

## 190903 SWC Residential Appraisals\_A-E\_v2 - Version Notes

Date	Version	Comments
------	---------	----------

190903	v2	
--------	----	--

Scheme Ref: **A**  
 No Units: **7** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		7 Units					
AH Policy requirement (% Target)		40%					
AH tenure split %		Affordable Rent:		0.0%		70.0% % Rented	
		Social Rent:		70.0%		12.0% % of total (>10% for HWP (Feb 2017))	
		Intermediate (LCHO/Sub-Market/Starter etc.):		30.0%			
Open Market Sale (OMS) housing		60%		100%		100.0%	
CIL Rate (£ psm)		40.00 £ psm					
<b>Unit mix -</b>		<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House		0.0%	0.0	50.0%	1.4	20%	1.4
3 bed House		50.0%	2.1	50.0%	1.4	50%	3.5
4 bed House		50.0%	2.1	0.0%	0.0	30%	2.1
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units		100.0%	4.2	100.0%	2.8	100%	7.0
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm) (sqft)</b>		
1 bed House		69.0	743		69.0	743	
2 bed House		75.0	807		75.0	807	
3 bed House		90.0	969		90.0	969	
4 bed House		112.0	1,206		112.0	1,206	
5 bed House		128.0	1,378		128.0	1,378	
1 bed Flat		50.0	538	85.0%	58.8	633	
2 bed Flat		65.0	700	85.0%	76.5	823	
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm) (sqft)</b>		
1 bed House		69.0	743		69.0	743	
2 bed House		75.0	807		75.0	807	
3 bed House		90.0	969		90.0	969	
4 bed House		112.0	1,206		112.0	1,206	
5 bed House		128.0	1,378		128.0	1,378	
1 bed Flat		50.0	538	85.0%	58.8	633	
2 bed Flat		65.0	700	85.0%	76.5	823	
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA (sqm) (sqft)</b>	<b>AH units GIA (sqm) (sqft)</b>	<b>Total GIA (all units) (sqm) (sqft)</b>			
1 bed House		0 0	0 0	0	0	0	0
2 bed House		0 0	0 0	105	1,130	105	1,130
3 bed House		189 2,034	126 1,356	315	3,391	315	3,391
4 bed House		235 2,532	0 0	235	2,532	235	2,532
5 bed House		0 0	0 0	0	0	0	0
1 bed Flat		0 0	0 0	0	0	0	0
2 bed Flat		0 0	0 0	0	0	0	0
		424 4,566	231 2,486	655	7,053	655	7,053
AH % by floor area:		35.26% AH % by floor area due to mix					
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£psf</b>	<b>total MV (£ (no AH))</b>		
1 bed House		230,000	3,333	310	0		
2 bed House		270,000	3,600	334	378,000		
3 bed House		320,000	3,556	330	1,120,000		
4 bed House		450,000	4,018	373	945,000		
5 bed House		520,000	4,063	377	0		
1 bed Flat		170,000	3,400	316	0		
2 bed Flat		215,000	3,308	307	0		
					2,443,000		
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>Intermediate £</b>	<b>% of MV</b>
1 bed House		86,250	37.5%	86,250	37.5%	161,000	70%
2 bed House		101,250	37.5%	101,250	37.5%	189,000	70%
3 bed House		120,000	37.5%	120,000	37.5%	224,000	70%
4 bed House		168,750	37.5%	168,750	37.5%	315,000	70%
5 bed House		195,000	37.5%	195,000	37.5%	364,000	70%
1 bed Flat		63,750	37.5%	63,750	37.5%	119,000	70%
2 bed Flat		80,625	37.5%	80,625	37.5%	150,500	70%

Scheme Ref: **A**  
 No Units: **7** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	230,000	-
2 bed House	0.0	@	270,000	-
3 bed House	2.1	@	320,000	672,000
4 bed House	2.1	@	450,000	945,000
5 bed House	0.0	@	520,000	-
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	4.2			1,617,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	86,250	-
2 bed House	0.0	@	101,250	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	86,250	-
2 bed House	1.0	@	101,250	99,225
3 bed House	1.0	@	120,000	117,600
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	2.0			216,825
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	161,000	-
2 bed House	0.4	@	189,000	79,380
3 bed House	0.4	@	224,000	94,080
4 bed House	0.0	@	315,000	-
5 bed House	0.0	@	364,000	-
1 bed Flat	0.0	@	119,000	-
2 bed Flat	0.0	@	150,500	-
	0.8	2.8		173,460
<b>Sub-total GDV Residential</b>	<b>7</b>			<b>2,007,285</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>435,715</b>
			665 £ psm (total GIA sqm)	62,245 £ per unit (total units)
<b>Grant</b>	<b>7</b>	@	<b>0</b>	-
<b>Total GDV</b>				<b>2,007,285</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,234)
CIL				(16,968)
	CIL analysis:	424 sqm (Market only)	40.00 £ psm	
		0.85% % of GDV	2,424 £ per unit (total units)	
Site Specific S106 Contributions (inc. Education)	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	7 units @	2,000 per unit	(14,000)
<b>S106 analysis:</b>	<b>60,000 £ per ha</b>	<b>0.70% % of GDV</b>	<b>2,000 £ per unit (total ur</b>	<b>(14,000)</b>
AH Commuted Sum		655 sqm (total)	0 £ psm	-
<b>Comm. Sum analysis:</b>		<b>0.00% % of GDV</b>		

cont./

Scheme Ref: **A**  
 No Units: **7** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes:

<b>Construction Costs -</b>						
Site Clearance and Demolition		0.58 acres @		0 £ per acre (if brownfield)		-
Site Infrastructure costs -	Year 1	0				-
	Year 2	0				-
	Year 3	0				-
	Year 4	0				-
	Year 5	0				-
	Year 6	0				-
	Year 7	0				-
	Year 8	0				-
	Year 9	0				-
	Year 10	0				-
	Year 11	0				-
	Year 12	0				-
	Year 13	0				-
	Year 14	0				-
	Year 15	0				-
	total	7 units @		0 per unit		-
<b>Infra. Costs analysis:</b>		£ per ha	0.00% % of GDV	0 £ per unit (total ur		-
1 bed House		- sqm @		1,166 psm		-
2 bed House		105 sqm @		1,166 psm		(122,430)
3 bed House		315 sqm @		1,166 psm		(367,290)
4 bed House		235 sqm @		1,166 psm		(274,243)
5 bed House		- sqm @		1,166 psm		-
1 bed Flat		- sqm @		1,287 psm		-
2 bed Flat		655 sqm @		1,287 psm		-
External works		763,963 @		15.0% 16,371 £ per unit		(114,594)
M4(2) Category 2 Housing	Aff units	units @	0% @	521 £ per unit		-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111 £ per unit		-
M4(2) Category 2 Housing	Mrkt units	- units @	90% @	521 £ per unit		-
M4(3) Category 3 Housing	Mrkt units	- units @	10% @	10,111 £ per unit		-
Water Efficiency additional cost		7 units @		10 £ per unit		(70)
Low Carbon Energy cost		7 units @		3,375 £ per unit		(23,625)
Contingency		902,253 @		3.0% (GF/BF)		(27,068)
<b>Professional Fees</b>		902,253 @		6.5%		(58,646)
<b>Disposal Costs -</b>						
Residential Sales Agent Costs		1,617,000 OMS @		1.00% 2,310 £ per unit		(16,170)
Residential Sales Legal Costs		4 OM Units @		0.23% 900 £ per unit		(3,780)
Affordable Sale Legal Costs				lump sum		(10,000)
Marketing and Promotion		1,617,000 OMS @		3.00% 6,930 £ per unit 11,209 £ per unit		(48,510)
<b>Interest (on Development Costs) -</b>			6.50% APR	0.526% pcm		(6,886)
<b>Developers Profit -</b>						
Margin on AH		390,285		6.00% on AH values		(23,417)
Profit on OMS		1,617,000		20.00%		(323,400)
<b>Profit analysis:</b>		1,117,515		31.03% on costs		(346,817)
		2,007,285		17.28% blended GDV		(346,817)
<b>TOTAL COSTS</b>						<b>(1,464,332)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					542,953
SDLT		542,953 @		(slabbed)	(16,648)
Acquisition Agent fees		542,953 @		1.0%	(5,430)
Acquisition Legal fees		542,953 @		0.5%	(2,715)
Interest on Land		542,953 @		6.50%	(35,292)
Residual Land Value					<b>482,869</b>
<b>RLV analysis:</b>		68,981 £ per plot	2,069,439 £ per ha	837,491 £ per acre	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		30.0 dph			
Site Area (Net)		0.23 ha		0.58 acres	
<b>Density analysis:</b>		2,808 sqm/ha		12,232 sqft/ac	
Benchmark Land Value (Net)		22,651 £ per plot	679,525 £ per ha	275,000 £ per acre	<b>158,556</b>

<b>BALANCE</b>					
Surplus/(Deficit)		1,389,914 £ per ha		562,491 £ per acre	<b>324,313</b>

Scheme Ref: **A**  
 No Units: **7**      Location / Value Zone: **Higher**      Development Scenario: **Greenfield**  
 Notes:

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

**TABLE 1**

		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		324,313	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	324,313	583,372	542,781	502,189	461,598	420,988	380,348	339,708
	10		577,629	537,357	497,084	456,812	416,498	376,179	335,860
	20		571,886	531,933	491,979	452,006	412,008	372,009	332,011
	30		566,143	526,509	486,873	447,195	407,518	367,840	328,162
	40		560,400	521,085	481,742	442,384	403,027	363,670	324,313
	50		554,657	515,646	476,610	437,573	398,537	359,501	320,465
	60		548,909	510,194	471,478	432,763	394,047	355,331	316,616
	70		543,136	504,741	466,346	427,952	389,557	351,162	312,767
	80		537,363	499,289	461,215	423,141	385,066	346,992	308,918
	90		531,590	493,836	456,083	418,330	380,576	342,823	305,069
	100		525,817	488,384	450,951	413,519	376,086	338,653	301,213
	110		520,043	482,932	445,820	408,708	371,596	334,484	297,344
	120		514,270	477,479	440,688	403,897	367,105	330,314	293,475
	130		508,497	472,027	435,556	399,086	362,615	326,126	289,606
	140		502,724	466,574	430,424	394,275	358,125	321,934	285,737
	150		496,951	461,122	425,293	389,464	353,618	317,743	281,868
	160		491,178	455,669	420,161	384,653	349,104	313,551	277,999
	170		485,404	450,217	415,029	379,821	344,590	309,360	274,130
	180		479,631	444,764	409,892	374,984	340,076	305,169	270,261
	190		473,858	439,312	404,733	370,148	335,563	300,977	266,392
	200		468,085	433,838	399,575	365,312	331,049	296,786	262,523
	210		462,297	428,357	394,416	360,475	326,535	292,594	258,654
	220		456,494	422,875	389,257	355,639	322,021	288,403	254,785
	230		450,690	417,394	384,099	350,803	317,507	284,211	250,916
	240		444,887	411,913	378,940	345,967	312,993	280,020	247,047
	250		439,083	406,432	373,781	341,130	308,479	275,828	243,175

**TABLE 2**

		Site Specific S106							
Balance (RLV - BLV)		324,313	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0	324,313	340,950	339,708	338,467	337,226	335,984	334,743	333,502
	10		337,101	335,860	334,618	333,377	332,136	330,894	329,653
	20		333,252	332,011	330,769	329,528	328,287	327,045	325,804
	30		329,403	328,162	326,921	325,679	324,438	323,197	321,955
	40		325,555	324,313	323,072	321,831	320,589	319,348	318,107
	50		321,706	320,465	319,223	317,982	316,740	315,499	314,258
	60		317,857	316,616	315,374	314,133	312,892	311,650	310,409
	70		314,008	312,767	311,526	310,284	309,043	307,802	306,560
	80		310,160	308,918	307,677	306,435	305,194	303,953	302,711
	90		306,311	305,069	303,828	302,587	301,346	300,105	298,864
	100		302,460	301,213	299,966	298,718	297,471	296,224	294,977
	110		298,591	297,344	296,097	294,849	293,602	292,355	291,108
	120		294,722	293,475	292,228	290,980	289,733	288,486	287,239
	130		290,853	289,606	288,359	287,111	285,864	284,617	283,370
	140		286,984	285,737	284,490	283,242	281,995	280,748	279,501
	150		283,115	281,868	280,621	279,373	278,126	276,879	275,632
	160		279,246	277,999	276,752	275,504	274,257	273,010	271,763
	170		275,377	274,130	272,882	271,635	270,388	269,141	267,894
	180		271,508	270,261	269,013	267,766	266,519	265,272	264,024
	190		267,639	266,392	265,144	263,897	262,650	261,403	260,155
	200		263,770	262,523	261,275	260,028	258,781	257,534	256,286
	210		259,901	258,654	257,406	256,159	254,912	253,665	252,417
	220		256,032	254,785	253,537	252,290	251,043	249,796	248,548
	230		252,163	250,916	249,668	248,421	247,174	245,927	244,679
	240		248,294	247,047	245,799	244,552	243,305	242,049	240,795
	250		244,425	243,175	241,921	240,668	239,414	238,160	236,906

Scheme Ref: **A**  
 No Units: **7**      Location / Value Zone: **Higher**      Development Scenario: **Greenfield**  
 Notes:

**TABLE 3**

Balance (RLV - BLV)	324,313	Profit (on OMS) 20%						
		15%	16%	17%	18%	19%	20%	21%
0		410,048	395,980	381,912	367,844	353,776	339,708	325,641
10		406,199	392,131	378,063	363,995	349,928	335,860	321,792
20		402,350	388,282	374,215	360,147	346,079	332,011	317,943
30		398,502	384,434	370,366	356,298	342,230	328,162	314,094
40		394,653	380,585	366,517	352,449	338,381	324,313	310,245
CIL £psm		390,804	376,736	362,668	348,600	334,532	320,465	306,397
40.00		386,955	372,887	358,819	344,752	330,684	316,616	302,548
70		383,106	369,039	354,971	340,903	326,835	312,767	298,699
80		379,258	365,190	351,122	337,054	322,986	308,918	294,850
90		375,409	361,341	347,273	333,205	319,137	305,069	291,002
100		371,552	357,485	343,417	329,349	315,281	301,213	287,145
110		367,683	353,616	339,548	325,480	311,412	297,344	283,276
120		363,814	349,746	335,679	321,611	307,543	293,475	279,407
130		359,945	345,877	331,810	317,742	303,674	289,606	275,538
140		356,076	342,008	327,941	313,873	299,805	285,737	271,669
150		352,207	338,139	324,072	310,004	295,936	281,868	267,800
160		348,338	334,270	320,202	306,135	292,067	277,999	263,931
170		344,469	330,401	316,333	302,266	288,198	274,130	260,062
180		340,600	326,532	312,464	298,397	284,329	270,261	256,193
190		336,731	322,663	308,595	294,527	280,460	266,392	252,324
200		332,862	318,794	304,726	290,658	276,591	262,523	248,455
210		328,993	314,925	300,857	286,789	272,722	258,654	244,586
220		325,124	311,056	296,988	282,920	268,852	254,785	240,717
230		321,255	307,187	293,119	279,051	264,983	250,916	236,848
240		317,386	303,318	289,250	275,182	261,114	247,047	232,979
250		313,515	299,447	285,379	271,311	257,243	243,175	229,107

**TABLE 4**

Balance (RLV - BLV)	324,313	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		411,779	382,951	354,123	325,294	296,466	267,638	238,809
10		407,930	379,102	350,274	321,445	292,617	263,789	234,960
20		404,082	375,253	346,425	317,597	288,768	259,940	231,112
30		400,233	371,405	342,576	313,748	284,920	256,091	227,263
40		396,384	367,556	338,727	309,899	281,071	252,242	223,414
CIL £psm		392,535	363,707	334,879	306,050	277,222	248,394	219,565
40.00		388,687	359,858	331,030	302,202	273,373	244,545	215,717
70		384,838	356,009	327,181	298,353	269,524	240,696	211,868
80		380,989	352,161	323,332	294,504	265,676	236,847	208,019
90		377,140	348,312	319,484	290,655	261,827	232,999	204,170
100		373,284	344,465	315,627	286,799	257,970	229,142	200,314
110		369,415	340,586	311,758	282,930	254,101	225,273	196,445
120		365,546	336,717	307,889	279,061	250,232	221,404	192,576
130		361,677	332,848	304,020	275,192	246,363	217,535	188,707
140		357,808	328,979	300,151	271,323	242,494	213,666	184,838
150		353,939	325,110	296,282	267,454	238,625	209,797	180,969
160		350,070	321,241	292,413	263,585	234,756	205,928	177,100
170		346,201	317,372	288,544	259,716	230,887	202,059	173,231
180		342,332	313,503	284,675	255,847	227,018	198,190	169,362
190		338,463	309,634	280,806	251,978	223,149	194,321	165,493
200		334,593	305,765	276,937	248,108	219,280	190,452	161,623
210		330,724	301,896	273,068	244,239	215,411	186,583	157,754
220		326,855	298,027	269,199	240,370	211,542	182,714	153,885
230		322,986	294,158	265,330	236,501	207,673	178,845	150,016
240		319,117	290,289	261,461	232,632	203,804	174,976	146,147
250		315,246	286,418	257,589	228,761	199,933	171,104	142,276

Scheme Ref: **A**  
 No Units: **7**      Location / Value Zone: **Higher**      Development Scenario: **Greenfield**  
 Notes:

**TABLE 5**

Balance (RLV - BLV)	324,313	Density (dph)						
		25	30	35	40	45	50	55
CIL £psm 40.00	0	307,997	339,708	362,359	379,347	392,560	403,131	411,779
	10	304,148	335,860	358,510	375,499	388,712	399,282	407,930
	20	300,300	332,011	354,662	371,650	384,863	395,433	404,082
	30	296,451	328,162	350,813	367,801	381,014	391,584	400,233
	40	292,602	324,313	346,964	363,952	377,165	387,736	396,384
	50	288,753	320,465	343,115	360,103	373,316	383,887	392,535
	60	284,905	316,616	339,267	356,255	369,468	380,038	388,687
	70	281,056	312,767	335,418	352,406	365,619	376,189	384,838
	80	277,207	308,918	331,569	348,557	361,770	372,341	380,989
	90	273,358	305,069	327,720	344,708	357,921	368,492	377,140
	100	269,502	301,213	323,864	340,852	354,065	364,635	373,284
	110	265,633	297,344	319,995	336,983	350,196	360,766	369,415
	120	261,764	293,475	316,126	333,114	346,327	356,897	365,546
	130	257,895	289,606	312,257	329,245	342,458	353,028	361,677
	140	254,026	285,737	308,388	325,376	338,589	349,159	357,808
	150	250,157	281,868	304,519	321,507	334,720	345,290	353,939
	160	246,288	277,999	300,650	317,638	330,851	341,421	350,070
	170	242,419	274,130	296,781	313,769	326,982	337,552	346,201
	180	238,550	270,261	292,912	309,900	323,113	333,683	342,332
	190	234,681	266,392	289,043	306,031	319,244	329,814	338,463
	200	230,811	262,523	285,173	302,162	315,375	325,945	334,593
	210	226,942	258,654	281,304	298,293	311,506	322,076	330,724
	220	223,073	254,785	277,435	294,424	307,637	318,207	326,855
	230	219,204	250,916	273,566	290,555	303,768	314,338	322,986
	240	215,335	247,047	269,697	286,685	299,898	310,469	319,117
	250	211,464	243,175	265,826	282,814	296,027	306,597	315,246

**TABLE 6**

Balance (RLV - BLV)	324,313	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00	0	436,670	388,523	339,708	290,261	240,063	189,100	137,305
	10	432,841	384,694	335,860	286,392	236,194	185,211	133,395
	20	429,012	380,865	332,011	282,523	232,317	181,311	129,485
	30	425,184	377,037	328,162	278,654	228,428	177,401	125,576
	40	421,355	373,192	324,313	274,785	224,538	173,491	121,666
	50	417,526	369,344	320,465	270,916	220,649	169,581	117,756
	60	413,698	365,495	316,616	267,047	216,760	165,672	113,846
	70	409,869	361,646	312,767	263,178	212,871	161,762	109,936
	80	406,041	357,797	308,918	259,309	208,981	157,852	106,026
	90	402,212	353,949	305,069	255,440	205,091	153,942	102,116
	100	398,383	350,100	301,213	251,571	201,202	150,032	98,207
	110	394,555	346,251	297,344	247,702	197,313	146,122	94,297
	120	390,726	342,402	293,475	243,833	193,423	142,212	90,387
	130	386,897	338,553	289,606	239,964	189,534	138,303	86,477
	140	383,030	334,705	285,737	236,081	185,644	134,393	82,567
	150	379,181	330,856	281,868	232,192	181,747	130,483	78,657
	160	375,332	327,007	277,999	228,302	177,837	126,573	74,747
	170	371,483	323,158	274,130	224,413	173,927	122,663	70,838
	180	367,635	319,310	270,261	220,523	170,017	118,753	66,928
	190	363,786	315,461	266,392	216,634	166,107	114,843	63,018
	200	359,937	311,608	262,523	212,745	162,197	110,934	59,108
	210	356,088	307,739	258,654	208,855	158,288	107,024	55,198
	220	352,240	303,870	254,785	204,966	154,378	103,114	51,288
	230	348,391	300,001	250,916	201,076	150,468	99,204	47,378
	240	344,542	296,132	247,047	197,187	146,558	95,294	43,469
	250	340,693	292,263	243,175	193,298	142,648	91,384	39,559

Scheme Ref: **A**  
 No Units: **7**      Location / Value Zone: **Higher**      Development Scenario: **Greenfield**  
 Notes:

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	324,313	90%	95%	100%	105%	110%	115%	120%
		0	232,127	285,967	339,708	393,447	447,071	500,695	554,319
		10	228,258	282,119	335,860	389,601	443,243	496,866	550,490
		20	224,389	278,270	332,011	385,752	439,414	493,038	546,662
		30	220,520	274,408	328,162	381,903	435,585	489,209	542,833
		40	216,650	270,539	324,313	378,054	431,757	485,381	539,004
	CIL £psm	50	212,781	266,670	320,465	374,205	427,928	481,552	535,176
	40.00	60	208,912	262,801	316,616	370,357	424,098	477,723	531,347
		70	205,043	258,932	312,767	366,508	420,249	473,895	527,518
		80	201,163	255,063	308,918	362,659	416,400	470,066	523,690
		90	197,273	251,194	305,069	358,810	412,551	466,237	519,861
		100	193,384	247,325	301,213	354,962	408,703	462,409	516,033
		110	189,494	243,456	297,344	351,113	404,854	458,580	512,204
		120	185,605	239,587	293,475	347,264	401,005	454,746	508,375
		130	181,716	235,718	289,606	343,415	397,156	450,897	504,547
		140	177,826	231,849	285,737	339,566	393,307	447,048	500,718
		150	173,937	227,979	281,868	335,718	389,459	443,200	496,889
		160	170,047	224,110	277,999	331,869	385,610	439,351	493,061
		170	166,158	220,224	274,130	328,018	381,761	435,502	489,232
		180	162,269	216,335	270,261	324,149	377,912	431,653	485,394
		190	158,379	212,445	266,392	320,280	374,064	427,804	481,545
		200	154,490	208,556	262,523	316,411	370,215	423,956	477,697
		210	150,581	204,667	258,654	312,542	366,366	420,107	473,848
		220	146,671	200,777	254,785	308,673	362,517	416,258	469,999
		230	142,761	196,888	250,916	304,804	358,668	412,409	466,150
		240	138,851	192,998	247,047	300,935	354,820	408,561	462,302
		250	134,941	189,109	243,175	297,066	350,954	404,712	458,453

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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



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

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		10 Units					
AH Policy requirement (% Target)		40%					
AH tenure split %		Affordable Rent:		0.0%		70.0% % Rented	
		Social Rent:		70.0%			
		Intermediate (LCHO/Sub-Market/Starter etc.):		30.0%		12.0% % of total (>10% for HWP (Feb 2017))	
Open Market Sale (OMS) housing		60%		100%		100.0%	
CIL Rate (£ psm)		40.00 £ psm					
<b>Unit mix -</b>		<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House	0.0%	0.0	50.0%	2.0	20%	2.0	
3 bed House	50.0%	3.0	50.0%	2.0	50%	5.0	
4 bed House	50.0%	3.0	0.0%	0.0	30%	3.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
<b>Total number of units</b>	<b>100.0%</b>	<b>6.0</b>	<b>100.0%</b>	<b>4.0</b>	<b>100%</b>	<b>10.0</b>	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>		<b>(sqft)</b>	<b>(sqft)</b>
1 bed House	69.0	743		69.0	743		
2 bed House	75.0	807		75.0	807		
3 bed House	90.0	969		90.0	969		
4 bed House	112.0	1,206		112.0	1,206		
5 bed House	128.0	1,378		128.0	1,378		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823		
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>		<b>(sqft)</b>	<b>(sqft)</b>
1 bed House	69.0	743		69.0	743		
2 bed House	75.0	807		75.0	807		
3 bed House	90.0	969		90.0	969		
4 bed House	112.0	1,206		112.0	1,206		
5 bed House	128.0	1,378		128.0	1,378		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823		
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA (sqm)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>	<b>(sqft)</b>
1 bed House	0	0	0	0	0	0	
2 bed House	0	0	150	1,615	150	1,615	
3 bed House	270	2,906	180	1,938	450	4,844	
4 bed House	336	3,617	0	0	336	3,617	
5 bed House	0	0	0	0	0	0	
1 bed Flat	0	0	0	0	0	0	
2 bed Flat	0	0	0	0	0	0	
	606	6,523	330	3,552	936	10,075	
AH % by floor area:		35.26% AH % by floor area due to mix					
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£psf</b>	<b>total MV (£ (no AH))</b>		
1 bed House	230,000	3,333	310		0		
2 bed House	270,000	3,600	334		540,000		
3 bed House	320,000	3,556	330		1,600,000		
4 bed House	450,000	4,018	373		1,350,000		
5 bed House	520,000	4,063	377		0		
1 bed Flat	170,000	3,400	316		0		
2 bed Flat	215,000	3,308	307		0		
					3,490,000		
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>Intermediate £</b>	<b>% of MV</b>
1 bed House	86,250	37.5%	86,250	37.5%	161,000	70%	
2 bed House	101,250	37.5%	101,250	37.5%	189,000	70%	
3 bed House	120,000	37.5%	120,000	37.5%	224,000	70%	
4 bed House	168,750	37.5%	168,750	37.5%	315,000	70%	
5 bed House	195,000	37.5%	195,000	37.5%	364,000	70%	
1 bed Flat	63,750	37.5%	63,750	37.5%	119,000	70%	
2 bed Flat	80,625	37.5%	80,625	37.5%	150,500	70%	

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

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	230,000	-
2 bed House	0.0	@	270,000	-
3 bed House	3.0	@	320,000	960,000
4 bed House	3.0	@	450,000	1,350,000
5 bed House	0.0	@	520,000	-
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	6.0			2,310,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	86,250	-
2 bed House	0.0	@	101,250	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	86,250	-
2 bed House	1.4	@	101,250	141,750
3 bed House	1.4	@	120,000	168,000
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	2.8			309,750
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	161,000	-
2 bed House	0.6	@	189,000	113,400
3 bed House	0.6	@	224,000	134,400
4 bed House	0.0	@	315,000	-
5 bed House	0.0	@	364,000	-
1 bed Flat	0.0	@	119,000	-
2 bed Flat	0.0	@	150,500	-
	1.2	4.0		247,800
<b>Sub-total GDV Residential</b>	<b>10</b>			<b>2,867,550</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>622,450</b>
			665 £ psm (total GIA sqm)	62,245 £ per unit (total units)
<b>Grant</b>	10	@	0	-
<b>Total GDV</b>				<b>2,867,550</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(4,620)
CIL				(24,240)
	CIL analysis:	606 sqm (Market only)	40.00 £ psm	
		0.85% % of GDV	2,424 £ per unit (total units)	
Site Specific S106 Contributions (inc. Education)	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	10 units @	2,000 per unit	(20,000)
<b>S106 analysis:</b>	60,000 £ per ha	0.70% % of GDV	2,000 £ per unit (total ur	(20,000)
AH Commuted Sum		936 sqm (total)	0 £ psm	-
<b>Comm. Sum analysis:</b>		0.00% % of GDV		

cont./

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

<b>Construction Costs -</b>						
Site Clearance and Demolition		0.82 acres @		0 £ per acre (if brownfield)		-
Site Infrastructure costs -	Year 1	0				-
	Year 2	0				-
	Year 3	0				-
	Year 4	0				-
	Year 5	0				-
	Year 6	0				-
	Year 7	0				-
	Year 8	0				-
	Year 9	0				-
	Year 10	0				-
	Year 11	0				-
	Year 12	0				-
	Year 13	0				-
	Year 14	0				-
	Year 15	0				-
	total	10 units @		0 per unit		-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total ur		-
1 bed House		- sqm @		1,166 psm		-
2 bed House		150 sqm @		1,166 psm		(174,900)
3 bed House		450 sqm @		1,166 psm		(524,700)
4 bed House		336 sqm @		1,166 psm		(391,776)
5 bed House		- sqm @		1,166 psm		-
1 bed Flat		- sqm @		1,287 psm		-
2 bed Flat		936 - sqm @		1,287 psm		-
External works		1,091,376 @		15.0% 16,371 £ per unit		(163,706)
M4(2) Category 2 Housing	Aff units	units @	0% @	521 £ per unit		-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111 £ per unit		-
M4(2) Category 2 Housing	Mrkt units	- units @	90% @	521 £ per unit		-
M4(3) Category 3 Housing	Mrkt units	- units @	10% @	10,111 £ per unit		-
Water Efficiency additional cost		10 units @		10 £ per unit		(100)
Low Carbon Energy cost		10 units @		3,375 £ per unit		(33,750)
Contingency		1,288,932 @		3.0% (GF/BF)		(38,668)
<b>Professional Fees</b>		1,288,932 @		6.5%		(83,781)
<b>Disposal Costs -</b>						
Residential Sales Agent Costs		2,310,000 OMS @		1.00%	2,310 £ per unit	(23,100)
Residential Sales Legal Costs		6 OM Units @		0.23%	900 £ per unit	(5,400)
Affordable Sale Legal Costs					lump sum	(10,000)
Marketing and Promotion		2,310,000 OMS @		3.00%	6,930 £ per unit 10,780 £ per unit	(69,300)
<b>Interest (on Development Costs) -</b>			6.50% APR		0.526% pcm	(9,477)
<b>Developers Profit -</b>						
Margin on AH		557,550		6.00% on AH values		(33,453)
Profit on OMS		2,310,000		20.00%		(462,000)
<b>Profit analysis:</b>		1,587,518		31.21% on costs		(495,453)
		2,867,550		17.28% blended GDV		(495,453)
<b>TOTAL COSTS</b>						<b>(2,082,971)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					784,579
SDLT		784,579 @		(slabbed)	(28,729)
Acquisition Agent fees		784,579 @		1.0%	(7,846)
Acquisition Legal fees		784,579 @		0.5%	(3,923)
Interest on Land		784,579 @		6.50%	(50,998)
Residual Land Value					<b>693,083</b>
<b>RLV analysis:</b>		69,308 £ per plot	2,079,250 £ per ha	841,461 £ per acre	

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

<b>BALANCE</b>					
Surplus/(Deficit)		1,399,725 £ per ha		566,461 £ per acre	<b>466,575</b>

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

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

**TABLE 1**

		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		10%	15%	20%	25%	30%	35%	40%	
CIL £psm 40.00	466,575	0	836,618	778,630	720,643	662,655	604,667	546,625	488,568
	10	828,414	770,882	713,350	655,818	598,268	540,669	483,070	
	20	820,210	763,134	706,058	648,981	591,853	534,712	477,572	
	30	812,006	755,385	698,765	642,121	585,438	528,756	472,073	
	40	803,801	747,637	691,472	635,248	579,024	522,799	466,575	
	50	795,597	739,888	684,142	628,375	572,609	516,843	461,077	
	60	787,393	732,119	676,811	621,503	566,195	510,887	455,579	
	70	779,179	724,329	669,480	614,630	559,780	504,930	450,080	
	80	770,932	716,540	662,149	607,757	553,365	498,974	444,582	
	90	762,684	708,751	654,818	600,884	546,951	493,017	439,084	
	100	754,437	700,962	647,487	594,011	540,536	487,061	433,586	
	110	746,190	693,173	640,155	587,138	534,121	481,104	428,087	
	120	737,942	685,383	632,824	580,266	527,707	475,148	422,561	
	130	729,695	677,594	625,493	573,393	521,292	469,191	417,034	
	140	721,447	669,805	618,162	566,520	514,878	463,217	411,507	
	150	713,200	662,016	610,831	559,647	508,463	457,230	405,980	
	160	704,953	654,227	603,500	552,774	502,031	451,242	400,452	
	170	696,705	646,437	596,169	545,902	495,583	445,254	394,925	
	180	688,458	638,648	588,838	539,003	489,135	439,266	389,398	
	190	680,211	630,859	581,502	532,094	482,686	433,279	383,871	
	200	671,963	623,070	574,132	525,185	476,238	427,291	378,344	
	210	663,716	615,249	566,763	518,276	469,790	421,303	372,816	
	220	655,445	607,419	559,393	511,367	463,341	415,315	367,289	
	230	647,154	599,589	552,023	504,458	456,893	409,327	361,762	
	240	638,863	591,759	544,654	497,549	450,444	403,340	356,235	
	250	630,573	583,928	537,284	490,640	443,996	397,352	350,708	

**TABLE 2**

		Site Specific S106							
Balance (RLV - BLV)		90%	100%	110%	120%	130%	140%	150%	
CIL £psm 40.00	466,575	0	490,341	488,568	486,795	485,021	483,248	481,475	479,701
	10	484,843	483,070	481,296	479,523	477,750	475,976	474,203	
	20	479,345	477,572	475,798	474,025	472,252	470,478	468,705	
	30	473,847	472,073	470,300	468,527	466,753	464,980	463,207	
	40	468,348	466,575	464,802	463,028	461,255	459,482	457,708	
	50	462,850	461,077	459,303	457,530	455,757	453,983	452,210	
	60	457,352	455,579	453,805	452,032	450,258	448,485	446,712	
	70	451,854	450,080	448,307	446,534	444,760	442,987	441,213	
	80	446,355	444,582	442,809	441,035	439,262	437,489	435,715	
	90	440,857	439,084	437,310	435,537	433,764	431,990	430,217	
	100	435,359	433,586	431,812	430,039	428,265	426,488	424,707	
	110	429,861	428,087	426,307	424,525	422,743	420,961	419,179	
	120	424,343	422,561	420,779	418,998	417,216	415,434	413,652	
	130	418,816	417,034	415,252	413,470	411,689	409,907	408,125	
	140	413,289	411,507	409,725	407,943	406,161	404,380	402,598	
	150	407,761	405,980	404,198	402,416	400,634	398,852	397,071	
	160	402,234	400,452	398,671	396,889	395,107	393,325	391,543	
	170	396,707	394,925	393,143	391,362	389,580	387,798	386,016	
	180	391,180	389,398	387,616	385,834	384,053	382,271	380,489	
	190	385,653	383,871	382,089	380,307	378,525	376,744	374,962	
	200	380,125	378,344	376,562	374,780	372,998	371,217	369,435	
	210	374,598	372,816	371,035	369,253	367,471	365,689	363,908	
	220	369,071	367,289	365,507	363,726	361,944	360,162	358,380	
	230	363,544	361,762	359,980	358,199	356,417	354,635	352,853	
	240	358,017	356,235	354,453	352,671	350,890	349,108	347,326	
	250	352,489	350,708	348,926	347,144	345,362	343,581	341,799	

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

**TABLE 3**

Balance (RLV - BLV)	466,575	Profit (on OMS) 20%						
		15%	16%	17%	18%	19%	20%	21%
0		589,053	568,956	548,859	528,762	508,665	488,568	468,471
10		583,555	563,458	543,361	523,264	503,167	483,070	462,973
20		578,057	557,960	537,863	517,766	497,669	477,572	457,475
30		572,558	552,461	532,364	512,267	492,170	472,073	451,976
40		567,060	546,963	526,866	506,769	486,672	466,575	446,478
CIL £psm		561,562	541,465	521,368	501,271	481,174	461,077	440,980
40.00		556,064	535,967	515,870	495,773	475,676	455,579	435,482
60		550,565	530,468	510,371	490,274	470,177	450,080	429,983
70		545,067	524,970	504,873	484,776	464,679	444,582	424,485
80		539,569	519,472	499,375	479,278	459,181	439,084	418,987
90		534,071	513,974	493,877	473,780	453,683	433,586	413,489
100		528,572	508,475	488,378	468,281	448,184	428,087	407,990
110		523,074	502,977	482,880	462,783	442,686	422,590	402,492
120		517,575	497,479	477,382	457,285	437,188	417,091	396,994
130		511,992	491,895	471,798	451,701	431,604	411,507	391,410
140		506,465	486,368	466,271	446,174	426,077	405,980	385,883
150		500,937	480,840	460,743	440,646	420,549	400,452	380,355
160		495,410	475,313	455,216	435,119	415,022	394,925	374,828
170		489,883	469,786	449,689	429,592	409,495	389,398	369,301
180		484,356	464,259	444,162	424,065	403,968	383,871	363,774
190		478,829	458,732	438,635	418,538	398,441	378,344	358,247
200		473,301	453,204	433,107	413,010	392,913	372,816	352,719
210		467,774	447,677	427,580	407,483	387,386	367,289	347,192
220		462,247	442,150	422,053	401,956	381,859	361,762	341,665
230		456,720	436,623	416,526	396,429	376,332	356,235	336,138
240		451,193	431,096	410,999	390,902	370,805	350,708	330,611
250								

**TABLE 4**

Balance (RLV - BLV)	466,575	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		591,526	550,343	509,160	467,976	426,793	385,610	344,426
10		586,028	544,845	503,662	462,478	421,295	380,112	338,928
20		580,530	539,347	498,163	456,980	415,797	374,613	333,430
30		575,032	533,848	492,665	451,482	410,298	369,115	327,932
40		569,533	528,350	487,167	445,983	404,800	363,617	322,433
CIL £psm		564,035	522,852	481,669	440,485	399,302	358,119	316,935
40.00		558,537	517,354	476,170	434,987	393,804	352,620	311,437
60		553,039	511,855	470,672	429,489	388,305	347,122	305,939
70		547,540	506,357	465,174	423,990	382,807	341,624	300,440
80		542,042	500,859	459,675	418,492	377,309	336,125	294,942
90		536,544	495,361	454,177	412,994	371,811	330,627	289,444
100		531,046	489,862	448,679	407,496	366,312	325,129	283,946
110		525,548	484,363	443,180	401,997	360,813	319,630	278,447
120		519,992	478,809	437,626	396,442	355,259	314,076	272,892
130		514,465	473,282	432,098	390,915	349,732	308,548	267,365
140		508,938	467,755	426,571	385,388	344,205	303,021	261,838
150		503,411	462,227	421,044	379,861	338,677	297,494	256,311
160		497,884	456,700	415,517	374,334	333,150	291,967	250,784
170		492,356	451,173	409,990	368,806	327,623	286,440	245,256
180		486,829	445,646	404,462	363,279	322,096	280,912	239,729
190		481,302	440,119	398,935	357,752	316,569	275,385	234,202
200		475,775	434,591	393,408	352,225	311,041	269,858	228,675
210		470,248	429,064	387,881	346,698	305,514	264,331	223,148
220		464,720	423,537	382,354	341,170	299,987	258,804	217,620
230		459,193	418,010	376,827	335,643	294,460	253,277	212,093
240		453,666	412,483	371,299	330,116	288,933	247,749	206,566
250								

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

**TABLE 5**

Balance (RLV - BLV)	466,575	Density (dph)						
		25	30	35	40	45	50	55
	0	443,266	488,568	520,926	545,195	564,071	579,171	591,526
	10	437,768	483,070	515,428	539,697	558,573	573,673	586,028
	20	432,270	477,572	509,930	534,199	553,074	568,175	580,530
	30	426,772	472,073	504,432	528,700	547,576	562,677	575,032
	40	421,273	466,575	498,933	523,202	542,078	557,178	569,533
CIL £psm	50	415,775	461,077	493,435	517,704	536,580	551,680	564,035
40.00	60	410,277	455,579	487,937	512,206	531,081	546,182	558,537
	70	404,779	450,080	482,439	506,707	525,583	540,684	553,039
	80	399,280	444,582	476,940	501,209	520,085	535,185	547,540
	90	393,782	439,084	471,442	495,711	514,587	529,687	542,042
	100	388,284	433,586	465,944	490,213	509,088	524,189	536,544
	110	382,786	428,087	460,446	484,714	503,590	518,691	531,046
	120	377,289	422,561	454,919	479,188	498,064	513,164	525,519
	130	371,732	417,034	449,392	473,661	492,537	507,637	519,992
	140	366,205	411,507	443,865	468,134	487,010	502,110	514,465
	150	360,678	405,980	438,338	462,607	481,482	496,583	508,938
	160	355,151	400,452	432,811	457,079	475,955	491,056	503,411
	170	349,624	394,925	427,284	451,552	470,428	485,529	497,884
	180	344,096	389,398	421,756	446,025	464,901	480,001	492,356
	190	338,569	383,871	416,229	440,498	459,374	474,474	486,829
	200	333,042	378,344	410,702	434,971	453,846	468,947	481,302
	210	327,515	372,816	405,175	429,444	448,319	463,420	475,775
	220	321,988	367,289	399,648	423,916	442,792	457,893	470,248
	230	316,460	361,762	394,120	418,389	437,265	452,365	464,720
	240	310,933	356,235	388,593	412,862	431,738	446,838	459,193
	250	305,406	350,708	383,066	407,335	426,210	441,311	453,666

**TABLE 6**

Balance (RLV - BLV)	466,575	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	120%	
	0	627,043	558,262	488,568	417,949	346,259	273,496	199,544
	10	621,574	552,793	483,070	412,443	340,731	267,940	193,958
	20	616,104	547,323	477,572	406,916	335,204	262,383	188,373
	30	610,635	541,854	472,073	401,389	329,677	256,824	182,787
	40	605,165	536,384	466,575	395,862	324,121	251,238	177,202
CIL £psm	50	599,696	530,904	461,077	390,334	318,565	245,653	171,616
40.00	60	594,227	525,406	455,579	384,807	313,009	240,067	166,031
	70	588,757	519,908	450,080	379,280	307,453	234,482	160,445
	80	583,288	514,409	444,582	373,753	301,896	228,896	154,860
	90	577,818	508,911	439,084	368,226	296,340	223,311	149,274
	100	572,349	503,413	433,586	362,698	290,784	217,725	143,689
	110	566,879	497,915	428,087	357,171	285,228	212,140	138,103
	120	561,410	492,416	422,561	351,644	279,671	206,554	132,518
	130	555,940	486,918	417,034	346,117	274,115	200,969	126,932
	140	550,456	481,420	411,507	340,590	268,559	195,383	121,347
	150	544,958	475,922	405,980	335,055	263,002	189,798	115,761
	160	539,459	470,423	400,452	329,498	257,446	184,212	110,176
	170	533,961	464,925	394,925	323,942	251,861	178,627	104,590
	180	528,463	459,427	389,398	318,386	246,275	173,041	99,005
	190	522,965	453,929	383,871	312,829	240,690	167,456	93,419
	200	517,466	448,430	378,344	307,273	235,104	161,870	87,834
	210	511,968	442,932	372,816	301,717	229,519	156,285	82,248
	220	506,470	437,412	367,289	296,161	223,933	150,699	76,663
	230	500,971	431,884	361,762	290,604	218,348	145,114	71,077
	240	495,473	426,357	356,235	285,048	212,762	139,528	65,492
	250	489,975	420,830	350,708	279,492	207,177	133,943	59,906

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

**TABLE 7**

		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
		90%	95%	100%	105%	110%	115%	120%	
Balance (RLV - BLV)	466,575								
	0	334,921	411,795	488,568	565,298	641,903	718,508	795,114	
	10	329,394	406,297	483,070	559,828	636,434	713,039	789,644	
	20	323,866	400,799	477,572	554,344	630,964	707,569	784,175	
	30	318,339	395,301	472,073	548,846	625,495	702,100	778,705	
	40	312,812	389,795	466,575	543,348	620,025	696,631	773,236	
	CIL £psm	50	307,285	384,268	461,077	537,850	614,556	691,161	767,767
		60	301,758	378,741	455,579	532,351	609,086	685,692	762,297
		70	296,230	373,214	450,080	526,853	603,617	680,222	756,828
		80	290,703	367,687	444,582	521,355	598,128	674,753	751,358
		90	285,171	362,159	439,084	515,857	592,629	669,283	745,889
		100	279,615	356,632	433,586	510,358	587,131	663,814	740,419
		110	274,059	351,105	428,087	504,860	581,633	658,344	734,950
		120	268,502	345,578	422,561	499,362	576,135	652,875	729,480
		130	262,946	340,051	417,034	493,864	570,636	647,405	724,011
		140	257,390	334,523	411,507	488,365	565,138	641,911	718,541
	40.00	150	251,834	328,996	405,980	482,867	559,640	636,413	713,072
		160	246,277	323,469	400,452	477,369	554,142	630,914	707,602
		170	240,721	317,942	394,925	471,871	548,643	625,416	702,133
		180	235,165	312,402	389,398	466,372	543,145	619,918	696,663
		190	229,609	306,846	383,871	460,854	537,647	614,420	691,192
		200	224,052	301,290	378,344	455,327	532,149	608,921	685,694
		210	218,496	295,733	372,816	449,800	526,650	603,423	680,196
		220	212,923	290,177	367,289	444,273	521,152	597,925	674,698
		230	207,338	284,621	361,762	438,745	515,654	592,427	669,199
		240	201,752	279,064	356,235	433,218	510,156	586,928	663,701
250	196,167	273,508	350,708	427,691	504,657	581,430	658,203		

**NOTES**

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				30 Units			
AH Policy requirement (% Target)				40%			
AH tenure split %				Affordable Rent:		0.0%	
				Social Rent:		70.0%	
				Intermediate (LCHO/Sub-Market/Starter etc.):		30.0%	
Open Market Sale (OMS) housing				60%		70.0% % Rented	
				100%		12.0% % of total (>10% for HWP (Feb 2017))	
				100.0%			
CIL Rate (£ psm)				40.00 £ psm			
<b>Unit mix -</b>							
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units	
1 bed House	7.0%	1.3	7.0%	0.8	7%	2.1	
2 bed House	8.0%	1.4	8.0%	1.0	8%	2.4	
3 bed House	50.0%	9.0	50.0%	6.0	50%	15.0	
4 bed House	23.0%	4.1	23.0%	2.8	23%	6.9	
5 bed House	12.0%	2.2	12.0%	1.4	12%	3.6	
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
Total number of units	100.0%	18.0	100.0%	12.0	100%	30.0	
<b>OMS Unit Floor areas -</b>							
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit			
1 bed House	69.0	743	%	(sqm)	(sqft)		
2 bed House	75.0	807		69.0	743		
3 bed House	90.0	969		75.0	807		
4 bed House	112.0	1,206		90.0	969		
5 bed House	128.0	1,378		112.0	1,206		
1 bed Flat	50.0	538	85.0%	128.0	1,378		
2 bed Flat	65.0	700	85.0%	58.8	633		
				76.5	823		
<b>AH Unit Floor areas -</b>							
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit			
1 bed House	69.0	743	%	(sqm)	(sqft)		
2 bed House	75.0	807		69.0	743		
3 bed House	90.0	969		75.0	807		
4 bed House	112.0	1,206		90.0	969		
5 bed House	128.0	1,378		112.0	1,206		
1 bed Flat	50.0	538	85.0%	128.0	1,378		
2 bed Flat	65.0	700	85.0%	58.8	633		
				76.5	823		
<b>Total Gross Floor areas -</b>							
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units)		
1 bed House	87	936	58	624	145	1,560	
2 bed House	108	1,163	72	775	180	1,938	
3 bed House	810	8,719	540	5,813	1,350	14,531	
4 bed House	464	4,991	309	3,327	773	8,318	
5 bed House	276	2,976	184	1,984	461	4,960	
1 bed Flat	0	0	0	0	0	0	
2 bed Flat	0	0	0	0	0	0	
	1,745	18,784	1,163	12,523	2,909	31,307	
AH % by floor area:				40.00% AH % by floor area due to mix			
<b>Open Market Sales values (£) -</b>							
	£ OMS (per unit)	£psm	£psf	total MV (£ (no AH)			
1 bed House	230,000	3,333	310	483,000			
2 bed House	270,000	3,600	334	648,000			
3 bed House	320,000	3,556	330	4,800,000			
4 bed House	450,000	4,018	373	3,105,000			
5 bed House	520,000	4,063	377	1,872,000			
1 bed Flat	170,000	3,400	316	0			
2 bed Flat	215,000	3,308	307	0			
				10,908,000			
<b>Affordable Housing values (£) -</b>							
	Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV	
1 bed House	86,250	37.5%	86,250	37.5%	161,000	70%	
2 bed House	101,250	37.5%	101,250	37.5%	189,000	70%	
3 bed House	120,000	37.5%	120,000	37.5%	224,000	70%	
4 bed House	168,750	37.5%	168,750	37.5%	315,000	70%	
5 bed House	195,000	37.5%	195,000	37.5%	364,000	70%	
1 bed Flat	63,750	37.5%	63,750	37.5%	119,000	70%	
2 bed Flat	80,625	37.5%	80,625	37.5%	150,500	70%	



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

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

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(40,000)
Statutory Planning Fees (Residential)					(13,860)
CIL					(69,804)
	CIL analysis:		1,745 sqm (Market only)	40.00 £ psm	
			0.81% % of GDV	2,327 £ per unit (total units)	
Site Specific S106 Contributions (inc. Education)	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total		30 units @	2,000 per unit	(60,000)
	<b>S106 analysis:</b>	<b>60,000 £ per ha</b>	<b>0.70% % of GDV</b>	<b>2,000 £ per unit (total ur</b>	<b>(60,000)</b>
AH Commuted Sum			2,909 sqm (total)	0 £ psm	-
	<b>Comm. Sum analysis:</b>		<b>0.00% % of GDV</b>		

cont./

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

Construction Costs -							
Site Clearance and Demolition		2.47 acres @		0	£ per acre (if brownfield)		-
Site Infrastructure costs -	Year 1		0				-
	Year 2		0				-
	Year 3		0				-
	Year 4		0				-
	Year 5		0				-
	Year 6		0				-
	Year 7		0				-
	Year 8		0				-
	Year 9		0				-
	Year 10		0				-
	Year 11		0				-
	Year 12		0				-
	Year 13		0				-
	Year 14		0				-
	Year 15		0				-
	total	30 units @		0	per unit		-
<b>Infra. Costs analysis:</b>		£ per ha	0.00% % of GDV		0	£ per unit (total ur	-
1 bed House		145 sqm @		1,166	psm		(168,953)
2 bed House		180 sqm @		1,166	psm		(209,880)
3 bed House		1,350 sqm @		1,166	psm		(1,574,100)
4 bed House		773 sqm @		1,166	psm		(901,085)
5 bed House		461 sqm @		1,166	psm		(537,293)
1 bed Flat		- sqm @		1,287	psm		-
2 bed Flat	2,909	- sqm @		1,287	psm		-
External works		3,391,311 @		15.0%			(508,697)
				16,957	£ per unit		
M4(2) Category 2 Housing	Aff units	units @	0% @	521	£ per unit		-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111	£ per unit		-
M4(2) Category 2 Housing	Mrkt units	18 units @	90% @	521	£ per unit		(8,440)
M4(3) Category 3 Housing	Mrkt units	18 units @	10% @	10,111	£ per unit		(18,200)
Water Efficiency additional cost		30 units @		10	£ per unit		(300)
Low Carbon Energy cost		30 units @		3,375	£ per unit		(101,250)
Contingency		4,028,198 @		3.0%	(GF/BF)		(120,846)
<b>Professional Fees</b>		4,028,198 @		6.5%			(261,833)
<b>Disposal Costs -</b>							
Residential Sales Agent Costs		6,544,800 OMS @		1.00%	2,182	£ per unit	(65,448)
Residential Sales Legal Costs		18 OM Units @		0.25%	900	£ per unit	(16,200)
Affordable Sale Legal Costs						lump sum	(10,000)
Marketing and Promotion		6,544,800 OMS @		3.00%	6,545	£ per unit	(196,344)
					9,600	£ per unit	
<b>Interest (on Development Costs) -</b>			6.50% APR		0.526% pcm		(26,935)
<b>Developers Profit -</b>							
Margin on AH		2,061,612		6.00%	on AH values		(123,697)
Profit on OMS		6,544,800		20.00%			(1,308,960)
<b>Profit analysis:</b>		4,909,467		29.18%	on costs	(1,432,657)	
		8,606,412		16.65%	blended GDV	(1,432,657)	
<b>TOTAL COSTS</b>							<b>(6,342,124)</b>

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							2,264,288
SDLT		2,264,288 @		(slabbed)			(102,714)
Acquisition Agent fees		2,264,288 @		1.0%			(22,643)
Acquisition Legal fees		2,264,288 @		0.5%			(11,321)
Interest on Land		2,264,288 @		6.50%			(147,179)
Residual Land Value							<b>1,980,431</b>
<b>RLV analysis:</b>		66,014	£ per plot	1,980,431	£ per ha	801,469	£ per acre

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

BALANCE							
Surplus/(Deficit)		1,300,906	£ per ha	526,469	£ per acre		<b>1,300,906</b>

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

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

**TABLE 1**

		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		10%	15%	20%	25%	30%	35%	40%	
CIL £psm 40.00	1,300,906	0	2,243,306	2,096,822	1,950,338	1,803,854	1,657,370	1,510,886	1,364,402
	0	10	2,219,556	2,074,391	1,929,227	1,784,062	1,638,898	1,493,733	1,348,568
		20	2,195,806	2,051,961	1,908,116	1,764,270	1,620,425	1,476,580	1,332,735
		30	2,172,056	2,029,530	1,887,004	1,744,479	1,601,953	1,459,427	1,316,822
		40	2,148,306	2,007,100	1,865,893	1,724,687	1,583,481	1,442,261	1,300,906
		50	2,124,556	1,984,669	1,844,782	1,704,895	1,565,009	1,425,018	1,284,989
		60	2,100,806	1,962,238	1,823,671	1,685,104	1,546,478	1,407,775	1,269,072
		70	2,077,056	1,939,808	1,802,560	1,665,286	1,527,909	1,390,532	1,253,156
		80	2,053,306	1,917,377	1,781,440	1,645,390	1,509,340	1,373,289	1,237,239
		90	2,029,556	1,894,942	1,760,218	1,625,494	1,490,770	1,356,046	1,221,322
		100	2,005,791	1,872,393	1,738,996	1,605,598	1,472,201	1,338,803	1,205,406
		110	1,981,916	1,849,845	1,717,774	1,585,702	1,453,631	1,321,560	1,189,489
		120	1,958,041	1,827,296	1,696,551	1,565,807	1,435,062	1,304,317	1,173,572
		130	1,934,166	1,804,747	1,675,329	1,545,911	1,416,492	1,287,074	1,157,656
		140	1,910,291	1,782,199	1,654,107	1,526,015	1,397,923	1,269,831	1,141,731
		150	1,886,416	1,759,650	1,632,885	1,506,119	1,379,354	1,252,588	1,125,731
		160	1,862,541	1,737,102	1,611,663	1,486,223	1,360,784	1,235,297	1,109,731
		170	1,838,666	1,714,553	1,590,440	1,466,328	1,342,195	1,217,963	1,093,730
		180	1,814,791	1,692,004	1,569,218	1,446,427	1,323,528	1,200,629	1,077,730
		190	1,790,916	1,669,456	1,547,993	1,426,427	1,304,861	1,183,295	1,061,729
		200	1,767,041	1,646,891	1,526,659	1,406,426	1,286,194	1,165,962	1,045,729
		210	1,743,123	1,624,224	1,505,325	1,386,426	1,267,527	1,148,628	1,029,729
		220	1,719,123	1,601,557	1,483,991	1,366,425	1,248,860	1,131,294	1,013,728
		230	1,695,122	1,578,890	1,462,657	1,346,425	1,230,193	1,113,960	997,728
		240	1,671,121	1,556,222	1,441,323	1,326,424	1,211,525	1,096,626	981,727
		250	1,647,121	1,533,555	1,419,990	1,306,424	1,192,858	1,079,293	965,727

**TABLE 2**

		Site Specific S106							
Balance (RLV - BLV)		90%	100%	110%	120%	130%	140%	150%	
CIL £psm 40.00	1,300,906	0	1,369,705	1,364,402	1,359,098	1,353,795	1,348,491	1,343,188	1,337,885
	0	10	1,353,872	1,348,568	1,343,265	1,337,962	1,332,658	1,327,355	1,322,033
		20	1,338,038	1,332,735	1,327,415	1,322,090	1,316,766	1,311,441	1,306,117
		30	1,322,147	1,316,822	1,311,498	1,306,173	1,300,849	1,295,524	1,290,200
		40	1,306,230	1,300,906	1,295,581	1,290,257	1,284,932	1,279,608	1,274,283
		50	1,290,313	1,284,989	1,279,665	1,274,340	1,269,016	1,263,691	1,258,367
		60	1,274,397	1,269,072	1,263,748	1,258,423	1,253,099	1,247,775	1,242,450
		70	1,258,480	1,253,156	1,247,831	1,242,507	1,237,182	1,231,858	1,226,533
		80	1,242,563	1,237,239	1,231,915	1,226,590	1,221,266	1,215,941	1,210,617
		90	1,226,647	1,221,322	1,215,998	1,210,673	1,205,349	1,200,025	1,194,700
		100	1,210,730	1,205,406	1,200,081	1,194,757	1,189,432	1,184,108	1,178,783
		110	1,194,814	1,189,489	1,184,165	1,178,840	1,173,516	1,168,191	1,162,867
		120	1,178,897	1,173,572	1,168,248	1,162,924	1,157,599	1,152,275	1,146,950
		130	1,162,980	1,157,656	1,152,331	1,147,007	1,141,682	1,136,340	1,130,992
		140	1,147,064	1,141,731	1,136,384	1,131,036	1,125,688	1,120,340	1,114,992
		150	1,131,079	1,125,731	1,120,383	1,115,035	1,109,687	1,104,339	1,098,992
		160	1,115,079	1,109,731	1,104,383	1,099,035	1,093,687	1,088,339	1,082,991
		170	1,099,078	1,093,730	1,088,382	1,083,034	1,077,687	1,072,339	1,066,991
		180	1,083,078	1,077,730	1,072,382	1,067,034	1,061,686	1,056,338	1,050,990
		190	1,067,077	1,061,729	1,056,382	1,051,034	1,045,686	1,040,338	1,034,990
		200	1,051,077	1,045,729	1,040,381	1,035,033	1,029,685	1,024,337	1,018,990
		210	1,035,077	1,029,729	1,024,381	1,019,033	1,013,685	1,008,337	1,002,989
		220	1,019,076	1,013,728	1,008,380	1,003,032	997,685	992,337	986,989
		230	1,003,076	997,728	992,380	987,032	981,684	976,336	970,988
		240	987,075	981,727	976,380	971,032	965,684	960,336	954,988
		250	971,075	965,727	960,379	955,031	949,685	944,292	938,918

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

**TABLE 3**

Balance (RLV - BLV)	1,300,906	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
0		1,649,101	1,592,161	1,535,221	1,478,281	1,421,342	1,364,402	1,307,462	
10		1,633,267	1,576,327	1,519,388	1,462,448	1,405,508	1,348,568	1,291,629	
20		1,617,434	1,560,494	1,503,554	1,446,615	1,389,675	1,332,735	1,275,795	
30		1,601,521	1,544,581	1,487,642	1,430,702	1,373,762	1,316,822	1,259,883	
40		1,585,604	1,528,665	1,471,725	1,414,785	1,357,845	1,300,906	1,243,966	
CIL £psm		1,569,688	1,512,748	1,455,808	1,398,869	1,341,929	1,284,989	1,228,049	
40.00		1,553,771	1,496,831	1,439,892	1,382,952	1,326,012	1,269,072	1,212,133	
60		1,537,854	1,480,915	1,423,975	1,367,035	1,310,095	1,253,156	1,196,216	
70		1,521,938	1,464,998	1,408,058	1,351,119	1,294,179	1,237,239	1,180,299	
80		1,506,021	1,449,081	1,392,142	1,335,202	1,278,262	1,221,322	1,164,383	
100		1,490,105	1,433,165	1,376,225	1,319,285	1,262,345	1,205,406	1,148,466	
110		1,474,188	1,417,248	1,360,308	1,303,369	1,246,429	1,189,489	1,132,549	
120		1,458,271	1,401,331	1,344,392	1,287,452	1,230,512	1,173,572	1,116,633	
130		1,442,355	1,385,415	1,328,475	1,271,535	1,214,596	1,157,656	1,100,716	
140		1,426,430	1,369,491	1,312,551	1,255,611	1,198,671	1,141,731	1,084,792	
150		1,410,430	1,353,490	1,296,550	1,239,611	1,182,671	1,125,731	1,068,791	
160		1,394,429	1,337,490	1,280,550	1,223,610	1,166,670	1,109,731	1,052,791	
170		1,378,429	1,321,489	1,264,550	1,207,610	1,150,670	1,093,730	1,036,791	
180		1,362,429	1,305,489	1,248,549	1,191,609	1,134,670	1,077,730	1,020,790	
190		1,346,428	1,289,488	1,232,549	1,175,609	1,118,669	1,061,729	1,004,790	
200		1,330,428	1,273,488	1,216,548	1,159,609	1,102,669	1,045,729	988,789	
210		1,314,427	1,257,488	1,200,548	1,143,608	1,086,668	1,029,729	972,789	
220		1,298,427	1,241,487	1,184,548	1,127,608	1,070,668	1,013,728	956,788	
230		1,282,427	1,225,487	1,168,547	1,111,607	1,054,668	997,728	940,788	
240		1,266,426	1,209,486	1,152,547	1,095,607	1,038,667	981,727	924,788	
250		1,250,426	1,193,486	1,136,546	1,079,607	1,022,667	965,727	908,787	

**TABLE 4**

Balance (RLV - BLV)	1,300,906	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		1,673,277	1,549,727	1,426,177	1,302,627	1,179,077	1,055,527	931,977
10		1,657,443	1,533,893	1,410,343	1,286,793	1,163,243	1,039,693	916,143
20		1,641,610	1,518,060	1,394,510	1,270,960	1,147,410	1,023,860	900,310
30		1,625,697	1,502,147	1,378,597	1,255,047	1,131,497	1,007,947	884,397
40		1,609,781	1,486,231	1,362,681	1,239,131	1,115,581	992,031	868,481
CIL £psm		1,593,864	1,470,314	1,346,764	1,223,214	1,099,664	976,114	852,564
40.00		1,577,947	1,454,397	1,330,847	1,207,297	1,083,747	960,197	836,647
60		1,562,031	1,438,481	1,314,931	1,191,381	1,067,831	944,281	820,731
70		1,546,114	1,422,564	1,299,014	1,175,464	1,051,914	928,364	804,814
80		1,530,197	1,406,647	1,283,097	1,159,547	1,035,997	912,447	788,897
90		1,514,281	1,390,731	1,267,181	1,143,631	1,020,081	896,531	772,981
100		1,498,364	1,374,814	1,251,264	1,127,714	1,004,164	880,614	757,064
110		1,482,447	1,358,897	1,235,347	1,111,797	988,247	864,697	741,147
120		1,466,531	1,342,981	1,219,431	1,095,881	972,331	848,781	725,231
130		1,450,606	1,327,066	1,203,506	1,079,956	956,406	832,856	709,306
140		1,434,606	1,311,056	1,187,506	1,063,956	940,406	816,856	693,306
150		1,418,606	1,295,056	1,171,506	1,047,956	924,406	800,856	677,306
160		1,402,605	1,279,055	1,155,505	1,031,955	908,405	784,855	661,305
170		1,386,605	1,263,055	1,139,505	1,015,955	892,405	768,855	645,305
180		1,370,604	1,247,054	1,123,504	999,954	876,404	752,854	629,304
190		1,354,604	1,231,054	1,107,504	983,954	860,404	736,854	613,304
200		1,338,604	1,215,054	1,091,504	967,954	844,404	720,854	597,304
210		1,322,603	1,199,053	1,075,503	951,953	828,403	704,853	581,303
220		1,306,603	1,183,053	1,059,503	935,953	812,403	688,853	565,303
230		1,290,602	1,167,052	1,043,502	919,952	796,402	672,852	549,302
240		1,274,602	1,151,052	1,027,502	903,952	780,402	656,852	533,302

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

**TABLE 5**

Balance (RLV - BLV)	1,300,906	Density (dph)						
		25	30	35	40	45	50	55
CIL £psm 40.00	0	1,228,497	1,364,402	1,461,477	1,534,283	1,590,910	1,636,212	1,673,277
	10	1,212,663	1,348,568	1,445,643	1,518,450	1,575,077	1,620,378	1,657,443
	20	1,196,830	1,332,735	1,429,810	1,502,616	1,559,243	1,604,545	1,641,610
	30	1,180,917	1,316,822	1,413,897	1,486,704	1,543,331	1,588,632	1,625,697
	40	1,165,001	1,300,906	1,397,981	1,470,787	1,527,414	1,572,716	1,609,781
	50	1,149,084	1,284,989	1,382,064	1,454,870	1,511,497	1,556,799	1,593,864
	60	1,133,167	1,269,072	1,366,147	1,438,954	1,495,581	1,540,882	1,577,947
	70	1,117,251	1,253,156	1,350,231	1,423,037	1,479,664	1,524,966	1,562,031
	80	1,101,334	1,237,239	1,334,314	1,407,120	1,463,747	1,509,049	1,546,114
	90	1,085,417	1,221,322	1,318,397	1,391,204	1,447,831	1,493,132	1,530,197
	100	1,069,501	1,205,406	1,302,481	1,375,287	1,431,914	1,477,216	1,514,281
	110	1,053,584	1,189,489	1,286,564	1,359,370	1,415,997	1,461,299	1,498,364
	120	1,037,667	1,173,572	1,270,647	1,343,454	1,400,081	1,445,382	1,482,447
	130	1,021,751	1,157,656	1,254,731	1,327,537	1,384,164	1,429,466	1,466,531
	140	1,005,826	1,141,731	1,238,806	1,311,613	1,368,240	1,413,541	1,450,606
	150	989,826	1,125,731	1,222,806	1,295,612	1,352,239	1,397,541	1,434,606
	160	973,826	1,109,731	1,206,806	1,279,612	1,336,239	1,381,541	1,418,606
	170	957,825	1,093,730	1,190,805	1,263,612	1,320,239	1,365,540	1,402,605
	180	941,825	1,077,730	1,174,805	1,247,611	1,304,238	1,349,540	1,386,605
	190	925,824	1,061,729	1,158,804	1,231,611	1,288,238	1,333,539	1,370,604
	200	909,824	1,045,729	1,142,804	1,215,610	1,272,237	1,317,539	1,354,604
	210	893,824	1,029,729	1,126,804	1,199,610	1,256,237	1,301,539	1,338,604
	220	877,823	1,013,728	1,110,803	1,183,609	1,240,237	1,285,538	1,322,603
	230	861,823	997,728	1,094,803	1,167,609	1,224,236	1,269,538	1,306,603
	240	845,822	981,727	1,078,802	1,151,609	1,208,236	1,253,537	1,290,602
	250	829,822	965,727	1,062,802	1,135,608	1,192,235	1,237,537	1,274,602

**TABLE 6**

Balance (RLV - BLV)	1,300,906	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	120%	
CIL £psm 40.00	0	1,796,551	1,581,960	1,364,402	1,143,784	919,938	692,440	460,656
	10	1,780,801	1,566,127	1,348,568	1,127,868	903,938	676,271	444,402
	20	1,765,050	1,550,293	1,332,735	1,111,951	887,937	660,102	428,148
	30	1,749,300	1,534,460	1,316,822	1,096,034	871,886	643,933	411,893
	40	1,733,549	1,518,627	1,300,906	1,080,072	855,802	627,763	395,639
	50	1,717,799	1,502,793	1,284,989	1,064,071	839,717	611,594	379,385
	60	1,702,048	1,486,960	1,269,072	1,048,071	823,632	595,425	363,131
	70	1,686,232	1,471,127	1,253,156	1,032,071	807,548	579,256	346,876
	80	1,670,399	1,455,293	1,237,239	1,016,070	791,463	563,037	330,622
	90	1,654,565	1,439,460	1,221,322	1,000,070	775,379	546,783	314,368
	100	1,638,732	1,423,627	1,205,406	984,069	759,294	530,529	298,113
	110	1,622,899	1,407,793	1,189,489	968,069	743,209	514,274	281,859
	120	1,607,065	1,391,959	1,173,572	952,068	727,114	498,020	265,605
	130	1,591,232	1,375,982	1,157,656	936,068	710,945	481,766	249,350
	140	1,575,398	1,360,065	1,141,731	920,068	694,776	465,512	233,096
	150	1,559,565	1,344,149	1,125,731	903,993	678,607	449,257	216,842
	160	1,543,732	1,328,232	1,109,731	887,908	662,437	433,003	200,587
	170	1,527,898	1,312,315	1,093,730	871,824	646,268	416,749	184,333
	180	1,512,065	1,296,399	1,077,730	855,739	630,099	400,494	168,079
	190	1,496,232	1,280,482	1,061,729	839,655	613,930	384,240	151,825
	200	1,480,398	1,264,565	1,045,729	823,570	597,760	367,986	135,570
	210	1,464,513	1,248,649	1,029,729	807,486	581,591	351,731	119,316
	220	1,448,596	1,232,732	1,013,728	791,401	565,385	335,477	103,062
	230	1,432,680	1,216,815	997,728	775,316	549,131	319,223	86,807
	240	1,416,763	1,200,899	981,727	759,232	532,876	302,969	70,553
	250	1,400,846	1,184,919	965,727	743,124	516,622	286,714	54,271

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

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	1,300,906	90%	95%	100%	105%	110%	115%	120%
	0	929,043	1,146,808	1,364,402	1,581,689	1,798,976	2,015,944	2,232,852
	10	913,057	1,130,891	1,348,568	1,565,856	1,783,143	2,000,194	2,217,102
	20	897,056	1,114,975	1,332,735	1,550,022	1,767,310	1,984,443	2,201,351
	30	881,056	1,099,058	1,316,822	1,534,189	1,751,476	1,968,693	2,185,601
	40	865,055	1,083,141	1,300,906	1,518,356	1,735,643	1,952,930	2,169,850
CIL £psm	50	849,055	1,067,225	1,284,989	1,502,522	1,719,810	1,937,097	2,154,100
40.00	60	833,055	1,051,308	1,269,072	1,486,689	1,703,976	1,921,263	2,138,349
	70	817,054	1,035,391	1,253,156	1,470,856	1,688,143	1,905,430	2,122,599
	80	801,054	1,019,394	1,237,239	1,455,003	1,672,309	1,889,597	2,106,848
	90	785,053	1,003,393	1,221,322	1,439,087	1,656,476	1,873,763	2,091,051
	100	769,027	987,393	1,205,406	1,423,170	1,640,643	1,857,930	2,075,217
	110	752,942	971,393	1,189,489	1,407,254	1,624,809	1,842,097	2,059,384
	120	736,857	955,392	1,173,572	1,391,337	1,608,976	1,826,263	2,043,551
	130	720,773	939,392	1,157,656	1,375,420	1,593,143	1,810,430	2,027,717
	140	704,688	923,391	1,141,731	1,359,504	1,577,268	1,794,597	2,011,884
	150	688,604	907,391	1,125,731	1,343,587	1,561,351	1,778,763	1,996,051
	160	672,519	891,391	1,109,731	1,327,670	1,545,435	1,762,930	1,980,217
	170	656,434	875,390	1,093,730	1,311,754	1,529,518	1,747,097	1,964,384
	180	640,350	859,364	1,077,730	1,295,837	1,513,601	1,731,263	1,948,551
	190	624,265	843,280	1,061,729	1,279,920	1,497,685	1,715,430	1,932,717
	200	608,109	827,195	1,045,729	1,264,004	1,481,768	1,699,532	1,916,884
	210	591,940	811,111	1,029,729	1,248,069	1,465,851	1,683,616	1,901,051
	220	575,771	795,026	1,013,728	1,232,068	1,449,935	1,667,699	1,885,217
	230	559,602	778,941	997,728	1,216,068	1,434,018	1,651,783	1,869,384
	240	543,433	762,857	981,727	1,200,067	1,418,101	1,635,866	1,853,550
	250	527,263	746,772	965,727	1,184,067	1,402,185	1,619,949	1,837,714

**NOTES**

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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

ASSUMPTIONS - RESIDENTIAL USES										
Total number of units in scheme					50 Units					
AH Policy requirement (% Target)					40%					
AH tenure split %					Affordable Rent:		0.0%			
					Social Rent:		70.0%		70.0% % Rented	
					Intermediate (LCHO/Sub-Market/Starter etc.):		30.0%		12.0% % of total (>10% for HWP (Feb 2017))	
Open Market Sale (OMS) housing					60%		100%		100.0%	
CIL Rate (£ psm)					40.00 £ psm					
<b>Unit mix -</b>		<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>			
1 bed House		7.0%	2.1	7.0%	1.4	7%	3.5			
2 bed House		8.0%	2.4	8.0%	1.6	8%	4.0			
3 bed House		50.0%	15.0	50.0%	10.0	50%	25.0			
4 bed House		23.0%	6.9	23.0%	4.6	23%	11.5			
5 bed House		12.0%	3.6	12.0%	2.4	12%	6.0			
1 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	30.0	100.0%	20.0	100%	50.0			
<b>OMS Unit Floor areas -</b>			<b>Net area per unit</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>					
			(sqm)	(sqft)	%					
1 bed House		69.0	743		69.0	743				
2 bed House		75.0	807		75.0	807				
3 bed House		90.0	969		90.0	969				
4 bed House		112.0	1,206		112.0	1,206				
5 bed House		128.0	1,378		128.0	1,378				
1 bed Flat		50.0	538	85.0%	58.8	633				
2 bed Flat		65.0	700	85.0%	76.5	823				
<b>AH Unit Floor areas -</b>			<b>Net area per unit</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>					
			(sqm)	(sqft)	%					
1 bed House		69.0	743		69.0	743				
2 bed House		75.0	807		75.0	807				
3 bed House		90.0	969		90.0	969				
4 bed House		112.0	1,206		112.0	1,206				
5 bed House		128.0	1,378		128.0	1,378				
1 bed Flat		50.0	538	85.0%	58.8	633				
2 bed Flat		65.0	700	85.0%	76.5	823				
<b>Total Gross Floor areas -</b>			<b>Mkt Units GIA</b>	<b>AH units GIA</b>	<b>Total GIA (all units)</b>					
			(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)		
1 bed House		145	1,560	97	1,040	242	2,599			
2 bed House		180	1,938	120	1,292	300	3,229			
3 bed House		1,350	14,531	900	9,688	2,250	24,219			
4 bed House		773	8,318	515	5,546	1,288	13,864			
5 bed House		461	4,960	307	3,307	768	8,267			
1 bed Flat		0	0	0	0	0	0			
2 bed Flat		0	0	0	0	0	0			
			2,909	31,307	1,939	20,871	4,848	52,178		
AH % by floor area:			40.00% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>										
	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)						
1 bed House	230,000	3,333	310	805,000						
2 bed House	270,000	3,600	334	1,080,000						
3 bed House	320,000	3,556	330	8,000,000						
4 bed House	450,000	4,018	373	5,175,000						
5 bed House	520,000	4,063	377	3,120,000						
1 bed Flat	170,000	3,400	316	0						
2 bed Flat	215,000	3,308	307	0						
			18,180,000							
<b>Affordable Housing values (£) -</b>										
	Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV				
1 bed House	86,250	37.5%	86,250	37.5%	161,000	70%				
2 bed House	101,250	37.5%	101,250	37.5%	189,000	70%				
3 bed House	120,000	37.5%	120,000	37.5%	224,000	70%				
4 bed House	168,750	37.5%	168,750	37.5%	315,000	70%				
5 bed House	195,000	37.5%	195,000	37.5%	364,000	70%				
1 bed Flat	63,750	37.5%	63,750	37.5%	119,000	70%				
2 bed Flat	80,625	37.5%	80,625	37.5%	150,500	70%				

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

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

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(70,000)
Statutory Planning Fees (Residential)					(23,100)
CIL					(116,340)
	CIL analysis:	2,909 sqm (Market only)	40.00 £ psm		
		0.81% % of GDV	2,327 £ per unit (total units)		
Site Specific S106 Contributions (inc. Education)	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	50 units @	2,000 per unit		(100,000)
<b>S106 analysis:</b>	<b>60,000 £ per ha</b>	<b>0.70% % of GDV</b>	<b>2,000 £ per unit (total ur)</b>		<b>(100,000)</b>
<b>AH Commuted Sum</b>		<b>4,848 sqm (total)</b>	<b>0 £ psm</b>		-
<b>Comm. Sum analysis:</b>		<b>0.00% % of GDV</b>			

cont./



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

Construction Costs -							
Site Clearance and Demolition		4.12 acres @		0	£ per acre (if brownfield)		-
Site Infrastructure costs -	Year 1	0					-
	Year 2	0					-
	Year 3	0					-
	Year 4	0					-
	Year 5	0					-
	Year 6	0					-
	Year 7	0					-
	Year 8	0					-
	Year 9	0					-
	Year 10	0					-
	Year 11	0					-
	Year 12	0					-
	Year 13	0					-
	Year 14	0					-
	Year 15	0					-
	total	50 units @		0	per unit		-
<b>Infra. Costs analysis:</b>		£ per ha	0.00% % of GDV	0	£ per unit (total ur		-
1 bed House		242 sqm @		1,166	psm		(281,589)
2 bed House		300 sqm @		1,166	psm		(349,800)
3 bed House		2,250 sqm @		1,166	psm		(2,623,500)
4 bed House		1,288 sqm @		1,166	psm		(1,501,808)
5 bed House		768 sqm @		1,166	psm		(895,488)
1 bed Flat		- sqm @		1,287	psm		-
2 bed Flat	4,848	- sqm @		1,287	psm		-
External works		5,652.185 @		15.0%			(847,828)
				16,957	£ per unit		
M4(2) Category 2 Housing	Aff units	units @	0% @	521	£ per unit		-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111	£ per unit		-
M4(2) Category 2 Housing	Mrkt units	30 units @	90% @	521	£ per unit		(14,067)
M4(3) Category 3 Housing	Mrkt units	30 units @	10% @	10,111	£ per unit		(30,333)
Water Efficiency additional cost		50 units @		10	£ per unit		(500)
Low Carbon Energy cost		50 units @		3,375	£ per unit		(168,750)
Contingency		6,713.663 @		3.0%	(GF/BF)		(201,410)
<b>Professional Fees</b>		6,713.663 @		6.5%			(436,388)
<b>Disposal Costs -</b>							
Residential Sales Agent Costs		10,908.000 OMS @		1.00%	2,182	£ per unit	(109,080)
Residential Sales Legal Costs		30 OM Units @		0.25%	900	£ per unit	(27,000)
Affordable Sale Legal Costs						lump sum	(10,000)
Marketing and Promotion		10,908.000 OMS @		3.00%	6,545	£ per unit	(327,240)
						9,466	£ per unit
<b>Interest (on Development Costs) -</b>			6.50% APR		0.526% pcm		(45,049)
<b>Developers Profit -</b>							
Margin on AH		3,436,020		6.00%	on AH values		(206,161)
Profit on OMS		10,908,000		20.00%			(2,181,600)
<b>Profit analysis:</b>		8,179,270		29.19%	on costs	(2,387,761)	
		14,344,020		16.65%	blended GDV	(2,387,761)	
<b>TOTAL COSTS</b>							<b>(10,567,031)</b>

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							3,776,989
SDLT		3,776.989 @		(slabbed)			(178,349)
Acquisition Agent fees		3,776.989 @		1.0%			(37,770)
Acquisition Legal fees		3,776.989 @		0.5%			(18,885)
Interest on Land		3,776.989 @		6.50%			(245,504)
Residual Land Value							<b>3,296,480</b>
<b>RLV analysis:</b>		65,930	£ per plot	1,977,888	£ per ha	800,440	£ per acre

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

BALANCE							
Surplus/(Deficit)		1,298,363	£ per ha	525,440	£ per acre		<b>2,163,939</b>

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

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

**TABLE 1**

		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		2,163,939	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		3,734,591	3,490,451	3,246,311	3,002,171	2,758,031	2,513,891	2,269,751
	10		3,695,008	3,453,067	3,211,126	2,969,185	2,727,244	2,485,303	2,243,362
	20		3,655,425	3,415,683	3,175,941	2,936,199	2,696,457	2,456,715	2,216,973
	30		3,615,841	3,378,298	3,140,756	2,903,213	2,665,670	2,428,127	2,190,466
	40		3,576,258	3,340,914	3,105,570	2,870,227	2,634,883	2,399,532	2,163,939
	50		3,536,675	3,303,530	3,070,385	2,837,241	2,604,096	2,370,793	2,137,411
	60		3,497,091	3,266,146	3,035,200	2,804,254	2,573,227	2,342,055	2,110,883
	70		3,457,508	3,228,761	3,000,015	2,771,239	2,542,278	2,313,317	2,084,355
	80		3,417,924	3,191,377	2,964,830	2,738,079	2,511,329	2,284,578	2,057,828
	90		3,378,341	3,153,993	2,929,459	2,704,919	2,480,380	2,255,840	2,031,300
	100		3,338,747	3,116,418	2,894,089	2,671,760	2,449,431	2,227,101	2,004,772
	110		3,298,956	3,078,837	2,858,719	2,638,600	2,418,481	2,198,363	1,978,244
	120		3,259,164	3,041,256	2,823,348	2,605,440	2,387,532	2,169,625	1,951,717
	130		3,219,372	3,003,675	2,787,978	2,572,281	2,356,583	2,140,886	1,925,189
	140		3,179,581	2,966,094	2,752,607	2,539,121	2,325,634	2,112,148	1,898,661
	150		3,139,789	2,928,513	2,717,237	2,505,961	2,294,685	2,083,409	1,871,996
	160		3,099,997	2,890,932	2,681,867	2,472,802	2,263,736	2,054,605	1,845,328
	170		3,060,206	2,853,351	2,646,496	2,439,642	2,232,770	2,025,715	1,818,661
	180		3,020,414	2,815,770	2,611,126	2,406,482	2,201,658	1,996,826	1,791,994
	190		2,980,622	2,778,189	2,575,756	2,373,155	2,170,546	1,967,936	1,765,326
	200		2,940,831	2,740,596	2,540,209	2,339,821	2,139,434	1,939,046	1,738,659
	210		2,900,983	2,702,817	2,504,652	2,306,487	2,108,322	1,910,157	1,711,992
	220		2,860,982	2,665,039	2,469,096	2,273,153	2,077,210	1,881,267	1,685,324
	230		2,820,981	2,627,260	2,433,539	2,239,819	2,046,098	1,852,378	1,658,657
	240		2,780,980	2,589,481	2,397,983	2,206,485	2,014,986	1,823,488	1,631,990
	250		2,740,979	2,551,703	2,362,426	2,173,150	1,983,874	1,794,598	1,605,322

**TABLE 2**

		Site Specific S106							
Balance (RLV - BLV)		2,163,939	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		2,278,590	2,269,751	2,260,912	2,252,073	2,243,234	2,234,395	2,225,556
	10		2,252,201	2,243,362	2,234,523	2,225,684	2,216,845	2,208,006	2,199,152
	20		2,225,812	2,216,973	2,208,120	2,199,246	2,190,372	2,181,498	2,172,624
	30		2,199,341	2,190,466	2,181,592	2,172,718	2,163,844	2,154,970	2,146,096
	40		2,172,813	2,163,939	2,155,065	2,146,191	2,137,316	2,128,442	2,119,568
	50		2,146,285	2,137,411	2,128,537	2,119,663	2,110,789	2,101,915	2,093,040
	60		2,119,757	2,110,883	2,102,009	2,093,135	2,084,261	2,075,387	2,066,513
	70		2,093,230	2,084,355	2,075,481	2,066,607	2,057,733	2,048,859	2,039,985
	80		2,066,702	2,057,828	2,048,954	2,040,079	2,031,205	2,022,331	2,013,457
	90		2,040,174	2,031,300	2,022,426	2,013,552	2,004,678	1,995,804	1,986,929
	100		2,013,646	2,004,772	1,995,898	1,987,024	1,978,150	1,969,276	1,960,402
	110		1,987,119	1,978,244	1,969,370	1,960,496	1,951,622	1,942,748	1,933,874
	120		1,960,591	1,951,717	1,942,843	1,933,968	1,925,094	1,916,220	1,907,346
	130		1,934,063	1,925,189	1,916,315	1,907,441	1,898,567	1,889,693	1,880,819
	140		1,907,535	1,898,661	1,889,787	1,880,913	1,871,923	1,863,010	1,854,097
	150		1,880,909	1,871,996	1,863,082	1,854,169	1,845,256	1,836,343	1,827,430
	160		1,854,241	1,845,328	1,836,415	1,827,502	1,818,589	1,809,676	1,800,762
	170		1,827,574	1,818,661	1,809,748	1,800,835	1,791,921	1,783,008	1,774,095
	180		1,800,907	1,791,994	1,783,080	1,774,167	1,765,254	1,756,341	1,747,428
	190		1,774,239	1,765,326	1,756,413	1,747,500	1,738,587	1,729,674	1,720,760
	200		1,747,572	1,738,659	1,729,746	1,720,833	1,711,919	1,703,006	1,694,093
	210		1,720,905	1,711,992	1,703,078	1,694,165	1,685,252	1,676,339	1,667,426
	220		1,694,237	1,685,324	1,676,411	1,667,498	1,658,585	1,649,672	1,640,758
	230		1,667,570	1,658,657	1,649,744	1,640,831	1,631,917	1,623,004	1,614,091
	240		1,640,903	1,631,990	1,623,076	1,614,163	1,605,250	1,596,337	1,587,424
	250		1,614,235	1,605,322	1,596,409	1,587,496	1,578,583	1,569,670	1,560,757

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

**TABLE 3**

Balance (RLV - BLV)	2,163,939	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
0		2,744,249	2,649,349	2,554,450	2,459,550	2,364,651	2,269,751	2,174,851	
10		2,717,860	2,622,961	2,528,061	2,433,161	2,338,262	2,243,362	2,148,463	
20		2,691,471	2,596,572	2,501,672	2,406,772	2,311,873	2,216,973	2,122,074	
30		2,664,964	2,570,065	2,475,165	2,380,266	2,285,366	2,190,466	2,095,567	
40		2,638,437	2,543,537	2,448,638	2,353,738	2,258,838	2,163,939	2,069,039	
50	CIL £psm	2,611,909	2,517,009	2,422,110	2,327,210	2,232,311	2,137,411	2,042,511	
60	40.00	2,585,381	2,490,482	2,395,582	2,300,682	2,205,783	2,110,883	2,015,984	
70		2,558,853	2,463,954	2,369,054	2,274,155	2,179,255	2,084,355	1,989,456	
80		2,532,326	2,437,426	2,342,526	2,247,627	2,152,727	2,057,828	1,962,928	
90		2,505,798	2,410,898	2,315,999	2,221,099	2,126,200	2,031,300	1,936,400	
100		2,479,270	2,384,371	2,289,471	2,194,571	2,099,672	2,004,772	1,909,873	
110		2,452,742	2,357,843	2,262,943	2,168,044	2,073,144	1,978,244	1,883,345	
120		2,426,215	2,331,315	2,236,415	2,141,516	2,046,616	1,951,717	1,856,817	
130		2,399,687	2,304,787	2,209,888	2,114,988	2,020,089	1,925,189	1,830,289	
140		2,373,159	2,278,260	2,183,360	2,088,460	1,993,561	1,898,661	1,803,762	
150		2,346,632	2,251,732	2,156,832	2,061,932	1,967,032	1,872,132	1,777,232	
160		2,319,604	2,224,704	2,130,804	2,035,904	1,941,004	1,846,104	1,751,204	
170		2,293,159	2,198,259	2,103,359	2,008,459	1,913,559	1,818,659	1,723,759	
180		2,266,714	2,171,814	2,076,914	1,982,014	1,887,114	1,792,214	1,697,314	
190		2,239,269	2,144,369	2,050,469	1,955,569	1,860,669	1,765,769	1,670,869	
200		2,213,157	2,118,257	2,023,357	1,928,457	1,833,557	1,738,657	1,643,757	
210		2,186,490	2,091,590	1,996,690	1,901,790	1,806,890	1,711,990	1,617,090	
220		2,159,822	2,064,922	1,970,022	1,875,122	1,780,222	1,685,322	1,590,422	
230		2,133,155	2,038,255	1,943,355	1,848,455	1,753,555	1,658,655	1,563,755	
240		2,106,488	2,011,588	1,916,688	1,821,788	1,726,888	1,631,988	1,537,088	
250		2,079,820	1,984,920	1,890,020	1,795,120	1,700,220	1,605,320	1,510,420	

**TABLE 4**

Balance (RLV - BLV)	2,163,939	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		2,784,543	2,578,626	2,372,709	2,166,793	1,960,876	1,754,959	1,549,043
10		2,758,154	2,552,237	2,346,321	2,140,404	1,934,487	1,728,571	1,522,654
20		2,731,765	2,525,848	2,319,932	2,114,015	1,908,098	1,702,182	1,496,265
30		2,705,258	2,499,341	2,293,425	2,087,508	1,881,591	1,675,675	1,469,758
40		2,678,730	2,472,814	2,266,897	2,060,980	1,855,064	1,649,147	1,443,230
50	CIL £psm	2,652,203	2,446,286	2,240,369	2,034,453	1,828,536	1,622,619	1,416,703
60	40.00	2,625,675	2,419,758	2,213,842	2,007,925	1,802,008	1,596,092	1,390,175
70		2,599,147	2,393,230	2,187,314	1,981,397	1,775,480	1,569,564	1,363,647
80		2,572,619	2,366,703	2,160,786	1,954,869	1,748,953	1,543,036	1,337,119
90		2,546,092	2,340,175	2,134,258	1,928,342	1,722,425	1,516,508	1,310,592
100		2,519,564	2,313,647	2,107,731	1,901,814	1,695,897	1,489,981	1,284,064
110		2,493,036	2,287,119	2,081,203	1,875,286	1,669,369	1,463,453	1,257,536
120		2,466,508	2,260,592	2,054,675	1,848,758	1,642,842	1,436,925	1,231,008
130		2,439,981	2,234,064	2,028,147	1,822,231	1,616,314	1,410,397	1,204,481
140		2,413,453	2,207,536	2,001,619	1,795,703	1,589,786	1,383,869	1,177,953
150		2,386,787	2,180,871	1,974,954	1,769,037	1,563,121	1,357,204	1,151,287
160		2,360,120	2,154,203	1,948,287	1,742,370	1,536,453	1,330,537	1,124,620
170		2,333,453	2,127,536	1,921,619	1,715,703	1,509,786	1,303,869	1,097,953
180		2,306,785	2,100,869	1,894,952	1,689,035	1,483,119	1,277,202	1,071,285
190		2,280,118	2,074,201	1,868,285	1,662,368	1,456,451	1,250,535	1,044,618
200		2,253,451	2,047,534	1,841,617	1,635,701	1,429,784	1,223,867	1,017,951
210		2,226,783	2,020,867	1,814,950	1,609,033	1,403,117	1,197,200	991,283
220		2,200,116	1,994,199	1,788,283	1,582,366	1,376,449	1,170,533	964,616
230		2,173,449	1,967,532	1,761,615	1,555,699	1,349,782	1,143,865	937,949
240		2,146,781	1,940,865	1,734,948	1,529,031	1,323,115	1,117,198	911,281
250		2,120,114	1,914,197	1,708,281	1,502,364	1,296,447	1,090,531	884,614

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

**TABLE 5**

Balance (RLV - BLV)	2,163,939	Density (dph)						
		25	30	35	40	45	50	55
0		2,043,243	2,269,751	2,431,543	2,552,887	2,647,265	2,722,768	2,784,543
10		2,016,854	2,243,362	2,405,154	2,526,498	2,620,876	2,696,379	2,758,154
20		1,990,465	2,216,973	2,378,765	2,500,109	2,594,487	2,669,990	2,731,765
30		1,963,958	2,190,466	2,352,258	2,473,602	2,567,980	2,643,483	2,705,258
40		1,937,430	2,163,939	2,325,730	2,447,074	2,541,453	2,616,955	2,678,730
CIL £psm		1,910,903	2,137,411	2,299,203	2,420,546	2,514,925	2,590,428	2,652,203
40.00		1,884,375	2,110,883	2,272,675	2,394,019	2,488,397	2,563,900	2,625,675
60		1,857,847	2,084,355	2,246,147	2,367,491	2,461,869	2,537,372	2,599,147
70		1,831,319	2,057,828	2,219,619	2,340,963	2,435,342	2,510,844	2,572,619
80		1,804,792	2,031,300	2,193,092	2,314,435	2,408,814	2,484,317	2,546,092
90		1,778,264	2,004,772	2,166,564	2,287,908	2,382,286	2,457,789	2,519,564
100		1,751,736	1,978,244	2,140,036	2,261,380	2,355,758	2,431,261	2,493,036
110		1,725,208	1,951,717	2,113,508	2,234,852	2,329,231	2,404,733	2,466,508
120		1,698,681	1,925,189	2,086,981	2,208,324	2,302,703	2,378,206	2,439,981
130		1,672,153	1,898,661	2,060,453	2,181,797	2,276,175	2,351,678	2,413,453
140		1,645,626	1,871,133	2,033,925	2,155,268	2,249,647	2,325,150	2,386,925
150		1,619,098	1,844,605	2,007,397	2,128,740	2,223,119	2,298,622	2,360,397
160		1,592,570	1,818,077	1,980,869	2,101,213	2,195,592	2,271,095	2,333,870
170		1,566,042	1,791,549	1,953,361	2,073,756	2,168,135	2,243,638	2,306,413
180		1,539,514	1,765,021	1,926,173	2,046,008	2,140,387	2,215,890	2,278,665
190		1,512,986	1,738,493	1,899,045	2,018,880	2,113,259	2,188,762	2,251,537
200		1,486,458	1,711,965	1,871,517	1,994,372	2,088,751	2,164,254	2,227,029
210		1,459,930	1,685,437	1,844,029	1,966,864	2,061,243	2,136,746	2,200,521
220		1,433,402	1,658,909	1,816,581	1,938,716	2,033,095	2,108,598	2,173,393
230		1,406,874	1,632,381	1,789,133	1,910,968	2,005,347	2,080,850	2,145,645
240		1,380,346	1,605,853	1,764,685	1,886,520	1,980,900	2,056,403	2,121,198
250		1,353,818	1,579,325	1,738,137	1,859,972	1,954,351	2,030,854	2,095,649

**TABLE 6**

Balance (RLV - BLV)	2,163,939	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
0		2,989,986	2,632,348	2,269,751	1,902,070	1,529,007	1,149,874	763,582
10		2,963,735	2,605,959	2,243,362	1,875,542	1,502,340	1,122,925	736,491
20		2,937,484	2,579,570	2,216,973	1,849,014	1,475,672	1,095,976	709,401
30		2,911,233	2,553,182	2,190,584	1,822,486	1,449,004	1,069,027	682,310
40		2,884,982	2,526,793	2,164,195	1,795,958	1,422,332	1,042,078	655,220
CIL £psm		2,858,732	2,500,404	2,137,411	1,769,229	1,395,320	1,015,130	628,129
40.00		2,832,481	2,474,015	2,110,883	1,742,697	1,368,513	988,181	601,039
60		2,806,135	2,447,626	2,084,355	1,715,895	1,341,705	961,233	573,948
70		2,779,746	2,421,237	2,057,828	1,689,227	1,314,897	934,217	546,858
80		2,753,357	2,394,848	2,031,300	1,662,560	1,288,090	907,126	519,767
90		2,726,968	2,368,459	2,004,772	1,635,893	1,261,282	880,036	492,677
100		2,700,579	2,342,070	1,978,244	1,609,225	1,234,474	852,945	465,586
110		2,674,190	2,315,681	1,951,717	1,582,558	1,207,666	825,855	438,496
120		2,647,801	2,289,292	1,925,189	1,555,891	1,180,715	798,764	411,405
130		2,621,412	2,262,903	1,898,661	1,529,223	1,153,766	771,674	384,315
140		2,595,023	2,236,514	1,871,133	1,502,556	1,126,817	744,583	357,224
150		2,568,634	2,210,125	1,844,605	1,475,889	1,099,968	717,493	330,134
160		2,542,245	2,183,736	1,818,077	1,449,222	1,072,920	690,402	303,043
170		2,515,856	2,157,347	1,791,549	1,422,554	1,045,971	663,312	275,953
180		2,489,467	2,130,958	1,765,021	1,395,887	1,019,022	636,221	248,862
190		2,463,078	2,104,569	1,738,493	1,369,220	992,073	609,131	221,772
200		2,436,689	2,078,180	1,711,965	1,342,553	965,124	582,040	194,681
210		2,410,300	2,051,791	1,685,437	1,315,886	938,130	554,950	167,591
220		2,383,911	2,025,402	1,658,909	1,289,219	911,039	527,859	140,500
230		2,357,522	1,999,013	1,632,381	1,262,552	883,949	500,769	113,410
240		2,331,133	1,972,624	1,605,853	1,235,885	856,858	473,678	86,319
250		2,304,744	1,946,235	1,579,325	1,209,218	829,767	446,587	59,228

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

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	2,163,939	90%	95%	100%	105%	110%	115%	120%
	0	1,544,168	1,907,109	2,269,751	2,631,896	2,994,042	3,355,641	3,717,154
	10	1,517,538	1,880,581	2,243,362	2,605,508	2,967,653	3,329,390	3,690,903
	20	1,490,871	1,854,054	2,216,973	2,579,119	2,941,264	3,303,139	3,664,652
	30	1,464,204	1,827,526	2,190,466	2,552,730	2,914,875	3,276,888	3,638,402
	40	1,437,536	1,800,998	2,163,939	2,526,341	2,888,486	3,250,632	3,612,151
CIL £psm	50	1,410,869	1,774,470	2,137,411	2,499,952	2,862,097	3,224,243	3,585,900
40.00	60	1,384,202	1,747,942	2,110,883	2,473,563	2,835,708	3,197,854	3,559,649
	70	1,357,534	1,721,415	2,084,355	2,447,174	2,809,320	3,171,465	3,533,398
	80	1,330,867	1,694,767	2,057,828	2,420,768	2,782,931	3,145,076	3,507,148
	90	1,304,200	1,668,100	2,031,300	2,394,241	2,756,542	3,118,687	3,480,833
	100	1,277,503	1,641,432	2,004,772	2,367,713	2,730,153	3,092,298	3,454,444
	110	1,250,695	1,614,765	1,978,244	2,341,185	2,703,764	3,065,909	3,428,055
	120	1,223,888	1,588,098	1,951,717	2,314,657	2,677,375	3,039,520	3,401,666
	130	1,197,080	1,561,430	1,925,189	2,288,130	2,650,986	3,013,132	3,375,277
	140	1,170,272	1,534,763	1,898,661	2,261,602	2,624,543	2,986,743	3,348,888
	150	1,143,465	1,508,096	1,871,996	2,235,074	2,598,015	2,960,354	3,322,499
	160	1,116,657	1,481,428	1,845,328	2,208,546	2,571,487	2,933,965	3,296,110
	170	1,089,849	1,454,761	1,818,661	2,182,019	2,544,959	2,907,576	3,269,721
	180	1,063,042	1,428,066	1,791,994	2,155,491	2,518,432	2,881,187	3,243,332
	190	1,036,234	1,401,258	1,765,326	2,128,963	2,491,904	2,854,798	3,216,943
	200	1,009,322	1,374,450	1,738,659	2,102,435	2,465,376	2,828,317	3,190,555
	210	982,374	1,347,643	1,711,992	2,075,892	2,438,848	2,801,789	3,164,166
	220	955,425	1,320,835	1,685,324	2,049,224	2,412,321	2,775,261	3,137,777
	230	928,476	1,294,027	1,658,657	2,022,557	2,385,793	2,748,733	3,111,388
	240	901,527	1,267,220	1,631,990	1,995,890	2,359,265	2,722,206	3,084,999
	250	874,579	1,240,412	1,605,322	1,969,222	2,332,737	2,695,678	3,058,610

**NOTES**

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				80 Units			
AH Policy requirement (% Target)				40%			
AH tenure split %				Affordable Rent:		0.0%	
				Social Rent:		70.0%	
				Intermediate (LCHO/Sub-Market/Starter etc.):		30.0%	
Open Market Sale (OMS) housing				60%		70.0% % Rented	
				100%		12.0% % of total (>10% for HWP (Feb 2017))	
				100.0%			
CIL Rate (£ psm)				40.00 £ psm			
<b>Unit mix -</b>							
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units	
1 bed House	5.0%	2.4	5.0%	1.6	5%	4.0	
2 bed House	5.0%	2.4	5.0%	1.6	5%	4.0	
3 bed House	50.0%	24.0	50.0%	16.0	50%	40.0	
4 bed House	23.0%	11.0	23.0%	7.4	23%	18.4	
5 bed House	12.0%	5.8	12.0%	3.8	12%	9.6	
1 bed Flat	2.0%	1.0	2.0%	0.6	2%	1.6	
2 bed Flat	3.0%	1.4	3.0%	1.0	3%	2.4	
Total number of units	100.0%	48.0	100.0%	32.0	100%	80.0	
<b>OMS Unit Floor areas -</b>							
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	69.0	743			69.0	743	
2 bed House	75.0	807			75.0	807	
3 bed House	90.0	969			90.0	969	
4 bed House	112.0	1,206			112.0	1,206	
5 bed House	128.0	1,378			128.0	1,378	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	65.0	700	85.0%		76.5	823	
<b>AH Unit Floor areas -</b>							
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	69.0	743			69.0	743	
2 bed House	75.0	807			75.0	807	
3 bed House	90.0	969			90.0	969	
4 bed House	112.0	1,206			112.0	1,206	
5 bed House	128.0	1,378			128.0	1,378	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	65.0	700	85.0%		76.5	823	
<b>Total Gross Floor areas -</b>							
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)	
1 bed House	166	1,783	110	1,188	276	2,971	
2 bed House	180	1,938	120	1,292	300	3,229	
3 bed House	2,160	23,250	1,440	15,500	3,600	38,750	
4 bed House	1,236	13,309	824	8,873	2,061	22,182	
5 bed House	737	7,936	492	5,291	1,229	13,227	
1 bed Flat	56	608	38	405	94	1,013	
2 bed Flat	110	1,185	73	790	184	1,975	
	4,646	50,009	3,097	33,339	7,743	83,348	
AH % by floor area:				40.00% AH % by floor area due to mix			
<b>Open Market Sales values (£) -</b>							
	£ OMS (per unit)	£psm	£psf		total MV (£ (no AH))		
1 bed House	230,000	3,333	310		920,000		
2 bed House	270,000	3,600	334		1,080,000		
3 bed House	320,000	3,556	330		12,800,000		
4 bed House	450,000	4,018	373		8,280,000		
5 bed House	520,000	4,063	377		4,992,000		
1 bed Flat	170,000	3,400	316		272,000		
2 bed Flat	215,000	3,308	307		516,000		
					28,860,000		
<b>Affordable Housing values (£) -</b>							
	Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV	
1 bed House	86,250	37.5%	86,250	37.5%	161,000	70%	
2 bed House	101,250	37.5%	101,250	37.5%	189,000	70%	
3 bed House	120,000	37.5%	120,000	37.5%	224,000	70%	
4 bed House	168,750	37.5%	168,750	37.5%	315,000	70%	
5 bed House	195,000	37.5%	195,000	37.5%	364,000	70%	
1 bed Flat	63,750	37.5%	63,750	37.5%	119,000	70%	
2 bed Flat	80,625	37.5%	80,625	37.5%	150,500	70%	

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

GROSS DEVELOPMENT VALUE					
<b>OMS GDV -</b> (part houses due to % mix)					
1 bed House	2.4	@	230,000		552,000
2 bed House	2.4	@	270,000		648,000
3 bed House	24.0	@	320,000		7,680,000
4 bed House	11.0	@	450,000		4,968,000
5 bed House	5.8	@	520,000		2,995,200
1 bed Flat	1.0	@	170,000		163,200
2 bed Flat	1.4	@	215,000		309,600
	48.0				17,316,000
<b>Affordable Rent GDV -</b>					
1 bed House	0.0	@	86,250		-
2 bed House	0.0	@	101,250		-
3 bed House	0.0	@	120,000		-
4 bed House	0.0	@	168,750		-
5 bed House	0.0	@	195,000		-
1 bed Flat	0.0	@	63,750		-
2 bed Flat	0.0	@	80,625		-
	0.0				-
<b>Social Rent GDV -</b>					
1 bed House	1.1	@	86,250		96,600
2 bed House	1.1	@	101,250		113,400
3 bed House	11.2	@	120,000		1,344,000
4 bed House	5.2	@	168,750		869,400
5 bed House	2.7	@	195,000		524,160
1 bed Flat	0.4	@	63,750		28,560
2 bed Flat	0.7	@	80,625		54,180
	22.4				3,030,300
<b>Intermediate GDV -</b>					
1 bed House	0.5	@	161,000		77,280
2 bed House	0.5	@	189,000		90,720
3 bed House	4.8	@	224,000		1,075,200
4 bed House	2.2	@	315,000		695,520
5 bed House	1.2	@	364,000		419,328
1 bed Flat	0.2	@	119,000		22,848
2 bed Flat	0.3	@	150,500		43,344
	9.6	32.0			2,424,240
<b>Sub-total GDV Residential</b>	<b>80</b>				<b>22,770,540</b>
<b>AH on-site cost analysis:</b>				<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>6,089,460</b>
			<b>786 £ psm (total GIA sqm)</b>	<b>76,118 £ per unit (total units)</b>	
<b>Grant</b>	<b>80</b>	@	<b>0</b>		<b>-</b>
<b>Total GDV</b>					<b>22,770,540</b>

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(80,000)
Statutory Planning Fees (Residential)					(26,999)
CIL					(185,838)
	CIL analysis:	4,646 sqm (Market only)	40.00 £ psm		
		0.82% % of GDV	2,323 £ per unit (total units)		
Site Specific S106 Contributions (inc. Education)	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	80 units @	2,000 per unit		(160,000)
	<b>S106 analysis:</b>	<b>60,000 £ per ha</b>	<b>0.70% % of GDV</b>	<b>2,000 £ per unit (total ur</b>	<b>(160,000)</b>
AH Commuted Sum		7,743 sqm (total)	0 £ psm		-
	<b>Comm. Sum analysis:</b>	<b>0.00% % of GDV</b>			

cont./

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

Construction Costs -							
Site Clearance and Demolition		6.59 acres @		0	£ per acre (if brownfield)		-
Site Infrastructure costs -	Year 1	0					-
	Year 2	0					-
	Year 3	0					-
	Year 4	0					-
	Year 5	0					-
	Year 6	0					-
	Year 7	0					-
	Year 8	0					-
	Year 9	0					-
	Year 10	0					-
	Year 11	0					-
	Year 12	0					-
	Year 13	0					-
	Year 14	0					-
	Year 15	0					-
	total	80 units @		0	per unit		-
<b>Infra. Costs analysis:</b>		£ per ha	0.00% % of GDV	0	£ per unit (total ur		-
1 bed House		276 sqm @		1,166	psm		(321,816)
2 bed House		300 sqm @		1,166	psm		(349,800)
3 bed House		3,600 sqm @		1,166	psm		(4,197,600)
4 bed House		2,061 sqm @		1,166	psm		(2,402,893)
5 bed House		1,229 sqm @		1,166	psm		(1,432,781)
1 bed Flat		94 sqm @		1,287	psm		(121,129)
2 bed Flat	7,743	184 sqm @		1,287	psm		(236,202)
External works		9,062,221 @		15.0%			(1,359,333)
				16,992	£ per unit		
M4(2) Category 2 Housing	Aff units	units @	0% @	521	£ per unit		-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111	£ per unit		-
M4(2) Category 2 Housing	Mrkt units	48 units @	90% @	521	£ per unit		(22,507)
M4(3) Category 3 Housing	Mrkt units	48 units @	10% @	10,111	£ per unit		(48,533)
Water Efficiency additional cost		80 units @		10	£ per unit		(800)
Low Carbon Energy cost		80 units @		3,375	£ per unit		(270,000)
Contingency		10,763,395 @		3.0%	(GF/BF)		(322,902)
<b>Professional Fees</b>		10,763,395 @		6.5%			(699,621)
<b>Disposal Costs -</b>							
Residential Sales Agent Costs		17,316,000 OMS @		1.00%	2,165	£ per unit	(173,160)
Residential Sales Legal Costs		48 OM Units @		0.25%	900	£ per unit	(43,200)
Affordable Sale Legal Costs						lump sum	(10,000)
Marketing and Promotion		17,316,000 OMS @		3.00%	6,494	£ per unit	(519,480)
					9,323	£ per unit	
<b>Interest (on Development Costs) -</b>			6.50% APR		0.526% pcm		(46,905)
<b>Developers Profit -</b>							
Margin on AH		5,454,540		6.00%	on AH values		(327,272)
Profit on OMS		17,316,000		20.00%			(3,463,200)
<b>Profit analysis:</b>		13,031,499		29.09%	on costs	(3,790,472)	
		22,770,540		16.65%	blended GDV	(3,790,472)	
<b>TOTAL COSTS</b>							<b>(16,821,971)</b>

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							5,948,569
SDLT		5,948,569 @		(slabbed)			(286,928)
Acquisition Agent fees		5,948,569 @		1.0%			(59,486)
Acquisition Legal fees		5,948,569 @		0.5%			(29,743)
Interest on Land		5,948,569 @		6.50%			(386,657)
Residual Land Value							<b>5,185,755</b>
<b>RLV analysis:</b>		64,822	£ per plot	1,944,658	£ per ha	786,992	£ per acre

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

BALANCE							
Surplus/(Deficit)		1,265,133	£ per ha	511,992	£ per acre		<b>3,373,688</b>



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

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

**TABLE 1**

		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		3,373,688	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	3,373,688	5,868,468	5,480,998	5,093,368	4,705,672	4,317,976	3,930,279	3,542,583
	10		5,805,532	5,421,348	5,037,165	4,652,981	4,268,797	3,884,613	3,500,430
	20		5,742,303	5,361,632	4,980,961	4,600,290	4,219,619	3,838,948	3,458,277
	30		5,679,074	5,301,915	4,924,757	4,547,599	4,170,441	3,793,282	3,416,063
	40		5,615,844	5,242,199	4,868,553	4,494,908	4,121,262	3,747,594	3,373,688
	50		5,552,615	5,182,482	4,812,350	4,442,217	4,072,062	3,701,688	3,331,314
	60		5,489,386	5,122,766	4,756,146	4,389,468	4,022,625	3,655,782	3,288,939
	70		5,426,157	5,063,049	4,699,812	4,336,500	3,973,188	3,609,876	3,246,564
	80		5,362,874	5,003,093	4,643,313	4,283,532	3,923,751	3,563,970	3,204,190
	90		5,299,312	4,943,063	4,586,813	4,230,564	3,874,314	3,518,065	3,161,815
	100		5,235,750	4,883,032	4,530,314	4,177,595	3,824,877	3,472,159	3,119,441
	110		5,172,188	4,823,001	4,473,814	4,124,627	3,775,440	3,426,253	3,076,897
	120		5,108,626	4,762,970	4,417,315	4,071,659	3,726,003	3,380,174	3,034,300
	130		5,045,064	4,702,940	4,360,815	4,018,676	3,676,352	3,334,027	2,991,702
	140		4,981,502	4,642,909	4,304,204	3,965,430	3,626,655	3,287,880	2,949,105
	150		4,917,858	4,582,633	4,247,408	3,912,183	3,576,957	3,241,732	2,906,507
	160		4,853,962	4,522,286	4,190,611	3,858,936	3,527,260	3,195,585	2,863,909
	170		4,790,065	4,461,940	4,133,814	3,805,689	3,477,563	3,149,437	2,821,312
	180		4,726,169	4,401,593	4,077,017	3,752,442	3,427,866	3,103,290	2,778,653
	190		4,662,273	4,341,247	4,020,221	3,699,195	3,378,169	3,057,052	2,735,831
	200		4,598,376	4,280,900	3,963,424	3,645,948	3,328,314	3,010,662	2,693,009
	210		4,534,480	4,220,553	3,906,524	3,592,440	3,278,356	2,964,272	2,650,187
	220		4,470,460	4,159,944	3,849,428	3,538,913	3,228,397	2,917,881	2,607,366
	230		4,406,227	4,099,280	3,792,333	3,485,386	3,178,438	2,871,491	2,564,544
	240		4,341,995	4,038,616	3,735,237	3,431,858	3,128,480	2,825,101	2,521,722
	250		4,277,762	3,977,952	3,678,142	3,378,331	3,078,521	2,778,711	2,478,900

**TABLE 2**

		Site Specific S106							
Balance (RLV - BLV)		3,373,688	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0	3,373,688	3,556,636	3,542,583	3,528,529	3,514,476	3,500,422	3,486,369	3,472,315
	10		3,514,483	3,500,430	3,486,376	3,472,323	3,458,269	3,444,216	3,430,162
	20		3,472,330	3,458,277	3,444,223	3,430,170	3,416,116	3,402,063	3,388,002
	30		3,430,150	3,416,063	3,401,976	3,387,889	3,373,801	3,359,714	3,345,627
	40		3,387,775	3,373,688	3,359,601	3,345,514	3,331,427	3,317,340	3,303,253
	50		3,345,401	3,331,314	3,317,226	3,303,139	3,289,052	3,274,965	3,260,878
	60		3,303,026	3,288,939	3,274,852	3,260,765	3,246,678	3,232,590	3,218,503
	70		3,260,652	3,246,564	3,232,477	3,218,390	3,204,303	3,190,216	3,176,129
	80		3,218,277	3,204,190	3,190,103	3,176,015	3,161,928	3,147,841	3,133,754
	90		3,175,902	3,161,815	3,147,728	3,133,641	3,119,554	3,105,467	3,091,379
	100		3,133,528	3,119,441	3,105,353	3,091,266	3,077,179	3,063,092	3,048,996
	110		3,091,022	3,076,897	3,062,773	3,048,648	3,034,523	3,020,399	3,006,274
	120		3,048,424	3,034,300	3,020,175	3,006,050	2,991,926	2,977,801	2,963,677
	130		3,005,827	2,991,702	2,977,578	2,963,453	2,949,328	2,935,204	2,921,079
	140		2,963,229	2,949,105	2,934,980	2,920,855	2,906,731	2,892,606	2,878,481
	150		2,920,632	2,906,507	2,892,382	2,878,258	2,864,133	2,850,008	2,835,884
	160		2,878,034	2,863,909	2,849,785	2,835,660	2,821,536	2,807,411	2,793,286
	170		2,835,436	2,821,312	2,807,187	2,793,063	2,778,938	2,764,814	2,750,689
	180		2,792,819	2,778,653	2,764,487	2,750,321	2,736,155	2,721,989	2,707,823
	190		2,749,997	2,735,831	2,721,665	2,707,499	2,693,333	2,679,167	2,665,001
	200		2,707,175	2,693,009	2,678,843	2,664,677	2,650,511	2,636,345	2,622,179
	210		2,664,353	2,650,187	2,636,021	2,621,855	2,607,689	2,593,523	2,579,357
	220		2,621,532	2,607,366	2,593,200	2,579,034	2,564,868	2,550,702	2,536,536
	230		2,578,710	2,564,544	2,550,378	2,536,212	2,522,046	2,507,880	2,493,714
	240		2,535,888	2,521,722	2,507,556	2,493,390	2,479,224	2,465,058	2,450,892
	250		2,493,066	2,478,900	2,464,734	2,450,568	2,436,402	2,422,236	2,408,070

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

**TABLE 3**

Balance (RLV - BLV)	3,373,688	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
0		4,295,829	4,145,179	3,994,530	3,843,881	3,693,232	3,542,583	3,391,933	
10		4,253,676	4,103,027	3,952,377	3,801,728	3,651,079	3,500,430	3,349,781	
20		4,211,523	4,060,874	3,910,224	3,759,575	3,608,926	3,458,277	3,307,628	
30		4,169,309	4,018,660	3,868,010	3,717,361	3,566,712	3,416,063	3,265,414	
40		4,126,934	3,976,285	3,825,636	3,674,987	3,524,337	3,373,688	3,223,039	
CIL £psm		4,084,560	3,933,910	3,783,261	3,632,612	3,481,963	3,331,314	3,180,664	
40.00		4,042,185	3,891,536	3,740,887	3,590,237	3,439,588	3,288,939	3,138,290	
		3,999,810	3,849,161	3,698,512	3,547,863	3,397,214	3,246,564	3,095,915	
		3,957,436	3,806,787	3,656,137	3,505,488	3,354,839	3,204,190	3,053,541	
		3,915,061	3,764,412	3,613,763	3,463,114	3,312,464	3,161,815	3,011,166	
		3,872,687	3,722,037	3,571,388	3,420,739	3,270,090	3,119,441	2,968,791	
		3,830,143	3,679,494	3,528,845	3,378,196	3,227,547	3,076,897	2,926,248	
		3,787,546	3,636,897	3,486,247	3,335,598	3,184,949	3,034,300	2,883,651	
		3,744,948	3,594,299	3,443,650	3,293,001	3,142,351	2,991,702	2,841,053	
		3,702,351	3,551,701	3,401,052	3,250,403	3,099,754	2,949,105	2,798,455	
		3,659,753	3,509,104	3,358,455	3,207,805	3,057,156	2,906,507	2,755,858	
		3,617,155	3,466,506	3,315,857	3,165,208	3,014,559	2,863,909	2,713,260	
		3,574,558	3,423,909	3,273,259	3,122,610	2,971,961	2,821,312	2,670,663	
		3,531,899	3,381,249	3,230,600	3,079,951	2,929,302	2,778,653	2,628,003	
		3,489,077	3,338,428	3,187,778	3,037,129	2,886,480	2,735,831	2,585,182	
		3,446,255	3,295,606	3,144,957	2,994,307	2,843,658	2,693,009	2,542,360	
		3,403,433	3,252,784	3,102,135	2,951,486	2,800,837	2,650,187	2,499,538	
		3,360,612	3,209,962	3,059,313	2,908,664	2,758,015	2,607,366	2,456,716	
		3,317,790	3,167,141	3,016,492	2,865,842	2,715,193	2,564,544	2,413,895	
		3,274,968	3,124,319	2,973,670	2,823,021	2,672,371	2,521,722	2,371,073	
		3,232,146	3,081,497	2,930,848	2,780,199	2,629,550	2,478,900	2,328,251	

**TABLE 4**

Balance (RLV - BLV)	3,373,688	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		4,366,249	4,036,783	3,707,316	3,377,849	3,048,383	2,718,916	2,389,449
10		4,324,096	3,994,630	3,665,163	3,335,696	3,006,230	2,676,763	2,347,296
20		4,281,944	3,952,477	3,623,010	3,293,544	2,964,077	2,634,610	2,305,144
30		4,239,730	3,910,263	3,580,796	3,251,330	2,921,863	2,592,396	2,262,930
40		4,197,355	3,867,888	3,538,422	3,208,955	2,879,488	2,550,022	2,220,555
CIL £psm		4,154,980	3,825,514	3,496,047	3,166,580	2,837,114	2,507,647	2,178,180
40.00		4,112,606	3,783,139	3,453,672	3,124,206	2,794,739	2,465,272	2,135,806
		4,070,231	3,740,764	3,411,298	3,081,831	2,752,364	2,422,898	2,093,431
		4,027,856	3,698,390	3,368,923	3,039,456	2,709,990	2,380,523	2,051,056
		3,985,482	3,656,015	3,326,548	2,997,082	2,667,615	2,338,148	2,008,682
		3,943,107	3,613,641	3,284,174	2,954,707	2,625,241	2,295,774	1,966,307
		3,900,564	3,571,097	3,241,631	2,912,164	2,582,697	2,253,231	1,923,764
		3,857,966	3,528,500	3,199,033	2,869,566	2,540,100	2,210,633	1,881,166
		3,815,369	3,485,902	3,156,436	2,826,969	2,497,502	2,168,036	1,838,569
		3,772,771	3,443,305	3,113,838	2,784,371	2,454,905	2,125,438	1,795,971
		3,730,174	3,400,707	3,071,240	2,741,774	2,412,307	2,082,840	1,753,374
		3,687,576	3,358,109	3,028,643	2,699,176	2,369,709	2,040,243	1,710,776
		3,644,979	3,315,512	2,986,045	2,656,579	2,327,112	1,997,645	1,668,179
		3,602,319	3,272,853	2,943,386	2,613,919	2,284,453	1,954,986	1,625,519
		3,559,497	3,230,031	2,900,564	2,571,097	2,241,631	1,912,164	1,582,697
		3,516,676	3,187,209	2,857,742	2,528,276	2,198,809	1,869,342	1,539,876
		3,473,854	3,144,387	2,814,921	2,485,454	2,155,987	1,826,521	1,497,054
		3,431,032	3,101,566	2,772,099	2,442,632	2,113,166	1,783,699	1,454,232
		3,388,211	3,058,744	2,729,277	2,399,811	2,070,344	1,740,877	1,411,411
		3,345,389	3,015,922	2,686,456	2,356,989	2,027,522	1,698,056	1,368,589
		3,302,567	2,973,100	2,643,634	2,314,167	1,984,700	1,655,234	1,325,767

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

**TABLE 5**

Balance (RLV - BLV)	3,373,688	Density (dph)						
		25	30	35	40	45	50	55
CIL £psm 40.00	0	3,180,169	3,542,583	3,801,449	3,995,599	4,146,605	4,267,409	4,366,249
	10	3,138,016	3,500,430	3,759,296	3,953,446	4,104,452	4,225,256	4,324,096
	20	3,095,864	3,458,277	3,717,144	3,911,294	4,062,299	4,183,104	4,281,944
	30	3,053,650	3,416,063	3,674,930	3,869,080	4,020,085	4,140,890	4,239,730
	40	3,011,275	3,373,688	3,632,555	3,826,705	3,977,710	4,098,515	4,197,355
	50	2,968,900	3,331,314	3,590,180	3,784,330	3,935,336	4,056,140	4,154,980
	60	2,926,526	3,288,939	3,547,806	3,741,956	3,892,961	4,013,766	4,112,606
	70	2,884,151	3,246,564	3,505,431	3,699,581	3,850,587	3,971,391	4,070,231
	80	2,841,776	3,204,190	3,463,056	3,657,206	3,808,212	3,929,016	4,027,856
	90	2,799,402	3,161,815	3,420,682	3,614,832	3,765,837	3,886,642	3,985,482
	100	2,757,027	3,119,441	3,378,307	3,572,457	3,723,463	3,844,267	3,943,107
	110	2,714,652	3,076,997	3,335,764	3,529,914	3,680,920	3,801,724	3,900,564
	120	2,671,886	3,034,300	3,293,166	3,487,316	3,638,322	3,759,126	3,857,966
	130	2,629,289	2,991,702	3,250,569	3,444,719	3,595,724	3,716,529	3,815,369
	140	2,586,691	2,949,105	3,207,971	3,402,121	3,553,127	3,673,931	3,772,771
	150	2,544,094	2,906,507	3,165,374	3,359,524	3,510,529	3,631,334	3,730,174
	160	2,501,496	2,863,909	3,122,776	3,316,926	3,467,932	3,588,736	3,687,576
	170	2,458,899	2,821,312	3,080,179	3,274,329	3,425,334	3,546,139	3,644,979
	180	2,416,239	2,778,653	3,037,519	3,231,669	3,382,675	3,503,479	3,602,319
	190	2,373,417	2,735,831	2,994,697	3,188,847	3,339,853	3,460,657	3,559,497
	200	2,330,596	2,693,009	2,951,876	3,146,026	3,297,031	3,417,836	3,516,676
	210	2,287,774	2,650,187	2,909,054	3,103,204	3,254,210	3,375,014	3,473,854
	220	2,244,952	2,607,366	2,866,232	3,060,382	3,211,388	3,332,192	3,431,032
	230	2,202,131	2,564,544	2,823,411	3,017,561	3,168,566	3,289,371	3,388,211
	240	2,159,309	2,521,722	2,780,589	2,974,739	3,125,744	3,246,549	3,345,389
	250	2,116,487	2,478,900	2,737,767	2,931,917	3,082,923	3,203,727	3,302,567

**TABLE 6**

Balance (RLV - BLV)	3,373,688	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00	0	4,691,936	4,121,048	3,542,583	2,956,946	2,363,628	1,762,105	1,151,541
	10	4,650,004	4,078,903	3,500,430	2,914,571	2,321,030	1,719,283	1,108,267
	20	4,608,072	4,036,750	3,458,277	2,872,197	2,278,433	1,676,448	1,064,994
	30	4,566,139	3,994,597	3,416,063	2,829,822	2,235,835	1,633,401	1,021,720
	40	4,524,207	3,952,444	3,373,688	2,787,435	2,193,168	1,590,353	978,292
	50	4,482,241	3,910,291	3,331,314	2,744,838	2,150,346	1,547,306	934,790
	60	4,440,088	3,868,139	3,288,939	2,702,240	2,107,524	1,504,259	891,289
	70	4,397,936	3,825,986	3,246,564	2,659,643	2,064,703	1,461,212	847,788
	80	4,355,783	3,783,833	3,204,190	2,617,045	2,021,881	1,418,005	804,270
	90	4,313,630	3,741,519	3,161,815	2,574,447	1,979,059	1,374,732	760,540
	100	4,271,477	3,699,144	3,119,441	2,531,850	1,936,185	1,331,458	716,810
	110	4,229,324	3,656,770	3,076,997	2,489,195	1,893,138	1,288,185	673,080
	120	4,187,172	3,614,395	3,034,300	2,446,373	1,850,091	1,244,911	629,350
	130	4,145,019	3,572,021	2,991,702	2,403,552	1,807,043	1,201,552	585,509
	140	4,102,813	3,529,646	2,949,105	2,360,730	1,763,996	1,158,051	541,548
	150	4,060,438	3,487,271	2,906,507	2,317,908	1,720,949	1,114,549	497,588
	160	4,018,064	3,444,897	2,863,909	2,275,087	1,677,860	1,071,048	453,628
	170	3,975,689	3,402,404	2,821,312	2,232,265	1,634,586	1,027,547	409,668
	180	3,933,315	3,359,807	2,778,653	2,189,332	1,591,313	984,028	365,494
	190	3,890,940	3,317,209	2,735,831	2,146,285	1,548,039	940,298	321,303
	200	3,848,565	3,274,612	2,693,009	2,103,238	1,504,766	896,568	277,111
	210	3,806,191	3,232,014	2,650,187	2,060,191	1,461,492	852,838	232,920
	220	3,763,816	3,189,416	2,607,366	2,017,144	1,418,179	809,108	188,639
	230	3,721,359	3,146,819	2,564,544	1,974,097	1,374,678	765,378	144,215
	240	3,678,761	3,104,221	2,521,722	1,931,050	1,331,177	721,462	99,791
	250	3,636,164	3,061,540	2,478,900	1,887,830	1,287,675	677,502	55,367

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

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	3,373,688	90%	95%	100%	105%	110%	115%	120%
		0	2,393,645	2,968,416	3,542,583	4,116,564	4,690,359	5,263,713	5,837,068
		10	2,351,270	2,926,041	3,500,430	4,074,412	4,648,394	5,221,781	5,795,136
		20	2,308,830	2,883,666	3,458,277	4,032,259	4,606,241	5,179,849	5,753,204
		30	2,266,232	2,841,292	3,416,063	3,990,106	4,564,088	5,137,917	5,711,272
		40	2,223,635	2,798,917	3,373,688	3,947,953	4,521,935	5,095,917	5,669,339
	CIL £psm	50	2,181,037	2,756,543	3,331,314	3,905,800	4,479,782	5,053,764	5,627,407
	40.00	60	2,138,440	2,714,162	3,288,939	3,863,648	4,437,629	5,011,611	5,585,475
		70	2,095,842	2,671,565	3,246,564	3,821,335	4,395,477	4,969,459	5,543,440
		80	2,053,194	2,628,967	3,204,190	3,778,961	4,353,324	4,927,306	5,501,288
		90	2,010,372	2,586,370	3,161,815	3,736,586	4,311,171	4,885,153	5,459,135
		100	1,967,550	2,543,772	3,119,441	3,694,212	4,268,983	4,843,000	5,416,982
		110	1,924,728	2,501,175	3,076,897	3,651,837	4,226,608	4,800,847	5,374,829
		120	1,881,907	2,458,577	3,034,300	3,609,462	4,184,233	4,758,694	5,332,676
		130	1,839,085	2,415,923	2,991,702	3,567,088	4,141,859	4,716,542	5,290,523
		140	1,796,220	2,373,101	2,949,105	3,524,713	4,099,484	4,674,255	5,248,371
		150	1,753,173	2,330,280	2,906,507	3,482,230	4,057,109	4,631,880	5,206,218
		160	1,710,126	2,287,458	2,863,909	3,439,632	4,014,735	4,589,506	5,164,065
		170	1,667,079	2,244,636	2,821,312	3,397,035	3,972,360	4,547,131	5,121,902
		180	1,624,032	2,201,814	2,778,653	3,354,437	3,929,986	4,504,757	5,079,528
		190	1,580,985	2,158,993	2,735,831	3,311,839	3,887,562	4,462,382	5,037,153
		200	1,537,894	2,116,055	2,693,009	3,269,242	3,844,965	4,420,007	4,994,778
		210	1,494,821	2,073,008	2,650,187	3,226,644	3,802,367	4,377,633	4,952,404
		220	1,451,347	2,029,961	2,607,366	3,184,047	3,759,769	4,335,258	4,910,029
		230	1,408,074	1,986,914	2,564,544	3,141,382	3,717,172	4,292,883	4,867,654
		240	1,364,800	1,943,867	2,521,722	3,098,560	3,674,574	4,250,297	4,825,280
		250	1,321,527	1,900,820	2,478,900	3,055,739	3,631,977	4,207,699	4,782,905

**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

## 190903 SWC Residential Appraisals\_A-E\_v2 - Summary Table

Scheme Ref:	A	B	C	D	E
No Units:	7	10	30	50	80
Location / Value Zone:	Higher	Higher	Higher	Higher	Higher
Development Scenario:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:					
<b>Total GDV (£)</b>	2,007,285	2,867,550	8,606,412	14,344,020	22,770,540
AH %	40%	40%	40%	40%	40%
Affordable Rent:	0.00%	0.00%	0.00%	0.00%	0.00%
Social Rent:	70.00%	70.00%	70.00%	70.00%	70.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	30.00%	30.00%	30.00%	30.00%	30.00%
CIL (£ psm)	40.00	40.00	40.00	40.00	40.00
CIL (£ per unit)	2,424.00	2,424.00	2,326.80	2,326.80	2,322.97
<b>CIL (£)</b>	16,968	24,240	69,804	116,340	185,838
Site Specific S106 (£ per unit)	2,000	2,000	2,000	2,000	2,000
<b>Site Specific S106 (£)</b>	14,000	20,000	60,000	100,000	160,000
Sub-total CIL+S106 (£ per unit)	4,424	4,424	4,327	4,327	4,323
Strategic Infrastructure (£ per unit)	-	-	-	-	-
<b>Strategic Infrastructure (£)</b>	-	-	-	-	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	4,424	4,424	4,327	4,327	4,323
<b>Total Developers Profit (£)</b>	346,817	495,453	1,432,657	2,387,761	3,790,472
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	17.28%	17.28%	16.65%	16.65%	16.65%
Developers Profit (% on costs)	31.03%	31.21%	29.18%	29.19%	29.09%
<b>RLV (£)</b>	482,869	693,083	1,980,431	3,296,480	5,185,755
<b>RLV (£/acre)</b>	837,491	841,461	801,469	800,440	786,992
RLV (£/ha)	2,069,439	2,079,250	1,980,431	1,977,888	1,944,658
<b>Balance for Plan VA:</b>					
BLV (£)	158,556	226,508	679,525	1,132,542	1,812,067
<b>BLV (£/acre)</b>	275,000	275,000	275,000	275,000	275,000
BLV (£/ha)	679,525	679,525	679,525	679,525	679,525
Surplus/Deficit	324,313	466,575	1,300,906	2,163,939	3,373,688
<b>Surplus/Deficit (£/acre)</b>	562,491	566,461	526,469	525,440	511,992
Surplus/Deficit (£/ha)	1,389,914	1,399,725	1,300,906	1,298,363	1,265,133
Plan Viability comments	Viable	Viable	Viable	Viable	Viable