,072)	6,706	397,994	788,875	1,179,141
		240	(1,320,076)	(866,222)	(421,521)	(28,743)	362,730	753,611	1,144,062
		250	(1,361,036)	(907,182)	(456,970)	(64,192)	327,467	718,348	1,108,984

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: **AN**
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		60 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)		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	0.0%	0.0	0%	0.0
3 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat		60.0%	36.0	60.0%	0.0	60%	36.0
2 bed Flat		40.0%	24.0	40.0%	0.0	40%	24.0
Total number of units		100.0%	60.0	100.0%	0.0	100%	60.0
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House		0.0	0			0.0	0
2 bed House		0.0	0			0.0	0
3 bed House		0.0	0			0.0	0
4 bed House		0.0	0			0.0	0
5 bed House		0.0	0			0.0	0
1 bed Flat		60.0	646	65.0%		92.3	994
2 bed Flat		80.0	861	65.0%		123.1	1,325
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House		0.0	0			0.0	0
2 bed House		0.0	0			0.0	0
3 bed House		0.0	0			0.0	0
4 bed House		0.0	0			0.0	0
5 bed House		0.0	0			0.0	0
1 bed Flat		60.0	646	65.0%		92.3	994
2 bed Flat		80.0	861	65.0%		123.1	1,325
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		0	0	0	0	0	0
4 bed House		0	0	0	0	0	0
5 bed House		0	0	0	0	0	0
1 bed Flat		3,323	35,769	0	0	3,323	35,769
2 bed Flat		2,954	31,795	0	0	2,954	31,795
		6,277	67,564	0	0	6,277	67,564
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		0	#DIV/0!	#DIV/0!	0		
2 bed House		0	#DIV/0!	#DIV/0!	0		
3 bed House		0	#DIV/0!	#DIV/0!	0		
4 bed House		0	#DIV/0!	#DIV/0!	0		
5 bed House		0	#DIV/0!	#DIV/0!	0		
1 bed Flat		284,375	4,740	440	10,237,500		
2 bed Flat		375,000	4,688	435	9,000,000		
					19,237,500		
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV
1 bed House		0	37.5%	0	37.5%	0	70%
2 bed House		0	37.5%	0	37.5%	0	70%
3 bed House		0	37.5%	0	37.5%	0	70%
4 bed House		0	37.5%	0	37.5%	0	70%
5 bed House		0	37.5%	0	37.5%	0	70%
1 bed Flat		106,641	37.5%	106,641	37.5%	199,063	70%
2 bed Flat		140,625	37.5%	140,625	37.5%	262,500	70%

Scheme Ref: **AN**
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

GROSS DEVELOPMENT VALUE

OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	36.0	@	284,375	10,237,500
2 bed Flat	24.0	@	375,000	9,000,000
	60.0			19,237,500
Affordable Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	106,641	-
2 bed Flat	0.0	@	140,625	-
	0.0			-
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	106,641	-
2 bed Flat	0.0	@	140,625	-
	0.0			-
Intermediate GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	199,063	-
2 bed Flat	0.0	@	262,500	-
	0.0	0.0		-
Sub-total GDV Residential	60			19,237,500
AH on-site cost analysis:				
			£MV (no AH) less £GDV (inc. AH)	0
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
Grant	60	@	0	-
Total GDV				19,237,500

DEVELOPMENT COSTS

Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(24,239)
CIL		6,277 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	60 units @	2,000 per unit	(120,000)
S106 analysis: 200,000 £ per ha				
		0.62% % of GDV	2,000 £ per unit (total ur	(120,000)
AH Commuted Sum		6,277 sqm (total)	427 £ psm	(2,683,105)
Comm. Sum analysis: 13.95% % of GDV				

cont./

Scheme Ref: AN
No Units: 60
Notes: Extra Care / Assisted Living
Location / Value Zone: Lower
Development Scenario: Brownfield

Construction Costs -					
Site Clearance and Demolition	1.48 acres @	50,000	£ per acre (if brownfield)		(74,130)
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	60 units @	0	per unit		-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-	
1 bed House	- sqm @	0	psm		-
2 bed House	- sqm @	0	psm		-
3 bed House	- sqm @	0	psm		-
4 bed House	- sqm @	0	psm		-
5 bed House	- sqm @	0	psm		-
1 bed Flat	3,323 sqm @	1,338	psm		(4,447,872)
2 bed Flat	6,277 2,954 sqm @	1,338	psm		(3,953,664)
External works	8,401,536 @	10.0%			(840,154)
		14,003	£ 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	60 units @		10	£ per unit	(600)
Low Carbon Energy cost	60 units @		4,847	£ per unit	(290,820)
Contingency	9,696,040 @	5.0%	(GF/BF)		(484,802)
Professional Fees	9,696,040 @	6.5%			(630,243)
Disposal Costs -					
Residential Sales Agent Costs	19,237,500 OMS @	1.00%	3,206	£ per unit	(192,375)
Residential Sales Legal Costs	60 OM Units @	0.28%	900	£ per unit	(54,000)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion	19,237,500 OMS @	3.00%	9,619	£ per unit	(577,125)
			13,892	£ per unit	
Interest (on Development Costs) -	6.50% APR		0.526% pcm		(306,294)
Developers Profit -					
Margin on AH	0	6.00%	on AH values		-
Profit on OMS	19,237,500	20.00%			(3,847,500)
Profit analysis:	14,848,223	25.91%	on costs	(3,847,500)	
	19,237,500	20.00%	blended GDV	(3,847,500)	
TOTAL COSTS					
					(18,695,723)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					541,777
SDLT	541,777 @	(slabbed)			(16,589)
Acquisition Agent fees	541,777 @	1.0%			(5,418)
Acquisition Legal fees	541,777 @	0.5%			(2,709)
Interest on Land	541,777 @	6.50%			(35,216)
Residual Land Value					481,846
RLV analysis:	8,031 £ per plot	803,077 £ per ha	325,001 £ per acre		

BENCHMARK LAND VALUE (BLV)					
Residential Density	100.0	dph			
Site Area (Net)	0.60	ha	1.48	acres	
Density analysis:	10,462	sqm/ha	45,571	sqft/ac	
Benchmark Land Value (Net)	8,031 £ per plot	803,075 £ per ha	325,000	£ per acre	481,845

BALANCE					
Surplus/(Deficit)	2	£ per ha	1	£ per acre	1

Scheme Ref:

AN

No Units:

60

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

Extra Care / Assisted Living

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 0.00		0	(531,932)	(834,219)	(1,136,864)	(1,439,509)	(1,743,013)	(2,047,462)	(2,352,404)
		10	(593,051)	(892,247)	(1,191,478)	(1,490,709)	(1,791,052)	(2,092,069)	(2,393,796)
		20	(654,456)	(950,274)	(1,246,092)	(1,541,910)	(1,839,091)	(2,136,676)	(2,435,189)
		30	(715,896)	(1,008,301)	(1,300,706)	(1,593,110)	(1,887,129)	(2,181,284)	(2,476,582)
		40	(777,337)	(1,066,328)	(1,355,319)	(1,644,445)	(1,935,168)	(2,225,891)	(2,517,974)
		50	(838,778)	(1,124,355)	(1,409,933)	(1,695,915)	(1,983,206)	(2,270,498)	(2,559,367)
		60	(900,218)	(1,182,383)	(1,464,547)	(1,747,385)	(2,031,245)	(2,315,105)	(2,600,759)
		70	(961,659)	(1,240,410)	(1,519,161)	(1,798,854)	(2,079,283)	(2,359,712)	(2,642,152)
		80	(1,023,099)	(1,298,437)	(1,573,775)	(1,850,324)	(2,127,322)	(2,404,545)	(2,683,544)
		90	(1,084,540)	(1,356,464)	(1,628,389)	(1,901,794)	(2,175,361)	(2,449,387)	(2,724,937)
		100	(1,145,981)	(1,414,492)	(1,683,129)	(1,953,264)	(2,223,399)	(2,494,229)	(2,766,330)
		110	(1,207,421)	(1,472,519)	(1,738,030)	(2,004,734)	(2,271,438)	(2,539,071)	(2,807,722)
		120	(1,268,862)	(1,530,546)	(1,792,932)	(2,056,204)	(2,319,476)	(2,583,913)	(2,849,115)
		130	(1,330,302)	(1,588,573)	(1,847,833)	(2,107,674)	(2,367,515)	(2,628,755)	(2,890,507)
		140	(1,391,743)	(1,646,601)	(1,902,734)	(2,159,144)	(2,415,553)	(2,673,597)	(2,931,900)
		150	(1,453,184)	(1,704,657)	(1,957,635)	(2,210,614)	(2,463,592)	(2,718,439)	(2,973,293)
		160	(1,514,624)	(1,762,989)	(2,012,536)	(2,262,084)	(2,511,876)	(2,763,281)	(3,102,870)
		170	(1,576,065)	(1,821,322)	(2,067,438)	(2,313,553)	(2,560,168)	(2,808,123)	(3,365,383)
		180	(1,637,505)	(1,879,654)	(2,122,339)	(2,365,023)	(2,608,459)	(2,852,965)	(3,627,912)
		190	(1,698,946)	(1,937,987)	(2,177,240)	(2,416,493)	(2,656,750)	(2,897,807)	(3,890,441)
		200	(1,760,498)	(1,996,320)	(2,232,141)	(2,467,963)	(2,705,042)	(2,942,649)	(4,152,970)
		210	(1,822,262)	(2,054,652)	(2,287,043)	(2,519,433)	(2,753,333)	(2,987,490)	(4,415,500)
		220	(1,884,026)	(2,112,985)	(2,341,944)	(2,570,916)	(2,801,624)	(3,032,332)	(4,678,029)
		230	(1,945,789)	(2,171,317)	(2,396,845)	(2,622,657)	(2,849,916)	(3,077,174)	(4,940,558)
		240	(2,007,553)	(2,229,650)	(2,451,746)	(2,674,398)	(2,898,207)	(3,122,016)	(5,203,087)
		250	(2,069,317)	(2,287,982)	(2,506,648)	(2,726,138)	(2,946,498)	(3,185,983)	(5,465,617)

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 0.00		0	10,976	1	(10,974)	(21,950)	(32,925)	(43,901)	(54,876)
		10	(48,105)	(59,081)	(70,056)	(81,032)	(92,007)	(102,983)	(113,958)
		20	(107,187)	(118,162)	(129,138)	(140,113)	(151,089)	(162,064)	(173,040)
		30	(166,269)	(177,244)	(188,220)	(199,195)	(210,171)	(221,146)	(232,122)
		40	(225,350)	(236,326)	(247,301)	(258,277)	(269,252)	(280,228)	(291,203)
		50	(284,432)	(295,408)	(306,383)	(317,359)	(328,334)	(339,309)	(350,285)
		60	(343,514)	(354,489)	(365,465)	(376,440)	(387,416)	(398,391)	(409,367)
		70	(402,596)	(413,571)	(424,546)	(435,522)	(446,497)	(457,473)	(468,448)
		80	(461,677)	(472,648)	(483,623)	(494,598)	(505,573)	(516,548)	(527,523)
		90	(520,759)	(531,734)	(542,709)	(553,684)	(564,659)	(575,634)	(586,609)
		100	(579,841)	(590,816)	(601,791)	(612,766)	(623,741)	(634,716)	(645,691)
		110	(638,923)	(649,898)	(660,873)	(671,848)	(682,823)	(693,798)	(704,773)
		120	(698,005)	(708,980)	(719,955)	(730,930)	(741,905)	(752,880)	(763,855)
		130	(757,087)	(768,062)	(779,037)	(790,012)	(800,987)	(811,962)	(822,937)
		140	(816,169)	(827,144)	(838,119)	(849,094)	(860,069)	(871,044)	(882,019)
		150	(875,251)	(886,226)	(897,201)	(908,176)	(919,151)	(930,126)	(941,101)
		160	(934,333)	(945,308)	(956,283)	(967,258)	(978,233)	(989,208)	(1,000,183)
		170	(993,415)	(1,004,390)	(1,015,365)	(1,026,340)	(1,037,315)	(1,048,290)	(1,059,265)
		180	(1,052,497)	(1,063,472)	(1,074,447)	(1,085,422)	(1,096,397)	(1,107,372)	(1,118,347)
		190	(1,111,579)	(1,122,554)	(1,133,529)	(1,144,504)	(1,155,479)	(1,166,454)	(1,177,429)
		200	(1,170,661)	(1,181,636)	(1,192,611)	(1,203,586)	(1,214,561)	(1,225,536)	(1,236,511)
		210	(1,229,743)	(1,240,718)	(1,251,693)	(1,262,668)	(1,273,643)	(1,284,618)	(1,295,593)
		220	(1,288,825)	(1,299,800)	(1,310,775)	(1,321,750)	(1,332,725)	(1,343,700)	(1,354,675)
		230	(1,347,907)	(1,358,882)	(1,369,857)	(1,380,832)	(1,391,807)	(1,402,782)	(1,413,757)
		240	(1,406,989)	(1,417,964)	(1,428,939)	(1,439,914)	(1,450,889)	(1,461,864)	(1,472,839)
		250	(1,466,071)	(1,477,046)	(1,488,021)	(1,498,996)	(1,509,971)	(1,520,946)	(1,531,921)

Scheme Ref:

AN

No Units:

60

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

Extra Care / Assisted Living

TABLE 3

		Profit (on OMS) 20%							
Balance (RLV - BLV)		1	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 0.00		0	836,832	669,466	502,100	334,734	167,367	1	(167,365)
		10	777,751	610,384	443,018	275,652	108,286	(59,081)	(226,447)
		20	718,669	551,303	383,936	216,570	49,204	(118,162)	(285,529)
		30	659,587	492,221	324,855	157,488	(9,878)	(177,244)	(344,610)
		40	600,505	433,139	265,773	98,407	(68,960)	(236,326)	(403,692)
		50	541,424	374,057	206,691	39,325	(128,041)	(295,408)	(462,774)
		60	482,342	314,976	147,609	(19,757)	(187,123)	(354,489)	(529,403)
		70	423,260	255,894	88,528	(78,838)	(246,205)	(413,571)	(597,313)
		80	364,179	196,812	29,446	(137,920)	(305,286)	(472,848)	(665,223)
		90	305,097	137,731	(29,636)	(197,002)	(364,368)	(540,758)	(733,133)
		100	245,762	78,396	(88,970)	(256,336)	(423,703)	(608,959)	(801,334)
		110	186,370	19,004	(148,363)	(315,729)	(484,851)	(677,226)	(869,601)
		120	126,977	(40,389)	(207,755)	(375,121)	(553,118)	(745,493)	(937,868)
		130	67,585	(99,782)	(267,148)	(434,514)	(621,386)	(813,761)	(1,006,136)
		140	8,192	(159,174)	(326,540)	(497,278)	(689,653)	(882,028)	(1,074,403)
		150	(51,200)	(218,567)	(385,933)	(565,545)	(757,920)	(950,295)	(1,142,670)
		160	(110,593)	(277,959)	(445,326)	(633,813)	(826,188)	(1,018,563)	(1,210,938)
		170	(169,986)	(337,352)	(509,705)	(702,080)	(894,455)	(1,086,830)	(1,279,205)
		180	(229,378)	(396,744)	(577,972)	(770,347)	(962,722)	(1,155,097)	(1,347,472)
		190	(288,771)	(456,137)	(646,240)	(838,615)	(1,030,990)	(1,223,365)	(1,415,740)
		200	(348,163)	(522,132)	(714,507)	(906,882)	(1,099,257)	(1,291,632)	(1,484,007)
		210	(407,556)	(590,399)	(782,774)	(975,149)	(1,167,524)	(1,359,899)	(1,552,274)
		220	(466,949)	(658,667)	(851,042)	(1,043,417)	(1,235,792)	(1,428,167)	(1,620,542)
		230	(534,559)	(726,934)	(919,309)	(1,111,684)	(1,304,059)	(1,496,434)	(1,688,809)
		240	(602,826)	(795,201)	(987,576)	(1,179,951)	(1,372,326)	(1,564,701)	(1,757,076)
		250	(671,094)	(863,469)	(1,055,844)	(1,248,219)	(1,440,594)	(1,632,969)	(1,825,344)

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 0.00	0	259,456	185,326	111,196	37,066	(37,064)	(111,194)	(185,324)	
	10	200,374	126,244	52,114	(22,016)	(96,146)	(170,276)	(244,406)	
	20	141,293	67,163	(6,967)	(81,097)	(155,227)	(229,357)	(303,487)	
	30	82,211	8,081	(66,049)	(140,179)	(214,309)	(288,439)	(362,569)	
	40	23,129	(51,001)	(125,131)	(199,261)	(273,391)	(347,521)	(421,651)	
	50	(35,953)	(110,083)	(184,213)	(258,343)	(332,473)	(406,603)	(480,733)	
	60	(95,034)	(169,164)	(243,294)	(317,424)	(391,554)	(465,684)	(539,814)	
	70	(154,116)	(228,246)	(302,376)	(376,506)	(450,636)	(524,766)	(598,896)	
	80	(213,393)	(287,523)	(361,653)	(435,783)	(509,913)	(584,043)	(658,173)	
	90	(281,303)	(355,433)	(429,563)	(503,693)	(577,823)	(651,953)	(726,083)	
	100	(349,504)	(423,634)	(497,764)	(571,894)	(646,024)	(720,154)	(794,284)	
	110	(417,771)	(491,901)	(566,031)	(640,161)	(714,291)	(788,421)	(862,551)	
	120	(486,038)	(560,168)	(634,298)	(708,428)	(782,558)	(856,688)	(930,818)	
	130	(554,306)	(628,436)	(702,566)	(776,696)	(850,826)	(924,956)	(999,086)	
	140	(622,573)	(696,703)	(770,833)	(844,963)	(919,093)	(993,223)	(1,067,353)	
	150	(690,840)	(764,970)	(839,100)	(913,230)	(987,360)	(1,061,490)	(1,135,620)	
	160	(759,108)	(833,238)	(907,368)	(981,498)	(1,055,628)	(1,129,758)	(1,203,888)	
	170	(827,375)	(901,505)	(975,635)	(1,049,765)	(1,123,895)	(1,198,025)	(1,272,155)	
	180	(895,642)	(969,772)	(1,043,902)	(1,118,032)	(1,192,162)	(1,266,292)	(1,340,422)	
	190	(963,910)	(1,038,040)	(1,112,170)	(1,186,300)	(1,260,430)	(1,334,560)	(1,408,690)	
	200	(1,032,177)	(1,106,307)	(1,180,437)	(1,254,567)	(1,328,697)	(1,402,827)	(1,476,957)	
	210	(1,100,444)	(1,174,574)	(1,248,704)	(1,322,834)	(1,396,964)	(1,471,094)	(1,545,224)	
	220	(1,168,712)	(1,242,842)	(1,316,972)	(1,391,102)	(1,465,232)	(1,539,362)	(1,613,492)	
	230	(1,236,979)	(1,311,109)	(1,385,239)	(1,459,369)	(1,533,499)	(1,607,629)	(1,681,759)	
	240	(1,305,246)	(1,379,376)	(1,453,506)	(1,527,636)	(1,601,766)	(1,675,896)	(1,750,026)	
	250	(1,373,514)	(1,447,644)	(1,521,774)	(1,595,904)	(1,670,034)	(1,744,164)	(1,818,294)	

Scheme Ref:

AN

No Units:

60

Location / Value Zone:

Lower

Development Scenario:

Brownfield

Notes:

Extra Care / Assisted Living

TABLE 5

		Density (dph)							
		100							
Balance (RLV - BLV)		1	25	30	35	40	45	50	55
		0	(1,677,034)	(1,304,360)	(1,038,164)	(838,517)	(683,236)	(559,011)	(457,372)
CIL Epsm 0.00	10	(1,736,116)	(1,363,442)	(1,097,245)	(897,598)	(742,317)	(618,093)	(516,454)	
	20	(1,795,198)	(1,422,523)	(1,156,327)	(956,680)	(801,399)	(677,174)	(575,536)	
	30	(1,854,280)	(1,481,605)	(1,215,409)	(1,015,762)	(860,481)	(736,256)	(634,617)	
	40	(1,913,361)	(1,540,687)	(1,274,491)	(1,074,844)	(919,562)	(795,338)	(693,699)	
	50	(1,980,745)	(1,600,384)	(1,333,572)	(1,133,925)	(978,644)	(854,419)	(752,781)	
	60	(2,048,917)	(1,668,294)	(1,396,607)	(1,193,007)	(1,037,726)	(913,501)	(811,863)	
	70	(2,117,184)	(1,736,511)	(1,464,602)	(1,260,752)	(1,102,268)	(975,481)	(871,746)	
	80	(2,185,451)	(1,804,779)	(1,532,869)	(1,328,938)	(1,170,324)	(1,043,433)	(939,656)	
	90	(2,253,719)	(1,873,046)	(1,601,137)	(1,397,205)	(1,238,591)	(1,111,700)	(1,007,881)	
	100	(2,321,986)	(1,941,313)	(1,669,404)	(1,465,472)	(1,306,859)	(1,179,968)	(1,076,148)	
	110	(2,390,253)	(2,009,581)	(1,737,671)	(1,533,740)	(1,375,126)	(1,248,235)	(1,144,415)	
	120	(2,458,521)	(2,077,848)	(1,805,939)	(1,602,007)	(1,443,393)	(1,316,502)	(1,212,683)	
	130	(2,526,788)	(2,146,115)	(1,874,206)	(1,670,274)	(1,511,661)	(1,384,770)	(1,280,950)	
	140	(2,595,055)	(2,214,383)	(1,942,473)	(1,738,542)	(1,579,928)	(1,453,037)	(1,349,217)	
	150	(2,663,323)	(2,282,650)	(2,010,741)	(1,806,809)	(1,648,195)	(1,521,304)	(1,417,485)	
	160	(2,731,590)	(2,350,917)	(2,079,008)	(1,875,076)	(1,716,463)	(1,589,572)	(1,485,752)	
	170	(2,799,857)	(2,419,185)	(2,147,276)	(1,943,344)	(1,784,730)	(1,657,839)	(1,554,019)	
	180	(2,868,125)	(2,487,452)	(2,215,543)	(2,011,611)	(1,852,997)	(1,726,106)	(1,622,287)	
	190	(2,936,392)	(2,555,719)	(2,283,810)	(2,079,878)	(1,921,265)	(1,794,374)	(1,690,554)	
	200	(3,004,659)	(2,623,987)	(2,352,078)	(2,148,146)	(1,989,532)	(1,862,641)	(1,758,821)	
	210	(3,072,927)	(2,692,254)	(2,420,345)	(2,216,413)	(2,057,799)	(1,930,908)	(1,827,089)	
	220	(3,141,194)	(2,760,521)	(2,488,612)	(2,284,680)	(2,126,067)	(1,999,176)	(1,895,356)	
	230	(3,209,461)	(2,828,789)	(2,556,880)	(2,352,948)	(2,194,334)	(2,067,443)	(1,963,623)	
	240	(3,277,795)	(2,897,056)	(2,625,147)	(2,421,215)	(2,262,601)	(2,135,710)	(2,031,891)	
	250	(3,346,422)	(2,965,436)	(2,693,414)	(2,489,482)	(2,330,869)	(2,203,978)	(2,100,158)	

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		1	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0	1,050,058	528,524	1	(541,984)	(1,162,486)	(1,787,972)	(2,421,533)	
	10	991,286	469,460	(59,081)	(610,191)	(1,230,753)	(1,856,432)	(2,490,160)	
	20	932,513	410,378	(118,162)	(678,458)	(1,299,020)	(1,925,059)	(2,558,787)	
	30	873,741	351,296	(177,244)	(746,725)	(1,367,288)	(1,993,686)	(2,627,413)	
	40	814,969	292,214	(236,326)	(814,993)	(1,435,555)	(2,062,312)	(2,696,040)	
	50	756,196	233,133	(295,408)	(883,260)	(1,503,822)	(2,130,939)	(2,764,666)	
	60	697,424	174,051	(354,489)	(951,527)	(1,572,090)	(2,199,565)	(2,833,293)	
	70	638,651	114,969	(413,571)	(1,019,795)	(1,640,357)	(2,268,192)	(2,901,919)	
	80	579,879	55,888	(472,848)	(1,088,062)	(1,708,624)	(2,336,818)	(2,970,546)	
	90	521,085	(3,194)	(540,758)	(1,156,329)	(1,776,892)	(2,405,445)	(3,039,172)	
	100	462,003	(62,276)	(608,959)	(1,224,597)	(1,845,294)	(2,474,071)	(3,107,916)	
	110	402,921	(121,358)	(677,226)	(1,292,864)	(1,913,920)	(2,542,698)	(3,176,903)	
	120	343,839	(180,439)	(745,493)	(1,361,131)	(1,982,547)	(2,611,324)	(3,245,891)	
	130	284,758	(239,521)	(813,761)	(1,429,399)	(2,051,173)	(2,679,951)	(3,314,878)	
	140	225,676	(298,603)	(882,028)	(1,497,666)	(2,119,800)	(2,748,577)	(3,383,866)	
	150	166,594	(357,684)	(950,295)	(1,565,933)	(2,188,426)	(2,817,204)	(3,452,854)	
	160	107,513	(416,766)	(1,018,563)	(1,634,201)	(2,257,053)	(2,885,831)	(3,521,841)	
	170	48,431	(476,521)	(1,086,830)	(1,702,468)	(2,325,680)	(2,954,457)	(3,590,829)	
	180	(10,651)	(544,431)	(1,155,097)	(1,770,735)	(2,394,306)	(3,023,084)	(3,659,817)	
	190	(69,733)	(612,650)	(1,223,365)	(1,839,105)	(2,462,933)	(3,091,742)	(3,728,804)	
	200	(128,814)	(680,918)	(1,291,632)	(1,907,732)	(2,531,559)	(3,160,730)	(3,797,792)	
	210	(187,896)	(749,185)	(1,359,899)	(1,976,358)	(2,600,186)	(3,229,717)	(3,866,779)	
	220	(246,978)	(817,452)	(1,428,167)	(2,044,985)	(2,668,812)	(3,298,705)	(3,935,767)	
	230	(306,059)	(885,720)	(1,496,434)	(2,113,611)	(2,737,439)	(3,367,693)	(4,004,755)	
	240	(365,141)	(953,987)	(1,564,701)	(2,182,238)	(2,806,065)	(3,436,680)	(4,073,742)	
	250	(424,223)	(1,022,254)	(1,632,969)	(2,250,864)	(2,874,692)	(3,505,668)	(4,142,730)	

Scheme Ref: **AN**
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: Extra Care / Assisted Living

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	(1,439,132)	(682,709)	1	654,219	1,305,687	1,956,890	2,605,494
		10	(1,507,400)	(750,976)	(59,081)	595,446	1,246,915	1,898,384	2,547,030
		20	(1,575,667)	(819,244)	(118,162)	536,467	1,188,143	1,839,611	2,488,565
		30	(1,643,934)	(887,511)	(177,244)	477,385	1,129,370	1,780,839	2,430,100
		40	(1,712,339)	(955,778)	(236,326)	418,304	1,070,598	1,722,066	2,371,635
	CIL £psm	50	(1,780,965)	(1,024,046)	(295,408)	359,222	1,011,825	1,663,294	2,313,170
	0.00	60	(1,849,592)	(1,092,313)	(354,489)	300,140	953,053	1,604,521	2,254,705
		70	(1,918,218)	(1,160,580)	(413,571)	241,058	894,280	1,545,749	2,196,240
		80	(1,986,845)	(1,228,848)	(472,848)	181,977	835,508	1,486,976	2,137,776
		90	(2,055,471)	(1,297,115)	(540,758)	122,895	776,735	1,428,204	2,079,311
		100	(2,124,098)	(1,365,382)	(608,959)	63,813	717,963	1,369,432	2,020,846
		110	(2,192,725)	(1,433,650)	(677,226)	4,732	659,190	1,310,659	1,962,128
		120	(2,261,351)	(1,501,917)	(745,493)	(54,350)	600,279	1,251,887	1,903,355
		130	(2,329,978)	(1,570,184)	(813,761)	(113,432)	541,198	1,193,114	1,844,583
		140	(2,398,604)	(1,638,452)	(882,028)	(172,514)	482,116	1,134,342	1,785,810
		150	(2,467,231)	(1,706,719)	(950,295)	(231,595)	423,034	1,075,569	1,727,038
		160	(2,535,857)	(1,775,103)	(1,018,563)	(290,677)	363,952	1,016,797	1,668,265
		170	(2,604,484)	(1,843,729)	(1,086,830)	(349,759)	304,871	958,024	1,609,493
		180	(2,673,110)	(1,912,356)	(1,155,097)	(408,840)	245,789	899,252	1,550,720
		190	(2,741,737)	(1,980,982)	(1,223,365)	(467,922)	186,707	840,479	1,491,948
		200	(2,810,363)	(2,049,609)	(1,291,632)	(535,321)	127,626	781,707	1,433,176
		210	(2,879,273)	(2,118,235)	(1,359,899)	(603,476)	68,544	722,934	1,374,403
		220	(2,948,260)	(2,186,862)	(1,428,167)	(671,743)	9,462	664,092	1,315,631
		230	(3,017,248)	(2,255,488)	(1,496,434)	(740,010)	(49,620)	605,010	1,256,858
		240	(3,086,235)	(2,324,115)	(1,564,701)	(808,278)	(108,701)	545,928	1,198,086
		250	(3,155,223)	(2,392,741)	(1,632,969)	(876,545)	(167,783)	486,846	1,139,313

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_AK-AN_ Extra Care v3 - Summary Table

Scheme Ref:	AK	AL	AM	AN
No Units:	60	60	60	60
Location / Value Zone:	Higher	Lower	Higher	Lower
Development Scenario:	Greenfield	Greenfield	Brownfield	Brownfield
Notes:	Extra Care / Assisted Living	Extra Care / Assisted Living	Extra Care / Assisted Living	Extra Care / Assisted Living
Total GDV (£)	15,178,388	15,178,388	15,178,388	15,178,388
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	-
CIL (£ per unit)	2,510.77	2,510.77	2,510.77	-
CIL (£)	150,646	150,646	150,646	-
Site Specific S106 (£ per unit)	2,000	2,000	2,000	2,000
Site Specific S106 (£)	120,000	120,000	120,000	120,000
Sub-total CIL+S106 (£ per unit)	4,511	4,511	4,511	2,000
Strategic Infrastructure (£ per unit)	-	-	-	-
Strategic Infrastructure (£)	-	-	-	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	4,511	4,511	4,511	2,000
Total Developers Profit (£)	2,526,653	2,526,653	2,526,653	2,526,653
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)	21.98%	21.98%	21.45%	21.75%
RLV (£)	1,018,373	1,018,373	768,082	909,136
RLV (£/acre)	686,883	686,883	518,064	613,204
RLV (£/ha)	1,697,289	1,697,289	1,280,137	1,515,227
Balance for Plan VA:	£0	£0	£0	£0
BLV (£)	407,715	333,585	593,040	481,845
BLV (£/acre)	275,000	225,000	400,000	325,000
BLV (£/ha)	679,525	555,975	988,400	803,075
Surplus/Deficit	610,658	684,788	175,042	427,291
Surplus/Deficit (£/acre)	411,883	461,883	118,064	288,204
Surplus/Deficit (£/ha)	1,017,764	1,141,314	291,737	712,152
Plan Viability comments	Viable	Viable	Viable	Viable