

190906 SWC Residential Appraisals_AK-AN_ Extra Care v2 - Version Notes

Date	Version	Comments
190906	v2	



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%		70.0% % Rented	
		Social Rent:	70.0%		12.0% % of total (>10% for HWP (Feb 2017))	
		Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%			
Open Market Sale (OMS) housing		60%		100.0%		
		100%		100.0%		
CIL Rate (£ psm)		40.00 £ psm				
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 (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)	Net to Gross %	Gross (GIA) per unit (sqft)		
1 bed House	0.0	0	%	0.0	0	
2 bed House	0.0	0		0.0	0	
3 bed House	0.0	0		0.0	0	
4 bed House	0.0	0		0.0	0	
5 bed House	0.0	0		0.0	0	
1 bed Flat	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) (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 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%

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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:				EMV (no AH) less £GDV (inc. AH)	4,059,113
			647 £ psm (total GIA sqm)	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:		3,766 sqm (Market only)	40.00 £ psm	
			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	0			-
			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./

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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 @		3,375 £ per unit	(202,500)
Contingency		9,498,070 @		3.0% (GF/BF)	(284,942)
Professional Fees		9,498,070 @		6.5%	(617,375)
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	(123,279)
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:		11,392,650		22.18% on costs	(2,526,653)
		15,178,388		16.65% blended GDV	(2,526,653)
TOTAL COSTS					(13,919,303)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					1,259,084
SDLT		1,259,084 @		(slabbed)	(52,454)
Acquisition Agent fees		1,259,084 @		1.0%	(12,591)
Acquisition Legal fees		1,259,084 @		0.5%	(6,295)
Interest on Land		1,259,084 @		6.50%	(81,840)
Residual Land Value					1,105,903
RLV analysis:	18,432 £ per plot	1,843,172 £ per ha		745,921 £ 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)		1,163,647 £ per ha		470,921 £ per acre	698,188

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

TABLE 1

		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		698,188	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		2,400,629	2,140,438	1,880,248	1,620,058	1,359,868	1,099,677	839,242
	10		2,348,010	2,090,743	1,833,476	1,576,209	1,318,942	1,061,675	803,979
	20		2,295,392	2,041,048	1,786,704	1,532,361	1,278,017	1,023,673	768,715
	30		2,242,773	1,991,353	1,739,932	1,488,512	1,237,091	985,671	733,452
	40		2,190,155	1,941,658	1,693,161	1,444,663	1,196,166	947,479	698,188
	50		2,137,537	1,891,963	1,646,389	1,400,815	1,155,241	909,277	662,925
	60		2,084,918	1,842,268	1,599,617	1,356,966	1,114,315	871,075	627,661
	70		2,032,300	1,792,572	1,552,845	1,313,117	1,073,348	832,873	592,398
	80		1,979,682	1,742,877	1,506,073	1,269,269	1,032,207	794,671	557,134
	90		1,927,063	1,693,182	1,459,301	1,225,420	991,066	756,469	521,871
	100		1,874,445	1,643,487	1,412,529	1,181,571	949,926	718,266	486,607
	110		1,821,827	1,593,792	1,365,757	1,137,505	908,785	680,064	451,344
	120		1,769,208	1,544,097	1,318,986	1,093,426	867,644	641,862	416,080
	130		1,716,590	1,494,402	1,272,190	1,049,347	826,503	603,660	380,817
	140		1,663,972	1,444,707	1,225,172	1,005,267	785,363	565,458	345,553
	150		1,611,353	1,395,012	1,178,154	961,188	744,222	527,256	310,290
	160		1,558,735	1,345,164	1,131,136	917,109	703,081	489,054	275,026
	170		1,506,116	1,295,207	1,084,118	873,029	661,941	450,852	239,763
	180		1,453,497	1,245,250	1,037,100	828,950	620,800	412,650	204,499
	190		1,400,878	1,195,293	990,082	784,871	579,659	374,448	169,236
	200		1,347,259	1,145,337	943,064	740,791	538,518	336,245	133,972
	210		1,294,640	1,095,381	896,046	696,712	497,378	298,043	98,708
	220		1,242,021	1,045,424	849,028	652,633	456,237	259,841	63,444
	230		1,189,402	995,467	802,010	608,553	415,096	221,639	27,989
	240		1,136,783	945,511	754,992	564,474	373,955	183,437	(7,793)
	250		1,083,164	895,554	707,974	520,395	332,815	145,015	(43,242)

TABLE 2

		Site Specific S106							
Balance (RLV - BLV)		698,188	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		850,160	839,242	828,324	817,406	806,488	795,570	784,652
	10		814,897	803,979	793,061	782,143	771,225	760,306	749,388
	20		779,633	768,715	757,797	746,879	735,961	725,043	714,125
	30		744,370	733,452	722,534	711,616	700,698	689,780	678,861
	40		709,106	698,188	687,270	676,352	665,434	654,516	643,598
	50		673,843	662,925	652,007	641,089	630,171	619,253	608,335
	60		638,579	627,661	616,743	605,825	594,907	583,989	573,071
	70		603,316	592,398	581,480	570,562	559,644	548,726	537,808
	80		568,052	557,134	546,216	535,298	524,380	513,462	502,544
	90		532,789	521,871	510,953	500,035	489,117	478,199	467,281
	100		497,525	486,607	475,689	464,771	453,853	442,935	432,017
	110		462,262	451,344	440,426	429,508	418,590	407,672	396,754
	120		426,998	416,080	405,162	394,244	383,326	372,408	361,490
	130		391,735	380,817	369,899	358,981	348,063	337,145	326,227
	140		356,471	345,553	334,635	323,717	312,799	301,881	290,963
	150		321,208	310,290	299,372	288,454	277,536	266,618	255,700
	160		285,944	275,026	264,108	253,190	242,272	231,354	220,436
	170		250,681	239,763	228,845	217,927	207,009	196,091	185,173
	180		215,417	204,499	193,581	182,663	171,745	160,827	149,909
	190		180,154	169,236	158,318	147,400	136,482	125,564	114,646
	200		144,890	133,972	123,054	112,136	101,218	90,300	79,382
	210		109,627	98,709	87,791	76,873	65,955	55,037	44,119
	220		74,363	63,445	52,527	41,609	30,691	19,773	8,855
	230		39,100	27,182	16,264	5,346	(5,572)	(16,246)	(27,221)
	240		3,836	(7,793)	(18,768)	(29,744)	(40,719)	(51,695)	(62,670)
	250		(32,266)	(43,242)	(54,217)	(65,193)	(76,168)	(87,144)	(98,119)

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TABLE 3

Balance (RLV - BLV)	698,188	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
0		1,341,341	1,240,921	1,140,501	1,040,082	939,662	839,242	738,822	
10		1,306,077	1,205,658	1,105,238	1,004,818	904,398	803,979	703,559	
20		1,270,814	1,170,394	1,069,974	969,555	869,135	768,715	668,295	
30		1,235,550	1,135,131	1,034,711	934,291	833,871	733,452	633,032	
40		1,200,287	1,099,867	999,447	899,028	798,608	698,188	597,768	
CIL £psm		1,165,023	1,064,604	964,184	863,764	763,344	662,925	562,505	
40.00		1,129,760	1,029,340	928,920	828,501	728,081	627,661	527,241	
60		1,094,496	994,077	893,657	793,237	692,817	592,398	491,978	
70		1,059,233	958,813	858,393	757,974	657,554	557,134	456,714	
80		1,023,970	923,550	823,130	722,710	622,291	521,871	421,451	
100		988,706	888,286	787,867	687,447	587,027	486,607	386,188	
110		953,443	853,023	752,603	652,183	551,764	451,344	350,924	
120		918,179	817,759	717,340	616,920	516,500	416,080	315,661	
130		882,916	782,496	682,076	581,656	481,237	380,817	280,397	
140		847,652	747,232	646,813	546,393	445,973	345,553	245,134	
150		812,389	711,969	611,549	511,129	410,710	310,290	209,870	
160		777,125	676,705	576,286	475,866	375,446	275,026	174,607	
170		741,862	641,442	541,022	440,602	340,183	239,763	139,343	
180		706,598	606,178	505,759	405,339	304,919	204,499	104,080	
190		671,335	570,915	470,495	370,075	269,656	169,236	68,816	
200		636,071	535,651	435,232	334,812	234,392	133,972	33,553	
210		600,808	500,391	399,974	299,704	199,484	98,754	(1,865)	
220		565,544	464,774	364,365	263,945	163,525	63,105	(37,314)	
230		529,280	429,515	328,916	228,496	128,076	27,656	(72,763)	
240		493,016	393,256	293,467	193,047	92,627	(7,793)	(108,212)	
250		456,752	357,000	258,018	157,598	57,178	(43,242)	(143,661)	

TABLE 4

Balance (RLV - BLV)	698,188	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		1,024,567	950,437	876,307	802,177	728,047	653,917	579,787
10		989,304	915,174	841,044	766,914	692,784	618,654	544,524
20		954,040	879,910	805,780	731,650	657,520	583,390	509,260
30		918,777	844,647	770,517	696,387	622,257	548,127	473,997
40		883,513	809,383	735,253	661,123	586,993	512,863	438,733
CIL £psm		848,250	774,120	699,990	625,860	551,730	477,600	403,470
40.00		812,986	738,856	664,726	590,596	516,466	442,336	368,206
60		777,723	703,593	629,463	555,333	481,203	407,073	332,943
70		742,459	668,329	594,199	520,069	445,939	371,809	297,679
80		707,196	633,066	558,936	484,806	410,676	336,546	262,416
90		671,932	597,802	523,672	449,542	375,412	301,282	227,152
100		636,669	562,539	488,409	414,279	340,149	266,019	191,889
110		601,405	527,275	453,145	379,015	304,885	230,755	156,625
120		566,142	492,012	417,882	343,752	269,622	195,492	121,362
130		530,878	456,748	382,618	308,488	234,358	160,228	86,098
140		495,615	421,485	347,355	273,225	199,095	124,965	50,835
150		460,351	386,221	312,091	237,961	163,831	89,701	15,571
160		425,088	350,958	276,828	202,698	128,568	54,438	(19,692)
170		389,824	315,694	241,564	167,434	93,304	19,174	(54,956)
180		354,561	280,431	206,301	132,171	58,041	(16,089)	(90,219)
190		319,297	245,167	171,037	96,907	22,777	(51,353)	(125,483)
200		283,034	209,904	135,774	61,744	(13,113)	(86,771)	(160,901)
210		246,770	174,640	100,510	26,490	(48,090)	(122,220)	(196,350)
220		210,506	139,376	65,246	(17,174)	(83,539)	(157,669)	(231,799)
230		174,242	104,112	29,982	(42,718)	(118,988)	(193,118)	(267,248)
240		137,978	68,848	(6,532)	(78,264)	(154,437)	(228,567)	(302,697)
250		101,714	33,584	(41,968)	(113,700)	(154,437)	(228,567)	(302,697)



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

TABLE 5

Balance (RLV - BLV)	698,188	Density (dph)						
		25	30	35	40	45	50	55
0		(383,903)	(112,093)	82,057	227,670	340,924	431,527	505,657
10		(419,166)	(147,356)	46,794	192,406	305,660	396,264	470,394
20		(454,430)	(182,620)	11,530	157,143	270,397	361,000	435,130
30		(489,693)	(217,883)	(23,733)	121,879	235,133	325,737	399,867
40		(524,957)	(253,147)	(58,997)	86,616	199,870	290,473	364,603
CIL £psm		(560,220)	(288,410)	(94,260)	51,352	164,606	255,210	329,340
40.00		(595,484)	(323,674)	(129,524)	16,089	129,343	219,946	294,076
60		(630,747)	(358,937)	(164,787)	(19,175)	94,079	184,683	258,813
70		(666,011)	(394,201)	(200,051)	(54,438)	58,816	149,419	223,549
80		(701,274)	(429,464)	(235,314)	(89,702)	23,552	114,156	188,286
90		(736,538)	(464,728)	(270,578)	(124,965)	(11,711)	78,892	153,022
100		(771,801)	(499,991)	(305,841)	(160,229)	(46,975)	43,629	117,759
110		(807,065)	(535,255)	(341,105)	(195,492)	(82,238)	8,365	82,495
120		(842,328)	(570,518)	(376,368)	(230,756)	(117,502)	(26,898)	47,232
130		(877,592)	(605,782)	(411,632)	(266,019)	(152,765)	(62,162)	11,968
140		(912,855)	(641,045)	(446,895)	(301,283)	(188,028)	(97,425)	(23,295)
150		(948,119)	(676,309)	(482,159)	(336,546)	(223,292)	(132,689)	(58,559)
160		(983,382)	(711,572)	(517,422)	(371,810)	(258,555)	(167,952)	(93,822)
170		(1,018,646)	(746,836)	(552,686)	(407,073)	(293,819)	(203,216)	(129,086)
180		(1,053,909)	(782,099)	(587,949)	(442,337)	(329,082)	(238,479)	(164,349)
190		(1,089,173)	(817,363)	(623,213)	(477,600)	(364,346)	(273,743)	(199,613)
200		(1,124,591)	(852,781)	(658,631)	(513,018)	(399,764)	(309,161)	(235,031)
210		(1,160,040)	(888,230)	(694,080)	(548,467)	(435,213)	(344,610)	(270,480)
220		(1,195,489)	(923,679)	(729,529)	(583,916)	(470,662)	(380,059)	(305,929)
230		(1,230,938)	(959,128)	(764,978)	(619,365)	(506,111)	(415,508)	(341,378)
240		(1,266,387)	(994,577)	(800,427)	(654,814)	(541,560)	(450,957)	(376,827)
250								

TABLE 6

Balance (RLV - BLV)	698,188	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	120%	
0		1,850,103	1,347,023	839,242	324,873	(195,353)	(769,701)	(1,381,675)
10		1,815,208	1,311,944	803,979	289,609	(230,802)	(810,661)	(1,422,636)
20		1,780,259	1,276,865	768,715	254,346	(266,251)	(851,621)	(1,463,803)
30		1,745,180	1,241,786	733,452	219,082	(301,700)	(892,582)	(1,504,979)
40		1,710,102	1,206,707	698,188	183,819	(337,149)	(933,542)	(1,546,155)
CIL £psm		1,675,023	1,171,628	662,925	148,555	(372,598)	(974,503)	(1,587,331)
40.00		1,639,944	1,136,549	627,661	113,214	(409,666)	(1,015,463)	(1,628,507)
60		1,604,865	1,101,470	592,398	77,765	(450,412)	(1,056,423)	(1,669,682)
70		1,569,786	1,066,392	557,134	42,316	(491,158)	(1,097,384)	(1,710,858)
80		1,534,707	1,031,313	521,871	6,867	(531,904)	(1,138,344)	(1,752,034)
90		1,499,628	996,234	486,607	(28,582)	(572,650)	(1,179,305)	(1,793,210)
100		1,464,549	961,155	451,344	(64,031)	(613,396)	(1,220,265)	(1,834,386)
110		1,429,470	926,076	416,080	(99,480)	(654,142)	(1,261,225)	(1,875,562)
120		1,394,391	890,997	380,817	(134,929)	(695,047)	(1,302,186)	(1,916,738)
130		1,359,312	855,918	345,553	(170,378)	(736,007)	(1,343,146)	(1,957,914)
140		1,324,234	820,839	310,290	(205,827)	(776,968)	(1,384,107)	(1,999,090)
150		1,289,155	785,760	275,026	(241,276)	(817,928)	(1,425,071)	(2,040,266)
160		1,254,076	749,681	239,763	(276,725)	(858,888)	(1,466,247)	(2,081,442)
170		1,218,997	714,602	204,499	(312,174)	(899,849)	(1,507,423)	(2,122,618)
180		1,183,918	679,523	169,236	(347,623)	(940,809)	(1,548,599)	(2,163,794)
190		1,148,839	644,444	133,972	(383,072)	(981,770)	(1,589,775)	(2,205,080)
200		1,113,760	609,365	98,708	(418,521)	(1,022,730)	(1,630,951)	(2,246,473)
210		1,078,681	574,286	63,444	(453,970)	(1,063,690)	(1,672,127)	(2,287,865)
220		1,043,602	539,207	28,180	(489,419)	(1,104,651)	(1,713,303)	(2,329,258)
230		1,008,523	504,128	(7,074)	(524,868)	(1,145,611)	(1,754,478)	(2,370,650)
240		973,444	469,049	(42,220)	(560,317)	(1,186,572)	(1,795,654)	(2,412,043)
250								



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)	698,188	90%	95%	100%	105%	110%	115%	120%
		0	57,429	448,361	839,242	1,228,650	1,617,813	2,006,976	2,394,952
		10	21,980	413,097	803,979	1,193,571	1,582,734	1,971,897	2,360,057
		20	(13,469)	377,834	768,715	1,158,492	1,547,655	1,936,818	2,325,161
		30	(48,918)	342,570	733,452	1,123,413	1,512,576	1,901,739	2,290,266
		40	(84,367)	307,307	698,188	1,088,334	1,477,497	1,866,660	2,255,371
	CIL £psm	50	(119,816)	272,043	662,925	1,053,255	1,442,418	1,831,581	2,220,475
	40.00	60	(155,265)	236,780	627,661	1,018,177	1,407,339	1,796,502	2,185,580
		70	(190,715)	201,516	592,398	983,098	1,372,261	1,761,424	2,150,586
		80	(226,164)	166,253	557,134	948,015	1,337,182	1,726,345	2,115,508
		90	(261,613)	130,990	521,871	912,752	1,302,103	1,691,266	2,080,429
		100	(297,062)	95,716	486,607	877,488	1,267,024	1,656,187	2,045,350
		110	(332,511)	60,267	451,344	842,225	1,231,945	1,621,108	2,010,271
		120	(367,960)	24,818	416,080	806,962	1,196,866	1,586,029	1,975,192
		130	(404,334)	(10,631)	380,817	771,698	1,161,787	1,550,950	1,940,113
		140	(445,080)	(46,080)	345,553	736,435	1,126,708	1,515,871	1,905,034
		150	(485,826)	(81,529)	310,290	701,171	1,091,629	1,480,792	1,869,955
		160	(526,572)	(116,978)	275,026	665,908	1,056,550	1,445,713	1,834,876
		170	(567,318)	(152,427)	239,763	630,644	1,021,472	1,410,634	1,799,797
		180	(608,064)	(187,876)	204,499	595,381	986,262	1,375,556	1,764,718
		190	(648,810)	(223,325)	169,236	560,117	950,998	1,340,477	1,729,640
		200	(689,708)	(258,774)	133,972	524,854	915,735	1,305,398	1,694,561
		210	(730,668)	(294,223)	98,554	489,590	880,471	1,270,319	1,659,482
		220	(771,628)	(329,672)	63,105	454,327	845,208	1,235,240	1,624,403
		230	(812,589)	(365,121)	27,656	419,063	809,944	1,200,161	1,589,324
		240	(853,549)	(401,072)	(7,793)	383,800	774,681	1,165,082	1,554,245
		250	(894,510)	(441,818)	(43,242)	348,536	739,418	1,130,003	1,519,166

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%		70.0% % Rented		
		Social Rent:	70.0%		0.0% % of total (>10% for HWP (Feb 2017))		
		Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%				
Open Market Sale (OMS) housing		100%		100.0%			
CIL Rate (£ psm)		40.00 £ psm					
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	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:			EMV (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)
AH Commuted Sum	S106 analysis:	200,000 £ per ha	0.62% % of GDV	2,000 £ per unit (total ur)
	Comm. Sum analysis:		11.07% % of GDV	339 £ psm (120,000)
		6,277 sqm (total)		(2,129,950)

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	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 @	3,375 £ per unit	(202,500)
Contingency		9,533,590 @	3.0% (GF/BF)	(286,008)
Professional Fees		9,533,590 @	6.5%	(619,683)
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 13,892 £ per unit	(577,125)
Interest (on Development Costs) -		6.50% APR	0.526% pcm	(262,870)
Developers Profit -				
Margin on AH		0	6.00% on AH values	-
Profit on OMS		19,237,500	20.00%	(3,847,500)
Profit analysis:		14,130,916	27.23% on costs	(3,847,500)
		19,237,500	20.00% blended GDV	(3,847,500)
TOTAL COSTS				(17,978,416)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				1,259,084
SDLT		1,259,084 @	(slabbed)	(52,454)
Acquisition Agent fees		1,259,084 @	1.0%	(12,591)
Acquisition Legal fees		1,259,084 @	0.5%	(6,295)
Interest on Land		1,259,084 @	6.50%	(81,840)
Residual Land Value				1,105,903
RLV analysis:	18,432 £ per plot	1,843,172 £ per ha	745,921 £ 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)		1,163,647 £ per ha	470,921 £ per acre	698,188

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)		698,188	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		410,817	148,708	(113,401)	(375,510)	(673,832)	(976,570)	(1,279,308)
	10		357,643	98,488	(160,666)	(423,199)	(721,619)	(1,020,944)	(1,320,269)
	20		304,470	48,269	(207,932)	(474,132)	(769,406)	(1,065,318)	(1,361,229)
	30		251,296	(1,950)	(255,197)	(525,064)	(817,194)	(1,109,691)	(1,402,189)
	40		198,123	(52,170)	(302,463)	(575,997)	(864,981)	(1,154,065)	(1,443,249)
	50		144,949	(102,389)	(349,728)	(627,097)	(912,768)	(1,198,439)	(1,484,425)
	60		91,776	(152,609)	(396,993)	(678,297)	(960,555)	(1,242,813)	(1,525,601)
	70		38,602	(202,828)	(451,288)	(729,498)	(1,008,342)	(1,287,187)	(1,566,777)
	80		(14,571)	(253,048)	(505,616)	(780,698)	(1,056,129)	(1,331,560)	(1,607,953)
	90		(67,745)	(303,267)	(559,944)	(831,899)	(1,103,916)	(1,375,934)	(1,649,129)
	100		(120,918)	(353,487)	(614,495)	(883,099)	(1,151,703)	(1,420,308)	(1,690,305)
	110		(174,092)	(404,676)	(669,109)	(934,300)	(1,199,491)	(1,464,683)	(1,731,481)
	120		(227,266)	(462,400)	(723,722)	(985,500)	(1,247,278)	(1,509,290)	(1,772,656)
	130		(280,439)	(520,123)	(778,336)	(1,036,701)	(1,295,065)	(1,553,897)	(1,813,832)
	140		(333,613)	(577,999)	(832,950)	(1,087,901)	(1,342,852)	(1,598,505)	(1,855,008)
	150		(386,786)	(636,026)	(887,564)	(1,139,102)	(1,390,639)	(1,643,112)	(1,896,184)
	160		(446,347)	(694,054)	(942,178)	(1,190,302)	(1,438,426)	(1,687,719)	(1,937,360)
	170		(507,466)	(752,081)	(996,792)	(1,241,503)	(1,486,213)	(1,732,326)	(1,978,536)
	180		(568,811)	(810,108)	(1,051,406)	(1,292,703)	(1,534,155)	(1,776,934)	(2,019,712)
	190		(630,251)	(868,135)	(1,106,019)	(1,343,904)	(1,582,194)	(1,821,541)	(2,060,888)
	200		(691,692)	(926,163)	(1,160,633)	(1,395,104)	(1,630,233)	(1,866,148)	(2,102,064)
	210		(753,133)	(984,190)	(1,215,247)	(1,446,305)	(1,678,271)	(1,910,755)	(2,143,240)
	220		(814,573)	(1,042,217)	(1,269,861)	(1,497,505)	(1,726,310)	(1,955,363)	(2,184,418)
	230		(876,014)	(1,100,244)	(1,324,475)	(1,548,727)	(1,774,348)	(1,999,970)	(2,225,811)
	240		(937,454)	(1,158,272)	(1,379,089)	(1,600,197)	(1,822,387)	(2,044,577)	(2,267,203)
250		(998,895)	(1,216,299)	(1,433,703)	(1,651,666)	(1,870,425)	(2,089,184)	(2,308,596)	

TABLE 2

		Site Specific S106							
Balance (RLV - BLV)		698,188	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		944,196	933,278	922,360	911,442	900,524	889,606	878,688
	10		885,423	874,505	863,587	852,669	841,751	830,833	819,915
	20		826,651	815,733	804,815	793,897	782,979	772,061	761,143
	30		767,879	756,960	746,042	735,124	724,206	713,288	702,370
	40		709,106	698,188	687,270	676,352	665,434	654,516	643,598
	50		650,334	639,416	628,497	617,579	606,661	595,724	584,749
	60		591,520	580,545	569,569	558,594	547,618	536,643	525,667
	70		532,438	521,463	510,487	499,512	488,536	477,561	466,586
	80		473,357	462,381	451,406	440,430	429,455	418,479	407,504
	90		414,275	403,300	392,324	381,349	370,373	359,398	348,422
	100		355,193	344,218	333,242	322,267	311,291	300,316	289,340
	110		296,112	285,136	274,161	263,185	252,210	241,234	230,259
	120		237,030	226,054	215,079	204,103	193,128	182,152	171,177
	130		177,948	166,973	155,997	145,022	134,046	123,071	112,095
	140		118,866	107,891	96,915	85,940	74,965	63,989	53,014
	150		59,785	48,809	37,834	26,858	15,883	4,907	(6,068)
	160		703	(10,272)	(21,248)	(32,223)	(43,199)	(54,174)	(65,150)
	170		(58,379)	(69,354)	(80,330)	(91,305)	(102,281)	(113,256)	(124,232)
	180		(117,460)	(128,436)	(139,411)	(150,387)	(161,362)	(172,338)	(183,313)
	190		(176,542)	(187,518)	(198,493)	(209,469)	(220,444)	(231,420)	(242,395)
	200		(235,624)	(246,599)	(257,575)	(268,550)	(279,526)	(290,501)	(301,477)
	210		(294,706)	(305,681)	(316,657)	(327,632)	(338,607)	(349,583)	(360,558)
	220		(353,787)	(364,763)	(375,738)	(386,714)	(397,690)	(408,666)	(419,641)
	230		(412,869)	(423,844)	(434,820)	(445,795)	(456,771)	(467,746)	(478,722)
	240		(471,951)	(482,926)	(493,902)	(504,877)	(515,853)	(526,828)	(537,804)
250		(531,033)	(542,008)	(552,984)	(563,959)	(574,935)	(585,910)	(596,886)	

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

TABLE 3

Balance (RLV - BLV)	698,188	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
	0	1,770,109	1,602,743	1,435,377	1,268,010	1,100,644	933,278	765,912	
	10	1,711,337	1,543,970	1,376,604	1,209,238	1,041,872	874,505	707,139	
	20	1,652,564	1,485,198	1,317,832	1,150,465	983,099	815,733	648,367	
	30	1,593,792	1,426,425	1,259,059	1,091,693	924,327	756,960	589,594	
	40	1,535,019	1,367,653	1,200,287	1,032,921	865,554	698,188	530,822	
CIL £psm	50	1,476,247	1,308,881	1,141,514	974,148	806,782	639,416	472,049	
40.00	60	1,417,376	1,250,010	1,082,643	915,277	747,911	580,545	413,178	
	70	1,358,294	1,190,928	1,023,562	856,195	688,829	521,463	354,097	
	80	1,299,212	1,131,846	964,480	797,114	629,747	462,381	295,015	
	90	1,240,131	1,072,765	905,398	738,032	570,666	403,300	235,933	
	100	1,181,049	1,013,683	846,317	678,950	511,584	344,218	176,852	
	110	1,121,967	954,601	787,235	619,869	452,502	285,136	117,770	
	120	1,062,886	895,519	728,153	560,787	393,421	226,054	58,688	
	130	1,003,804	836,438	669,071	501,705	334,339	166,973	(394)	
	140	944,722	777,356	609,990	442,623	275,257	107,891	(59,475)	
	150	885,640	718,274	550,908	383,542	216,175	48,809	(118,557)	
	160	826,559	659,193	491,826	324,460	157,094	(10,272)	(177,639)	
	170	767,477	600,111	432,745	265,378	98,012	(69,354)	(236,720)	
	180	708,395	541,029	373,663	206,297	38,930	(128,436)	(295,802)	
	190	649,314	481,947	314,581	147,215	(20,151)	(187,518)	(354,884)	
	200	590,232	422,866	255,499	88,133	(79,233)	(246,599)	(416,469)	
	210	531,150	363,784	196,418	29,051	(138,315)	(305,681)	(484,379)	
	220	472,069	304,702	137,336	(30,030)	(197,396)	(364,763)	(552,289)	
	230	412,987	245,621	78,254	(89,112)	(256,478)	(427,824)	(620,199)	
	240	353,830	186,464	19,098	(148,269)	(315,635)	(495,820)	(688,195)	
	250	294,437	127,071	(40,295)	(207,661)	(375,028)	(564,087)	(756,462)	

TABLE 4

Balance (RLV - BLV)	698,188	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
	0	1,118,603	1,044,473	970,343	896,213	822,083	747,953	673,823
	10	1,059,830	985,700	911,570	837,440	763,310	689,180	615,050
	20	1,001,058	926,928	852,798	778,668	704,538	630,408	556,278
	30	942,285	868,155	794,025	719,895	645,765	571,635	497,505
	40	883,513	809,383	735,253	661,123	586,993	512,863	438,733
CIL £psm	50	824,741	750,611	676,481	602,351	528,221	454,091	379,961
40.00	60	765,870	691,740	617,610	543,480	469,350	395,220	321,090
	70	706,788	632,658	558,528	484,398	410,268	336,138	262,008
	80	647,706	573,576	499,446	425,316	351,186	277,056	202,926
	90	588,625	514,495	440,365	366,235	292,105	217,975	143,845
	100	529,543	455,413	381,283	307,153	233,023	158,893	84,763
	110	470,461	396,331	322,201	248,071	173,941	99,811	25,681
	120	411,379	337,249	263,119	188,989	114,859	40,729	(33,401)
	130	352,298	278,168	204,038	129,908	55,778	(18,352)	(92,482)
	140	293,216	219,086	144,956	70,826	(3,304)	(77,434)	(151,564)
	150	234,134	160,004	85,874	11,744	(62,386)	(136,516)	(210,646)
	160	175,053	100,923	26,793	(47,337)	(121,467)	(195,597)	(269,727)
	170	115,971	41,841	(32,289)	(106,419)	(180,549)	(254,679)	(328,809)
	180	56,889	(17,241)	(91,371)	(165,501)	(239,631)	(313,761)	(387,891)
	190	(2,193)	(76,323)	(150,453)	(224,583)	(298,713)	(372,843)	(446,973)
	200	(61,274)	(135,404)	(209,534)	(283,664)	(357,794)	(431,924)	(506,054)
	210	(120,356)	(194,486)	(268,616)	(342,746)	(416,876)	(491,006)	(565,136)
	220	(179,438)	(253,568)	(327,698)	(401,828)	(475,958)	(550,088)	(624,218)
	230	(242,499)	(316,629)	(390,759)	(464,889)	(539,019)	(613,149)	(687,279)
	240	(310,495)	(384,625)	(458,755)	(532,885)	(607,015)	(681,145)	(755,275)
	250	(378,762)	(452,892)	(527,022)	(601,152)	(675,282)	(749,412)	(823,542)



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

TABLE 5

Balance (RLV - BLV)	698,188	Density (dph)						
		25	30	35	40	45	50	55
0		(289,867)	(18,057)	176,093	321,705	434,960	525,563	599,693
10		(348,640)	(76,830)	117,320	262,933	376,187	466,790	540,920
20		(407,412)	(135,602)	58,548	204,160	317,415	408,018	482,148
30		(466,185)	(194,375)	(225)	145,388	258,642	349,245	423,375
40		(524,957)	(253,147)	(58,997)	86,616	199,870	290,473	364,603
CIL £psm		(583,729)	(311,919)	(117,769)	27,843	141,097	231,701	305,831
40.00		(642,600)	(370,790)	(176,640)	(31,028)	82,226	172,830	246,960
60		(701,682)	(429,872)	(235,722)	(90,110)	23,145	113,748	187,878
70		(760,764)	(488,954)	(294,804)	(149,191)	(35,937)	54,666	128,796
80		(819,845)	(548,035)	(353,885)	(208,273)	(95,019)	(4,415)	69,715
90		(878,927)	(607,117)	(412,967)	(267,355)	(154,101)	(63,497)	10,633
100		(938,009)	(666,199)	(472,049)	(326,436)	(213,182)	(122,579)	(48,449)
110		(997,091)	(725,281)	(531,131)	(385,518)	(272,264)	(181,661)	(107,531)
120		(1,056,172)	(784,362)	(590,212)	(444,600)	(331,346)	(240,742)	(166,612)
130		(1,115,254)	(843,444)	(649,294)	(503,682)	(390,427)	(299,824)	(225,694)
140		(1,174,336)	(902,526)	(708,376)	(562,763)	(449,509)	(358,906)	(284,776)
150		(1,233,417)	(961,607)	(767,457)	(621,845)	(508,591)	(417,987)	(343,857)
160		(1,292,499)	(1,020,689)	(826,539)	(680,927)	(567,673)	(477,069)	(402,939)
170		(1,351,581)	(1,079,771)	(885,621)	(740,008)	(626,754)	(536,151)	(462,021)
180		(1,410,663)	(1,138,853)	(944,703)	(799,090)	(685,836)	(595,233)	(521,103)
190		(1,469,744)	(1,197,934)	(1,003,784)	(858,172)	(744,918)	(654,314)	(580,184)
200		(1,528,826)	(1,257,016)	(1,062,866)	(917,254)	(803,999)	(713,396)	(639,266)
210		(1,587,908)	(1,316,098)	(1,121,948)	(976,335)	(863,081)	(772,478)	(698,348)
220		(1,650,969)	(1,379,159)	(1,185,009)	(1,039,396)	(926,142)	(835,539)	(761,409)
230		(1,718,965)	(1,447,155)	(1,253,005)	(1,107,392)	(994,138)	(903,535)	(829,405)
240		(1,787,232)	(1,515,422)	(1,321,272)	(1,175,660)	(1,062,406)	(971,802)	(897,672)
250								

TABLE 6

Balance (RLV - BLV)	698,188	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	120%	
0		1,951,552	1,445,244	933,278	416,190	(106,841)	(670,447)	(1,284,466)
10		1,893,087	1,386,472	874,505	357,108	(165,922)	(738,714)	(1,352,733)
20		1,834,622	1,327,699	815,733	298,026	(225,004)	(806,981)	(1,421,000)
30		1,776,158	1,268,927	756,960	238,945	(284,086)	(875,249)	(1,489,268)
40		1,717,693	1,210,154	698,188	179,863	(343,168)	(943,516)	(1,557,535)
CIL £psm		1,659,185	1,151,382	639,416	120,781	(403,002)	(1,011,783)	(1,625,802)
40.00		1,600,413	1,092,609	580,545	61,699	(470,912)	(1,080,051)	(1,694,070)
60		1,541,640	1,033,837	521,463	2,618	(539,135)	(1,148,318)	(1,762,426)
70		1,482,868	975,064	462,381	(56,464)	(607,402)	(1,216,585)	(1,831,053)
80		1,424,095	916,292	403,300	(115,546)	(675,669)	(1,284,853)	(1,899,679)
90		1,365,323	857,520	344,218	(174,627)	(743,937)	(1,353,120)	(1,968,306)
100		1,306,550	798,747	285,136	(233,709)	(812,204)	(1,421,387)	(2,036,932)
110		1,247,778	739,975	226,054	(292,791)	(880,471)	(1,489,655)	(2,105,559)
120		1,189,005	681,202	166,973	(351,873)	(948,739)	(1,557,922)	(2,174,185)
130		1,130,233	622,430	107,891	(413,007)	(1,017,006)	(1,626,189)	(2,242,812)
140		1,071,460	563,469	48,809	(480,926)	(1,085,273)	(1,694,457)	(2,311,438)
150		1,012,688	504,388	(10,272)	(549,193)	(1,153,541)	(1,762,815)	(2,380,065)
160		953,915	445,306	(69,354)	(617,460)	(1,221,808)	(1,831,442)	(2,448,691)
170		895,143	386,224	(128,436)	(685,728)	(1,290,075)	(1,900,068)	(2,517,318)
180		836,370	327,143	(187,518)	(753,995)	(1,358,343)	(1,968,695)	(2,585,945)
190		777,598	268,061	(246,599)	(822,262)	(1,426,610)	(2,037,321)	(2,654,571)
200		718,826	208,979	(305,681)	(890,530)	(1,494,877)	(2,105,948)	(2,723,198)
210		660,053	149,897	(364,763)	(958,797)	(1,563,145)	(2,174,574)	(2,791,824)
220		601,281	90,816	(427,824)	(1,027,064)	(1,631,412)	(2,243,201)	(2,860,451)
230		542,209	31,734	(495,820)	(1,095,332)	(1,699,679)	(2,311,827)	(2,929,077)
240		483,127	(27,348)	(564,087)	(1,163,599)	(1,768,065)	(2,380,454)	(2,997,704)
250								



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.)

	698,188	90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	0	(374,224)	280,405	933,278	1,584,747	2,234,330	2,882,935	3,530,678
	10	(438,698)	221,324	874,505	1,525,974	2,175,865	2,824,470	3,472,519
	20	(506,786)	162,242	815,733	1,467,202	2,117,400	2,766,005	3,414,360
	30	(575,053)	103,160	756,960	1,408,429	2,058,935	2,707,540	3,356,145
	40	(643,320)	44,079	698,188	1,349,657	2,000,471	2,649,075	3,297,680
CIL £psm	50	(711,588)	(15,003)	639,416	1,290,884	1,942,006	2,590,611	3,239,215
40.00	60	(779,855)	(74,085)	580,545	1,232,112	1,883,541	2,532,146	3,180,751
	70	(848,122)	(133,166)	521,463	1,173,339	1,824,808	2,473,681	3,122,286
	80	(916,390)	(192,248)	462,381	1,114,567	1,766,036	2,415,216	3,063,821
	90	(984,657)	(251,330)	403,300	1,055,794	1,707,263	2,356,751	3,005,356
	100	(1,052,924)	(310,412)	344,218	997,022	1,648,491	2,298,286	2,946,891
	110	(1,121,192)	(369,493)	285,136	938,249	1,589,718	2,239,822	2,888,426
	120	(1,189,459)	(433,261)	226,054	879,477	1,530,946	2,181,357	2,829,962
	130	(1,257,726)	(501,303)	166,973	820,704	1,472,173	2,122,892	2,771,497
	140	(1,325,994)	(569,570)	107,891	761,932	1,413,401	2,064,427	2,713,032
	150	(1,394,261)	(637,837)	48,809	703,160	1,354,628	2,005,962	2,654,567
	160	(1,462,528)	(706,105)	(10,272)	644,357	1,295,856	1,947,325	2,596,102
	170	(1,530,796)	(774,372)	(69,354)	585,275	1,237,083	1,888,552	2,537,637
	180	(1,599,063)	(842,639)	(128,436)	526,194	1,178,311	1,829,780	2,479,172
	190	(1,667,321)	(910,907)	(187,518)	467,112	1,119,538	1,771,007	2,420,708
	200	(1,736,248)	(979,174)	(246,599)	408,030	1,060,766	1,712,235	2,362,243
	210	(1,804,874)	(1,047,441)	(305,681)	348,948	1,001,993	1,653,462	2,303,778
	220	(1,873,501)	(1,115,709)	(364,763)	289,867	943,221	1,594,690	2,245,313
	230	(1,942,128)	(1,183,976)	(427,824)	230,785	884,449	1,535,917	2,186,848
	240	(2,010,754)	(1,252,243)	(495,820)	171,703	825,676	1,477,145	2,128,383
	250	(2,079,381)	(1,320,511)	(564,087)	112,622	766,904	1,418,372	2,069,841

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%		70.0% % Rented	
		Social Rent:	70.0%		12.0% % of total (>10% for HWP (Feb 2017))	
		Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%			
Open Market Sale (OMS) housing		60%		100.0%		
		100%		100.0%		
CIL Rate (£ psm)		40.00 £ psm				
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 (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)	Net to Gross %	Gross (GIA) per unit (sqft)		
1 bed House	0.0	0	%	0.0	0	
2 bed House	0.0	0		0.0	0	
3 bed House	0.0	0		0.0	0	
4 bed House	0.0	0		0.0	0	
5 bed House	0.0	0		0.0	0	
1 bed Flat	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) (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 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: **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:				EMV (no AH) less £GDV (inc. AH)	4,059,113
			647 £ psm (total GIA sqm)	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:		3,766 sqm (Market only)	40.00 £ psm	
			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)
AH Commuted Sum	S106 analysis:	200,000 £ per ha	0.79% % of GDV	2,000 £ per unit (total ur)	(120,000)
Comm. Sum analysis:			6,277 sqm (total)	0 £ psm	-
			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 @		3,375 £ per unit	(202,500)
Contingency		9,498,070 @		3.0% (GF/BF)	(284,942)
Professional Fees		9,498,070 @		6.5%	(617,375)
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	(123,279)
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:		11,392,650		22.18% on costs	(2,526,653)
		15,178,388		16.65% blended GDV	(2,526,653)
TOTAL COSTS					(13,919,303)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					1,259,084
SDLT		1,259,084 @		(slabbed)	(52,454)
Acquisition Agent fees		1,259,084 @		1.0%	(12,591)
Acquisition Legal fees		1,259,084 @		0.5%	(6,295)
Interest on Land		1,259,084 @		6.50%	(81,840)
Residual Land Value					1,105,903
RLV analysis:	18,432 £ per plot	1,843,172 £ per ha		745,921 £ 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)		1,287,197 £ per ha		520,921 £ per acre	772,318

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)		772,318	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		2,474,759	2,214,568	1,954,378	1,694,188	1,433,998	1,173,807	913,372
	10		2,422,140	2,164,873	1,907,606	1,650,339	1,393,072	1,135,805	878,109
	20		2,369,522	2,115,178	1,860,834	1,606,491	1,352,147	1,097,803	842,845
	30		2,316,903	2,065,483	1,814,062	1,562,642	1,311,221	1,059,801	807,582
	40		2,264,285	2,015,788	1,767,291	1,518,793	1,270,296	1,021,609	772,318
	50		2,211,667	1,966,093	1,720,519	1,474,945	1,229,371	983,407	737,055
	60		2,159,048	1,916,398	1,673,747	1,431,096	1,188,445	945,205	701,791
	70		2,106,430	1,866,702	1,626,975	1,387,247	1,147,478	907,003	666,528
	80		2,053,812	1,817,007	1,580,203	1,343,399	1,106,337	868,801	631,264
	90		2,001,193	1,767,312	1,533,431	1,299,550	1,065,196	830,599	596,001
	100		1,948,575	1,717,617	1,486,659	1,255,701	1,024,056	792,396	560,737
	110		1,895,957	1,667,922	1,439,887	1,211,635	982,915	754,194	525,474
	120		1,843,338	1,618,227	1,393,116	1,167,556	941,774	715,992	490,210
	130		1,790,720	1,568,532	1,346,320	1,123,477	900,633	677,790	454,947
	140		1,738,102	1,518,837	1,299,302	1,079,397	859,493	639,588	419,683
	150		1,685,483	1,469,142	1,252,284	1,035,318	818,352	601,386	384,420
	160		1,632,865	1,419,294	1,205,266	991,239	777,211	563,184	349,156
	170		1,580,246	1,369,337	1,158,248	947,159	736,071	524,982	313,893
	180		1,527,627	1,319,380	1,111,230	903,080	694,930	486,780	278,629
	190		1,474,999	1,269,424	1,064,212	859,001	653,789	448,578	243,366
	200		1,421,740	1,219,467	1,017,194	814,921	612,648	410,375	208,102
	210		1,368,481	1,169,511	970,176	770,842	571,508	372,173	172,838
	220		1,315,222	1,119,554	923,158	726,763	530,367	333,971	137,574
	230		1,263,003	1,069,597	876,140	682,683	489,226	295,769	101,786
	240		1,210,784	1,019,641	829,122	638,604	448,085	257,548	66,537
	250		1,157,565	969,684	782,104	594,525	406,945	219,345	30,888

TABLE 2

		Site Specific S106							
Balance (RLV - BLV)		772,318	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		924,290	913,372	902,454	891,536	880,618	869,700	858,782
	10		889,027	878,109	867,191	856,273	845,355	834,436	823,518
	20		853,763	842,845	831,927	821,009	810,091	799,173	788,255
	30		818,500	807,582	796,664	785,746	774,828	763,910	752,991
	40		783,236	772,318	761,400	750,482	739,564	728,646	717,728
	50		747,973	737,055	726,137	715,219	704,301	693,383	682,465
	60		712,709	701,791	690,873	679,955	669,037	658,119	647,201
	70		677,446	666,528	655,610	644,692	633,774	622,856	611,938
	80		642,182	631,264	620,346	609,428	598,510	587,592	576,674
	90		606,919	596,001	585,083	574,165	563,247	552,329	541,411
	100		571,655	560,737	549,819	538,901	527,983	517,065	506,147
	110		536,392	525,474	514,556	503,638	492,720	481,802	470,884
	120		501,128	490,210	479,292	468,374	457,456	446,538	435,620
	130		465,865	454,947	444,029	433,111	422,193	411,275	400,357
	140		430,601	419,683	408,765	397,847	386,929	376,011	365,093
	150		395,338	384,420	373,502	362,584	351,666	340,748	329,830
	160		360,074	349,156	338,238	327,320	316,402	305,484	294,566
	170		324,811	313,893	302,975	292,057	281,139	270,221	259,303
	180		289,547	278,629	267,711	256,793	245,875	234,957	224,039
	190		254,284	243,366	232,448	221,530	210,612	199,694	188,776
	200		219,020	208,102	197,184	186,266	175,348	164,430	153,512
	210		183,757	172,839	161,921	150,999	139,999	128,782	117,807
	220		148,493	137,575	126,657	115,739	104,821	93,903	82,985
	230		113,230	102,312	91,394	80,476	69,558	58,640	47,722
	240		77,966	67,048	56,130	45,212	34,294	23,376	12,458
	250		42,703	31,785	20,867	9,949	(1,031)	(11,113)	(22,177)

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

TABLE 3

Balance (RLV - BLV)	772,318	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
	0	1,415,471	1,315,051	1,214,631	1,114,212	1,013,792	913,372	812,952	
	10	1,380,207	1,279,788	1,179,368	1,078,948	978,528	878,109	777,689	
	20	1,344,944	1,244,524	1,144,104	1,043,685	943,265	842,845	742,425	
	30	1,309,680	1,209,261	1,108,841	1,008,421	908,001	807,582	707,162	
	40	1,274,417	1,173,997	1,073,577	973,158	872,738	772,318	671,898	
CIL £psm	50	1,239,153	1,138,734	1,038,314	937,894	837,474	737,055	636,635	
40.00	60	1,203,890	1,103,470	1,003,050	902,631	802,211	701,791	601,371	
	70	1,168,626	1,068,207	967,787	867,367	766,947	666,528	566,108	
	80	1,133,363	1,032,943	932,523	832,104	731,684	631,264	530,844	
	90	1,098,100	997,680	897,260	796,840	696,421	596,001	495,581	
	100	1,062,836	962,416	861,997	761,577	661,157	560,737	460,318	
	110	1,027,573	927,153	826,733	726,313	625,894	525,474	425,054	
	120	992,309	891,889	791,470	691,050	590,630	490,210	389,791	
	130	957,046	856,626	756,206	655,786	555,367	454,947	354,527	
	140	921,782	821,362	720,943	620,523	520,103	419,683	319,264	
	150	886,519	786,099	685,679	585,259	484,840	384,420	284,000	
	160	851,255	750,835	650,416	549,996	449,576	349,156	248,737	
	170	815,992	715,572	615,152	514,732	414,313	313,893	213,473	
	180	780,728	680,308	579,889	479,469	379,049	278,629	178,210	
	190	745,465	645,045	544,625	444,205	343,786	243,366	142,946	
	200	710,201	609,781	509,362	408,942	308,522	208,102	107,683	
	210	674,938	574,563	473,944	373,524	273,104	172,684	72,265	
	220	639,674	539,301	438,495	338,075	237,655	137,235	36,816	
	230	603,410	503,037	403,046	302,626	202,206	101,786	1,367	
	240	567,146	466,773	367,597	267,177	166,757	66,337	(34,082)	
	250	530,882	430,509	332,148	231,728	131,308	30,888	(69,531)	

TABLE 4

Balance (RLV - BLV)	772,318	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
	0	1,024,567	950,437	876,307	802,177	728,047	653,917	579,787
	10	989,304	915,174	841,044	766,914	692,784	618,654	544,524
	20	954,040	879,910	805,780	731,650	657,520	583,390	509,260
	30	918,777	844,647	770,517	696,387	622,257	548,127	473,997
	40	883,513	809,383	735,253	661,123	586,993	512,863	438,733
CIL £psm	50	848,250	774,120	699,990	625,860	551,730	477,600	403,470
40.00	60	812,986	738,856	664,726	590,596	516,466	442,336	368,206
	70	777,723	703,593	629,463	555,333	481,203	407,073	332,943
	80	742,459	668,329	594,199	520,069	445,939	371,809	297,679
	90	707,196	633,066	558,936	484,806	410,676	336,546	262,416
	100	671,932	597,802	523,672	449,542	375,412	301,282	227,152
	110	636,669	562,539	488,409	414,279	340,149	266,019	191,889
	120	601,405	527,275	453,145	379,015	304,885	230,755	156,625
	130	566,142	492,012	417,882	343,752	269,622	195,492	121,362
	140	530,878	456,748	382,618	308,488	234,358	160,228	86,098
	150	495,615	421,485	347,355	273,225	199,095	124,965	50,835
	160	460,351	386,221	312,091	237,961	163,831	89,701	15,571
	170	425,088	350,958	276,828	202,698	128,568	54,438	(19,692)
	180	389,824	315,694	241,564	167,434	93,304	19,174	(54,956)
	190	354,561	280,431	206,301	132,171	58,041	(16,089)	(90,219)
	200	319,297	245,167	171,037	96,907	22,777	(51,353)	(125,483)
	210	283,879	209,749	135,619	61,489	(12,641)	(86,771)	(160,901)
	220	248,430	174,300	100,170	26,040	(48,090)	(122,220)	(196,350)
	230	212,981	138,851	64,721	(9,409)	(83,539)	(157,669)	(231,799)
	240	177,532	103,402	29,272	(44,858)	(118,988)	(193,118)	(267,248)
	250	142,083	67,953	(6,177)	(80,307)	(154,437)	(228,567)	(302,697)

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

TABLE 5

Balance (RLV - BLV)	772,318	Density (dph)						
		25	30	35	40	45	50	55
0		(87,383)	135,007	293,857	412,995	505,657	579,787	640,439
10		(122,646)	99,744	258,594	377,731	470,394	544,524	605,175
20		(157,910)	64,480	223,330	342,468	435,130	509,260	569,912
30		(193,173)	29,217	188,067	307,204	399,867	473,997	534,648
40		(228,437)	(6,047)	152,803	271,941	364,603	438,733	499,385
CIL £psm		(263,700)	(41,310)	117,540	236,677	329,340	403,470	464,121
40.00		(298,964)	(76,574)	82,276	201,414	294,076	368,206	428,858
60		(334,227)	(111,837)	47,013	166,150	258,813	332,943	393,595
70		(369,491)	(147,101)	11,749	130,887	223,549	297,679	358,331
80		(404,754)	(182,364)	(23,514)	95,623	188,286	262,416	323,068
90		(440,018)	(217,628)	(58,778)	60,360	153,022	227,152	287,804
100		(475,281)	(252,891)	(94,041)	25,096	117,759	191,889	252,541
110		(510,545)	(288,155)	(129,305)	(10,167)	82,495	156,625	217,277
120		(545,808)	(323,418)	(164,568)	(45,431)	47,232	121,362	182,014
130		(581,072)	(358,682)	(199,832)	(80,694)	11,968	86,098	146,750
140		(616,335)	(393,945)	(235,095)	(115,958)	(23,295)	50,835	111,487
150		(651,599)	(429,209)	(270,359)	(151,221)	(58,559)	15,571	76,223
160		(686,862)	(464,472)	(305,622)	(186,485)	(93,822)	(19,692)	40,960
170		(722,126)	(499,736)	(340,886)	(221,748)	(129,086)	(54,956)	5,696
180		(757,389)	(534,999)	(376,149)	(257,012)	(164,349)	(90,219)	(29,567)
190		(792,653)	(570,263)	(411,413)	(292,275)	(199,613)	(125,483)	(64,831)
200		(828,071)	(605,681)	(446,831)	(327,693)	(235,031)	(160,901)	(100,249)
210		(863,520)	(641,130)	(482,280)	(363,142)	(270,480)	(196,350)	(135,698)
220		(898,969)	(676,579)	(517,729)	(398,591)	(305,929)	(231,799)	(171,147)
230		(934,418)	(712,028)	(553,178)	(434,040)	(341,378)	(267,248)	(206,596)
240		(969,867)	(747,477)	(588,627)	(469,489)	(376,827)	(302,697)	(242,045)
250								

TABLE 6

Balance (RLV - BLV)	772,318	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
0		1,924,233	1,421,153	913,372	399,003	(121,223)	(695,571)	(1,307,545)
10		1,889,338	1,386,074	878,109	363,739	(156,672)	(736,531)	(1,348,506)
20		1,854,389	1,350,995	842,845	328,476	(192,121)	(777,491)	(1,389,673)
30		1,819,310	1,315,916	807,582	293,212	(227,570)	(818,452)	(1,430,849)
40		1,784,232	1,280,837	772,318	257,949	(263,019)	(859,412)	(1,472,025)
CIL £psm		1,749,153	1,245,758	737,055	222,685	(298,468)	(900,373)	(1,513,201)
40.00		1,714,074	1,210,679	701,791	187,344	(335,536)	(941,333)	(1,554,377)
60		1,678,995	1,175,600	666,528	151,895	(376,282)	(982,293)	(1,595,552)
70		1,643,916	1,140,522	631,264	116,446	(417,028)	(1,023,254)	(1,636,728)
80		1,608,837	1,105,443	596,001	80,997	(457,774)	(1,064,214)	(1,677,904)
90		1,573,758	1,070,364	560,737	45,548	(498,520)	(1,105,175)	(1,719,080)
100		1,538,679	1,035,285	525,474	10,099	(539,266)	(1,146,135)	(1,760,256)
110		1,503,600	1,000,206	490,210	(25,350)	(580,012)	(1,187,095)	(1,801,432)
120		1,468,521	965,127	454,947	(60,799)	(620,917)	(1,228,056)	(1,842,608)
130		1,433,442	929,890	419,683	(96,248)	(661,877)	(1,269,016)	(1,883,784)
140		1,398,364	894,626	384,420	(131,697)	(702,838)	(1,309,977)	(1,924,960)
150		1,363,285	859,363	349,156	(167,146)	(743,798)	(1,350,941)	(1,966,136)
160		1,328,206	824,099	313,893	(202,595)	(784,758)	(1,392,117)	(2,007,312)
170		1,293,127	788,836	278,629	(238,044)	(825,719)	(1,433,293)	(2,048,488)
180		1,258,048	753,572	243,366	(273,493)	(866,679)	(1,474,469)	(2,089,664)
190		1,222,969	718,309	208,102	(308,942)	(907,640)	(1,515,645)	(2,130,950)
200		1,187,890	683,045	172,838	(343,755)	(948,600)	(1,556,821)	(2,172,343)
210		1,152,811	647,782	137,574	(378,608)	(989,560)	(1,597,997)	(2,213,735)
220		1,117,732	612,518	102,310	(413,461)	(1,030,521)	(1,639,173)	(2,255,128)
230		1,082,653	577,255	67,046	(448,314)	(1,071,481)	(1,680,348)	(2,296,520)
240		1,047,574	541,991	31,782	(483,167)	(1,112,442)	(1,721,524)	(2,337,913)
250								



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

TABLE 7

Balance (RLV - BLV)	772,318	Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
	0	131,559	522,491	913,372	1,302,780	1,691,943	2,081,106	2,469,082
	10	96,110	487,227	878,109	1,267,701	1,656,864	2,046,027	2,434,187
	20	60,661	451,964	842,845	1,232,622	1,621,785	2,010,948	2,399,291
	30	25,212	416,700	807,582	1,197,543	1,586,706	1,975,869	2,364,396
	40	(10,237)	381,437	772,318	1,162,464	1,551,627	1,940,790	2,329,501
CIL £psm	50	(45,686)	346,173	737,055	1,127,385	1,516,548	1,905,711	2,294,605
40.00	60	(81,135)	310,910	701,791	1,092,307	1,481,469	1,870,632	2,259,710
	70	(116,585)	275,646	666,528	1,057,228	1,446,391	1,835,554	2,224,716
	80	(152,034)	240,383	631,264	1,022,145	1,411,312	1,800,475	2,189,638
	90	(187,483)	205,120	596,001	986,882	1,376,233	1,765,396	2,154,559
	100	(222,932)	169,846	560,737	951,618	1,341,154	1,730,317	2,119,480
	110	(258,381)	134,397	525,474	916,355	1,306,075	1,695,238	2,084,401
	120	(293,830)	98,948	490,210	881,092	1,270,996	1,660,159	2,049,322
	130	(330,204)	63,499	454,947	845,828	1,235,917	1,625,080	2,014,243
	140	(370,950)	28,050	419,683	810,565	1,200,838	1,590,001	1,979,164
	150	(411,696)	(7,399)	384,420	775,301	1,165,759	1,554,922	1,944,085
	160	(452,442)	(42,848)	349,156	740,038	1,130,680	1,519,843	1,909,006
	170	(493,188)	(78,297)	313,893	704,774	1,095,602	1,484,764	1,873,927
	180	(533,934)	(113,746)	278,629	669,511	1,060,392	1,449,686	1,838,848
	190	(574,680)	(149,195)	243,366	634,247	1,025,128	1,414,607	1,803,770
	200	(615,578)	(184,644)	208,102	598,984	989,865	1,379,528	1,768,691
	210	(656,538)	(220,093)	172,838	563,720	954,601	1,344,449	1,733,612
	220	(697,498)	(255,542)	137,574	528,457	919,338	1,309,370	1,698,533
	230	(738,459)	(290,991)	102,310	493,193	884,074	1,274,291	1,663,454
	240	(779,419)	(326,942)	67,046	457,930	848,811	1,239,212	1,628,375
	250	(820,380)	(367,688)	31,782	422,666	813,548	1,204,133	1,593,296

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%	70.0% % Rented			
		Social Rent:	70.0%	0.0% % of total (>10% for HWP (Feb 2017))			
		Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%				
Open Market Sale (OMS) housing		100%	100%	100.0%			
CIL Rate (£ psm)		40.00 £ psm					
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)	
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))		
			#DIV/0!	#DIV/0!			
1 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	0		
2 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	0		
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	0		
4 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	0		
5 bed House	0	#DIV/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:			EMV (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)
AH Commuted Sum	S106 analysis:	200,000 £ per ha	0.62% % of GDV	2,000 £ per unit (total ur)
	Comm. Sum analysis:		11.07% % of GDV	339 £ psm (120,000)
				(2,129,950)

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	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 @		3,375 £ per unit	(202,500)
Contingency		9,533,590 @		3.0% (GF/BF)	(286,008)
Professional Fees		9,533,590 @		6.5%	(619,683)
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 13,892 £ per unit	(577,125)
Interest (on Development Costs) -					
			6.50% APR	0.526% pcm	(262,870)
Developers Profit -					
Margin on AH		0		6.00% on AH values	-
Profit on OMS		19,237,500		20.00%	(3,847,500)
Profit analysis:		14,130,916		27.23% on costs	(3,847,500)
		19,237,500		20.00% blended GDV	(3,847,500)
TOTAL COSTS					(17,978,416)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					1,259,084
SDLT		1,259,084 @		(slabbed)	(52,454)
Acquisition Agent fees		1,259,084 @		1.0%	(12,591)
Acquisition Legal fees		1,259,084 @		0.5%	(6,295)
Interest on Land		1,259,084 @		6.50%	(81,840)
Residual Land Value					1,105,903
RLV analysis:	18,432 £ per plot	1,843,172 £ per ha		745,921 £ 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)		1,287,197 £ per ha		520,921 £ per acre	772,318

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)		772,318	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		484,947	222,838	(39,271)	(301,380)	(599,702)	(902,440)	(1,205,178)
	10		431,773	172,618	(86,536)	(349,069)	(647,489)	(946,814)	(1,246,139)
	20		378,600	122,399	(133,802)	(400,002)	(695,276)	(991,188)	(1,287,099)
	30		325,426	72,180	(181,067)	(450,934)	(743,064)	(1,035,561)	(1,328,059)
	40		272,253	21,960	(228,333)	(501,867)	(790,851)	(1,079,935)	(1,369,119)
	50		219,079	(28,259)	(275,598)	(552,967)	(838,638)	(1,124,309)	(1,410,295)
	60		165,906	(78,479)	(322,863)	(604,167)	(886,425)	(1,168,683)	(1,451,471)
	70		112,732	(128,698)	(377,158)	(655,368)	(934,212)	(1,213,057)	(1,492,647)
	80		59,559	(178,918)	(431,486)	(706,568)	(981,999)	(1,257,430)	(1,533,823)
	90		6,385	(229,137)	(485,814)	(757,769)	(1,029,786)	(1,301,804)	(1,574,999)
	100		(46,788)	(279,357)	(540,365)	(808,969)	(1,077,573)	(1,346,178)	(1,616,175)
	110		(99,962)	(330,546)	(594,979)	(860,170)	(1,125,361)	(1,390,553)	(1,657,351)
	120		(153,136)	(388,270)	(649,592)	(911,370)	(1,173,148)	(1,435,160)	(1,698,526)
	130		(206,309)	(445,993)	(704,206)	(962,571)	(1,220,935)	(1,479,767)	(1,739,702)
	140		(259,483)	(503,869)	(758,820)	(1,013,771)	(1,268,722)	(1,524,375)	(1,780,878)
	150		(312,656)	(561,896)	(813,434)	(1,064,972)	(1,316,509)	(1,568,982)	(1,822,054)
	160		(372,217)	(619,924)	(868,048)	(1,116,172)	(1,364,296)	(1,613,589)	(1,863,230)
	170		(433,336)	(677,951)	(922,662)	(1,167,373)	(1,412,083)	(1,658,196)	(1,904,406)
	180		(494,681)	(735,978)	(977,276)	(1,218,573)	(1,460,025)	(1,702,804)	(1,945,582)
	190		(556,121)	(794,005)	(1,031,889)	(1,269,774)	(1,508,064)	(1,747,411)	(1,986,758)
	200		(617,562)	(852,033)	(1,086,503)	(1,320,974)	(1,556,103)	(1,792,018)	(2,027,934)
	210		(679,003)	(910,060)	(1,141,117)	(1,372,175)	(1,604,141)	(1,836,625)	(2,069,110)
	220		(740,443)	(968,087)	(1,195,731)	(1,423,375)	(1,652,180)	(1,881,233)	(2,110,288)
	230		(801,884)	(1,026,114)	(1,250,345)	(1,474,597)	(1,700,218)	(1,925,840)	(2,151,681)
	240		(863,324)	(1,084,142)	(1,304,959)	(1,526,067)	(1,748,257)	(1,970,447)	(2,193,073)
	250		(924,765)	(1,142,169)	(1,359,573)	(1,577,536)	(1,796,295)	(2,015,054)	(2,234,466)

TABLE 2

		Site Specific S106							
Balance (RLV - BLV)		772,318	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		1,018,326	1,007,408	996,490	985,572	974,654	963,736	952,818
	10		959,553	948,635	937,717	926,799	915,881	904,963	894,045
	20		900,781	889,863	878,945	868,027	857,109	846,191	835,273
	30		842,009	831,090	820,172	809,254	798,336	787,418	776,500
	40		783,236	772,318	761,400	750,482	739,564	728,646	717,728
	50		724,464	713,546	702,627	691,709	680,791	669,874	658,956
	60		665,692	654,774	643,856	632,938	622,020	611,102	600,184
	70		606,920	595,999	584,617	573,642	562,666	551,691	540,716
	80		548,148	536,511	525,536	514,560	503,585	492,609	481,634
	90		489,376	477,430	466,454	455,479	444,503	433,528	422,552
	100		430,604	418,348	407,372	396,397	385,421	374,446	363,470
	110		371,832	359,266	348,291	337,315	326,340	315,364	304,389
	120		313,060	300,184	289,209	278,233	267,258	256,282	245,307
	130		254,288	241,103	230,127	219,152	208,176	197,201	186,225
	140		195,516	182,021	171,045	160,070	149,095	138,119	127,144
	150		136,744	122,939	111,964	100,988	90,013	79,037	68,062
	160		77,972	63,858	52,882	41,907	30,931	19,956	8,980
	170		19,200	4,776	(6,200)	(17,175)	(28,151)	(39,126)	(50,102)
	180		(40,568)	(54,306)	(68,044)	(81,781)	(95,519)	(109,257)	(123,000)
	190		(81,836)	(113,388)	(124,363)	(135,339)	(146,314)	(157,290)	(168,265)
	200		(123,104)	(172,469)	(183,445)	(194,420)	(205,396)	(216,371)	(227,347)
	210		(164,372)	(231,551)	(242,527)	(253,502)	(264,477)	(275,453)	(286,428)
	220		(205,640)	(290,633)	(301,608)	(312,584)	(323,560)	(334,535)	(345,511)
	230		(246,908)	(353,694)	(366,309)	(378,925)	(391,540)	(404,156)	(416,832)
	240		(288,176)	(421,690)	(434,372)	(447,054)	(459,735)	(472,417)	(485,099)
	250		(329,444)	(489,957)	(502,639)	(515,321)	(528,003)	(540,685)	(553,367)

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

TABLE 3

Balance (RLV - BLV)	772,318	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
	0	1,844,239	1,676,873	1,509,507	1,342,140	1,174,774	1,007,408	840,042	
	10	1,785,467	1,618,100	1,450,734	1,283,368	1,116,002	948,635	781,269	
	20	1,726,694	1,559,328	1,391,962	1,224,595	1,057,229	889,863	722,497	
	30	1,667,922	1,500,555	1,333,189	1,165,823	998,457	831,090	663,724	
	40	1,609,149	1,441,783	1,274,417	1,107,051	939,684	772,318	604,952	
CIL £psm	50	1,550,377	1,383,011	1,215,644	1,048,278	880,912	713,546	546,179	
40.00	60	1,491,506	1,324,140	1,156,773	989,407	822,041	654,675	487,308	
	70	1,432,424	1,265,058	1,097,692	930,325	762,959	595,593	428,227	
	80	1,373,342	1,205,976	1,038,610	871,244	703,877	536,511	369,145	
	90	1,314,261	1,146,895	979,528	812,162	644,796	477,430	310,063	
	100	1,255,179	1,087,813	920,447	753,080	585,714	418,348	250,982	
	110	1,196,097	1,028,731	861,365	693,999	526,632	359,266	191,900	
	120	1,137,016	969,649	802,283	634,917	467,551	300,184	132,818	
	130	1,077,934	910,568	743,201	575,835	408,469	241,103	73,736	
	140	1,018,852	851,486	684,120	516,753	349,387	182,021	14,655	
	150	959,770	792,404	625,038	457,672	290,305	122,939	(44,427)	
	160	900,689	733,323	565,956	398,590	231,224	63,858	(103,509)	
	170	841,607	674,241	506,875	339,508	172,142	4,776	(162,590)	
	180	782,525	615,159	447,793	280,427	113,060	(54,306)	(221,672)	
	190	723,444	556,077	388,711	221,345	53,979	(113,388)	(280,754)	
	200	664,362	496,996	329,629	162,263	(5,103)	(172,469)	(342,339)	
	210	605,280	437,914	270,548	103,181	(64,185)	(231,551)	(410,249)	
	220	546,199	378,832	211,466	44,100	(123,266)	(290,633)	(478,159)	
	230	487,117	319,751	152,384	(14,982)	(182,348)	(353,694)	(546,069)	
	240	427,960	260,594	93,228	(74,139)	(241,505)	(421,690)	(614,065)	
	250	368,567	201,201	33,835	(133,531)	(300,898)	(489,957)	(682,332)	

TABLE 4

Balance (RLV - BLV)	772,318	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
	0	1,118,603	1,044,473	970,343	896,213	822,083	747,953	673,823
	10	1,059,830	985,700	911,570	837,440	763,310	689,180	615,050
	20	1,001,058	926,928	852,798	778,668	704,538	630,408	556,278
	30	942,285	868,155	794,025	719,895	645,765	571,635	497,505
	40	883,513	809,383	735,253	661,123	586,993	512,863	438,733
CIL £psm	50	824,741	750,611	676,481	602,351	528,221	454,091	379,961
40.00	60	765,870	691,740	617,610	543,480	469,350	395,220	321,090
	70	706,788	632,658	558,528	484,398	410,268	336,138	262,008
	80	647,706	573,576	499,446	425,316	351,186	277,056	202,926
	90	588,625	514,495	440,365	366,235	292,105	217,975	143,845
	100	529,543	455,413	381,283	307,153	233,023	158,893	84,763
	110	470,461	396,331	322,201	248,071	173,941	99,811	25,681
	120	411,379	337,249	263,119	188,989	114,859	40,729	(33,401)
	130	352,298	278,168	204,038	129,908	55,778	(18,352)	(92,482)
	140	293,216	219,086	144,956	70,826	(3,304)	(77,434)	(151,564)
	150	234,134	160,004	85,874	11,744	(62,386)	(136,516)	(210,646)
	160	175,053	100,923	26,793	(47,337)	(121,467)	(195,597)	(269,727)
	170	115,971	41,841	(32,289)	(106,419)	(180,549)	(254,679)	(328,809)
	180	56,889	(17,241)	(91,371)	(165,501)	(239,631)	(313,761)	(387,891)
	190	(2,193)	(76,323)	(150,453)	(224,583)	(298,713)	(372,843)	(446,973)
	200	(61,274)	(135,404)	(209,534)	(283,664)	(357,794)	(431,924)	(506,054)
	210	(120,356)	(194,486)	(268,616)	(342,746)	(416,876)	(491,006)	(565,136)
	220	(179,438)	(253,568)	(327,698)	(401,828)	(475,958)	(550,088)	(624,218)
	230	(242,499)	(316,629)	(390,759)	(464,889)	(539,019)	(613,149)	(687,279)
	240	(310,495)	(384,625)	(458,755)	(532,885)	(607,015)	(681,145)	(755,275)
	250	(378,762)	(452,892)	(527,022)	(601,152)	(675,282)	(749,412)	(823,542)

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

TABLE 5

Balance (RLV - BLV)	772,318	Density (dph)						
		25	30	35	40	45	50	55
0		6,653	229,043	387,893	507,030	599,693	673,823	734,475
10		(52,120)	170,270	329,120	448,258	540,920	615,050	675,702
20		(110,892)	111,498	270,348	389,485	482,148	556,278	616,930
30		(169,665)	52,725	211,575	330,713	423,375	497,505	558,157
40		(228,437)	(6,047)	152,803	271,941	364,603	438,733	499,385
CIL £psm		(287,209)	(64,819)	94,031	213,168	305,831	379,961	440,612
40.00		(346,080)	(123,690)	35,160	154,297	246,960	321,090	381,741
		(405,162)	(182,772)	(23,922)	95,215	187,878	262,008	322,660
		(464,244)	(241,854)	(83,004)	36,134	128,796	202,926	263,578
		(523,325)	(300,935)	(142,085)	(22,948)	69,715	143,845	204,496
		(582,407)	(360,017)	(201,167)	(82,030)	10,633	84,763	145,415
		(641,489)	(419,099)	(260,249)	(141,111)	(48,449)	25,681	86,333
		(700,571)	(478,181)	(319,331)	(200,193)	(107,531)	(33,401)	27,251
		(759,652)	(537,262)	(378,412)	(259,275)	(166,612)	(92,482)	(31,831)
		(818,734)	(596,344)	(437,494)	(318,357)	(225,694)	(151,564)	(90,912)
		(877,816)	(655,426)	(496,576)	(377,438)	(284,776)	(210,646)	(149,994)
		(936,897)	(714,507)	(555,657)	(436,520)	(343,857)	(269,727)	(209,076)
		(995,979)	(773,589)	(614,739)	(495,602)	(402,939)	(328,809)	(268,157)
		(1,055,061)	(832,671)	(673,821)	(554,683)	(462,021)	(387,891)	(327,239)
		(1,114,143)	(891,753)	(732,903)	(613,765)	(521,103)	(446,973)	(386,321)
		(1,173,224)	(950,834)	(791,984)	(672,847)	(580,184)	(506,054)	(445,403)
		(1,232,306)	(1,009,916)	(851,066)	(731,929)	(639,266)	(565,136)	(504,484)
		(1,291,388)	(1,068,998)	(910,148)	(791,010)	(698,348)	(624,218)	(563,566)
		(1,354,449)	(1,132,059)	(973,209)	(854,071)	(761,409)	(687,279)	(626,627)
		(1,422,445)	(1,200,055)	(1,041,205)	(922,067)	(829,405)	(755,275)	(694,623)
		(1,490,712)	(1,268,322)	(1,109,472)	(990,335)	(897,672)	(823,542)	(762,890)

TABLE 6

Balance (RLV - BLV)	772,318	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	120%	
0		2,025,682	1,519,374	1,007,408	490,320	(32,711)	(596,317)	(1,210,336)
10		1,967,217	1,460,602	948,635	431,238	(91,792)	(664,584)	(1,278,603)
20		1,908,752	1,401,829	889,863	372,156	(150,874)	(732,851)	(1,346,870)
30		1,850,288	1,343,057	831,090	313,075	(209,956)	(801,119)	(1,415,138)
40		1,791,823	1,284,284	772,318	253,993	(269,038)	(869,386)	(1,483,405)
CIL £psm		1,733,315	1,225,512	713,546	194,911	(328,872)	(937,653)	(1,551,672)
40.00		1,674,543	1,166,739	654,675	135,829	(396,782)	(1,005,921)	(1,619,940)
		1,615,770	1,107,967	595,593	76,748	(465,005)	(1,074,188)	(1,688,296)
		1,556,998	1,049,194	536,511	17,666	(533,272)	(1,142,455)	(1,756,923)
		1,498,225	990,422	477,430	(41,416)	(601,539)	(1,210,723)	(1,825,549)
		1,439,453	931,650	418,348	(100,497)	(669,807)	(1,278,990)	(1,894,176)
		1,380,680	872,877	359,266	(159,579)	(738,074)	(1,347,257)	(1,962,802)
		1,321,908	814,105	300,184	(218,661)	(806,341)	(1,415,525)	(2,031,429)
		1,263,135	755,332	241,103	(277,743)	(874,609)	(1,483,792)	(2,100,055)
		1,204,363	696,560	182,021	(338,877)	(942,876)	(1,552,059)	(2,168,682)
		1,145,590	637,599	122,939	(406,796)	(1,011,143)	(1,620,327)	(2,237,308)
		1,086,818	578,518	63,858	(475,063)	(1,079,411)	(1,688,685)	(2,305,935)
		1,028,045	519,436	4,776	(543,330)	(1,147,678)	(1,757,312)	(2,374,561)
		969,273	460,354	(54,306)	(611,598)	(1,215,945)	(1,825,938)	(2,443,188)
		910,500	401,273	(113,388)	(679,865)	(1,284,213)	(1,894,565)	(2,511,815)
		851,728	342,191	(172,469)	(748,132)	(1,352,480)	(1,963,191)	(2,580,441)
		792,956	283,109	(231,551)	(816,400)	(1,420,747)	(2,031,818)	(2,649,068)
		734,183	224,027	(290,633)	(884,667)	(1,489,015)	(2,100,444)	(2,717,694)
		675,411	164,946	(353,694)	(952,934)	(1,557,282)	(2,169,071)	(2,786,321)
		616,339	105,864	(421,690)	(1,021,202)	(1,625,549)	(2,237,697)	(2,854,947)
		557,257	46,782	(489,957)	(1,089,469)	(1,693,935)	(2,306,324)	(2,923,574)



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.)

	772,318	90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	0	(300,094)	354,535	1,007,408	1,658,877	2,308,460	2,957,065	3,604,808
	10	(364,568)	295,454	948,635	1,600,104	2,249,995	2,898,600	3,546,649
	20	(432,656)	236,372	889,863	1,541,332	2,191,530	2,840,135	3,488,490
	30	(500,923)	177,290	831,090	1,482,559	2,133,065	2,781,670	3,430,275
	40	(569,190)	118,209	772,318	1,423,787	2,074,601	2,723,205	3,371,810
CIL £psm	50	(637,458)	59,127	713,546	1,365,014	2,016,136	2,664,741	3,313,345
40.00	60	(705,725)	45	654,675	1,306,242	1,957,671	2,606,276	3,254,881
	70	(773,992)	(59,036)	595,593	1,247,469	1,898,938	2,547,811	3,196,416
	80	(842,260)	(118,118)	536,511	1,188,697	1,840,166	2,489,346	3,137,951
	90	(910,527)	(177,200)	477,430	1,129,924	1,781,393	2,430,881	3,079,486
	100	(978,794)	(236,282)	418,348	1,071,152	1,722,621	2,372,416	3,021,021
	110	(1,047,062)	(295,363)	359,266	1,012,379	1,663,848	2,313,952	2,962,556
	120	(1,115,329)	(359,131)	300,184	953,607	1,605,076	2,255,487	2,904,092
	130	(1,183,596)	(427,173)	241,103	894,834	1,546,303	2,197,022	2,845,627
	140	(1,251,864)	(495,440)	182,021	836,062	1,487,531	2,138,557	2,787,162
	150	(1,320,131)	(563,707)	122,939	777,290	1,428,758	2,080,092	2,728,697
	160	(1,388,398)	(631,975)	63,858	718,487	1,369,986	2,021,455	2,670,232
	170	(1,456,666)	(700,242)	4,776	659,405	1,311,213	1,962,682	2,611,767
	180	(1,524,933)	(768,509)	(54,306)	600,324	1,252,441	1,903,910	2,553,302
	190	(1,593,491)	(836,777)	(113,388)	541,242	1,193,668	1,845,137	2,494,838
	200	(1,662,118)	(905,044)	(172,469)	482,160	1,134,896	1,786,365	2,436,373
	210	(1,730,744)	(973,311)	(231,551)	423,078	1,076,123	1,727,592	2,377,908
	220	(1,799,371)	(1,041,579)	(290,633)	363,997	1,017,351	1,668,820	2,319,443
	230	(1,867,998)	(1,109,846)	(353,694)	304,915	958,579	1,610,047	2,260,978
	240	(1,936,624)	(1,178,113)	(421,690)	245,833	899,806	1,551,275	2,202,513
	250	(2,005,251)	(1,246,381)	(489,957)	186,752	841,034	1,492,502	2,143,971

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: **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%		70.0% % Rented		
		Social Rent:	70.0%		12.0% % of total (>10% for HWP (Feb 2017))		
		Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%				
Open Market Sale (OMS) housing		60%		100.0%			
		100%		100.0%			
CIL Rate (£ psm)		40.00 £ psm					
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)		(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))		
			#DIV/0!	#DIV/0!			
1 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	0		
2 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	0		
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	0		
4 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	0		
5 bed House	0	#DIV/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:				EMV (no AH) less £GDV (inc. AH)	4,059,113
			647 £ psm (total GIA sqm)	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:	3,766 sqm (Market only)	40.00 £ psm		
		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)
AH Commuted Sum	S106 analysis:	200,000 £ per ha	0.79% % of GDV	2,000 £ per unit (total ur)	(120,000)
Comm. Sum analysis:			6,277 sqm (total)	0 £ psm	-
			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% 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 @		3,375 £ per unit	(202,500)
Contingency		9,572,200 @		5.0% (GF/BF)	(478,610)
Professional Fees		9,572,200 @		6.5%	(622,193)
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	(136,515)
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:		11,678,503		21.64% on costs	(2,526,653)
		15,178,388		16.65% blended GDV	(2,526,653)
TOTAL COSTS					(14,205,156)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					973,231
SDLT		973,231 @		(slabbed)	(38,162)
Acquisition Agent fees		973,231 @		1.0%	(9,732)
Acquisition Legal fees		973,231 @		0.5%	(4,866)
Interest on Land		973,231 @		6.50%	(63,260)
Residual Land Value					857,211
RLV analysis:	14,287 £ per plot	1,428,685 £ per ha		578,181 £ 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)		440,285 £ per ha		178,181 £ per acre	264,171

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)		264,171	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		1,967,434	1,707,323	1,447,213	1,187,103	926,992	666,190	405,225
	10		1,914,815	1,657,628	1,400,441	1,143,254	886,014	627,988	369,962
	20		1,862,197	1,607,933	1,353,669	1,099,405	844,874	589,786	334,698
	30		1,809,578	1,558,238	1,306,897	1,055,557	803,733	551,584	299,435
	40		1,756,960	1,508,543	1,260,125	1,011,708	762,592	513,382	264,171
	50		1,704,342	1,458,848	1,213,354	967,723	721,452	475,180	228,908
	60		1,651,723	1,409,153	1,166,582	923,644	680,311	436,978	193,644
	70		1,599,105	1,359,457	1,119,810	879,565	639,170	398,775	158,381
	80		1,546,487	1,309,762	1,072,941	835,485	598,029	360,573	123,117
	90		1,493,868	1,260,067	1,025,923	791,406	556,889	322,371	87,854
	100		1,441,250	1,210,372	978,906	747,327	515,748	284,169	52,590
	110		1,388,632	1,160,528	931,888	703,247	474,607	245,967	17,327
	120		1,336,013	1,110,571	884,870	659,168	433,466	207,765	(17,937)
	130		1,283,377	1,060,615	837,852	615,089	392,326	169,563	(53,200)
	140		1,230,482	1,010,658	790,834	571,009	351,185	131,361	(88,628)
	150		1,177,587	960,701	743,816	526,930	310,044	93,159	(124,077)
	160		1,124,692	910,745	696,798	482,851	268,904	54,956	(159,526)
	170		1,071,797	860,788	649,780	438,771	227,763	16,754	(194,975)
	180		1,018,901	810,832	602,762	394,692	186,622	(21,569)	(230,424)
	190		966,006	760,875	555,744	350,613	145,481	(59,972)	(265,873)
	200		913,111	710,918	508,726	306,533	104,341	(98,376)	(301,322)
	210		860,216	660,962	461,708	262,454	63,200	(136,779)	(336,771)
	220		807,320	611,005	414,690	218,374	21,856	(175,182)	(372,220)
	230		754,425	561,049	367,672	174,295	(19,501)	(213,585)	(407,669)
	240		701,530	511,092	320,654	130,216	(60,858)	(251,988)	(443,118)
	250		648,635	461,135	273,636	85,961	(102,215)	(290,391)	(478,567)

TABLE 2

		Site Specific S106							
Balance (RLV - BLV)		264,171	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		416,143	405,225	394,307	383,389	372,471	361,553	350,635
	10		380,880	369,962	359,044	348,126	337,208	326,289	315,371
	20		345,616	334,698	323,780	312,862	301,944	291,026	280,108
	30		310,353	299,435	288,517	277,599	266,681	255,763	244,844
	40		275,089	264,171	253,253	242,335	231,417	220,499	209,581
	50		239,826	228,908	217,990	207,072	196,154	185,236	174,318
	60		204,562	193,644	182,726	171,808	160,890	149,972	139,054
	70		169,299	158,381	147,463	136,545	125,627	114,709	103,791
	80		134,035	123,117	112,199	101,281	90,363	79,445	68,527
	90		98,772	87,854	76,936	66,018	55,100	44,182	33,264
	100		63,508	52,590	41,672	30,754	19,836	8,918	(2,000)
	110		28,245	17,327	6,409	(4,509)	(15,427)	(26,345)	(37,263)
	120		(7,019)	(17,937)	(28,855)	(39,773)	(50,691)	(61,609)	(72,527)
	130		(42,282)	(53,200)	(64,118)	(75,036)	(85,954)	(96,872)	(107,790)
	140		(77,652)	(88,628)	(99,604)	(110,580)	(121,556)	(132,532)	(143,508)
	150		(113,101)	(124,077)	(135,053)	(146,029)	(157,005)	(167,981)	(178,957)
	160		(148,551)	(159,526)	(170,502)	(181,478)	(192,454)	(203,430)	(214,406)
	170		(184,000)	(194,975)	(205,951)	(216,927)	(227,903)	(238,879)	(249,855)
	180		(219,449)	(230,424)	(241,400)	(252,376)	(263,352)	(274,328)	(285,304)
	190		(254,898)	(265,873)	(276,849)	(287,825)	(298,801)	(309,777)	(320,753)
	200		(290,347)	(301,322)	(312,298)	(323,274)	(334,250)	(345,226)	(356,202)
	210		(325,796)	(336,771)	(347,747)	(358,723)	(369,699)	(380,675)	(391,651)
	220		(361,245)	(372,220)	(383,196)	(394,172)	(405,148)	(416,124)	(427,100)
	230		(396,694)	(407,669)	(418,645)	(429,621)	(440,597)	(451,573)	(462,549)
	240		(432,143)	(443,118)	(454,094)	(465,070)	(476,046)	(487,022)	(497,998)
	250		(467,592)	(478,567)	(489,543)	(500,519)	(511,495)	(522,471)	(533,447)

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

TABLE 3

Balance (RLV - BLV)	264,171	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
	0	907,324	806,904	706,484	606,065	505,645	405,225	304,805	
	10	872,060	771,641	671,221	570,801	470,381	369,962	269,542	
	20	836,797	736,377	635,957	535,538	435,118	334,698	234,278	
	30	801,533	701,114	600,694	500,274	399,854	299,435	199,015	
	40	766,270	665,850	565,430	465,011	364,591	264,171	163,751	
CIL £psm	50	731,006	630,587	530,167	429,747	329,327	228,908	128,488	
40.00	60	695,743	595,323	494,903	394,484	294,064	193,644	93,224	
	70	660,479	560,060	459,640	359,220	258,800	158,381	57,961	
	80	625,216	524,796	424,376	323,957	223,537	123,117	22,697	
	90	589,953	489,533	389,113	288,693	188,274	87,854	(12,566)	
	100	554,689	454,269	353,850	253,430	153,010	52,590	(47,829)	
	110	519,426	419,006	318,586	218,166	117,747	17,327	(83,093)	
	120	484,162	383,742	283,323	182,903	82,483	(17,937)	(118,356)	
	130	448,899	348,479	248,059	147,639	47,220	(53,200)	(153,620)	
	140	413,471	313,051	212,631	112,212	11,792	(88,628)	(189,048)	
	150	378,022	277,602	177,182	76,763	(23,657)	(124,077)	(224,497)	
	160	342,573	242,153	141,733	41,314	(59,106)	(159,526)	(259,946)	
	170	307,124	206,704	106,284	5,864	(94,555)	(194,975)	(295,395)	
	180	271,675	171,255	70,835	(29,585)	(130,004)	(230,424)	(330,844)	
	190	236,226	135,806	35,386	(65,034)	(165,453)	(265,873)	(366,293)	
	200	200,777	100,357	(63)	(100,483)	(200,902)	(301,322)	(401,742)	
	210	165,328	64,908	(35,512)	(135,932)	(236,351)	(336,771)	(437,191)	
	220	129,879	29,459	(70,961)	(171,381)	(271,800)	(372,220)	(472,640)	
	230	94,430	(5,990)	(106,410)	(206,830)	(307,249)	(407,669)	(508,089)	
	240	58,981	(41,439)	(141,859)	(242,279)	(342,698)	(443,118)	(543,538)	
	250	23,532	(76,888)	(177,308)	(277,728)	(378,147)	(478,567)	(578,987)	

TABLE 4

Balance (RLV - BLV)	264,171	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
	0	775,875	701,745	627,615	553,485	479,355	405,225	331,095
	10	740,612	666,482	592,352	518,222	444,092	369,962	295,832
	20	705,348	631,218	557,088	482,958	408,828	334,698	260,568
	30	670,085	595,955	521,825	447,695	373,565	299,435	225,305
	40	634,821	560,691	486,561	412,431	338,301	264,171	190,041
CIL £psm	50	599,558	525,428	451,298	377,168	303,038	228,908	154,778
40.00	60	564,294	490,164	416,034	341,904	267,774	193,644	119,514
	70	529,031	454,901	380,771	306,641	232,511	158,381	84,251
	80	493,767	419,637	345,507	271,377	197,247	123,117	48,987
	90	458,504	384,374	310,244	236,114	161,984	87,854	13,724
	100	423,240	349,110	274,980	200,850	126,720	52,590	(21,540)
	110	387,977	313,847	239,717	165,587	91,457	17,327	(56,803)
	120	352,713	278,583	204,453	130,323	56,193	(17,937)	(92,067)
	130	317,450	243,320	169,190	95,060	20,930	(53,200)	(127,330)
	140	282,022	207,892	133,762	59,632	(14,498)	(88,628)	(162,758)
	150	246,573	172,443	98,313	24,183	(49,947)	(124,077)	(198,207)
	160	211,124	136,994	62,864	(11,266)	(85,396)	(159,526)	(233,656)
	170	175,675	101,545	27,415	(46,715)	(120,845)	(194,975)	(269,105)
	180	140,226	66,096	(8,034)	(82,164)	(156,294)	(230,424)	(304,554)
	190	104,777	30,647	(43,483)	(117,613)	(191,743)	(265,873)	(340,003)
	200	69,328	(4,802)	(78,932)	(153,062)	(227,192)	(301,322)	(375,452)
	210	33,879	(40,251)	(114,381)	(188,511)	(262,641)	(336,771)	(410,901)
	220	(1,570)	(75,700)	(149,830)	(223,960)	(298,090)	(372,220)	(446,350)
	230	(37,019)	(111,149)	(185,279)	(259,409)	(333,539)	(407,669)	(481,799)
	240	(72,468)	(146,598)	(220,728)	(294,858)	(368,988)	(443,118)	(517,248)
	250	(107,917)	(182,047)	(256,177)	(330,307)	(404,437)	(478,567)	(552,697)



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

TABLE 5

Balance (RLV - BLV)	264,171	Density (dph)						
		25	30	35	40	45	50	55
0		(1,604,184)	(1,157,648)	(838,695)	(599,479)	(413,423)	(264,578)	(142,795)
10		(1,639,447)	(1,192,912)	(873,958)	(634,743)	(448,686)	(299,841)	(178,059)
20		(1,674,711)	(1,228,175)	(909,222)	(670,006)	(483,950)	(335,105)	(213,322)
30		(1,709,974)	(1,263,439)	(944,485)	(705,270)	(519,213)	(370,368)	(248,586)
40		(1,745,238)	(1,298,702)	(979,748)	(740,533)	(554,477)	(405,632)	(283,849)
CIL £psm		(1,780,501)	(1,333,966)	(1,015,012)	(775,797)	(589,740)	(440,895)	(319,113)
40.00		(1,815,764)	(1,369,229)	(1,050,275)	(811,060)	(625,004)	(476,159)	(354,376)
		(1,851,105)	(1,404,493)	(1,085,539)	(846,324)	(660,267)	(511,422)	(389,640)
		(1,886,554)	(1,439,756)	(1,120,802)	(881,587)	(695,531)	(546,686)	(424,903)
		(1,922,003)	(1,475,199)	(1,156,066)	(916,851)	(730,794)	(581,949)	(460,167)
		(1,957,452)	(1,510,648)	(1,191,502)	(952,142)	(766,058)	(617,213)	(495,430)
		(1,992,901)	(1,546,097)	(1,226,951)	(987,591)	(801,422)	(652,488)	(530,694)
		(2,028,350)	(1,581,546)	(1,262,400)	(1,023,040)	(836,872)	(687,937)	(566,081)
		(2,063,799)	(1,616,995)	(1,297,849)	(1,058,489)	(872,321)	(723,386)	(601,530)
		(2,099,248)	(1,652,444)	(1,333,298)	(1,093,938)	(907,770)	(758,835)	(636,979)
		(2,134,697)	(1,687,893)	(1,368,747)	(1,129,387)	(943,219)	(794,284)	(672,428)
		(2,170,146)	(1,723,342)	(1,404,196)	(1,164,836)	(978,668)	(829,733)	(707,877)
		(2,205,595)	(1,758,791)	(1,439,645)	(1,200,285)	(1,014,117)	(865,182)	(743,326)
		(2,241,044)	(1,794,240)	(1,475,094)	(1,235,734)	(1,049,566)	(900,631)	(778,775)
		(2,276,493)	(1,829,689)	(1,510,543)	(1,271,183)	(1,085,015)	(936,080)	(814,224)
		(2,311,942)	(1,865,138)	(1,545,992)	(1,306,632)	(1,120,464)	(971,529)	(849,673)
		(2,347,392)	(1,900,587)	(1,581,441)	(1,342,081)	(1,155,913)	(1,006,978)	(885,122)
		(2,386,005)	(1,936,036)	(1,616,890)	(1,377,530)	(1,191,362)	(1,042,427)	(920,571)
		(2,426,751)	(1,972,260)	(1,652,339)	(1,412,979)	(1,226,811)	(1,077,876)	(956,020)
		(2,467,497)	(2,013,006)	(1,688,369)	(1,448,428)	(1,262,260)	(1,113,325)	(991,469)
		(2,508,243)	(2,053,752)	(1,729,115)	(1,485,637)	(1,297,709)	(1,148,774)	(1,026,918)

TABLE 6

Balance (RLV - BLV)	264,171	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	120%	
0		1,436,166	923,578	405,225	(118,862)	(659,670)	(1,276,897)	(1,901,578)
10		1,401,087	888,499	369,962	(154,311)	(700,416)	(1,317,858)	(1,942,754)
20		1,366,009	853,420	334,698	(189,760)	(741,162)	(1,358,818)	(1,983,930)
30		1,330,930	818,341	299,435	(225,209)	(781,908)	(1,399,779)	(2,025,106)
40		1,295,851	783,262	264,171	(260,658)	(822,654)	(1,440,739)	(2,066,282)
CIL £psm		1,260,772	748,183	228,908	(296,107)	(863,471)	(1,481,699)	(2,107,457)
40.00		1,225,693	713,104	193,644	(331,556)	(904,432)	(1,522,660)	(2,148,633)
		1,190,614	677,906	158,381	(367,005)	(945,392)	(1,563,620)	(2,189,809)
		1,155,535	642,642	123,117	(402,454)	(986,352)	(1,604,581)	(2,230,985)
		1,120,456	607,379	87,854	(437,903)	(1,027,313)	(1,645,730)	(2,272,161)
		1,085,377	572,115	52,590	(473,352)	(1,068,273)	(1,686,906)	(2,313,337)
		1,050,298	536,852	17,327	(508,801)	(1,109,234)	(1,728,082)	(2,354,513)
		1,015,219	501,588	(17,937)	(544,250)	(1,150,194)	(1,769,258)	(2,395,828)
		980,141	466,325	(53,200)	(579,699)	(1,191,154)	(1,810,434)	(2,437,221)
		945,062	431,061	(88,628)	(620,021)	(1,232,115)	(1,851,610)	(2,478,613)
		909,983	395,798	(124,077)	(660,767)	(1,273,075)	(1,892,786)	(2,520,006)
		874,904	360,534	(159,526)	(701,513)	(1,314,036)	(1,933,961)	(2,561,398)
		839,825	325,271	(194,975)	(742,259)	(1,354,996)	(1,975,137)	(2,602,791)
		804,746	290,008	(230,424)	(783,005)	(1,395,956)	(2,016,313)	(2,644,183)
		769,667	254,744	(265,873)	(823,751)	(1,436,917)	(2,057,489)	(2,685,576)
		734,588	219,481	(301,322)	(864,573)	(1,477,877)	(2,098,665)	(2,726,969)
		699,503	184,217	(336,771)	(905,534)	(1,518,838)	(2,139,841)	(2,768,361)
		664,239	148,954	(372,220)	(946,494)	(1,559,798)	(2,181,017)	(2,809,754)
		628,976	113,690	(407,669)	(987,454)	(1,600,758)	(2,222,193)	(2,851,146)
		593,712	78,427	(443,118)	(1,028,415)	(1,641,888)	(2,263,369)	(2,892,539)
		558,449	43,163	(478,567)	(1,069,375)	(1,683,064)	(2,304,545)	(2,933,931)

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

TABLE 7

Balance (RLV - BLV) 264,171

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

	90%	95%	100%	105%	110%	115%	120%
0	(377,897)	14,344	405,225	795,935	1,185,098	1,574,261	1,963,424
10	(413,346)	(20,920)	369,962	760,843	1,150,019	1,539,182	1,928,345
20	(448,795)	(56,183)	334,698	725,579	1,114,940	1,504,103	1,893,266
30	(484,244)	(91,466)	299,435	690,316	1,079,861	1,469,024	1,858,187
40	(519,693)	(126,915)	264,171	655,052	1,044,782	1,433,945	1,823,108
CIL £psm	(555,142)	(162,364)	228,908	619,789	1,009,703	1,398,866	1,788,029
40.00	(591,794)	(197,813)	193,644	584,525	974,624	1,363,787	1,752,950
70	(632,540)	(233,262)	158,381	549,262	939,545	1,328,708	1,717,871
80	(673,286)	(268,711)	123,117	513,998	904,466	1,293,629	1,682,792
90	(714,032)	(304,160)	87,854	478,735	869,387	1,258,550	1,647,713
100	(754,778)	(339,609)	52,590	443,472	834,309	1,223,472	1,612,634
110	(795,524)	(375,059)	17,327	408,208	799,089	1,188,393	1,577,556
120	(836,270)	(410,508)	(17,937)	372,945	763,826	1,153,314	1,542,477
130	(877,179)	(445,957)	(53,200)	337,681	728,562	1,118,235	1,507,398
140	(918,139)	(481,406)	(88,628)	302,418	693,299	1,083,156	1,472,319
150	(959,099)	(516,855)	(124,077)	267,154	658,035	1,048,077	1,437,240
160	(1,000,060)	(552,304)	(159,526)	231,891	622,772	1,012,998	1,402,161
170	(1,041,020)	(588,532)	(194,975)	196,627	587,508	977,919	1,367,082
180	(1,081,981)	(629,278)	(230,424)	161,364	552,245	942,840	1,332,003
190	(1,122,941)	(670,024)	(265,873)	126,100	516,981	907,761	1,296,924
200	(1,163,901)	(710,770)	(301,322)	90,837	481,718	872,599	1,261,845
210	(1,204,862)	(751,516)	(336,771)	55,573	446,454	837,336	1,226,766
220	(1,245,822)	(792,262)	(372,220)	20,310	411,191	802,072	1,191,688
230	(1,286,783)	(833,008)	(407,669)	(14,954)	375,927	766,809	1,156,609
240	(1,327,743)	(873,889)	(443,118)	(50,341)	340,664	731,545	1,121,530
250	(1,368,703)	(914,849)	(478,567)	(85,790)	305,401	696,282	1,086,451

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%	70.0% % Rented		
		Social Rent:	70.0%	0.0% % of total (>10% for HWP (Feb 2017))		
		Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%			
Open Market Sale (OMS) housing		100%	100%	100.0%		
CIL Rate (£ psm)		40.00 £ psm				
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	
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	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: **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:			EMV (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:	6,277 sqm (Market only)	40.00 £ psm	
		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)
AH Commuted Sum	S106 analysis:	200,000 £ per ha	0.62% % of GDV	2,000 £ per unit (total ur)
	Comm. Sum analysis:		11.06% % of GDV	339 £ psm (120,000)
		6,277 sqm (total)		(2,128,425)

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% 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	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 @		3,375 £ per unit	(202,500)
Contingency		9,607,720 @		5.0% (GF/BF)	(480,386)
Professional Fees		9,607,720 @		6.5%	(624,502)
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 13,892 £ per unit	(577,125)
Interest (on Development Costs) -			6.50% APR	0.526% pcm	(276,920)
Developers Profit -					
Margin on AH		0		6.00% on AH values	-
Profit on OMS		19,237,500		20.00%	(3,847,500)
Profit analysis:		14,416,769		26.69% on costs	(3,847,500)
		19,237,500		20.00% blended GDV	(3,847,500)
TOTAL COSTS					(18,264,269)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					973,231
SDLT		973,231 @		(slabbed)	(38,162)
Acquisition Agent fees		973,231 @		1.0%	(9,732)
Acquisition Legal fees		973,231 @		0.5%	(4,866)
Interest on Land		973,231 @		6.50%	(63,260)
Residual Land Value					857,211
RLV analysis:	14,287 £ per plot	1,428,685 £ per ha		578,181 £ 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)		440,285 £ per ha		178,181 £ per acre	264,171

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)		264,171	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		(23,559)	(285,587)	(547,615)	(843,910)	(1,146,555)	(1,449,200)	(1,752,593)
	10		(76,732)	(335,806)	(596,724)	(895,111)	(1,194,342)	(1,493,573)	(1,793,769)
	20		(129,906)	(386,026)	(651,052)	(946,311)	(1,242,129)	(1,537,947)	(1,834,944)
	30		(183,079)	(436,245)	(705,380)	(997,512)	(1,289,916)	(1,582,321)	(1,876,120)
	40		(236,253)	(486,465)	(759,721)	(1,048,712)	(1,337,703)	(1,626,695)	(1,917,296)
	50		(289,426)	(536,684)	(814,335)	(1,099,913)	(1,385,491)	(1,671,181)	(1,958,472)
	60		(342,600)	(587,556)	(868,949)	(1,151,113)	(1,433,278)	(1,715,788)	(1,999,648)
	70		(395,773)	(645,279)	(923,563)	(1,202,314)	(1,481,065)	(1,760,395)	(2,040,824)
	80		(448,947)	(703,003)	(978,176)	(1,253,514)	(1,528,852)	(1,805,002)	(2,082,000)
	90		(502,120)	(760,866)	(1,032,790)	(1,304,715)	(1,576,639)	(1,849,610)	(2,123,176)
	100		(555,294)	(818,893)	(1,087,404)	(1,355,915)	(1,624,426)	(1,894,217)	(2,164,352)
	110		(612,342)	(876,920)	(1,142,018)	(1,407,116)	(1,672,213)	(1,938,824)	(2,205,528)
	120		(673,461)	(934,948)	(1,196,632)	(1,458,316)	(1,720,159)	(1,983,431)	(2,246,704)
	130		(734,704)	(992,975)	(1,251,246)	(1,509,517)	(1,768,197)	(2,028,039)	(2,287,880)
	140		(796,144)	(1,051,002)	(1,305,860)	(1,560,717)	(1,816,236)	(2,072,646)	(2,329,056)
	150		(857,585)	(1,109,029)	(1,360,473)	(1,611,918)	(1,864,275)	(2,117,253)	(2,370,237)
	160		(919,026)	(1,167,057)	(1,415,087)	(1,663,118)	(1,912,313)	(2,161,860)	(2,411,629)
	170		(980,466)	(1,225,084)	(1,469,701)	(1,714,319)	(1,960,352)	(2,206,468)	(2,453,022)
	180		(1,041,907)	(1,283,111)	(1,524,315)	(1,765,706)	(2,008,639)	(2,251,075)	(2,494,414)
	190		(1,103,347)	(1,341,138)	(1,578,929)	(1,817,176)	(2,056,429)	(2,295,682)	(2,535,807)
	200		(1,164,788)	(1,399,165)	(1,633,543)	(1,868,646)	(2,104,467)	(2,340,289)	(2,577,199)
	210		(1,226,229)	(1,457,193)	(1,688,157)	(1,920,116)	(2,152,506)	(2,384,897)	(2,618,592)
	220		(1,287,669)	(1,515,220)	(1,742,771)	(1,971,585)	(2,200,545)	(2,429,504)	(2,659,985)
	230		(1,349,110)	(1,573,247)	(1,797,528)	(2,023,055)	(2,248,583)	(2,474,118)	(2,701,377)
	240		(1,410,550)	(1,631,274)	(1,852,429)	(2,074,525)	(2,296,622)	(2,518,960)	(2,742,770)
250		(1,471,991)	(1,689,302)	(1,907,330)	(2,125,995)	(2,344,660)	(2,563,802)	(2,784,162)	

TABLE 2

		Site Specific S106							
Balance (RLV - BLV)		264,171	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		510,963	500,045	489,127	478,209	467,291	456,373	445,455
	10		452,191	441,273	430,355	419,437	408,490	397,514	386,539
	20		393,310	382,334	371,359	360,383	349,408	338,433	327,457
	30		334,228	323,253	312,277	301,302	290,326	279,351	268,375
	40		275,146	264,171	253,196	242,220	231,245	220,269	209,294
	50		216,065	205,089	194,114	183,138	172,163	161,187	150,212
	60		156,983	146,008	135,032	124,057	113,081	102,106	91,130
	70		97,901	86,926	75,950	64,975	53,999	43,024	32,048
	80		38,820	27,844	16,869	5,893	(5,082)	(16,058)	(27,033)
	90		(20,262)	(31,238)	(42,213)	(53,189)	(64,164)	(75,139)	(86,115)
	100		(79,344)	(90,319)	(101,295)	(112,270)	(123,246)	(134,221)	(145,197)
	110		(138,426)	(149,401)	(160,376)	(171,352)	(182,327)	(193,303)	(204,278)
	120		(197,507)	(208,483)	(219,458)	(230,434)	(241,409)	(252,385)	(263,360)
	130		(256,589)	(267,564)	(278,540)	(289,515)	(300,491)	(311,466)	(322,442)
	140		(315,671)	(326,646)	(337,622)	(348,597)	(359,573)	(370,548)	(381,524)
	150		(374,752)	(385,728)	(396,703)	(407,679)	(418,654)	(429,630)	(440,605)
	160		(433,834)	(444,810)	(455,785)	(466,761)	(477,736)	(488,711)	(499,687)
	170		(492,916)	(503,891)	(514,867)	(525,842)	(536,818)	(547,793)	(558,769)
	180		(551,997)	(562,973)	(573,948)	(585,280)	(597,896)	(610,511)	(623,127)
	190		(611,079)	(622,959)	(634,575)	(646,390)	(658,206)	(670,021)	(681,837)
	200		(670,160)	(682,033)	(693,649)	(705,464)	(717,279)	(729,094)	(740,909)
	210		(729,241)	(741,114)	(752,730)	(764,545)	(776,360)	(788,175)	(799,990)
	220		(788,322)	(800,195)	(811,811)	(823,626)	(835,441)	(847,256)	(859,071)
	230		(847,403)	(859,276)	(870,892)	(882,707)	(894,522)	(906,337)	(918,152)
	240		(906,484)	(918,357)	(929,973)	(941,788)	(953,603)	(965,418)	(977,233)
250		(965,565)	(977,438)	(989,054)	(1,000,869)	(1,012,684)	(1,024,499)	(1,036,314)	

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

TABLE 3

		Profit (on OMS) 20%								
		15%	16%	17%	18%	19%	20%	21%		
Balance (RLV - BLV)	264,171	0	1,336,876	1,169,510	1,002,144	834,778	667,411	500,045	332,679	
		10	1,278,104	1,110,738	943,372	776,005	608,639	441,273	273,907	
		20	1,219,166	1,051,799	884,433	717,067	549,701	382,334	214,968	
		30	1,160,084	992,718	825,351	657,985	490,619	323,253	155,886	
		40	1,101,002	933,636	766,270	598,904	431,537	264,171	96,805	
	CIL £psm	50	1,041,921	874,554	707,188	539,822	372,456	205,089	37,723	
		40.00	60	982,839	815,473	648,106	480,740	313,374	146,008	(21,359)
			70	923,757	756,391	589,025	421,658	254,292	86,926	(80,440)
			80	864,675	697,309	529,943	362,577	195,210	27,844	(139,522)
			90	805,594	638,227	470,861	303,495	136,129	(31,238)	(198,604)
			100	746,512	579,146	411,779	244,413	77,047	(90,319)	(257,686)
			110	687,430	520,064	352,698	185,332	17,965	(149,401)	(316,767)
			120	628,349	460,982	293,616	126,250	(41,116)	(208,483)	(375,849)
			130	569,267	401,901	234,534	67,168	(100,198)	(267,564)	(434,931)
			140	510,185	342,819	175,453	8,086	(159,280)	(326,646)	(494,012)
			150	451,103	283,737	116,371	(50,995)	(218,362)	(385,728)	(553,094)
			160	392,022	224,655	57,289	(110,077)	(277,443)	(444,810)	(616,604)
			170	332,940	165,574	(1,793)	(169,159)	(336,525)	(503,891)	(684,514)
			180	273,858	106,492	(60,874)	(228,240)	(395,607)	(562,973)	(752,424)
			190	214,777	47,410	(119,956)	(287,322)	(454,688)	(627,959)	(820,334)
			200	155,552	(11,814)	(179,180)	(346,547)	(513,913)	(696,033)	(888,408)
			210	96,159	(71,207)	(238,573)	(405,939)	(573,306)	(764,301)	(956,676)
			220	36,767	(130,599)	(297,966)	(465,332)	(640,193)	(832,568)	(1,024,943)
			230	(22,626)	(189,992)	(357,358)	(524,724)	(708,460)	(900,835)	(1,093,210)
			240	(82,018)	(249,385)	(416,751)	(584,353)	(776,728)	(969,103)	(1,161,478)
		250	(141,411)	(308,777)	(476,143)	(652,620)	(844,995)	(1,037,370)	(1,229,745)	

TABLE 4

		BLV (per acre)								
		400,000	200,000	250,000	300,000	350,000	400,000	450,000		
Balance (RLV - BLV)	264,171	150,000	796,565	722,435	648,305	574,175	500,045	425,915		
		0	870,695	796,565	722,435	648,305	574,175	500,045	425,915	
		10	811,923	737,793	663,663	589,533	515,403	441,273	367,143	
		20	752,984	678,854	604,724	530,594	456,464	382,334	308,204	
		30	693,903	619,773	545,643	471,513	397,383	323,253	249,123	
		40	634,821	560,691	486,561	412,431	338,301	264,171	190,041	
	CIL £psm	50	575,739	501,609	427,479	353,349	279,219	205,089	130,959	
		40.00	60	516,658	442,528	368,398	294,268	220,138	146,008	71,878
			70	457,576	383,446	309,316	235,186	161,056	86,926	12,796
			80	398,494	324,364	250,234	176,104	101,974	27,844	(46,286)
			90	339,412	265,282	191,152	117,022	42,892	(31,238)	(105,368)
			100	280,331	206,201	132,071	57,941	(16,189)	(90,319)	(164,449)
			110	221,249	147,119	72,989	(1,141)	(75,271)	(149,401)	(223,531)
			120	162,167	88,037	13,907	(60,223)	(134,353)	(208,483)	(282,613)
			130	103,086	28,956	(45,174)	(119,304)	(193,434)	(267,564)	(341,694)
			140	44,004	(30,126)	(104,256)	(178,386)	(252,516)	(326,646)	(400,776)
			150	(15,078)	(89,208)	(163,338)	(237,468)	(311,598)	(385,728)	(459,858)
			160	(74,160)	(148,290)	(222,420)	(296,550)	(370,680)	(444,810)	(518,940)
			170	(133,241)	(207,371)	(281,501)	(355,631)	(429,761)	(503,891)	(578,021)
			180	(192,323)	(266,453)	(340,583)	(414,713)	(488,843)	(562,973)	(637,103)
			190	(257,309)	(331,439)	(405,569)	(479,699)	(553,829)	(627,959)	(702,089)
			200	(325,383)	(399,513)	(473,643)	(547,773)	(621,903)	(696,033)	(770,163)
			210	(393,651)	(467,781)	(541,911)	(616,041)	(690,171)	(764,301)	(838,431)
			220	(461,918)	(536,048)	(610,178)	(684,308)	(758,438)	(832,568)	(906,698)
			230	(530,185)	(604,315)	(678,445)	(752,575)	(826,705)	(900,835)	(974,965)
			240	(598,453)	(672,583)	(746,713)	(820,843)	(894,973)	(969,103)	(1,043,233)
	250	(666,720)	(740,850)	(814,980)	(889,110)	(963,240)	(1,037,370)	(1,111,500)		



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

TABLE 5

Balance (RLV - BLV)	264,171	Density (dph)						
		25	30	35	40	45	50	55
	0	(1,510,123)	(1,063,318)	(744,172)	(504,812)	(318,644)	(169,758)	(47,975)
	10	(1,569,204)	(1,122,400)	(803,254)	(563,894)	(377,726)	(228,791)	(106,935)
	20	(1,628,286)	(1,181,481)	(862,335)	(622,976)	(436,807)	(287,872)	(166,017)
	30	(1,687,368)	(1,240,563)	(921,417)	(682,057)	(495,889)	(346,954)	(225,098)
	40	(1,746,449)	(1,299,645)	(980,499)	(741,139)	(554,971)	(406,036)	(284,180)
CIL £psm	50	(1,805,531)	(1,358,727)	(1,039,580)	(800,221)	(614,052)	(465,118)	(343,262)
40.00	60	(1,864,613)	(1,417,808)	(1,098,662)	(859,303)	(673,134)	(524,199)	(402,343)
	70	(1,923,695)	(1,476,890)	(1,157,744)	(918,384)	(732,216)	(583,281)	(461,425)
	80	(1,982,776)	(1,535,972)	(1,216,826)	(977,466)	(791,297)	(642,363)	(520,507)
	90	(2,041,858)	(1,595,053)	(1,275,907)	(1,036,548)	(850,379)	(701,444)	(579,589)
	100	(2,100,940)	(1,654,135)	(1,334,989)	(1,095,629)	(909,461)	(760,526)	(638,670)
	110	(2,160,021)	(1,713,217)	(1,394,071)	(1,154,711)	(968,543)	(819,608)	(697,752)
	120	(2,219,103)	(1,772,299)	(1,453,152)	(1,213,793)	(1,027,624)	(878,689)	(756,834)
	130	(2,278,185)	(1,831,380)	(1,512,234)	(1,272,875)	(1,086,706)	(937,771)	(815,915)
	140	(2,337,267)	(1,890,462)	(1,571,316)	(1,331,956)	(1,145,788)	(996,853)	(874,997)
	150	(2,401,532)	(1,949,544)	(1,630,398)	(1,391,038)	(1,204,869)	(1,055,935)	(934,079)
	160	(2,469,577)	(2,014,950)	(1,690,313)	(1,450,120)	(1,263,951)	(1,115,016)	(993,161)
	170	(2,537,844)	(2,083,041)	(1,758,223)	(1,514,745)	(1,325,374)	(1,174,098)	(1,052,242)
	180	(2,606,111)	(2,151,308)	(1,826,449)	(1,582,805)	(1,393,304)	(1,241,787)	(1,117,834)
	190	(2,674,379)	(2,219,576)	(1,894,717)	(1,651,072)	(1,461,571)	(1,309,970)	(1,185,933)
	200	(2,742,646)	(2,287,843)	(1,962,984)	(1,719,340)	(1,529,838)	(1,378,238)	(1,254,200)
	210	(2,810,913)	(2,356,110)	(2,031,251)	(1,787,607)	(1,598,106)	(1,446,505)	(1,322,468)
	220	(2,879,181)	(2,424,378)	(2,099,519)	(1,855,874)	(1,666,373)	(1,514,772)	(1,390,735)
	230	(2,947,448)	(2,492,645)	(2,167,786)	(1,924,142)	(1,734,640)	(1,583,040)	(1,459,002)
	240	(3,015,715)	(2,560,912)	(2,236,053)	(1,992,409)	(1,802,908)	(1,651,307)	(1,527,270)
	250	(3,083,983)	(2,629,180)	(2,304,321)	(2,060,676)	(1,871,175)	(1,719,574)	(1,595,537)

TABLE 6

Balance (RLV - BLV)	264,171	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	120%	
	0	1,538,145	1,021,363	500,045	(27,824)	(560,407)	(1,176,844)	(1,802,078)
	10	1,479,668	962,590	441,273	(86,906)	(625,010)	(1,245,112)	(1,870,346)
	20	1,420,896	903,818	382,334	(145,987)	(693,069)	(1,313,379)	(1,938,655)
	30	1,362,123	845,045	323,253	(205,069)	(761,336)	(1,381,646)	(2,007,281)
	40	1,303,351	786,273	264,171	(264,151)	(829,604)	(1,449,914)	(2,075,908)
CIL £psm	50	1,244,578	727,500	205,089	(323,233)	(897,871)	(1,518,181)	(2,144,534)
40.00	60	1,185,806	668,728	146,008	(382,314)	(966,138)	(1,586,448)	(2,213,161)
	70	1,127,033	609,955	86,926	(441,396)	(1,034,406)	(1,654,716)	(2,281,787)
	80	1,068,261	551,183	27,844	(500,478)	(1,102,673)	(1,722,983)	(2,350,414)
	90	1,009,488	492,410	(31,238)	(559,559)	(1,170,940)	(1,791,250)	(2,419,040)
	100	950,716	433,638	(90,319)	(624,036)	(1,239,208)	(1,859,518)	(2,487,667)
	110	891,944	374,659	(149,401)	(692,089)	(1,307,475)	(1,927,785)	(2,556,293)
	120	833,171	315,578	(208,483)	(760,356)	(1,375,742)	(1,996,396)	(2,624,920)
	130	774,399	256,496	(267,564)	(828,624)	(1,444,010)	(2,065,023)	(2,693,546)
	140	715,626	197,414	(326,646)	(896,891)	(1,512,277)	(2,133,649)	(2,762,173)
	150	656,854	138,333	(385,728)	(965,158)	(1,580,544)	(2,202,276)	(2,830,800)
	160	598,081	79,251	(444,810)	(1,033,426)	(1,648,812)	(2,270,902)	(2,899,426)
	170	539,309	20,169	(503,891)	(1,101,693)	(1,717,079)	(2,339,529)	(2,968,053)
	180	480,536	(38,913)	(562,973)	(1,169,960)	(1,785,346)	(2,408,155)	(3,036,679)
	190	421,764	(97,994)	(622,959)	(1,238,228)	(1,853,614)	(2,476,782)	(3,105,306)
	200	362,723	(157,076)	(682,033)	(1,306,495)	(1,921,881)	(2,545,408)	(3,173,932)
	210	303,641	(216,158)	(741,115)	(1,374,763)	(1,990,461)	(2,614,035)	(3,242,799)
	220	244,559	(275,239)	(800,200)	(1,443,030)	(2,059,088)	(2,682,661)	(3,311,787)
	230	185,478	(334,321)	(860,285)	(1,511,297)	(2,127,714)	(2,751,288)	(3,380,775)
	240	126,396	(393,403)	(920,370)	(1,579,565)	(2,196,341)	(2,819,914)	(3,449,762)
	250	67,314	(452,485)	(980,455)	(1,647,832)	(2,264,967)	(2,888,541)	(3,518,750)

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

TABLE 7

Balance (RLV - BLV) 264,171

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

	90%	95%	100%	105%	110%	115%	120%
0	(843,534)	(154,132)	500,045	1,151,514	1,802,395	2,451,000	3,099,605
10	(911,801)	(213,213)	441,273	1,092,741	1,743,930	2,392,535	3,041,140
20	(980,069)	(272,295)	382,334	1,033,969	1,685,438	2,334,070	2,982,675
30	(1,048,336)	(331,377)	323,253	975,197	1,626,665	2,275,605	2,924,210
40	(1,116,603)	(390,458)	264,171	916,424	1,567,893	2,217,140	2,865,745
CIL £psm							
50	(1,184,871)	(449,540)	205,089	857,652	1,509,120	2,158,676	2,807,280
40.00							
60	(1,253,138)	(508,622)	146,008	798,879	1,450,348	2,100,211	2,748,816
70	(1,321,405)	(567,704)	86,926	740,107	1,391,575	2,041,746	2,690,351
80	(1,389,673)	(633,397)	27,844	681,334	1,332,803	1,983,281	2,631,886
90	(1,457,940)	(701,516)	(31,238)	622,562	1,274,030	1,924,816	2,573,421
100	(1,526,207)	(769,784)	(90,319)	563,789	1,215,258	1,866,351	2,514,956
110	(1,594,475)	(838,051)	(149,401)	505,017	1,156,485	1,807,886	2,456,491
120	(1,662,742)	(906,318)	(208,483)	446,147	1,097,713	1,749,182	2,398,026
130	(1,731,009)	(974,586)	(267,564)	387,065	1,038,941	1,690,409	2,339,562
140	(1,799,287)	(1,042,853)	(326,646)	327,983	980,168	1,631,637	2,281,097
150	(1,867,564)	(1,111,120)	(385,728)	268,902	921,396	1,572,864	2,222,632
160	(1,935,841)	(1,179,388)	(444,810)	209,820	862,623	1,514,092	2,164,167
170	(2,004,118)	(1,247,655)	(503,891)	150,738	803,851	1,455,319	2,105,702
180	(2,072,395)	(1,315,922)	(562,973)	91,656	745,078	1,396,547	2,047,237
190	(2,140,672)	(1,384,190)	(622,055)	32,575	686,306	1,337,774	1,988,773
200	(2,208,949)	(1,452,457)	(681,137)	(26,507)	627,533	1,279,002	1,930,308
210	(2,277,226)	(1,520,724)	(740,219)	(85,589)	568,761	1,220,230	1,871,698
220	(2,345,503)	(1,588,992)	(800,301)	(144,670)	509,959	1,161,457	1,812,926
230	(2,413,780)	(1,657,259)	(860,383)	(203,752)	450,877	1,102,685	1,754,153
240	(2,482,057)	(1,725,526)	(920,465)	(262,834)	391,796	1,043,912	1,695,381
250	(2,550,334)	(1,793,794)	(980,547)	(321,916)	332,714	985,140	1,636,608

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%		70.0% % Rented	
		Social Rent:	70.0%		12.0% % of total (>10% for HWP (Feb 2017))	
		Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%			
Open Market Sale (OMS) housing		60%		100.0%		
		100%		100.0%		
CIL Rate (£ psm)		40.00 £ psm				
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)	(sqm)
1 bed House	0	0	0	0	0	
2 bed House	0	0	0	0	0	
3 bed House	0	0	0	0	0	
4 bed House	0	0	0	0	0	
5 bed House	0	0	0	0	0	
1 bed Flat	1,994	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 £
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:				EMV (no AH) less £GDV (inc. AH)	4,059,113
			647 £ psm (total GIA sqm)	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:		3,766 sqm (Market only)	40.00 £ psm	
			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)
AH Commuted Sum	S106 analysis:	200,000 £ per ha	0.79% % of GDV	2,000 £ per unit (total ur)	(120,000)
Comm. Sum analysis:			6,277 sqm (total)	0 £ psm	-
			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% 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 @		3,375 £ per unit	(202,500)
Contingency		9,572,200 @		5.0% (GF/BF)	(478,610)
Professional Fees		9,572,200 @		6.5%	(622,193)
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	(136,515)
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:		11,678,503		21.64% on costs	(2,526,653)
		15,178,388		16.65% blended GDV	(2,526,653)
TOTAL COSTS					(14,205,156)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					973,231
SDLT		973,231 @		(slabbed)	(38,162)
Acquisition Agent fees		973,231 @		1.0%	(9,732)
Acquisition Legal fees		973,231 @		0.5%	(4,866)
Interest on Land		973,231 @		6.50%	(63,260)
Residual Land Value					857,211
RLV analysis:	14,287 £ per plot	1,428,685 £ per ha		578,181 £ 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)		625,610 £ per ha		253,181 £ per acre	375,366

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)		10%	15%	20%	25%	30%	35%	40%	
CIL £psm 40.00	375,366	0	2,078,629	1,818,518	1,558,408	1,298,298	1,038,187	777,385	516,420
	10	2,026,010	1,768,823	1,511,636	1,254,449	997,209	739,183	481,157	
	20	1,973,392	1,719,128	1,464,864	1,210,600	956,069	700,981	445,893	
	30	1,920,773	1,669,433	1,418,092	1,166,752	914,928	662,779	410,630	
	40	1,868,155	1,619,738	1,371,320	1,122,903	873,787	624,577	375,366	
	50	1,815,537	1,570,043	1,324,549	1,078,918	832,647	586,375	340,103	
	60	1,762,918	1,520,348	1,277,777	1,034,839	791,506	548,173	304,839	
	70	1,710,300	1,470,652	1,231,005	990,760	750,365	509,970	269,576	
	80	1,657,682	1,420,957	1,184,136	946,680	709,224	471,768	234,312	
	90	1,605,063	1,371,262	1,137,118	902,601	668,084	433,566	199,049	
	100	1,552,445	1,321,567	1,090,101	858,522	626,943	395,364	163,785	
	110	1,499,827	1,271,723	1,043,083	814,442	585,802	357,162	128,522	
	120	1,447,208	1,221,766	996,065	770,363	544,661	318,960	93,258	
	130	1,394,572	1,171,810	949,047	726,284	503,521	280,758	57,995	
	140	1,341,677	1,121,853	902,029	682,204	462,380	242,556	22,567	
	150	1,288,782	1,071,896	855,011	638,125	421,239	204,354	(12,882)	
	160	1,235,887	1,021,940	807,993	594,046	380,099	166,151	(48,331)	
	170	1,182,992	971,983	760,975	549,966	338,958	127,949	(83,780)	
	180	1,130,096	922,027	713,957	505,887	297,817	89,626	(119,229)	
	190	1,077,201	872,070	666,939	461,808	256,676	51,223	(154,678)	
	200	1,024,306	822,113	619,921	417,728	215,536	12,819	(190,127)	
	210	971,411	772,157	572,903	373,649	174,395	(25,584)	(225,576)	
	220	918,515	722,200	525,885	329,569	133,051	(63,987)	(261,025)	
	230	865,620	672,244	478,867	285,490	91,694	(102,390)	(296,474)	
	240	812,725	622,287	431,849	241,411	50,337	(140,793)	(331,923)	
	250	759,830	572,330	384,831	197,156	8,980	(179,196)	(367,372)	

TABLE 2

		Site Specific S106							
Balance (RLV - BLV)		90%	100%	110%	120%	130%	140%	150%	
CIL £psm 40.00	375,366	0	527,338	516,420	505,502	494,584	483,666	472,748	461,830
	10	492,075	481,157	470,239	459,321	448,403	437,484	426,566	
	20	456,811	445,893	434,975	424,057	413,139	402,221	391,303	
	30	421,548	410,630	399,712	388,794	377,876	366,958	356,039	
	40	386,284	375,366	364,448	353,530	342,612	331,694	320,776	
	50	351,021	340,103	329,185	318,267	307,349	296,431	285,513	
	60	315,757	304,839	293,921	283,003	272,085	261,167	250,249	
	70	280,494	269,576	258,658	247,740	236,822	225,904	214,986	
	80	245,230	234,312	223,394	212,476	201,558	190,640	179,722	
	90	209,967	199,049	188,131	177,213	166,295	155,377	144,459	
	100	174,703	163,785	152,867	141,949	131,031	120,113	109,195	
	110	139,440	128,522	117,604	106,686	95,768	84,850	73,932	
	120	104,176	93,258	82,340	71,422	60,504	49,586	38,668	
	130	68,913	57,995	47,077	36,159	25,241	14,323	3,405	
	140	33,543	22,567	11,591	616	(10,359)	(21,335)	(32,310)	
	150	(1,906)	(12,882)	(23,857)	(34,833)	(45,808)	(56,784)	(67,759)	
	160	(37,356)	(48,331)	(59,306)	(70,282)	(81,257)	(92,233)	(103,208)	
	170	(72,805)	(83,780)	(94,755)	(105,731)	(116,706)	(127,682)	(138,657)	
	180	(108,254)	(119,229)	(130,205)	(141,180)	(152,155)	(163,131)	(174,106)	
	190	(143,703)	(154,678)	(165,654)	(176,629)	(187,605)	(198,580)	(209,555)	
	200	(179,152)	(190,127)	(201,103)	(212,078)	(223,054)	(234,029)	(245,004)	
	210	(214,601)	(225,576)	(236,552)	(247,527)	(258,503)	(269,478)	(280,454)	
	220	(250,050)	(261,025)	(272,001)	(282,976)	(293,952)	(304,927)	(315,903)	
	230	(285,499)	(296,474)	(307,450)	(318,425)	(329,401)	(340,376)	(351,352)	
	240	(320,948)	(331,923)	(342,899)	(353,874)	(364,850)	(375,825)	(386,801)	
	250	(356,397)	(367,372)	(378,348)	(389,323)	(400,299)	(411,274)	(422,250)	

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

TABLE 3

Balance (RLV - BLV)	375,366	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
0		1,018,519	918,099	817,679	717,260	616,840	516,420	416,000	
10		983,255	882,836	782,416	681,996	581,576	481,157	380,737	
20		947,992	847,572	747,152	646,733	546,313	445,893	345,473	
30		912,728	812,309	711,889	611,469	511,049	410,630	310,210	
40		877,465	777,045	676,625	576,206	475,786	375,366	274,946	
CIL £psm		842,201	741,782	641,362	540,942	440,522	340,103	239,683	
40.00		806,938	706,518	606,098	505,679	405,259	304,839	204,419	
70		771,674	671,255	570,835	470,415	369,995	269,576	169,156	
80		736,411	635,991	535,571	435,152	334,732	234,312	133,892	
90		701,148	600,728	500,308	399,888	299,469	199,049	98,629	
100		665,884	565,464	465,045	364,625	264,205	163,785	63,366	
110		630,621	530,201	429,781	329,361	228,942	128,522	28,102	
120		595,357	494,937	394,518	294,098	193,678	93,258	(7,161)	
130		560,094	459,674	359,254	258,834	158,415	57,995	(42,425)	
140		524,831	424,411	323,990	223,754	128,535	22,875	(77,853)	
150		489,568	389,148	288,925	188,838	88,608	(12,882)	(113,302)	
160		454,305	353,885	253,662	153,575	53,345	(48,331)	(148,751)	
170		419,042	318,622	218,399	118,312	18,078	(83,780)	(184,200)	
180		383,779	283,359	183,136	83,049	(17,171)	(119,229)	(219,649)	
190		348,516	248,096	147,873	47,786	(52,124)	(154,678)	(255,098)	
200		313,253	212,833	112,610	12,523	(87,571)	(190,127)	(290,547)	
210		277,990	177,570	77,347	(27,240)	(122,918)	(225,576)	(325,996)	
220		242,727	142,310	42,084	(62,027)	(158,365)	(261,025)	(361,445)	
230		207,464	107,050	6,821	(97,270)	(193,814)	(296,474)	(396,894)	
240		172,201	71,787	(33,032)	(132,513)	(229,263)	(331,923)	(432,343)	
250		136,938	36,524	(68,275)	(167,756)	(264,712)	(367,372)	(467,792)	

TABLE 4

Balance (RLV - BLV)	375,366	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		775,875	701,745	627,615	553,485	479,355	405,225	331,095
10		740,612	666,482	592,352	518,222	444,092	369,962	295,832
20		705,348	631,218	557,088	482,958	408,828	334,698	260,568
30		670,085	595,955	521,825	447,695	373,565	299,435	225,305
40		634,821	560,691	486,561	412,431	338,301	264,171	190,041
CIL £psm		599,558	525,428	451,298	377,168	303,038	228,908	154,778
40.00		564,294	490,164	416,034	341,904	267,774	193,644	119,514
70		529,031	454,901	380,771	306,641	232,511	158,381	84,251
80		493,767	419,637	345,507	271,377	197,247	123,117	48,987
90		458,504	384,374	310,244	236,114	161,984	87,854	13,724
100		423,240	349,110	274,980	200,850	126,720	52,590	(21,540)
110		387,977	313,847	239,717	165,587	91,457	17,327	(56,803)
120		352,713	278,583	204,453	130,323	56,193	(17,937)	(92,067)
130		317,450	243,320	169,190	95,060	20,930	(53,200)	(127,330)
140		282,187	208,060	133,926	59,932	(14,998)	(88,628)	(162,758)
150		246,924	172,796	98,662	24,802	(49,947)	(124,077)	(198,207)
160		211,661	137,533	63,398	(11,266)	(85,396)	(159,526)	(233,656)
170		176,398	102,270	28,134	(46,715)	(120,845)	(194,975)	(269,105)
180		141,135	67,007	(7,130)	(82,164)	(156,294)	(230,424)	(304,554)
190		105,872	31,744	(42,124)	(117,613)	(191,743)	(265,873)	(340,003)
200		70,609	(3,519)	(77,873)	(153,062)	(227,192)	(301,322)	(375,452)
210		35,346	(40,251)	(114,381)	(188,511)	(262,641)	(336,771)	(410,901)
220		(1,570)	(75,700)	(149,830)	(223,960)	(298,090)	(372,220)	(446,350)
230		(37,019)	(111,149)	(185,279)	(259,409)	(333,539)	(407,669)	(481,799)
240		(72,468)	(146,598)	(220,728)	(294,858)	(368,988)	(443,118)	(517,248)
250		(107,917)	(182,047)	(256,177)	(330,307)	(404,437)	(478,567)	(552,697)

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

TABLE 5

Balance (RLV - BLV)	375,366	Density (dph)						
		25	30	35	40	45	50	55
0		(1,159,404)	(786,998)	(520,995)	(321,492)	(166,323)	(42,188)	59,377
10		(1,194,667)	(822,262)	(556,258)	(356,755)	(201,586)	(77,451)	24,114
20		(1,229,931)	(857,525)	(591,522)	(392,019)	(236,850)	(112,715)	(11,150)
30		(1,265,194)	(892,789)	(626,785)	(427,282)	(272,113)	(147,978)	(46,413)
40		(1,300,458)	(928,052)	(662,048)	(462,546)	(307,377)	(183,242)	(81,677)
CIL £psm		(1,335,721)	(963,316)	(697,312)	(497,809)	(342,640)	(218,505)	(116,940)
40.00		(1,370,984)	(998,579)	(732,575)	(533,073)	(377,904)	(253,769)	(152,204)
60		(1,406,325)	(1,033,843)	(767,839)	(568,336)	(413,167)	(289,032)	(187,467)
70		(1,441,774)	(1,069,106)	(803,102)	(603,600)	(448,431)	(324,296)	(222,731)
80		(1,477,223)	(1,104,549)	(838,366)	(638,863)	(483,694)	(359,559)	(257,994)
90		(1,512,672)	(1,139,998)	(873,802)	(674,155)	(518,958)	(394,823)	(293,258)
100		(1,548,121)	(1,175,447)	(909,251)	(709,604)	(554,322)	(430,098)	(328,521)
110		(1,583,570)	(1,210,896)	(944,700)	(745,053)	(589,772)	(465,547)	(363,908)
120		(1,619,019)	(1,246,345)	(980,149)	(780,502)	(625,221)	(500,996)	(399,357)
130		(1,654,468)	(1,281,794)	(1,015,598)	(815,951)	(660,670)	(536,445)	(434,806)
140		(1,689,917)	(1,317,243)	(1,051,047)	(851,400)	(696,119)	(571,894)	(470,255)
150		(1,725,366)	(1,352,692)	(1,086,496)	(886,849)	(731,568)	(607,343)	(505,704)
160		(1,760,815)	(1,388,141)	(1,121,945)	(922,298)	(767,017)	(642,792)	(541,153)
170		(1,796,264)	(1,423,590)	(1,157,394)	(957,747)	(802,466)	(678,241)	(576,602)
180		(1,831,713)	(1,459,039)	(1,192,843)	(993,196)	(837,915)	(713,690)	(612,051)
190		(1,867,162)	(1,494,488)	(1,228,292)	(1,028,645)	(873,364)	(749,139)	(647,500)
200		(1,902,611)	(1,529,937)	(1,263,741)	(1,064,094)	(908,813)	(784,588)	(682,949)
210		(1,941,225)	(1,565,386)	(1,299,190)	(1,099,543)	(944,262)	(820,037)	(718,398)
220		(1,981,971)	(1,601,610)	(1,334,639)	(1,134,992)	(979,711)	(855,486)	(753,847)
230		(2,022,717)	(1,642,356)	(1,370,669)	(1,170,441)	(1,015,160)	(890,935)	(789,296)
240		(2,063,463)	(1,683,102)	(1,411,415)	(1,207,650)	(1,050,609)	(926,384)	(824,746)

TABLE 6

Balance (RLV - BLV)	375,366	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
0		1,547,361	1,034,773	516,420	(7,667)	(548,475)	(1,165,702)	(1,790,383)
10		1,512,282	999,694	481,157	(43,116)	(589,221)	(1,206,663)	(1,831,559)
20		1,477,204	964,615	445,893	(78,565)	(629,967)	(1,247,623)	(1,872,735)
30		1,442,125	929,536	410,630	(114,014)	(670,713)	(1,288,584)	(1,913,911)
40		1,407,046	894,457	375,366	(149,463)	(711,459)	(1,329,544)	(1,955,087)
CIL £psm		1,371,967	859,378	340,103	(184,912)	(752,276)	(1,370,504)	(1,996,262)
40.00		1,336,888	824,299	304,839	(220,361)	(793,237)	(1,411,465)	(2,037,438)
60		1,301,809	789,101	269,576	(255,810)	(834,197)	(1,452,425)	(2,078,614)
70		1,266,730	753,837	234,312	(291,259)	(875,157)	(1,493,386)	(2,119,790)
80		1,231,651	718,574	199,049	(326,708)	(916,118)	(1,534,535)	(2,160,966)
90		1,196,572	683,310	163,785	(362,157)	(957,078)	(1,575,711)	(2,202,142)
100		1,161,493	648,047	128,522	(397,606)	(998,039)	(1,616,887)	(2,243,318)
110		1,126,414	612,783	93,258	(433,055)	(1,038,999)	(1,658,063)	(2,284,633)
120		1,091,336	577,520	57,995	(468,504)	(1,079,959)	(1,699,239)	(2,326,026)
130		1,056,257	542,256	22,567	(508,826)	(1,120,920)	(1,740,415)	(2,367,418)
140		1,021,178	506,993	(12,882)	(549,572)	(1,161,880)	(1,781,591)	(2,408,811)
150		986,099	471,729	(48,331)	(590,318)	(1,202,841)	(1,822,766)	(2,450,203)
160		951,020	436,466	(83,780)	(631,064)	(1,243,801)	(1,863,942)	(2,491,596)
170		915,941	401,203	(119,229)	(671,810)	(1,284,761)	(1,905,118)	(2,532,988)
180		880,862	365,939	(154,678)	(712,556)	(1,325,722)	(1,946,294)	(2,574,381)
190		845,783	330,676	(190,127)	(753,378)	(1,366,682)	(1,987,470)	(2,615,774)
200		810,698	295,412	(225,576)	(794,339)	(1,407,643)	(2,028,646)	(2,657,166)
210		775,434	260,149	(261,025)	(835,299)	(1,448,603)	(2,069,822)	(2,698,559)
220		740,171	224,885	(296,474)	(876,259)	(1,489,563)	(2,110,998)	(2,739,951)
230		704,907	189,622	(331,923)	(917,220)	(1,530,693)	(2,152,174)	(2,781,344)
240		669,644	154,358	(367,372)	(958,180)	(1,571,869)	(2,193,350)	(2,822,736)

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.)							
		90%	95%	100%	105%	110%	115%	120%	
Balance (RLV - BLV)	375,366								
	0	(266,702)	125,539	516,420	907,130	1,296,293	1,685,456	2,074,619	
	10	(302,151)	90,275	481,157	872,038	1,261,214	1,650,377	2,039,540	
	20	(337,600)	55,012	445,893	836,774	1,226,135	1,615,298	2,004,461	
	30	(373,049)	19,729	410,630	801,511	1,191,056	1,580,219	1,969,382	
	40	(408,498)	(15,720)	375,366	766,247	1,155,977	1,545,140	1,934,303	
	CIL £psm	50	(443,947)	(51,169)	340,103	730,984	1,120,898	1,510,061	1,899,224
		60	(480,599)	(86,618)	304,839	695,720	1,085,819	1,474,982	1,864,145
		70	(521,345)	(122,067)	269,576	660,457	1,050,740	1,439,903	1,829,066
		80	(562,091)	(157,516)	234,312	625,193	1,015,661	1,404,824	1,793,987
		90	(602,837)	(192,965)	199,049	589,930	980,582	1,369,745	1,758,908
		100	(643,583)	(228,414)	163,785	554,667	945,504	1,334,667	1,723,829
		110	(684,329)	(263,864)	128,522	519,403	910,284	1,299,588	1,688,751
		120	(725,075)	(299,313)	93,258	484,140	875,021	1,264,509	1,653,672
		130	(765,984)	(334,762)	57,995	448,876	839,757	1,229,430	1,618,593
		140	(806,944)	(370,211)	22,567	413,613	804,494	1,194,351	1,583,514
	40.00	150	(847,904)	(405,660)	(12,882)	378,349	769,230	1,159,272	1,548,435
		160	(888,865)	(441,109)	(48,331)	343,086	733,967	1,124,193	1,513,356
		170	(929,825)	(477,337)	(83,780)	307,822	698,703	1,089,114	1,478,277
		180	(970,786)	(518,083)	(119,229)	272,559	663,440	1,054,035	1,443,198
		190	(1,011,746)	(558,829)	(154,678)	237,295	628,176	1,018,956	1,408,119
		200	(1,052,706)	(599,575)	(190,127)	202,032	592,913	983,794	1,373,040
		210	(1,093,667)	(640,321)	(225,576)	166,768	557,649	948,531	1,337,961
		220	(1,134,627)	(681,067)	(261,025)	131,505	522,386	913,267	1,302,883
		230	(1,175,588)	(721,813)	(296,474)	96,241	487,122	878,004	1,267,804
		240	(1,216,548)	(762,694)	(331,923)	60,854	451,859	842,740	1,232,725
250	(1,257,508)	(803,654)	(367,372)	25,405	416,596	807,477	1,197,646		

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%		70.0% % Rented		
		Social Rent:	70.0%		0.0% % of total (>10% for HWP (Feb 2017))		
		Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%				
Open Market Sale (OMS) housing		100%		100.0%			
CIL Rate (£ psm)		40.00 £ psm					
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 (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)	Net to Gross %	Gross (GIA) per unit (sqft)			
1 bed House	0.0	0	%	0.0	0		
2 bed House	0.0	0		0.0	0		
3 bed House	0.0	0		0.0	0		
4 bed House	0.0	0		0.0	0		
5 bed House	0.0	0		0.0	0		
1 bed Flat	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 (sqft)	Total GIA (all units) (sqft)			
1 bed House	0	0	0	0	0		
2 bed House	0	0	0	0	0		
3 bed House	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	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:			EMV (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)
AH Commuted Sum	S106 analysis:	200,000 £ per ha	0.62% % of GDV	2,000 £ per unit (total ur)
	Comm. Sum analysis:	11.06% % of GDV	339 £ psm	(120,000)
		6,277 sqm (total)		(2,128,425)

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% 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	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 @		3,375 £ per unit	(202,500)
Contingency		9,607,720 @		5.0% (GF/BF)	(480,386)
Professional Fees		9,607,720 @		6.5%	(624,502)
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 13,892 £ per unit	(577,125)
Interest (on Development Costs) -			6.50% APR	0.526% pcm	(276,920)
Developers Profit -					
Margin on AH		0		6.00% on AH values	-
Profit on OMS		19,237,500		20.00%	(3,847,500)
Profit analysis:		14,416,769		26.69% on costs	(3,847,500)
		19,237,500		20.00% blended GDV	(3,847,500)
TOTAL COSTS					(18,264,269)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					973,231
SDLT		973,231 @		(slabbed)	(38,162)
Acquisition Agent fees		973,231 @		1.0%	(9,732)
Acquisition Legal fees		973,231 @		0.5%	(4,866)
Interest on Land		973,231 @		6.50%	(63,260)
Residual Land Value					857,211
RLV analysis:	14,287 £ per plot	1,428,685 £ per ha		578,181 £ 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)		625,610 £ per ha		253,181 £ per acre	375,366

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)		375,366	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		87,636	(174,392)	(436,420)	(732,715)	(1,035,360)	(1,338,005)	(1,641,398)
	10		34,463	(224,611)	(485,529)	(783,916)	(1,083,147)	(1,382,378)	(1,682,574)
	20		(18,711)	(274,831)	(539,857)	(835,116)	(1,130,934)	(1,426,752)	(1,723,749)
	30		(71,884)	(325,050)	(594,185)	(886,317)	(1,178,721)	(1,471,126)	(1,764,925)
	40		(125,058)	(375,270)	(648,526)	(937,517)	(1,226,508)	(1,515,500)	(1,806,101)
	50		(178,231)	(425,489)	(703,140)	(988,718)	(1,274,296)	(1,559,986)	(1,847,277)
	60		(231,405)	(476,361)	(757,754)	(1,039,918)	(1,322,083)	(1,604,593)	(1,888,453)
	70		(284,578)	(534,084)	(812,368)	(1,091,119)	(1,369,870)	(1,649,200)	(1,929,629)
	80		(337,752)	(591,808)	(866,981)	(1,142,319)	(1,417,657)	(1,693,807)	(1,970,805)
	90		(390,925)	(649,671)	(921,595)	(1,193,520)	(1,465,444)	(1,738,415)	(2,011,981)
	100		(444,099)	(707,698)	(976,209)	(1,244,720)	(1,513,231)	(1,783,022)	(2,053,157)
	110		(501,147)	(765,725)	(1,030,823)	(1,295,921)	(1,561,018)	(1,827,629)	(2,094,333)
	120		(562,266)	(823,753)	(1,085,437)	(1,347,121)	(1,608,964)	(1,872,236)	(2,135,509)
	130		(623,509)	(881,780)	(1,140,051)	(1,398,322)	(1,657,002)	(1,916,844)	(2,176,685)
	140		(684,949)	(939,807)	(1,194,665)	(1,449,522)	(1,705,041)	(1,961,451)	(2,217,861)
	150		(746,390)	(997,834)	(1,249,278)	(1,500,723)	(1,753,080)	(2,006,058)	(2,259,042)
	160		(807,831)	(1,055,862)	(1,303,892)	(1,551,923)	(1,801,118)	(2,050,665)	(2,300,434)
	170		(869,271)	(1,113,889)	(1,358,506)	(1,603,124)	(1,849,157)	(2,095,273)	(2,341,827)
	180		(930,712)	(1,171,916)	(1,413,120)	(1,654,511)	(1,897,195)	(2,139,880)	(2,383,219)
	190		(992,152)	(1,229,943)	(1,467,734)	(1,705,981)	(1,945,234)	(2,184,487)	(2,424,612)
	200		(1,053,593)	(1,287,970)	(1,522,348)	(1,757,451)	(1,993,272)	(2,229,094)	(2,466,004)
	210		(1,115,034)	(1,345,998)	(1,576,962)	(1,808,921)	(2,041,311)	(2,273,702)	(2,507,397)
	220		(1,176,474)	(1,404,025)	(1,631,576)	(1,860,390)	(2,089,350)	(2,318,309)	(2,548,790)
	230		(1,237,915)	(1,462,052)	(1,686,333)	(1,911,860)	(2,137,388)	(2,362,923)	(2,590,182)
	240		(1,299,355)	(1,520,079)	(1,741,234)	(1,963,330)	(2,185,427)	(2,407,765)	(2,631,575)
250		(1,360,796)	(1,578,107)	(1,796,135)	(2,014,800)	(2,233,465)	(2,452,607)	(2,672,967)	

TABLE 2

		Site Specific S106							
Balance (RLV - BLV)		375,366	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		622,158	611,240	600,322	589,404	578,486	567,568	556,650
	10		563,386	552,468	541,550	530,632	519,685	508,709	497,734
	20		504,505	493,529	482,554	471,578	460,603	449,628	438,652
	30		445,423	434,448	423,472	412,497	401,521	390,546	379,570
	40		386,341	375,366	364,391	353,415	342,440	331,464	320,489
	50		327,260	316,284	305,309	294,333	283,358	272,382	261,407
	60		268,178	257,203	246,227	235,252	224,276	213,301	202,325
	70		209,096	198,121	187,145	176,170	165,194	154,219	143,243
	80		150,015	139,039	128,064	117,088	106,113	95,137	84,162
	90		90,933	79,957	68,982	58,006	47,031	36,056	25,080
	100		31,851	20,876	9,900	(1,075)	(12,051)	(23,026)	(34,002)
	110		(27,231)	(38,206)	(49,181)	(60,157)	(71,132)	(82,108)	(93,083)
	120		(86,312)	(97,288)	(108,263)	(119,239)	(130,214)	(141,190)	(152,165)
	130		(145,394)	(156,369)	(167,345)	(178,320)	(189,296)	(200,271)	(211,247)
	140		(204,476)	(215,451)	(226,427)	(237,402)	(248,378)	(259,353)	(270,329)
	150		(263,557)	(274,533)	(285,508)	(296,484)	(307,459)	(318,435)	(329,410)
	160		(322,639)	(333,615)	(344,590)	(355,566)	(366,541)	(377,516)	(388,492)
	170		(381,721)	(392,696)	(403,672)	(414,647)	(425,623)	(436,598)	(447,574)
	180		(440,802)	(451,778)	(462,753)	(474,085)	(486,701)	(499,316)	(511,932)
	190		(504,149)	(516,764)	(529,380)	(541,995)	(554,617)	(567,299)	(579,980)
	200		(572,156)	(584,838)	(597,520)	(610,202)	(622,884)	(635,566)	(648,248)
	210		(640,424)	(653,106)	(665,788)	(678,469)	(691,151)	(703,833)	(716,515)
	220		(708,691)	(721,373)	(734,055)	(746,737)	(759,419)	(772,101)	(784,782)
	230		(776,958)	(789,640)	(802,322)	(815,004)	(827,686)	(840,368)	(853,050)
	240		(845,226)	(857,908)	(870,590)	(883,271)	(895,953)	(908,635)	(921,317)
250		(913,493)	(926,175)	(938,857)	(951,539)	(964,221)	(976,903)	(989,584)	

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

TABLE 3

Balance (RLV - BLV)	375,366	Profit (on OMS) 20%						
		15%	16%	17%	18%	19%	20%	21%
0		1,381,209	1,307,999	1,234,788	1,161,578	1,088,367	1,015,157	941,946
10		1,356,620	1,283,409	1,210,199	1,136,988	1,063,778	990,567	917,357
20		1,332,030	1,258,819	1,185,609	1,112,398	1,039,188	965,977	892,767
30		1,307,440	1,234,230	1,161,019	1,087,809	1,014,598	941,388	868,177
40		1,282,851	1,209,640	1,136,430	1,063,219	990,009	916,798	843,588
CIL £psm		1,258,261	1,185,050	1,111,840	1,038,629	965,419	892,208	818,998
40.00		1,233,671	1,160,461	1,087,250	1,014,040	940,829	867,619	794,408
		1,209,082	1,135,871	1,062,661	989,450	916,240	843,029	769,819
		1,184,492	1,111,282	1,038,071	964,861	891,650	818,440	745,229
		1,159,902	1,086,692	1,013,481	940,271	867,060	793,850	720,639
		1,135,313	1,062,102	988,892	915,681	842,471	769,260	696,050
		1,110,723	1,037,513	964,302	891,092	817,881	744,671	671,460
		1,086,134	1,012,923	939,713	866,502	793,292	720,081	646,871
		1,061,544	988,333	915,123	841,912	768,702	695,491	622,281
		1,036,954	963,744	890,533	817,323	744,112	670,902	597,691
		1,012,365	939,154	865,944	792,733	719,523	646,312	573,102
		987,655	914,444	841,234	768,023	694,813	621,602	548,392
		962,936	889,725	816,515	743,304	670,094	596,883	523,673
		938,217	865,006	791,796	718,585	645,375	572,164	498,954
		913,498	840,287	767,077	693,866	620,656	547,445	474,235
		888,779	815,568	742,358	669,147	595,937	522,726	449,516
		864,060	790,849	717,639	644,428	571,218	498,007	424,797
		839,341	766,130	692,920	619,709	546,499	473,288	400,078
		814,622	741,411	668,201	594,990	521,780	448,569	375,359
		789,903	716,692	643,482	570,271	497,061	423,850	350,640
		765,184	691,973	618,763	545,552	472,342	399,131	325,921

TABLE 4

Balance (RLV - BLV)	375,366	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		1,151,062	1,096,700	1,042,338	987,976	933,614	879,252	824,890
10		1,126,472	1,072,110	1,017,748	963,386	909,024	854,662	800,300
20		1,101,882	1,047,520	993,158	938,796	884,434	830,072	775,710
30		1,077,293	1,022,931	968,569	914,207	859,845	805,483	751,121
40		1,052,703	998,341	943,979	889,617	835,255	780,893	726,531
CIL £psm		1,028,113	973,751	919,389	865,027	810,665	756,303	701,941
40.00		1,003,524	949,162	894,800	840,438	786,076	731,714	677,352
		978,934	924,572	870,210	815,848	761,486	707,124	652,762
		954,345	899,983	845,621	791,259	736,897	682,535	628,173
		929,755	875,393	821,031	766,669	712,307	657,945	603,583
		905,165	850,803	796,441	742,079	687,717	633,355	578,993
		880,576	826,214	771,852	717,490	663,128	608,766	554,404
		855,986	801,624	747,262	692,900	638,538	584,176	529,814
		831,396	777,034	722,672	668,310	613,948	559,586	505,224
		806,807	752,445	698,083	643,721	589,359	534,997	480,635
		782,217	727,855	673,493	619,131	564,769	510,407	456,045
		757,507	703,145	648,783	594,421	540,059	485,697	431,335
		732,788	678,426	624,064	569,702	515,340	460,978	406,616
		708,069	653,707	599,345	544,983	490,621	436,259	381,897
		683,350	628,988	574,626	520,264	465,902	411,540	357,178
		658,631	604,269	549,907	495,545	441,183	386,821	332,459
		633,912	579,550	525,188	470,826	416,464	362,102	307,740
		609,193	554,831	500,469	446,107	391,745	337,383	283,021
		584,474	530,112	475,750	421,388	367,026	312,664	258,302
		559,755	505,393	451,031	396,669	342,307	287,945	233,583
		535,036	480,674	426,312	371,950	317,588	263,226	208,864



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

TABLE 5

Balance (RLV - BLV)	375,366	Density (dph)						
		25	30	35	40	45	50	55
0		(180,807)	68,352	246,323	379,801	483,617	566,670	634,623
10		(205,397)	43,762	221,733	355,211	459,027	542,081	610,033
20		(229,987)	19,173	197,143	330,621	434,438	517,491	585,443
30		(254,576)	(5,417)	172,554	306,032	409,848	492,901	560,854
40		(279,166)	(30,007)	147,964	281,442	385,259	468,312	536,264
CIL £psm		(303,756)	(54,596)	123,374	256,853	360,669	443,722	511,674
40.00		(328,345)	(79,186)	98,785	232,263	336,079	419,132	487,085
		(352,935)	(103,776)	74,195	207,673	311,490	394,543	462,495
		(377,524)	(128,365)	49,606	183,084	286,900	369,953	437,906
		(402,114)	(152,955)	25,016	158,494	262,310	345,363	413,316
		(426,704)	(177,544)	426	133,904	237,721	320,774	388,726
		(451,293)	(202,134)	(24,163)	109,315	213,131	296,184	364,137
		(475,883)	(226,724)	(48,753)	84,725	188,542	271,595	339,547
		(500,473)	(251,313)	(73,343)	60,136	163,952	247,005	314,957
		(525,062)	(275,903)	(97,932)	35,546	139,362	222,415	290,368
		(549,652)	(300,493)	(122,522)	10,956	114,773	197,826	265,778
		(574,362)	(325,203)	(147,232)	(13,754)	90,063	173,116	241,068
		(599,081)	(349,922)	(171,951)	(38,473)	65,344	148,397	216,349
		(623,800)	(374,641)	(196,670)	(63,192)	40,625	123,678	191,630
		(648,519)	(399,360)	(221,389)	(87,911)	15,906	98,959	166,911
		(673,238)	(424,079)	(246,108)	(112,630)	(8,813)	74,240	142,192
		(697,957)	(448,798)	(270,827)	(137,349)	(33,532)	49,521	117,473
		(722,676)	(473,517)	(295,546)	(162,068)	(58,251)	24,802	92,754
		(747,395)	(498,236)	(320,265)	(186,787)	(82,970)	83	68,035
		(772,114)	(522,955)	(344,984)	(211,506)	(107,689)	(24,636)	43,316
		(796,833)	(547,674)	(369,703)	(236,225)	(132,408)	(49,355)	18,597

TABLE 6

Balance (RLV - BLV)	375,366	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
0		1,699,555	1,360,015	1,015,157	667,210	314,745	(41,345)	(418,301)
10		1,675,230	1,335,554	990,567	642,610	290,026	(66,194)	(446,863)
20		1,650,897	1,311,094	965,977	617,891	265,307	(91,043)	(425,425)
30		1,626,564	1,286,543	941,388	593,172	240,588	(115,892)	(404,085)
40		1,602,231	1,261,954	916,798	568,453	215,869	(140,741)	(382,747)
CIL £psm		1,577,898	1,237,364	892,208	543,734	191,150	(165,590)	(361,510)
40.00		1,553,565	1,212,774	867,619	519,015	166,431	(190,439)	(340,222)
		1,529,233	1,188,185	843,029	494,296	141,712	(215,288)	(318,935)
		1,504,900	1,163,595	818,440	469,577	116,993	(240,138)	(297,647)
		1,480,439	1,139,006	793,850	444,858	92,273	(264,987)	(276,359)
		1,455,978	1,114,416	769,260	420,139	67,424	(290,037)	(255,072)
		1,431,517	1,089,826	744,671	395,420	42,575	(318,599)	(233,784)
		1,407,057	1,065,237	720,081	370,701	17,726	(347,161)	(212,497)
		1,382,596	1,040,647	695,491	345,982	(7,123)	(375,723)	(191,209)
		1,358,135	1,016,057	670,902	321,263	(31,972)	(404,285)	(170,922)
		1,333,674	991,468	646,312	296,543	(56,821)	(432,847)	(150,634)
		1,309,213	966,878	621,602	271,824	(81,670)	(461,410)	(130,346)
		1,284,753	942,289	596,883	247,105	(106,519)	(489,995)	(110,059)
		1,260,293	917,699	572,164	222,386	(131,368)	(518,708)	(90,771)
		1,235,833	893,109	547,445	197,667	(156,217)	(547,420)	(70,484)
		1,211,373	868,520	522,726	172,948	(181,067)	(576,133)	(50,196)
		1,186,913	843,930	498,007	148,229	(205,916)	(604,845)	(30,909)
		1,162,453	819,340	473,288	123,510	(230,765)	(633,557)	(10,678)
		1,137,993	794,751	448,569	98,791	(255,614)	(662,270)	(9,541)
		1,113,533	770,161	423,850	73,976	(280,463)	(690,982)	(10,405)
		1,089,073	745,572	399,131	49,127	(307,825)	(719,695)	(11,268)



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.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	375,366							
	0	447,167	731,439	1,015,157	1,298,874	1,581,854	1,863,728	2,144,832
	10	422,448	706,850	990,567	1,274,284	1,557,393	1,839,395	2,120,627
	20	397,728	682,260	965,977	1,249,695	1,532,932	1,815,062	2,096,421
	30	373,009	657,671	941,388	1,225,105	1,508,471	1,790,729	2,072,216
	40	348,290	633,081	916,798	1,200,515	1,484,010	1,766,396	2,047,995
CIL £psm	50	323,571	608,491	892,208	1,175,926	1,459,549	1,742,063	2,023,662
	40.00	60	298,852	583,822	867,619	1,151,336	1,435,053	1,717,682
	70	274,133	559,103	843,029	1,126,746	1,410,464	1,693,221	1,974,996
	80	249,414	534,384	818,440	1,102,157	1,385,874	1,668,760	1,950,663
	90	224,695	509,665	793,850	1,077,567	1,361,284	1,644,299	1,926,330
	100	199,976	484,946	769,260	1,052,978	1,336,695	1,619,838	1,901,997
	110	175,257	460,227	744,671	1,028,388	1,312,105	1,595,377	1,877,664
	120	150,538	435,508	720,081	1,003,798	1,287,516	1,570,916	1,853,331
	130	125,819	410,789	695,491	979,209	1,262,926	1,546,455	1,828,999
	140	101,100	386,070	670,902	954,619	1,238,336	1,521,995	1,804,588
	150	76,381	361,351	646,312	930,029	1,213,747	1,497,464	1,780,127
	160	51,662	336,632	621,602	905,440	1,189,157	1,472,874	1,755,666
	170	26,833	311,913	596,883	880,850	1,164,567	1,448,285	1,731,205
	180	1,984	287,194	572,164	856,261	1,139,978	1,423,695	1,706,745
	190	(22,865)	262,475	547,445	831,671	1,115,388	1,399,105	1,682,284
	200	(47,714)	237,756	522,726	807,081	1,090,799	1,374,516	1,657,823
	210	(72,563)	213,037	498,007	782,492	1,066,209	1,349,926	1,633,362
	220	(97,413)	188,318	473,288	757,902	1,041,619	1,325,337	1,608,901
	230	(122,262)	163,599	448,569	733,312	1,017,030	1,300,747	1,584,440
	240	(147,111)	138,880	423,850	708,723	992,440	1,276,157	1,559,874
	250	(171,960)	114,161	399,131	684,101	967,850	1,251,568	1,535,285

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

190906 SWC Residential Appraisals_AK-AN_ Extra Care v2 - 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	40.00
CIL (£ per unit)	2,510.77	2,510.77	2,510.77	2,510.77
CIL (£)	150,646	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	4,511
Strategic Infrastructure (£ per unit)	-	-	-	-
Strategic Infrastructure (£)	-	-	-	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	4,511	4,511	4,511	4,511
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)	22.18%	22.18%	21.64%	21.64%
RLV (£)	1,105,903	1,105,903	857,211	857,211
RLV (£/acre)	745,921	745,921	578,181	578,181
RLV (£/ha)	1,843,172	1,843,172	1,428,685	1,428,685
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	698,188	772,318	264,171	375,366
Surplus/Deficit (£/acre)	470,921	520,921	178,181	253,181
Surplus/Deficit (£/ha)	1,163,647	1,287,197	440,285	625,610
Plan Viability comments	Viable	Viable	Viable	Viable