

190905 SWC Residential Appraisals_F-K_v2 - Version Notes

Date	Version	Comments
190905	V2	



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

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				100 Units			
AH Policy requirement (% Target)				40%			
AH tenure split %				Affordable Rent:		0.0%	
				Social Rent:		70.0%	
				Intermediate (LCHO/Sub-Market/Starter etc.):		30.0%	
Open Market Sale (OMS) housing				60%		70.0% % Rented	
				100%		12.0% % of total (>10% for HWP (Feb 2017))	
				100.0%		100.0%	
CIL Rate (£ psm)				40.00 £ psm			
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House		5.0%	3.0	5.0%	2.0	5%	5.0
2 bed House		5.0%	3.0	5.0%	2.0	5%	5.0
3 bed House		50.0%	30.0	50.0%	20.0	50%	50.0
4 bed House		23.0%	13.8	23.0%	9.2	23%	23.0
5 bed House		12.0%	7.2	12.0%	4.8	12%	12.0
1 bed Flat		2.0%	1.2	2.0%	0.8	2%	2.0
2 bed Flat		3.0%	1.8	3.0%	1.2	3%	3.0
Total number of units		100.0%	60.0	100.0%	40.0	100%	100.0
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House		69.0	743			69.0	743
2 bed House		75.0	807			75.0	807
3 bed House		90.0	969			90.0	969
4 bed House		112.0	1,206			112.0	1,206
5 bed House		128.0	1,378			128.0	1,378
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		65.0	700	85.0%		76.5	823
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House		69.0	743			69.0	743
2 bed House		75.0	807			75.0	807
3 bed House		90.0	969			90.0	969
4 bed House		112.0	1,206			112.0	1,206
5 bed House		128.0	1,378			128.0	1,378
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		65.0	700	85.0%		76.5	823
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House		207	2,228	138	1,485	345	3,714
2 bed House		225	2,422	150	1,615	375	4,036
3 bed House		2,700	29,063	1,800	19,375	4,500	48,438
4 bed House		1,546	16,637	1,030	11,091	2,576	27,728
5 bed House		922	9,920	614	6,613	1,536	16,533
1 bed Flat		71	760	47	507	118	1,266
2 bed Flat		138	1,482	92	988	229	2,469
		5,807	62,511	3,872	41,674	9,679	104,185
AH % by floor area:		40.00% AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV (£ (no AH))		
1 bed House		230,000	3,333	310	1,150,000		
2 bed House		270,000	3,600	334	1,350,000		
3 bed House		320,000	3,556	330	16,000,000		
4 bed House		450,000	4,018	373	10,350,000		
5 bed House		520,000	4,063	377	6,240,000		
1 bed Flat		170,000	3,400	316	340,000		
2 bed Flat		215,000	3,308	307	645,000		
					36,075,000		
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV
1 bed House		86,250	37.5%	86,250	37.5%	161,000	70%
2 bed House		101,250	37.5%	101,250	37.5%	189,000	70%
3 bed House		120,000	37.5%	120,000	37.5%	224,000	70%
4 bed House		168,750	37.5%	168,750	37.5%	315,000	70%
5 bed House		195,000	37.5%	195,000	37.5%	364,000	70%
1 bed Flat		63,750	37.5%	63,750	37.5%	119,000	70%
2 bed Flat		80,625	37.5%	80,625	37.5%	150,500	70%

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GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
1 bed House	3.0	@	230,000		690,000
2 bed House	3.0	@	270,000		810,000
3 bed House	30.0	@	320,000		9,600,000
4 bed House	13.8	@	450,000		6,210,000
5 bed House	7.2	@	520,000		3,744,000
1 bed Flat	1.2	@	170,000		204,000
2 bed Flat	1.8	@	215,000		387,000
	60.0				21,645,000
Affordable Rent GDV -					
1 bed House	0.0	@	86,250		-
2 bed House	0.0	@	101,250		-
3 bed House	0.0	@	120,000		-
4 bed House	0.0	@	168,750		-
5 bed House	0.0	@	195,000		-
1 bed Flat	0.0	@	63,750		-
2 bed Flat	0.0	@	80,625		-
	0.0				-
Social Rent GDV -					
1 bed House	1.4	@	86,250		120,750
2 bed House	1.4	@	101,250		141,750
3 bed House	14.0	@	120,000		1,680,000
4 bed House	6.4	@	168,750		1,086,750
5 bed House	3.4	@	195,000		655,200
1 bed Flat	0.6	@	63,750		35,700
2 bed Flat	0.8	@	80,625		67,725
	28.0				3,787,875
Intermediate GDV -					
1 bed House	0.6	@	161,000		96,600
2 bed House	0.6	@	189,000		113,400
3 bed House	6.0	@	224,000		1,344,000
4 bed House	2.8	@	315,000		869,400
5 bed House	1.4	@	364,000		524,160
1 bed Flat	0.2	@	119,000		28,560
2 bed Flat	0.4	@	150,500		54,180
	12.0	40.0			3,030,300
Sub-total GDV Residential	100				28,463,175
AH on-site cost analysis:				EMV (no AH) less £GDV (inc. AH)	7,611,825
			786 £ psm (total GIA sqm)	76,118 £ per unit (total units)	
Grant	100	@	0		-
Total GDV					28,463,175

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

cont./

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Construction Costs -					
Site Clearance and Demolition		6.18 acres @		0 £ per acre (if brownfield)	-
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	100 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House		345 sqm @		1,048 psm	(361,560)
2 bed House		375 sqm @		1,048 psm	(393,000)
3 bed House		4,500 sqm @		1,048 psm	(4,716,000)
4 bed House		2,576 sqm @		1,048 psm	(2,699,648)
5 bed House		1,536 sqm @		1,048 psm	(1,609,728)
1 bed Flat		118 sqm @		1,287 psm	(151,412)
2 bed Flat	9,679	229 sqm @		1,287 psm	(295,253)
External works		10,226.601 @		15.0% 15,340 £ per unit	(1,533,990)
M4(2) Category 2 Housing	Aff units	units @	0% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	60 units @	90% @	521 £ per unit	(28,134)
M4(3) Category 3 Housing	Mrkt units	60 units @	10% @	10,111 £ per unit	(60,666)
Water Efficiency additional cost		100 units @		10 £ per unit	(1,000)
Low Carbon Energy cost		100 units @		3,375 £ per unit	(337,500)
Contingency		12,187.891 @		3.0% (GF/BF)	(365,637)
Professional Fees		12,187.891 @		6.5%	(792,213)
Disposal Costs -					
Residential Sales Agent Costs		21,645,000 OMS @		1.00% 2,165 £ per unit	(216,450)
Residential Sales Legal Costs		60 OM Units @		0.25% 900 £ per unit	(54,000)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		21,645,000 OMS @		3.00% 6,494 £ per unit 9,298 £ per unit	(649,350)
Interest (on Development Costs) -			6.50% APR	0.526% pcm	(92,850)
Developers Profit -					
Margin on AH		6,818,175		6.00% on AH values	(409,091)
Profit on OMS		21,645,000		20.00%	(4,329,000)
Profit analysis:		14,920,447		31.76% on costs	(4,738,091)
		28,463,175		16.65% blended GDV	(4,738,091)
TOTAL COSTS					(19,658,538)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					8,804,637
SDLT		8,804,637 @		(slabbed)	(429,732)
Acquisition Agent fees		8,804,637 @		1.0%	(88,046)
Acquisition Legal fees		8,804,637 @		0.5%	(44,023)
Interest on Land		8,804,637 @		6.50%	(572,301)
Residual Land Value					7,670,534
RLV analysis:	76,705 £ per plot	3,068,214 £ per ha		1,241,689 £ per acre	

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

BALANCE					
Surplus/(Deficit)		2,388,689 £ per ha		966,689 £ per acre	5,971,722

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

TABLE 1

		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		5,971,722	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		9,074,464	8,593,025	8,111,586	7,630,147	7,148,708	6,667,269	6,185,830
	10		8,994,173	8,517,195	8,040,217	7,563,238	7,086,260	6,609,282	6,132,303
	20		8,913,883	8,441,365	7,968,847	7,496,329	7,023,812	6,551,294	6,078,776
	30		8,833,592	8,365,535	7,897,478	7,429,420	6,961,363	6,493,306	6,025,249
	40		8,753,195	8,289,618	7,826,041	7,362,463	6,898,886	6,435,308	5,971,722
	50		8,672,482	8,213,389	7,754,296	7,295,202	6,836,109	6,377,015	5,917,922
	60		8,591,769	8,137,160	7,682,550	7,227,941	6,773,332	6,318,723	5,864,113
	70		8,511,056	8,060,931	7,610,805	7,160,680	6,710,555	6,260,430	5,810,305
	80		8,430,343	7,984,702	7,539,060	7,093,419	6,647,778	6,202,137	5,756,496
	90		8,349,629	7,908,472	7,467,315	7,026,158	6,585,001	6,143,844	5,702,687
	100		8,268,916	7,832,243	7,395,570	6,958,897	6,522,224	6,085,551	5,648,878
	110		8,188,203	7,756,014	7,323,825	6,891,636	6,459,447	6,027,258	5,595,069
	120		8,107,462	7,679,785	7,252,080	6,824,375	6,396,670	5,968,965	5,541,261
	130		8,026,324	7,603,176	7,180,028	6,756,880	6,333,732	5,910,584	5,487,436
	140		7,945,186	7,526,546	7,107,905	6,689,265	6,270,625	5,851,985	5,433,344
	150		7,864,048	7,449,916	7,035,783	6,621,650	6,207,518	5,793,385	5,379,252
	160		7,782,910	7,373,285	6,963,660	6,554,035	6,144,410	5,734,785	5,325,160
	170		7,701,772	7,296,655	6,891,538	6,486,420	6,081,303	5,676,186	5,271,069
	180		7,620,635	7,220,025	6,819,415	6,418,806	6,018,196	5,617,586	5,216,977
	190		7,539,497	7,143,395	6,747,293	6,351,191	5,955,089	5,558,987	5,162,885
	200		7,458,359	7,066,764	6,675,170	6,283,576	5,891,981	5,500,387	5,108,793
	210		7,376,826	6,989,844	6,602,861	6,215,879	5,828,874	5,441,788	5,054,701
	220		7,295,261	6,912,810	6,530,359	6,147,908	5,765,457	5,383,006	5,000,555
	230		7,213,696	6,835,777	6,457,857	6,079,937	5,702,018	5,324,098	4,946,179
	240		7,132,132	6,758,743	6,385,355	6,011,967	5,638,579	5,265,190	4,891,802
	250		7,050,567	6,681,710	6,312,853	5,943,996	5,575,139	5,206,282	4,837,425

TABLE 2

		Site Specific S106							
Balance (RLV - BLV)		5,971,722	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		6,203,579	6,185,830	6,168,082	6,150,334	6,132,586	6,114,838	6,097,090
	10		6,150,052	6,132,303	6,114,555	6,096,807	6,079,059	6,061,311	6,043,562
	20		6,096,524	6,078,776	6,061,028	6,043,280	6,025,532	6,007,783	5,990,035
	30		6,042,997	6,025,249	6,007,501	5,989,753	5,972,004	5,954,254	5,936,408
	40		5,989,470	5,971,722	5,953,905	5,936,078	5,918,252	5,900,426	5,882,599
	50		5,935,748	5,917,922	5,900,096	5,882,270	5,864,443	5,846,617	5,828,791
	60		5,881,940	5,864,113	5,846,287	5,828,461	5,810,634	5,792,808	5,774,982
	70		5,828,131	5,810,305	5,792,478	5,774,652	5,756,826	5,738,999	5,721,173
	80		5,774,322	5,756,496	5,738,669	5,720,843	5,703,017	5,685,191	5,667,364
	90		5,720,513	5,702,687	5,684,861	5,667,034	5,649,208	5,631,382	5,613,555
	100		5,666,704	5,648,878	5,631,052	5,613,226	5,595,399	5,577,573	5,559,747
	110		5,612,896	5,595,069	5,577,243	5,559,417	5,541,590	5,523,764	5,505,938
	120		5,559,087	5,541,261	5,523,434	5,505,608	5,487,782	5,469,956	5,451,966
	130		5,505,278	5,487,436	5,469,524	5,451,611	5,433,699	5,415,786	5,397,874
	140		5,451,257	5,433,344	5,415,432	5,397,519	5,379,607	5,361,694	5,343,782
	150		5,397,165	5,379,252	5,361,340	5,343,427	5,325,515	5,307,602	5,289,690
	160		5,343,073	5,325,160	5,307,248	5,289,335	5,271,423	5,253,510	5,235,598
	170		5,288,981	5,271,069	5,253,156	5,235,244	5,217,331	5,199,419	5,181,506
	180		5,234,889	5,216,977	5,199,064	5,181,152	5,163,239	5,145,327	5,127,414
	190		5,180,797	5,162,885	5,144,972	5,127,060	5,109,147	5,091,235	5,073,322
	200		5,126,705	5,108,793	5,090,880	5,072,968	5,055,055	5,037,143	5,019,230
	210		5,072,613	5,054,701	5,036,788	5,018,876	5,000,911	4,982,905	4,964,898
	220		5,018,521	5,000,555	4,982,548	4,964,542	4,946,535	4,928,528	4,910,521
	230		4,964,185	4,946,179	4,928,172	4,910,165	4,892,158	4,874,152	4,856,145
	240		4,909,809	4,891,802	4,873,795	4,855,789	4,837,782	4,819,775	4,801,768
	250		4,855,432	4,837,425	4,819,419	4,801,412	4,783,405	4,765,399	4,747,392

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TABLE 3

Balance (RLV - BLV)	5,971,722	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
	0	7,127,388	6,939,076	6,750,765	6,562,453	6,374,142	6,185,830	5,997,519	
	10	7,073,861	6,885,549	6,697,238	6,508,926	6,320,615	6,132,303	5,943,992	
	20	7,020,334	6,832,022	6,643,711	6,455,399	6,267,088	6,078,776	5,890,465	
	30	6,966,807	6,778,495	6,590,184	6,401,872	6,213,561	6,025,249	5,836,938	
	40	6,913,279	6,724,968	6,536,656	6,348,345	6,160,033	5,971,722	5,783,410	
CIL £psm	50	6,859,480	6,671,168	6,482,857	6,294,545	6,106,234	5,917,922	5,729,611	
40.00	60	6,805,671	6,617,359	6,429,048	6,240,736	6,052,425	5,864,113	5,675,802	
	70	6,751,862	6,563,551	6,375,239	6,186,928	5,998,616	5,810,305	5,621,993	
	80	6,698,053	6,509,742	6,321,430	6,133,119	5,944,807	5,756,496	5,568,184	
	90	6,644,244	6,455,933	6,267,621	6,079,310	5,890,998	5,702,687	5,514,375	
	100	6,590,436	6,402,124	6,213,813	6,025,501	5,837,190	5,648,878	5,460,567	
	110	6,536,627	6,348,315	6,160,004	5,971,692	5,783,381	5,595,069	5,406,758	
	120	6,482,818	6,294,507	6,106,195	5,917,884	5,729,572	5,541,261	5,352,949	
	130	6,428,994	6,240,682	6,052,371	5,864,059	5,675,748	5,487,436	5,299,125	
	140	6,374,902	6,186,590	5,998,279	5,809,967	5,621,656	5,433,344	5,245,033	
	150	6,320,810	6,132,498	5,944,187	5,755,875	5,567,564	5,379,252	5,190,941	
	160	6,266,718	6,078,406	5,890,095	5,701,783	5,513,472	5,325,160	5,136,849	
	170	6,212,626	6,024,315	5,836,003	5,647,692	5,459,380	5,271,069	5,082,757	
	180	6,158,534	5,970,223	5,781,911	5,593,600	5,405,288	5,216,977	5,028,665	
	190	6,104,442	5,916,131	5,727,819	5,539,508	5,351,196	5,162,885	4,974,573	
	200	6,050,350	5,862,039	5,673,727	5,485,416	5,297,104	5,108,793	4,920,481	
	210	5,996,258	5,807,947	5,619,635	5,431,324	5,243,012	5,054,701	4,866,389	
	220	5,942,113	5,753,801	5,565,490	5,377,178	5,188,867	5,000,555	4,812,244	
	230	5,887,736	5,699,425	5,511,113	5,322,802	5,134,490	4,946,179	4,757,867	
	240	5,833,359	5,645,048	5,456,736	5,268,425	5,080,113	4,891,802	4,703,490	
	250	5,778,983	5,590,671	5,402,360	5,214,048	5,025,737	4,837,425	4,649,114	

TABLE 4

Balance (RLV - BLV)	5,971,722	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
	0	6,958,018	6,649,143	6,340,268	6,031,393	5,722,518	5,413,643	5,104,768
	10	6,904,491	6,595,616	6,286,741	5,977,866	5,668,991	5,360,116	5,051,241
	20	6,850,964	6,542,089	6,233,214	5,924,339	5,615,464	5,306,589	4,997,714
	30	6,797,437	6,488,562	6,179,687	5,870,812	5,561,937	5,253,062	4,944,187
	40	6,743,909	6,435,034	6,126,159	5,817,284	5,508,409	5,199,534	4,890,659
CIL £psm	50	6,690,110	6,381,235	6,072,360	5,763,485	5,454,610	5,145,735	4,836,860
40.00	60	6,636,301	6,327,426	6,018,551	5,709,676	5,400,801	5,091,926	4,783,051
	70	6,582,492	6,273,617	5,964,742	5,655,867	5,346,992	5,038,117	4,729,242
	80	6,528,683	6,219,808	5,910,933	5,602,058	5,293,183	4,984,308	4,675,433
	90	6,474,874	6,165,999	5,857,124	5,548,249	5,239,374	4,930,499	4,621,624
	100	6,421,066	6,112,191	5,803,316	5,494,441	5,185,566	4,876,691	4,567,816
	110	6,367,257	6,058,382	5,749,507	5,440,632	5,131,757	4,822,882	4,514,007
	120	6,313,448	6,004,573	5,695,698	5,386,823	5,077,948	4,769,073	4,460,198
	130	6,259,624	5,950,749	5,641,874	5,332,999	5,024,124	4,715,249	4,406,374
	140	6,205,815	5,896,930	5,587,995	5,278,907	4,970,032	4,661,374	4,352,549
	150	6,151,440	5,842,565	5,533,630	5,224,815	4,915,940	4,607,065	4,298,190
	160	6,097,348	5,788,473	5,479,538	5,170,723	4,861,848	4,552,973	4,244,098
	170	6,043,256	5,734,381	5,425,406	5,116,631	4,807,756	4,498,881	4,190,006
	180	5,989,164	5,680,289	5,371,274	5,062,539	4,753,664	4,444,789	4,135,914
	190	5,935,072	5,626,197	5,317,182	5,008,447	4,699,572	4,390,697	4,081,822
	200	5,880,980	5,572,105	5,263,090	4,954,355	4,645,480	4,336,605	4,027,730
	210	5,826,888	5,518,013	5,209,008	4,900,263	4,591,388	4,282,513	3,973,638
	220	5,772,743	5,463,921	5,154,916	4,846,178	4,537,243	4,228,368	3,919,493
	230	5,718,648	5,409,829	5,100,824	4,791,090	4,482,166	4,173,293	3,865,348
	240	5,664,553	5,355,737	5,046,732	4,737,002	4,428,091	4,119,221	3,811,253
	250	5,610,458	5,301,645	4,992,636	4,682,854	4,373,019	4,065,150	3,757,158

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

TABLE 5

Balance (RLV - BLV)	5,971,722	Density (dph)						
		25	30	35	40	45	50	55
	0	5,166,543	5,619,560	5,943,143	6,185,830	6,374,587	6,525,593	6,649,143
	10	5,113,016	5,566,032	5,889,616	6,132,303	6,321,060	6,472,066	6,595,616
	20	5,059,489	5,512,505	5,836,089	6,078,776	6,267,533	6,418,539	6,542,089
	30	5,005,962	5,458,978	5,782,562	6,025,249	6,214,006	6,365,012	6,488,562
	40	4,952,434	5,405,451	5,729,034	5,971,722	6,160,479	6,311,484	6,435,034
CIL £psm	50	4,898,635	5,351,651	5,675,235	5,917,922	6,106,679	6,257,685	6,381,235
40.00	60	4,844,826	5,297,843	5,621,426	5,864,113	6,052,870	6,203,876	6,327,426
	70	4,791,017	5,244,034	5,567,617	5,810,305	5,999,061	6,150,067	6,273,617
	80	4,737,208	5,190,225	5,513,808	5,756,496	5,945,253	6,096,258	6,219,808
	90	4,683,399	5,136,416	5,459,999	5,702,687	5,891,444	6,042,449	6,165,999
	100	4,629,591	5,082,607	5,406,191	5,648,878	5,837,635	5,988,641	6,112,191
	110	4,575,782	5,028,799	5,352,382	5,595,069	5,783,826	5,934,832	6,058,382
	120	4,521,973	4,974,990	5,298,573	5,541,261	5,730,018	5,881,023	6,004,573
	130	4,468,149	4,921,165	5,244,749	5,487,436	5,676,193	5,827,199	5,950,749
	140	4,414,057	4,867,073	5,190,657	5,433,344	5,622,101	5,773,107	5,896,657
	150	4,359,965	4,812,982	5,136,565	5,379,252	5,568,009	5,719,015	5,842,565
	160	4,305,873	4,758,890	5,082,473	5,325,160	5,513,917	5,664,923	5,788,473
	170	4,251,781	4,704,798	5,028,381	5,271,069	5,459,825	5,610,831	5,734,381
	180	4,197,689	4,650,706	4,974,289	5,216,977	5,405,734	5,556,739	5,680,289
	190	4,143,597	4,596,614	4,920,197	5,162,885	5,351,642	5,502,647	5,626,197
	200	4,089,505	4,542,522	4,866,105	5,108,793	5,297,550	5,448,555	5,572,105
	210	4,035,413	4,488,430	4,812,013	5,054,701	5,243,458	5,394,463	5,518,013
	220	3,981,268	4,434,284	4,757,868	5,000,555	5,189,312	5,340,318	5,463,868
	230	3,926,891	4,379,908	4,703,491	4,946,179	5,134,935	5,285,941	5,409,491
	240	3,872,514	4,325,531	4,649,114	4,891,802	5,080,559	5,231,564	5,355,114
	250	3,818,138	4,271,155	4,594,738	4,837,425	5,026,182	5,177,188	5,300,738

TABLE 6

Balance (RLV - BLV)	5,971,722	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
	0	7,492,228	6,843,408	6,185,830	5,520,413	4,846,450	4,163,559	3,471,669
	10	7,438,981	6,789,901	6,132,303	5,466,604	4,792,587	4,109,467	3,417,292
	20	7,385,734	6,736,374	6,078,776	5,412,796	4,738,495	4,055,375	3,362,916
	30	7,332,487	6,682,847	6,025,249	5,358,987	4,684,403	4,001,006	3,308,370
	40	7,279,240	6,629,320	5,971,722	5,305,178	4,630,311	3,946,630	3,253,707
CIL £psm	50	7,225,993	6,575,793	5,917,922	5,251,369	4,576,219	3,892,253	3,199,045
40.00	60	7,172,470	6,522,265	5,864,113	5,197,560	4,522,127	3,837,877	3,144,382
	70	7,118,943	6,468,738	5,810,305	5,143,726	4,468,035	3,783,500	3,089,719
	80	7,065,416	6,415,211	5,756,496	5,089,634	4,413,943	3,729,124	3,035,057
	90	7,011,889	6,361,684	5,702,687	5,035,542	4,359,764	3,674,747	2,980,394
	100	6,958,362	6,308,021	5,648,878	4,981,450	4,305,388	3,620,270	2,925,585
	110	6,904,835	6,254,212	5,595,069	4,927,358	4,251,011	3,565,607	2,870,635
	120	6,851,308	6,200,403	5,541,261	4,873,266	4,196,635	3,510,944	2,815,685
	130	6,797,780	6,146,595	5,487,436	4,819,174	4,142,258	3,456,282	2,760,734
	140	6,744,253	6,092,786	5,433,344	4,765,083	4,087,882	3,401,619	2,705,784
	150	6,690,710	6,038,977	5,379,252	4,710,991	4,033,505	3,346,956	2,650,834
	160	6,636,901	5,985,168	5,325,160	4,656,696	3,979,129	3,292,294	2,595,884
	170	6,583,092	5,931,359	5,271,069	4,602,320	3,924,697	3,237,631	2,540,799
	180	6,529,283	5,877,551	5,216,977	4,547,943	3,870,035	3,182,746	2,485,560
	190	6,475,475	5,823,717	5,162,885	4,493,567	3,815,372	3,127,796	2,430,321
	200	6,421,666	5,769,625	5,108,793	4,439,190	3,760,709	3,072,846	2,375,081
	210	6,367,857	5,715,533	5,054,701	4,384,814	3,706,047	3,017,895	2,319,842
	220	6,314,048	5,661,442	5,000,555	4,330,437	3,651,384	2,962,945	2,264,602
	230	6,260,239	5,607,350	4,946,179	4,276,061	3,596,721	2,907,995	2,209,363
	240	6,206,431	5,553,258	4,891,802	4,221,653	3,542,059	2,853,045	2,153,992
	250	6,152,569	5,499,166	4,837,425	4,166,990	3,487,362	2,798,027	2,098,462

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

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	5,971,722	90%	95%	100%	105%	110%	115%	120%
	0	4,750,634	5,468,593	6,185,830	6,903,068	7,620,218	8,336,722	9,053,225
	10	4,696,826	5,414,991	6,132,303	6,849,541	7,566,779	8,283,475	8,999,978
	20	4,643,017	5,361,183	6,078,776	6,796,014	7,513,252	8,230,228	8,946,731
	30	4,589,208	5,307,374	6,025,249	6,742,487	7,459,724	8,176,962	8,893,484
	40	4,535,399	5,253,565	5,971,722	6,688,960	7,406,197	8,123,435	8,840,237
CIL £psm	50	4,481,590	5,199,756	5,917,922	6,635,432	7,352,670	8,069,908	8,786,990
40.00	60	4,427,501	5,145,947	5,864,113	6,581,905	7,299,143	8,016,381	8,733,618
	70	4,373,409	5,092,139	5,810,305	6,528,378	7,245,616	7,962,853	8,680,091
	80	4,319,317	5,038,330	5,756,496	6,474,662	7,192,089	7,909,326	8,626,564
	90	4,265,225	4,984,515	5,702,687	6,420,853	7,138,561	7,855,799	8,573,037
	100	4,211,134	4,930,423	5,648,878	6,367,044	7,085,034	7,802,272	8,519,510
	110	4,157,042	4,876,331	5,595,069	6,313,235	7,031,401	7,748,745	8,465,983
	120	4,102,950	4,822,239	5,541,261	6,259,426	6,977,592	7,695,218	8,412,455
	130	4,048,726	4,768,147	5,487,436	6,205,618	6,923,784	7,641,691	8,358,928
	140	3,994,350	4,714,055	5,433,344	6,151,809	6,869,975	7,588,141	8,305,401
	150	3,939,973	4,659,963	5,379,252	6,098,000	6,816,166	7,534,332	8,251,874
	160	3,885,597	4,605,871	5,325,160	6,044,191	6,762,357	7,480,523	8,198,347
	170	3,831,220	4,551,779	5,271,069	5,990,358	6,708,548	7,426,714	8,144,820
	180	3,776,844	4,497,453	5,216,977	5,936,266	6,654,740	7,372,905	8,091,071
	190	3,722,467	4,443,076	5,162,885	5,882,174	6,600,931	7,319,097	8,037,263
	200	3,668,091	4,388,699	5,108,793	5,828,082	6,547,122	7,265,288	7,983,454
	210	3,613,513	4,334,323	5,054,701	5,773,990	6,493,279	7,211,479	7,929,645
	220	3,558,850	4,279,946	5,000,555	5,719,898	6,439,187	7,157,670	7,875,836
	230	3,504,187	4,225,570	4,946,179	5,665,806	6,385,095	7,103,862	7,822,027
	240	3,449,525	4,171,193	4,891,802	5,611,714	6,331,003	7,050,053	7,768,219
	250	3,394,862	4,116,817	4,837,425	5,557,622	6,276,912	6,996,201	7,714,410

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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

ASSUMPTIONS - RESIDENTIAL USES											
Total number of units in scheme					200 Units						
AH Policy requirement (% Target)					40%						
AH tenure split %					Affordable Rent:		0.0%				
					Social Rent:		70.0%		70.0% % Rented		
					Intermediate (LCHO/Sub-Market/Starter etc.):		30.0%		12.0% % of total (>10% for HWP (Feb 2017))		
Open Market Sale (OMS) housing					60%		100%		100.0%		
CIL Rate (£ psm)					40.00 £ psm						
Unit mix -											
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units					
1 bed House	5.0%	6.0	5.0%	4.0	5%	10.0					
2 bed House	5.0%	6.0	5.0%	4.0	5%	10.0					
3 bed House	50.0%	60.0	50.0%	40.0	50%	100.0					
4 bed House	23.0%	27.6	23.0%	18.4	23%	46.0					
5 bed House	12.0%	14.4	12.0%	9.6	12%	24.0					
1 bed Flat	2.0%	2.4	2.0%	1.6	2%	4.0					
2 bed Flat	3.0%	3.6	3.0%	2.4	3%	6.0					
Total number of units	100.0%	120.0	100.0%	80.0	100%	200.0					
OMS Unit Floor areas -											
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)					
1 bed House	69.0	743		69.0		743					
2 bed House	75.0	807		75.0		807					
3 bed House	90.0	969		90.0		969					
4 bed House	112.0	1,206		112.0		1,206					
5 bed House	128.0	1,378		128.0		1,378					
1 bed Flat	50.0	538	85.0%	58.8		633					
2 bed Flat	65.0	700	85.0%	76.5		823					
AH Unit Floor areas -											
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)					
1 bed House	69.0	743		69.0		743					
2 bed House	75.0	807		75.0		807					
3 bed House	90.0	969		90.0		969					
4 bed House	112.0	1,206		112.0		1,206					
5 bed House	128.0	1,378		128.0		1,378					
1 bed Flat	50.0	538	85.0%	58.8		633					
2 bed Flat	65.0	700	85.0%	76.5		823					
Total Gross Floor areas -											
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)		(sqft)				
1 bed House	414	4,456	276	2,971	690		7,427				
2 bed House	450	4,844	300	3,229	750		8,073				
3 bed House	5,400	58,125	3,600	38,750	9,000		96,875				
4 bed House	3,091	33,273	2,061	22,182	5,152		55,456				
5 bed House	1,843	19,840	1,229	13,227	3,072		33,067				
1 bed Flat	141	1,520	94	1,013	235		2,533				
2 bed Flat	275	2,963	184	1,975	459		4,939				
	11,615	125,021	7,743	83,348	19,358		208,369				
AH % by floor area:			40.00% AH % by floor area due to mix								
Open Market Sales values (£) -											
	£ OMS (per unit)	£psm	£psf	total MV (£ (no AH))							
1 bed House	230,000	3,333	310	2,300,000							
2 bed House	270,000	3,600	334	2,700,000							
3 bed House	320,000	3,556	330	32,000,000							
4 bed House	450,000	4,018	373	20,700,000							
5 bed House	520,000	4,063	377	12,480,000							
1 bed Flat	170,000	3,400	316	680,000							
2 bed Flat	215,000	3,308	307	1,290,000							
				72,150,000							
Affordable Housing values (£) -											
	Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV					
1 bed House	86,250	37.5%	86,250	37.5%	161,000	70%					
2 bed House	101,250	37.5%	101,250	37.5%	189,000	70%					
3 bed House	120,000	37.5%	120,000	37.5%	224,000	70%					
4 bed House	168,750	37.5%	168,750	37.5%	315,000	70%					
5 bed House	195,000	37.5%	195,000	37.5%	364,000	70%					
1 bed Flat	63,750	37.5%	63,750	37.5%	119,000	70%					
2 bed Flat	80,625	37.5%	80,625	37.5%	150,500	70%					

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

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	6.0	@	230,000	1,380,000
2 bed House	6.0	@	270,000	1,620,000
3 bed House	60.0	@	320,000	19,200,000
4 bed House	27.6	@	450,000	12,420,000
5 bed House	14.4	@	520,000	7,488,000
1 bed Flat	2.4	@	170,000	408,000
2 bed Flat	3.6	@	215,000	774,000
	120.0			43,290,000
Affordable Rent GDV -				
1 bed House	0.0	@	86,250	-
2 bed House	0.0	@	101,250	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	0.0			-
Social Rent GDV -				
1 bed House	2.8	@	86,250	241,500
2 bed House	2.8	@	101,250	283,500
3 bed House	28.0	@	120,000	3,360,000
4 bed House	12.9	@	168,750	2,173,500
5 bed House	6.7	@	195,000	1,310,400
1 bed Flat	1.1	@	63,750	71,400
2 bed Flat	1.7	@	80,625	135,450
	56.0			7,575,750
Intermediate GDV -				
1 bed House	1.2	@	161,000	193,200
2 bed House	1.2	@	189,000	226,800
3 bed House	12.0	@	224,000	2,688,000
4 bed House	5.5	@	315,000	1,738,800
5 bed House	2.9	@	364,000	1,048,320
1 bed Flat	0.5	@	119,000	57,120
2 bed Flat	0.7	@	150,500	108,360
	24.0	80.0		6,060,600
Sub-total GDV Residential	200			56,926,350
AH on-site cost analysis:			EMV (no AH) less £GDV (inc. AH)	15,223,650
			786 £ psm (total GIA sqm)	76,118 £ per unit (total units)
Grant	200	@	0	-
Total GDV				56,926,350

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

cont./

Scheme Ref:	G	Location / Value Zone:	Higher	Development Scenario:	Greenfield
No Units:	200				
Notes:					
Construction Costs -					
Site Clearance and Demolition		12.36 acres @		0 £ per acre (if brownfield)	-
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	200 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House		690 sqm @		1,048 psm	(723,120)
2 bed House		750 sqm @		1,048 psm	(786,000)
3 bed House		9,000 sqm @		1,048 psm	(9,432,000)
4 bed House		5,152 sqm @		1,048 psm	(5,399,296)
5 bed House		3,072 sqm @		1,048 psm	(3,219,456)
1 bed Flat		235 sqm @		1,287 psm	(302,824)
2 bed Flat	19,358	459 sqm @		1,287 psm	(590,506)
External works		20,453,201 @		15.0% 15,340 £ per unit	(3,067,980)
M4(2) Category 2 Housing	Aff units	units @	0% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	120 units @	90% @	521 £ per unit	(56,268)
M4(3) Category 3 Housing	Mrkt units	120 units @	10% @	10,111 £ per unit	(121,332)
Water Efficiency additional cost		200 units @		10 £ per unit	(2,000)
Low Carbon Energy cost		200 units @		3,375 £ per unit	(675,000)
Contingency		24,375,782 @		3.0% (GF/BF)	(731,273)
Professional Fees		24,375,782 @		6.5%	(1,584,426)
Disposal Costs -					
Residential Sales Agent Costs		43,290,000 OMS @		1.00% 2,165 £ per unit	(432,900)
Residential Sales Legal Costs		120 OM Units @		0.25% 900 £ per unit	(108,000)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		43,290,000 OMS @		3.00% 6,494 £ per unit 9,248 £ per unit	(1,298,700)
Interest (on Development Costs) -			6.50% APR	0.526% pcm	(146,416)
Developers Profit -					
Margin on AH		13,636,350		6.00% on AH values	(818,181)
Profit on OMS		43,290,000		20.00%	(8,658,000)
Profit analysis:		29,725,651		31.88% on costs	(9,476,181)
		56,926,350		16.65% blended GDV	(9,476,181)
TOTAL COSTS					(39,201,832)
RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					17,724,518
SDLT		17,724,518 @		(slabbed)	(875,726)
Acquisition Agent fees		17,724,518 @		1.0%	(177,245)
Acquisition Legal fees		17,724,518 @		0.5%	(88,623)
Interest on Land		17,724,518 @		6.50%	(1,152,094)
Residual Land Value					15,430,831
RLV analysis:	77,154 £ per plot	3,086,166 £ per ha		1,248,954 £ per acre	
BENCHMARK LAND VALUE (BLV)					
Residential Density		40.0 dph			
Site Area (Net)		5.00 ha		12.36 acres	
Density analysis:		3.872 sqm/ha		16,865 sqft/ac	
Benchmark Land Value (Net)	16,988 £ per plot	679,525 £ per ha		275,000 £ per acre	3,397,625
BALANCE					
Surplus/(Deficit)		2,406,641 £ per ha		973,954 £ per acre	12,033,206

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

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

TABLE 1

		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		10%	15%	20%	25%	30%	35%	40%	
CIL £psm 40.00	12,033,206	0	18,253,922	17,289,479	16,325,036	15,360,592	14,396,149	13,431,706	12,467,263
	10	18,091,646	17,136,218	16,180,790	15,225,363	14,269,935	13,314,507	12,359,079	
	20	17,928,961	16,982,586	16,036,212	15,089,837	14,143,462	13,197,087	12,250,712	
	30	17,765,832	16,828,520	15,891,207	14,953,895	14,016,583	13,079,271	12,141,959	
	40	17,602,702	16,674,453	15,746,203	14,817,954	13,889,705	12,961,455	12,033,206	
	50	17,439,572	16,520,386	15,601,199	14,682,013	13,762,826	12,843,640	11,924,453	
	60	17,276,150	16,366,096	15,456,042	14,545,988	13,635,934	12,725,824	11,815,700	
	70	17,112,162	16,211,219	15,310,275	14,409,332	13,508,388	12,607,445	11,706,501	
	80	16,948,174	16,056,341	15,164,508	14,272,675	13,380,842	12,489,009	11,597,176	
	90	16,784,186	15,901,464	15,018,741	14,136,019	13,253,296	12,370,573	11,487,851	
	100	16,620,004	15,746,496	14,872,974	13,999,362	13,125,750	12,252,138	11,378,526	
	110	16,455,154	15,590,803	14,726,453	13,862,102	12,997,752	12,133,402	11,269,051	
	120	16,290,303	15,435,111	14,579,919	13,724,727	12,869,535	12,014,343	11,159,151	
	130	16,125,452	15,279,418	14,433,385	13,587,351	12,741,317	11,895,284	11,049,250	
	140	15,960,489	15,123,726	14,286,851	13,449,975	12,613,100	11,776,225	10,939,350	
	150	15,794,770	14,967,240	14,139,709	13,312,178	12,484,648	11,657,117	10,829,449	
	160	15,629,052	14,810,728	13,992,404	13,174,080	12,355,756	11,537,431	10,719,107	
	170	15,463,334	14,654,216	13,845,099	13,035,981	12,226,864	11,417,746	10,608,628	
	180	15,297,567	14,497,705	13,697,794	12,897,883	12,097,972	11,298,061	10,498,150	
	190	15,130,977	14,340,494	13,550,012	12,759,530	11,969,048	11,178,375	10,387,671	
	200	14,964,387	14,183,159	13,401,932	12,620,705	11,839,477	11,058,250	10,277,023	
	210	14,797,796	14,025,824	13,253,852	12,481,880	11,709,907	10,937,935	10,165,963	
	220	14,631,203	13,868,489	13,105,772	12,343,054	11,580,337	10,817,620	10,054,903	
	230	14,463,736	13,710,533	12,957,330	12,204,127	11,450,767	10,697,305	9,943,843	
	240	14,296,269	13,552,370	12,808,471	12,064,572	11,320,673	10,576,774	9,832,782	
	250	14,128,803	13,394,207	12,659,612	11,925,016	11,190,421	10,455,826	9,721,230	

TABLE 2

		Site Specific S106					100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV)		90%	100%	110%	120%	130%	140%	150%				
CIL £psm 40.00	12,033,206	0	12,503,088	12,467,263	12,431,438	12,395,613	12,359,788	12,323,963	12,288,138			
	10	12,394,904	12,359,079	12,323,254	12,287,429	12,251,604	12,215,779	12,180,000	12,144,221			
	20	12,286,720	12,250,712	12,214,999	12,178,685	12,142,672	12,106,658	12,070,645	12,034,632			
	30	12,177,973	12,141,959	12,105,946	12,069,932	12,033,919	11,997,905	11,961,892	11,925,879			
	40	12,069,219	12,033,206	11,997,193	11,961,179	11,925,166	11,889,152	11,853,139	11,817,126			
	50	11,960,466	11,924,453	11,888,439	11,852,426	11,816,413	11,780,400	11,744,387	11,708,374			
	60	11,851,713	11,815,700	11,779,687	11,743,674	11,707,661	11,671,648	11,635,635	11,599,622			
	70	11,742,704	11,706,501	11,670,298	11,634,096	11,597,893	11,561,690	11,525,487	11,489,284			
	80	11,633,379	11,597,176	11,560,973	11,524,770	11,488,567	11,452,364	11,416,161	11,379,958			
	90	11,524,054	11,487,851	11,451,648	11,415,445	11,379,242	11,343,039	11,306,836	11,270,633			
	100	11,414,729	11,378,526	11,342,323	11,306,120	11,269,917	11,233,714	11,197,511	11,161,308			
	110	11,305,403	11,269,051	11,232,699	11,196,264	11,159,829	11,123,394	11,086,959	11,050,524			
	120	11,195,544	11,159,151	11,122,757	11,086,364	11,049,970	11,013,577	10,977,184	10,940,791			
	130	11,085,644	11,049,250	11,012,857	10,976,463	10,940,070	10,903,676	10,867,283	10,830,890			
	140	10,975,743	10,939,350	10,902,956	10,866,563	10,830,169	10,793,775	10,757,382	10,720,989			
	150	10,865,843	10,829,449	10,793,001	10,756,416	10,719,831	10,683,246	10,646,661	10,610,076			
	160	10,755,922	10,719,107	10,682,522	10,645,937	10,609,352	10,572,767	10,536,182	10,499,597			
	170	10,645,213	10,608,628	10,572,044	10,535,459	10,498,874	10,462,289	10,425,704	10,389,119			
	180	10,534,735	10,498,150	10,461,565	10,424,980	10,388,395	10,351,810	10,315,225	10,278,640			
	190	10,424,256	10,387,671	10,351,086	10,314,501	10,277,916	10,241,331	10,204,746	10,168,161			
	200	10,313,777	10,277,023	10,240,245	10,203,468	10,166,691	10,129,913	10,093,136	10,056,359			
	210	10,202,740	10,165,963	10,129,185	10,092,408	10,055,630	10,018,853	9,982,076	9,945,299			
	220	10,091,680	10,054,903	10,018,125	9,981,348	9,944,570	9,907,793	9,871,016	9,834,239			
	230	9,980,620	9,943,843	9,907,065	9,870,288	9,833,510	9,796,733	9,759,956	9,723,179			
	240	9,869,560	9,832,782	9,795,904	9,758,933	9,721,962	9,684,991	9,648,020	9,611,049			
	250	9,758,201	9,721,230	9,684,259	9,647,288	9,610,317	9,573,346	9,536,375	9,499,404			

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

TABLE 3

Balance (RLV - BLV)	12,033,206	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
0		14,350,378	13,973,755	13,597,132	13,220,509	12,843,886	12,467,263	12,090,640	
10		14,242,194	13,865,571	13,488,948	13,112,325	12,735,702	12,359,079	11,982,456	
20		14,133,827	13,757,204	13,380,581	13,003,958	12,627,335	12,250,712	11,874,089	
30		14,025,074	13,648,451	13,271,828	12,895,205	12,518,582	12,141,959	11,765,336	
40		13,916,321	13,539,698	13,163,075	12,786,452	12,409,829	12,033,206	11,656,583	
CIL £psm		13,807,568	13,430,945	13,054,322	12,677,699	12,301,076	11,924,453	11,547,830	
40.00		13,698,815	13,322,192	12,945,569	12,568,946	12,192,323	11,815,700	11,439,077	
70		13,589,616	13,212,993	12,836,370	12,459,747	12,083,124	11,706,501	11,329,878	
80		13,480,291	13,103,668	12,727,045	12,350,422	11,973,799	11,597,176	11,220,553	
90		13,370,966	12,994,343	12,617,720	12,241,097	11,864,474	11,487,851	11,111,228	
100		13,261,641	12,885,018	12,508,395	12,131,772	11,755,149	11,378,526	11,001,903	
110		13,152,166	12,775,543	12,398,920	12,022,297	11,645,674	11,269,051	10,892,428	
120		13,042,266	12,665,643	12,289,020	11,912,397	11,535,774	11,159,151	10,782,528	
130		12,932,365	12,555,742	12,179,119	11,802,496	11,425,873	11,049,250	10,672,627	
140		12,822,465	12,445,842	12,069,219	11,692,596	11,315,973	10,939,350	10,562,727	
150		12,712,564	12,335,941	11,959,318	11,582,695	11,206,072	10,829,449	10,452,826	
160		12,602,222	12,225,599	11,848,976	11,472,353	11,095,730	10,719,107	10,342,484	
170		12,491,743	12,115,120	11,738,497	11,361,874	10,985,251	10,608,628	10,232,005	
180		12,381,265	12,004,642	11,628,019	11,251,396	10,874,773	10,498,150	10,121,527	
190		12,270,786	11,894,163	11,517,540	11,140,917	10,764,294	10,387,671	10,011,048	
200		12,160,138	11,783,515	11,406,892	11,030,269	10,653,646	10,277,023	9,900,400	
210		12,049,078	11,672,455	11,295,832	10,919,209	10,542,586	10,165,963	9,789,340	
220		11,938,018	11,561,395	11,184,772	10,808,149	10,431,526	10,054,903	9,678,280	
230		11,826,958	11,450,335	11,073,712	10,697,089	10,320,466	9,943,843	9,567,220	
240		11,715,897	11,339,274	10,962,651	10,586,028	10,209,405	9,832,782	9,456,159	
250		11,604,345	11,227,722	10,851,099	10,474,476	10,097,853	9,721,230	9,344,607	

TABLE 4

Balance (RLV - BLV)	12,033,206	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		14,011,638	13,393,888	12,776,138	12,158,388	11,540,638	10,922,888	10,305,138
10		13,903,454	13,285,704	12,667,954	12,050,204	11,432,454	10,814,704	10,196,954
20		13,795,087	13,177,337	12,559,587	11,941,837	11,324,087	10,706,337	10,088,587
30		13,686,334	13,068,584	12,450,834	11,833,084	11,215,334	10,597,584	9,979,834
40		13,577,581	12,959,831	12,342,081	11,724,331	11,106,581	10,488,831	9,871,081
CIL £psm		13,468,828	12,851,078	12,233,328	11,615,578	10,997,828	10,380,078	9,762,328
40.00		13,360,075	12,742,325	12,124,575	11,506,825	10,889,075	10,271,325	9,653,575
70		13,250,876	12,633,126	12,015,376	11,397,626	10,779,876	10,162,126	9,544,376
80		13,141,551	12,523,801	11,906,051	11,288,301	10,670,551	10,052,801	9,435,051
90		13,032,226	12,414,476	11,796,726	11,178,976	10,561,226	9,943,476	9,325,726
100		12,922,901	12,305,151	11,687,401	11,069,651	10,451,901	9,834,151	9,216,401
110		12,813,426	12,195,676	11,577,926	10,960,176	10,342,426	9,724,676	9,106,926
120		12,703,526	12,085,776	11,468,026	10,850,276	10,232,526	9,614,776	8,997,026
130		12,593,625	11,975,875	11,358,125	10,740,375	10,122,625	9,504,875	8,887,125
140		12,483,725	11,865,975	11,248,225	10,630,475	10,012,725	9,394,975	8,777,225
150		12,373,824	11,756,074	11,138,324	10,520,574	9,902,824	9,285,074	8,667,324
160		12,263,482	11,645,732	11,027,982	10,410,232	9,792,482	9,174,732	8,556,982
170		12,153,003	11,535,253	10,917,503	10,299,753	9,682,003	9,064,253	8,446,503
180		12,042,525	11,424,775	10,807,025	10,189,275	9,571,525	8,953,775	8,336,025
190		11,932,046	11,314,296	10,696,546	10,078,796	9,461,046	8,843,296	8,225,546
200		11,821,398	11,203,648	10,585,898	9,968,148	9,350,398	8,732,648	8,114,898
210		11,710,338	11,092,588	10,474,838	9,857,088	9,239,338	8,621,588	8,003,838
220		11,599,278	10,981,528	10,363,778	9,746,028	9,128,278	8,510,528	7,892,778
230		11,488,218	10,870,468	10,252,718	9,634,968	9,017,218	8,399,468	7,781,718
240		11,377,157	10,759,407	10,141,657	9,523,907	8,906,157	8,288,407	7,670,657
250		11,265,605	10,647,855	10,030,105	9,412,355	8,794,605	8,176,855	7,559,105

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

TABLE 5

Balance (RLV - BLV)	12,033,206	Density (dph)						
		25	30	35	40	45	50	55
CIL £psm 40.00	0	10,428,688	11,334,721	11,981,888	12,467,263	12,844,777	13,146,788	13,393,888
	10	10,320,504	11,226,537	11,873,704	12,359,079	12,736,593	13,038,604	13,285,704
	20	10,212,137	11,118,170	11,765,337	12,250,712	12,628,226	12,930,237	13,177,337
	30	10,103,384	11,009,417	11,656,584	12,141,959	12,519,473	12,821,484	13,068,584
	40	9,994,631	10,900,664	11,547,831	12,033,206	12,410,720	12,712,731	12,959,831
	50	9,885,878	10,791,911	11,439,078	11,924,453	12,301,967	12,603,978	12,851,078
	60	9,777,125	10,683,158	11,330,325	11,815,700	12,193,214	12,495,225	12,742,325
	70	9,667,926	10,573,960	11,221,126	11,706,501	12,084,015	12,386,026	12,633,126
	80	9,558,601	10,464,634	11,111,801	11,597,176	11,974,690	12,276,701	12,523,801
	90	9,449,276	10,355,309	11,002,476	11,487,851	11,865,365	12,167,376	12,414,476
	100	9,339,951	10,245,984	10,893,151	11,378,526	11,756,039	12,058,051	12,305,151
	110	9,230,476	10,136,510	10,783,676	11,269,051	11,646,565	11,948,576	12,195,676
	120	9,120,576	10,026,609	10,673,776	11,159,151	11,536,665	11,838,676	12,085,776
	130	9,010,675	9,916,709	10,563,875	11,049,250	11,426,764	11,728,775	11,975,875
	140	8,900,775	9,806,808	10,453,975	10,939,350	11,316,864	11,618,875	11,865,975
	150	8,790,874	9,696,908	10,344,074	10,829,449	11,206,963	11,508,974	11,756,074
	160	8,680,532	9,586,566	10,233,732	10,719,107	11,096,621	11,398,632	11,645,732
	170	8,570,053	9,476,087	10,123,253	10,608,628	10,986,142	11,288,153	11,535,253
	180	8,459,575	9,365,608	10,012,775	10,498,150	10,875,664	11,177,675	11,424,775
	190	8,349,096	9,255,129	9,902,296	10,387,671	10,765,185	11,067,196	11,314,296
	200	8,238,448	9,144,481	9,791,648	10,277,023	10,654,537	10,956,548	11,203,648
	210	8,127,388	9,033,421	9,680,588	10,165,963	10,543,477	10,845,488	11,092,588
	220	8,016,328	8,922,361	9,569,528	10,054,903	10,432,417	10,734,428	10,981,528
	230	7,905,268	8,811,301	9,458,468	9,943,843	10,321,356	10,623,368	10,870,468
	240	7,794,207	8,700,241	9,347,407	9,832,782	10,210,296	10,512,307	10,759,407
250	7,682,655	8,588,688	9,235,855	9,721,230	10,098,744	10,400,755	10,647,855	

TABLE 6

Balance (RLV - BLV)	12,033,206	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	15,072,223	13,777,843	12,467,263	11,140,839	9,798,233	8,438,940	7,062,442
	10	14,964,606	13,669,866	12,359,079	11,032,086	9,688,908	8,329,040	6,951,963
	20	14,856,988	13,561,682	12,250,712	10,923,333	9,579,583	8,219,139	6,841,484
	30	14,749,371	13,453,498	12,141,959	10,814,419	9,470,258	8,109,238	6,730,741
	40	14,641,365	13,345,314	12,033,206	10,705,094	9,360,480	7,998,850	6,619,681
	50	14,533,181	13,237,075	11,924,453	10,595,769	9,250,579	7,888,372	6,508,621
	60	14,424,997	13,128,322	11,815,700	10,486,444	9,140,679	7,777,893	6,397,561
	70	14,316,814	13,019,569	11,706,501	10,377,117	9,030,778	7,667,360	6,285,935
	80	14,208,630	12,910,816	11,597,176	10,267,217	8,920,431	7,556,300	6,174,291
	90	14,099,929	12,802,063	11,487,851	10,157,316	8,809,952	7,445,240	6,062,646
	100	13,991,176	12,693,130	11,378,526	10,047,416	8,699,473	7,334,180	5,950,708
	110	13,882,423	12,583,805	11,269,051	9,937,515	8,588,995	7,222,908	5,838,476
	120	13,773,670	12,474,479	11,159,151	9,827,183	8,478,063	7,111,264	5,726,244
	130	13,664,917	12,365,154	11,049,250	9,716,704	8,367,003	6,999,619	5,613,983
	140	13,555,654	12,255,829	10,939,350	9,606,226	8,255,943	6,887,975	5,501,160
	150	13,446,329	12,146,183	10,829,449	9,495,747	8,144,883	6,775,948	5,388,338
	160	13,337,004	12,036,282	10,719,107	9,384,971	8,033,352	6,663,716	5,275,515
	170	13,227,678	11,926,382	10,608,628	9,273,911	7,921,707	6,551,484	5,162,326
	180	13,118,353	11,816,481	10,498,150	9,162,851	7,810,063	6,439,252	5,048,910
	190	13,008,512	11,706,581	10,387,671	9,051,791	7,698,418	6,326,454	4,935,494
	200	12,898,611	11,596,203	10,277,023	8,940,555	7,586,272	6,213,631	4,821,955
	210	12,788,710	11,485,724	10,165,963	8,828,911	7,474,040	6,100,809	4,707,942
	220	12,678,810	11,375,245	10,054,903	8,717,267	7,361,808	5,987,816	4,593,929
	230	12,568,909	11,264,767	9,943,843	8,605,622	7,249,576	5,874,400	4,479,917
	240	12,458,470	11,154,219	9,832,782	8,493,913	7,136,800	5,760,984	4,365,418
250	12,347,992	11,043,159	9,721,230	8,381,681	7,023,977	5,647,568	4,250,806	

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

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	12,033,206	90%	95%	100%	105%	110%	115%	120%	
	0	9,598,632	11,033,425	12,467,263	13,900,939	15,334,255	16,767,009	18,199,764	
	10	9,489,879	10,924,672	12,359,079	13,792,755	15,226,431	16,659,392	18,092,146	
	20	9,380,915	10,815,919	12,250,712	13,684,571	15,118,247	16,551,774	17,984,528	
	30	9,271,590	10,707,166	12,141,959	13,576,387	15,010,064	16,443,740	17,876,911	
	40	9,162,265	10,598,371	12,033,206	13,467,999	14,901,880	16,335,556	17,769,232	
CIL £psm	50	9,052,940	10,489,046	11,924,453	13,359,246	14,793,696	16,227,372	17,661,048	
40.00	60	8,943,321	10,379,720	11,815,700	13,250,493	14,685,286	16,119,188	17,552,864	
	70	8,833,420	10,270,395	11,706,501	13,141,740	14,576,533	16,011,004	17,444,681	
	80	8,723,520	10,161,070	11,597,176	13,032,987	14,467,780	15,902,573	17,336,497	
	90	8,613,619	10,051,236	11,487,851	12,923,957	14,359,027	15,793,820	17,228,313	
	100	8,503,330	9,941,335	11,378,526	12,814,632	14,250,274	15,685,067	17,119,860	
	110	8,392,851	9,831,435	11,269,051	12,705,307	14,141,413	15,576,314	17,011,107	
	120	8,282,373	9,721,534	11,159,151	12,595,981	14,032,087	15,467,561	16,902,354	
	130	8,171,894	9,611,219	11,049,250	12,486,656	13,922,762	15,358,808	16,793,601	
	140	8,060,918	9,500,740	10,939,350	12,376,966	13,813,437	15,249,543	16,684,848	
	150	7,949,858	9,390,261	10,829,449	12,267,066	13,704,112	15,140,218	16,576,095	
	160	7,838,798	9,279,782	10,719,107	12,157,165	13,594,782	15,030,893	16,466,999	
	170	7,727,705	9,168,971	10,608,628	12,047,265	13,484,881	14,921,567	16,357,674	
	180	7,616,060	9,057,910	10,498,150	11,937,364	13,374,981	14,812,242	16,248,348	
	190	7,504,416	8,946,850	10,387,671	11,826,996	13,265,080	14,702,697	16,139,023	
	200	7,392,771	8,835,790	10,277,023	11,716,517	13,155,180	14,592,796	16,029,698	
	210	7,280,963	8,724,467	10,165,963	11,606,038	13,045,279	14,482,896	15,920,372	
	220	7,168,731	8,612,823	10,054,903	11,495,559	12,934,884	14,372,995	15,810,612	
	230	7,056,499	8,501,178	9,943,843	11,385,075	12,824,406	14,263,094	15,700,711	
	240	6,944,267	8,389,534	9,832,782	11,274,015	12,713,927	14,153,194	15,590,810	
	250	6,831,727	8,277,685	9,721,230	11,162,955	12,603,448	14,042,773	15,480,910	

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				300 Units			
AH Policy requirement (% Target)				40%			
AH tenure split %				Affordable Rent:		0.0%	
				Social Rent:		70.0%	
				Intermediate (LCHO/Sub-Market/Starter etc.):		30.0%	
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			
Unit mix -							
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units	
1 bed House	5.0%	9.0	5.0%	6.0	5%	15.0	
2 bed House	5.0%	9.0	5.0%	6.0	5%	15.0	
3 bed House	50.0%	90.0	50.0%	60.0	50%	150.0	
4 bed House	23.0%	41.4	23.0%	27.6	23%	69.0	
5 bed House	12.0%	21.6	12.0%	14.4	12%	36.0	
1 bed Flat	2.0%	3.6	2.0%	2.4	2%	6.0	
2 bed Flat	3.0%	5.4	3.0%	3.6	3%	9.0	
Total number of units	100.0%	180.0	100.0%	120.0	100%	300.0	
OMS Unit Floor areas -							
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit			
1 bed House	69.0	743	%	69.0	(sqm)		(sqft)
2 bed House	75.0	807		75.0	69.0		743
3 bed House	90.0	969		90.0	807		875
4 bed House	112.0	1,206		112.0	969		1,043
5 bed House	128.0	1,378		128.0	1,206		1,313
1 bed Flat	50.0	538	85.0%	58.8	1,378		1,483
2 bed Flat	65.0	700	85.0%	76.5	538		575
AH Unit Floor areas -							
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit			
1 bed House	69.0	743	%	69.0	(sqm)		(sqft)
2 bed House	75.0	807		75.0	69.0		743
3 bed House	90.0	969		90.0	807		875
4 bed House	112.0	1,206		112.0	969		1,043
5 bed House	128.0	1,378		128.0	1,206		1,313
1 bed Flat	50.0	538	85.0%	58.8	1,378		1,483
2 bed Flat	65.0	700	85.0%	76.5	538		575
Total Gross Floor areas -							
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units)		
1 bed House	621	6,684	414	4,456	1,035	11,141	
2 bed House	675	7,266	450	4,844	1,125	12,109	
3 bed House	8,100	87,188	5,400	58,125	13,500	145,313	
4 bed House	4,637	49,910	3,091	33,273	7,728	83,183	
5 bed House	2,765	29,760	1,843	19,840	4,608	49,600	
1 bed Flat	212	2,279	141	1,520	353	3,799	
2 bed Flat	413	4,445	275	2,963	688	7,408	
	17,422	187,532	11,615	125,021	29,037	312,554	
AH % by floor area:				40.00% AH % by floor area due to mix			
Open Market Sales values (£) -							
	£ OMS (per unit)	£psm	£psf	total MV (£ (no AH)			
1 bed House	230,000	3,333	310	3,450,000			
2 bed House	270,000	3,600	334	4,050,000			
3 bed House	320,000	3,556	330	48,000,000			
4 bed House	450,000	4,018	373	31,050,000			
5 bed House	520,000	4,063	377	18,720,000			
1 bed Flat	170,000	3,400	316	1,020,000			
2 bed Flat	215,000	3,308	307	1,935,000			
				108,225,000			
Affordable Housing values (£) -							
	Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV	
1 bed House	86,250	37.5%	86,250	37.5%	161,000	70%	
2 bed House	101,250	37.5%	101,250	37.5%	189,000	70%	
3 bed House	120,000	37.5%	120,000	37.5%	224,000	70%	
4 bed House	168,750	37.5%	168,750	37.5%	315,000	70%	
5 bed House	195,000	37.5%	195,000	37.5%	364,000	70%	
1 bed Flat	63,750	37.5%	63,750	37.5%	119,000	70%	
2 bed Flat	80,625	37.5%	80,625	37.5%	150,500	70%	

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

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	9.0	@	230,000	2,070,000
2 bed House	9.0	@	270,000	2,430,000
3 bed House	90.0	@	320,000	28,800,000
4 bed House	41.4	@	450,000	18,630,000
5 bed House	21.6	@	520,000	11,232,000
1 bed Flat	3.6	@	170,000	612,000
2 bed Flat	5.4	@	215,000	1,161,000
	180.0			64,935,000
Affordable Rent GDV -				
1 bed House	0.0	@	86,250	-
2 bed House	0.0	@	101,250	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	0.0			-
Social Rent GDV -				
1 bed House	4.2	@	86,250	362,250
2 bed House	4.2	@	101,250	425,250
3 bed House	42.0	@	120,000	5,040,000
4 bed House	19.3	@	168,750	3,260,250
5 bed House	10.1	@	195,000	1,965,600
1 bed Flat	1.7	@	63,750	107,100
2 bed Flat	2.5	@	80,625	203,175
	84.0			11,363,625
Intermediate GDV -				
1 bed House	1.8	@	161,000	289,800
2 bed House	1.8	@	189,000	340,200
3 bed House	18.0	@	224,000	4,032,000
4 bed House	8.3	@	315,000	2,608,200
5 bed House	4.3	@	364,000	1,572,480
1 bed Flat	0.7	@	119,000	85,680
2 bed Flat	1.1	@	150,500	162,540
	36.0	120.0		9,090,900
Sub-total GDV Residential	300			85,389,525
AH on-site cost analysis:			EMV (no AH) less £GDV (inc. AH)	22,835,475
			786 £ psm (total GIA sqm)	76,118 £ per unit (total units)
Grant	300	@	0	-
Total GDV				85,389,525

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(170,000)
Statutory Planning Fees (Residential)				(57,359)
CIL		17,422 sqm (Market only)	40.00 £ psm	(696,892)
CIL analysis:		0.82% % of GDV	2,323 £ per unit (total units)	
Site Specific S106 Contributions (inc. Education)	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	300 units @	2,000 per unit	(600,000)
S106 analysis:	80,000 £ per ha	0.70% % of GDV	2,000 £ per unit (total ur	(600,000)
AH Commuted Sum		29,037 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		

cont./

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

Construction Costs -					
Site Clearance and Demolition		18.53 acres @		0 £ per acre (if brownfield)	-
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	300 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House		1,035 sqm @		1,048 psm	(1,084,680)
2 bed House		1,125 sqm @		1,048 psm	(1,179,000)
3 bed House		13,500 sqm @		1,048 psm	(14,148,000)
4 bed House		7,728 sqm @		1,048 psm	(8,098,944)
5 bed House		4,608 sqm @		1,048 psm	(4,829,184)
1 bed Flat		353 sqm @		1,287 psm	(454,235)
2 bed Flat	29,037	688 sqm @		1,287 psm	(885,759)
External works		30,679,802 @		15.0% 15,340 £ per unit	(4,601,970)
M4(2) Category 2 Housing	Aff units	units @	0% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	180 units @	90% @	521 £ per unit	(84,402)
M4(3) Category 3 Housing	Mrkt units	180 units @	10% @	10,111 £ per unit	(181,998)
Water Efficiency additional cost		300 units @		10 £ per unit	(3,000)
Low Carbon Energy cost		300 units @		3,375 £ per unit	(1,012,500)
Contingency		36,563,672 @		3.0% (GF/BF)	(1,096,910)
Professional Fees		36,563,672 @		6.5%	(2,376,639)
Disposal Costs -					
Residential Sales Agent Costs		64,935,000 OMS @		1.00% 2,165 £ per unit	(649,350)
Residential Sales Legal Costs		180 OM Units @		0.25% 900 £ per unit	(162,000)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		64,935,000 OMS @		3.00% 6,494 £ per unit 9,231 £ per unit	(1,948,050)
Interest (on Development Costs) -			6.50% APR	0.526% pcm	(217,514)
Developers Profit -					
Margin on AH		20,454,525		6.00% on AH values	(1,227,272)
Profit on OMS		64,935,000		20.00%	(12,987,000)
Profit analysis:		44,548,386		31.91% on costs	(14,214,272)
		85,389,525		16.65% blended GDV	(14,214,272)
TOTAL COSTS					(58,762,658)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					26,626,867
SDLT		26,626,867 @		(slabbed)	(1,320,843)
Acquisition Agent fees		26,626,867 @		1.0%	(266,269)
Acquisition Legal fees		26,626,867 @		0.5%	(133,134)
Interest on Land		26,626,867 @		6.50%	(1,730,746)
Residual Land Value					23,175,875
RLV analysis:	77,253 £ per plot	3,090,117 £ per ha		1,250,553 £ per acre	

BENCHMARK LAND VALUE (BLV)					
Residential Density		40.0 dph			
Site Area (Net)		7.50 ha		18.53 acres	
Density analysis:		3.872 sqm/ha		16,865 sqft/ac	
Benchmark Land Value (Net)	16,988 £ per plot	679,525 £ per ha		275,000 £ per acre	5,096,438

BALANCE					
Surplus/(Deficit)		2,410,592 £ per ha		975,553 £ per acre	18,079,437

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

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

TABLE 1

		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		10%	15%	20%	25%	30%	35%	40%	
CIL £psm 40.00	18,079,437	0	27,410,328	25,963,664	24,516,999	23,070,334	21,623,669	20,177,004	18,730,340
	0	27,166,915	25,733,773	24,300,631	22,867,489	21,434,348	20,001,206	18,568,064	
	10	26,923,070	25,503,508	24,083,945	22,664,383	21,244,821	19,825,258	18,405,696	
	20	26,678,375	25,272,407	23,866,439	22,460,471	21,054,503	19,648,535	18,242,567	
	30	26,433,681	25,041,307	23,648,933	22,256,559	20,864,185	19,471,811	18,079,437	
	40	26,188,987	24,810,207	23,431,427	22,052,647	20,673,867	19,295,087	17,916,307	
	50	25,944,037	24,578,956	23,213,875	21,848,735	20,483,549	19,118,364	17,753,178	
	60	25,698,055	24,346,639	22,995,224	21,643,809	20,292,394	18,940,979	17,589,564	
	70	25,452,073	24,114,323	22,776,574	21,438,824	20,101,075	18,763,325	17,425,576	
	80	25,206,091	23,882,007	22,557,923	21,233,839	19,909,755	18,585,672	17,261,588	
	90	24,960,003	23,649,691	22,339,273	21,028,854	19,718,436	18,408,018	17,097,600	
	100	24,712,726	23,416,201	22,119,675	20,823,150	19,526,624	18,230,099	16,933,573	
	110	24,465,450	23,182,662	21,899,874	20,617,086	19,334,298	18,051,510	16,768,722	
	120	24,218,174	22,949,124	21,680,073	20,411,023	19,141,972	17,872,922	16,603,871	
	130	23,970,898	22,715,585	21,460,272	20,204,959	18,949,646	17,694,333	16,439,021	
	140	23,722,337	22,481,041	21,239,745	19,998,449	18,757,153	17,515,745	16,274,170	
	150	23,473,760	22,246,274	21,018,787	19,791,301	18,563,815	17,336,329	16,108,842	
	160	23,225,183	22,011,506	20,797,830	19,584,153	18,370,477	17,156,801	15,943,124	
	170	22,976,605	21,776,739	20,576,872	19,377,006	18,177,139	16,977,273	15,777,406	
	180	22,726,833	21,541,109	20,355,386	19,169,663	17,983,801	16,797,745	15,611,688	
	190	22,476,948	21,305,107	20,133,266	18,961,425	17,789,584	16,617,743	15,445,902	
	200	22,227,062	21,069,104	19,911,146	18,753,187	17,595,229	16,437,270	15,279,312	
	210	21,977,177	20,833,101	19,689,025	18,544,950	17,400,874	16,256,798	15,112,722	
	220	21,726,159	20,596,355	19,466,551	18,336,712	17,206,519	16,076,325	14,946,132	
	230	21,474,959	20,359,110	19,243,262	18,127,413	17,011,564	15,895,716	14,779,542	
	240	21,223,759	20,121,866	19,019,973	17,918,080	16,816,187	15,714,294	14,612,400	
250									

TABLE 2

		Site Specific S106							
Balance (RLV - BLV)		90%	100%	110%	120%	130%	140%	150%	
CIL £psm 40.00	18,079,437	0	18,784,077	18,730,340	18,676,602	18,622,865	18,569,127	18,515,390	18,461,652
	0	18,621,801	18,568,064	18,514,326	18,460,589	18,406,765	18,352,745	18,298,725	
	10	18,459,526	18,405,696	18,351,676	18,297,656	18,243,636	18,189,615	18,135,595	
	20	18,296,587	18,242,567	18,188,546	18,134,526	18,080,506	18,026,486	17,972,466	
	30	18,133,457	18,079,437	18,025,417	17,971,397	17,917,376	17,863,356	17,809,336	
	40	17,970,328	17,916,307	17,862,287	17,808,267	17,754,247	17,700,227	17,646,017	
	50	17,807,198	17,753,178	17,699,158	17,644,943	17,590,638	17,536,334	17,482,029	
	60	17,643,868	17,589,564	17,535,259	17,480,955	17,426,650	17,372,346	17,318,042	
	70	17,479,880	17,425,576	17,371,271	17,316,967	17,262,662	17,208,358	17,154,054	
	80	17,315,892	17,261,588	17,207,283	17,152,979	17,098,675	17,044,370	16,990,066	
	90	17,151,904	17,097,600	17,043,295	16,988,991	16,934,687	16,880,383	16,825,979	
	100	16,987,916	16,933,573	16,879,230	16,824,887	16,770,544	16,716,201	16,661,858	
	110	16,823,312	16,768,722	16,714,132	16,659,542	16,604,952	16,550,362	16,495,771	
	120	16,658,462	16,603,871	16,549,281	16,494,691	16,440,101	16,385,511	16,330,921	
	130	16,493,611	16,439,021	16,384,430	16,329,840	16,275,250	16,220,660	16,165,892	
	140	16,328,760	16,274,170	16,219,580	16,164,990	16,109,928	16,055,051	16,000,174	
	150	16,163,720	16,108,842	16,053,965	15,999,088	15,944,210	15,889,333	15,834,455	
	160	15,998,002	15,943,124	15,888,247	15,833,369	15,778,492	15,723,615	15,668,737	
	170	15,832,283	15,777,406	15,722,529	15,667,651	15,612,774	15,557,896	15,503,019	
	180	15,666,565	15,611,688	15,556,810	15,501,933	15,446,994	15,391,828	15,336,662	
	190	15,500,847	15,445,902	15,390,736	15,335,570	15,280,404	15,225,238	15,170,071	
	200	15,334,478	15,279,312	15,224,146	15,168,980	15,113,814	15,058,647	15,003,481	
	210	15,167,888	15,112,722	15,057,556	15,002,390	14,947,223	14,892,057	14,836,891	
	220	15,001,298	14,946,132	14,890,966	14,835,799	14,780,633	14,725,467	14,670,052	
	230	14,834,708	14,779,542	14,724,375	14,668,954	14,613,498	14,558,041	14,502,585	
	240	14,667,857	14,612,400	14,556,944	14,501,488	14,446,031	14,390,575	14,335,118	
250									

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

TABLE 3

Balance (RLV - BLV)	18,079,437	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
	0	21,555,012	20,990,078	20,425,143	19,860,209	19,295,274	18,730,340	18,165,405	
	10	21,392,736	20,827,802	20,262,867	19,697,933	19,132,998	18,568,064	18,003,129	
	20	21,230,369	20,665,434	20,100,500	19,535,565	18,970,631	18,405,696	17,840,762	
	30	21,067,239	20,502,305	19,937,370	19,372,436	18,807,501	18,242,567	17,677,632	
	40	20,904,110	20,339,175	19,774,241	19,209,306	18,644,372	18,079,437	17,514,503	
CIL £psm	50	20,740,980	20,176,045	19,611,111	19,046,176	18,481,242	17,916,307	17,351,373	
40.00	60	20,577,850	20,012,916	19,447,981	18,883,047	18,318,112	17,753,178	17,188,243	
	70	20,414,236	19,849,302	19,284,367	18,719,433	18,154,498	17,589,564	17,024,629	
	80	20,250,248	19,685,314	19,120,379	18,555,445	17,990,510	17,425,576	16,860,641	
	90	20,086,260	19,521,326	18,956,391	18,391,457	17,826,522	17,261,588	16,696,653	
	100	19,922,272	19,357,338	18,792,403	18,227,469	17,662,534	17,097,600	16,532,665	
	110	19,758,245	19,193,311	18,628,376	18,063,442	17,498,507	16,933,573	16,368,638	
	120	19,593,395	19,028,460	18,463,526	17,898,591	17,333,657	16,768,722	16,203,788	
	130	19,428,544	18,863,609	18,298,675	17,733,740	17,168,806	16,603,871	16,038,937	
	140	19,263,693	18,698,759	18,133,824	17,568,890	17,003,955	16,439,021	15,874,086	
	150	19,098,842	18,533,908	17,968,973	17,404,039	16,839,104	16,274,170	15,709,235	
	160	18,933,515	18,368,580	17,803,646	17,238,711	16,673,777	16,108,842	15,543,908	
	170	18,767,797	18,202,862	17,637,928	17,072,993	16,508,059	15,943,124	15,378,190	
	180	18,602,078	18,037,144	17,472,209	16,907,275	16,342,340	15,777,406	15,212,471	
	190	18,436,360	17,871,426	17,306,491	16,741,557	16,176,622	15,611,688	15,046,753	
	200	18,270,575	17,705,640	17,140,706	16,575,771	16,010,837	15,445,902	14,880,968	
	210	18,103,985	17,539,050	16,974,116	16,409,181	15,844,247	15,279,312	14,714,378	
	220	17,937,394	17,372,460	16,807,525	16,242,591	15,677,656	15,112,722	14,547,787	
	230	17,770,804	17,205,870	16,640,935	16,076,001	15,511,066	14,946,132	14,381,197	
	240	17,604,214	17,039,280	16,474,345	15,909,411	15,344,476	14,779,542	14,214,607	
	250	17,437,073	16,872,138	16,307,204	15,742,269	15,177,335	14,612,400	14,047,466	

TABLE 4

Balance (RLV - BLV)	18,079,437	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
	0	21,046,902	20,120,277	19,193,652	18,267,027	17,340,402	16,413,777	15,487,152
	10	20,884,626	19,958,001	19,031,376	18,104,751	17,178,126	16,251,501	15,324,876
	20	20,722,259	19,795,634	18,869,009	17,942,384	17,015,759	16,089,134	15,162,509
	30	20,559,129	19,632,504	18,705,879	17,779,254	16,852,629	15,926,004	14,999,379
	40	20,396,000	19,469,375	18,542,750	17,616,125	16,689,500	15,762,875	14,836,250
CIL £psm	50	20,232,870	19,306,245	18,379,620	17,452,995	16,526,370	15,599,745	14,673,120
40.00	60	20,069,740	19,143,115	18,216,490	17,289,865	16,363,240	15,436,615	14,509,990
	70	19,906,126	18,979,501	18,052,876	17,126,251	16,199,626	15,273,001	14,346,376
	80	19,742,138	18,815,513	17,888,888	16,962,263	16,035,638	15,109,013	14,182,388
	90	19,578,150	18,651,525	17,724,900	16,798,275	15,871,650	14,945,025	14,018,400
	100	19,414,162	18,487,537	17,560,912	16,634,287	15,707,662	14,781,037	13,854,412
	110	19,250,135	18,323,510	17,396,885	16,470,260	15,543,635	14,617,010	13,690,385
	120	19,085,285	18,158,660	17,232,035	16,305,410	15,378,785	14,452,160	13,525,535
	130	18,920,434	17,993,809	17,067,184	16,140,559	15,213,934	14,287,309	13,360,684
	140	18,755,583	17,828,958	16,902,333	15,975,708	15,049,083	14,122,458	13,195,833
	150	18,590,732	17,664,107	16,737,482	15,810,857	14,884,232	13,957,607	13,030,982
	160	18,425,405	17,498,780	16,572,155	15,645,530	14,718,905	13,792,280	12,865,655
	170	18,259,687	17,333,062	16,406,437	15,479,812	14,553,187	13,626,562	12,699,937
	180	18,093,968	17,167,343	16,240,718	15,314,093	14,387,468	13,460,843	12,534,218
	190	17,928,250	17,001,625	16,075,000	15,148,375	14,221,750	13,295,125	12,368,500
	200	17,762,465	16,835,840	15,909,215	14,982,590	14,055,965	13,129,340	12,202,715
	210	17,596,675	16,669,250	15,742,625	14,816,000	13,889,375	12,962,750	12,036,125
	220	17,429,284	16,502,659	15,576,034	14,649,409	13,722,784	12,796,159	11,869,534
	230	17,262,694	16,336,069	15,409,444	14,482,819	13,556,194	12,629,569	11,702,944
	240	17,096,104	16,169,479	15,242,854	14,316,229	13,389,604	12,462,979	11,536,354
	250	16,928,963	16,002,338	15,075,713	14,149,088	13,222,463	12,295,838	11,369,213

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

TABLE 5

Balance (RLV - BLV)	18,079,437	Density (dph)						
		25	30	35	40	45	50	55
CIL £psm 40.00	0	15,672,477	17,031,527	18,002,277	18,730,340	19,296,610	19,749,627	20,120,277
	10	15,510,201	16,869,251	17,840,001	18,568,064	19,134,335	19,587,351	19,958,001
	20	15,347,834	16,706,884	17,677,634	18,405,696	18,971,967	19,424,984	19,795,634
	30	15,184,704	16,543,754	17,514,504	18,242,567	18,808,837	19,261,854	19,632,504
	40	15,021,575	16,380,625	17,351,375	18,079,437	18,645,708	19,098,725	19,469,375
	50	14,858,445	16,217,495	17,188,245	17,916,307	18,482,578	18,935,595	19,306,245
	60	14,695,315	16,054,365	17,025,115	17,753,178	18,319,449	18,772,465	19,143,115
	70	14,531,701	15,890,751	16,861,501	17,589,564	18,155,835	18,608,851	18,979,501
	80	14,367,713	15,726,763	16,697,513	17,425,576	17,991,847	18,444,863	18,815,513
	90	14,203,725	15,562,775	16,533,525	17,261,588	17,827,859	18,280,875	18,651,525
	100	14,039,737	15,398,787	16,369,537	17,097,600	17,663,871	18,116,887	18,487,537
	110	13,875,710	15,234,760	16,205,510	16,933,573	17,499,844	17,952,860	18,323,510
	120	13,710,860	15,069,910	16,040,660	16,768,722	17,334,993	17,788,010	18,158,660
	130	13,546,009	14,905,059	15,875,809	16,603,871	17,170,142	17,623,159	17,993,809
	140	13,381,158	14,740,208	15,710,958	16,439,021	17,005,291	17,458,308	17,828,958
	150	13,216,307	14,575,357	15,546,107	16,274,170	16,840,441	17,293,457	17,664,107
	160	13,050,980	14,410,030	15,380,780	16,108,842	16,675,113	17,128,130	17,498,780
	170	12,885,262	14,244,312	15,215,062	15,943,124	16,509,395	16,962,412	17,333,062
	180	12,719,543	14,078,593	15,049,343	15,777,406	16,343,677	16,796,693	17,167,343
	190	12,553,825	13,912,875	14,883,625	15,611,688	16,177,959	16,630,975	17,001,625
	200	12,388,040	13,747,090	14,717,840	15,445,902	16,012,173	16,465,190	16,835,840
	210	12,221,450	13,580,500	14,551,250	15,279,312	15,845,583	16,298,600	16,669,250
	220	12,054,859	13,413,909	14,384,659	15,112,722	15,678,993	16,132,009	16,502,659
	230	11,888,269	13,247,319	14,218,069	14,946,132	15,512,403	15,965,419	16,336,069
	240	11,721,679	13,080,729	14,051,479	14,779,542	15,345,812	15,798,829	16,169,479
250	11,554,538	12,913,538	13,884,338	14,612,400	15,178,671	15,631,688	16,002,338	

TABLE 6

Balance (RLV - BLV)	18,079,437	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	22,637,599	20,696,029	18,730,340	16,740,887	14,727,162	12,688,406	10,623,844
	10	22,476,173	20,534,244	18,568,064	16,577,758	14,563,174	12,523,555	10,458,126
	20	22,314,746	20,371,968	18,405,696	16,414,628	14,399,186	12,358,705	10,292,407
	30	22,153,320	20,209,692	18,242,567	16,251,441	14,235,198	12,193,854	10,126,480
	40	21,991,493	20,047,417	18,079,437	16,087,453	14,070,716	12,028,457	9,959,890
	50	21,829,217	19,885,141	17,916,307	15,923,465	13,905,865	11,862,739	9,793,300
	60	21,666,942	19,722,111	17,753,178	15,759,477	13,741,014	11,697,021	9,626,709
	70	21,504,666	19,558,982	17,589,564	15,595,489	13,576,163	11,531,303	9,459,458
	80	21,342,390	19,395,852	17,425,576	15,430,821	13,410,828	11,364,818	9,291,992
	90	21,179,521	19,232,723	17,261,588	15,265,970	13,245,110	11,198,228	9,124,525
	100	21,016,392	19,069,506	17,097,600	15,101,119	13,079,392	11,031,638	8,956,806
	110	20,853,262	18,905,518	16,933,573	14,936,268	12,913,673	10,864,917	8,788,458
	120	20,690,132	18,741,531	16,768,722	14,770,956	12,747,463	10,697,451	8,620,110
	130	20,527,003	18,577,543	16,603,871	14,605,238	12,580,873	10,529,984	8,451,762
	140	20,363,293	18,413,555	16,439,021	14,439,520	12,414,282	10,362,517	8,282,674
	150	20,199,305	18,249,270	16,274,170	14,273,802	12,247,692	10,194,665	8,113,440
	160	20,035,317	18,084,419	16,108,842	14,107,824	12,080,583	10,026,318	7,944,206
	170	19,871,329	17,919,569	15,943,124	13,941,234	11,913,116	9,857,970	7,774,612
	180	19,707,341	17,754,718	15,777,406	13,774,644	11,745,650	9,689,622	7,604,488
	190	19,542,763	17,589,867	15,611,688	13,608,054	11,578,183	9,520,614	7,434,364
	200	19,377,913	17,424,486	15,445,902	13,441,388	11,410,152	9,351,380	7,264,240
	210	19,213,062	17,258,768	15,279,312	13,273,922	11,241,804	9,182,146	7,093,228
	220	19,048,211	17,093,049	15,112,722	13,106,455	11,073,456	9,012,848	6,922,209
	230	18,883,360	16,927,331	14,946,132	12,938,988	10,905,108	8,842,724	6,751,190
	240	18,717,887	16,761,613	14,779,542	12,771,522	10,736,132	8,672,599	6,579,635
250	18,552,169	16,595,107	14,612,400	12,603,266	10,566,899	8,502,475	6,407,716	

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

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	18,079,437	90%	95%	100%	105%	110%	115%	120%
	0	14,427,576	16,579,766	18,730,340	20,880,854	23,030,646	25,179,778	27,328,909
	10	14,264,446	16,416,636	18,568,064	20,718,578	22,869,092	25,018,351	27,167,483
	20	14,101,185	16,253,507	18,405,696	20,556,302	22,706,817	24,856,925	27,006,056
	30	13,937,197	16,090,377	18,242,567	20,394,027	22,544,541	24,695,055	26,844,630
	40	13,773,209	15,927,247	18,079,437	20,231,627	22,382,265	24,532,779	26,683,204
CIL £psm	50	13,609,221	15,763,380	17,916,307	20,068,497	22,219,989	24,370,503	26,521,018
40.00	60	13,444,977	15,599,392	17,753,178	19,905,368	22,057,557	24,208,228	26,358,742
	70	13,280,127	15,435,404	17,589,564	19,742,238	21,894,428	24,045,952	26,196,466
	80	13,115,276	15,271,416	17,425,576	19,579,108	21,731,298	23,883,488	26,034,190
	90	12,950,425	15,106,850	17,261,588	19,415,747	21,568,168	23,720,358	25,871,915
	100	12,785,177	14,941,999	17,097,600	19,251,759	21,405,039	23,557,229	25,709,418
	110	12,619,458	14,777,148	16,933,573	19,087,771	21,241,909	23,394,099	25,546,289
	120	12,453,740	14,612,297	16,768,722	18,923,783	21,077,943	23,230,969	25,383,159
	130	12,288,022	14,447,009	16,603,871	18,759,795	20,913,955	23,067,840	25,220,029
	140	12,121,745	14,281,291	16,439,021	18,595,445	20,749,967	22,904,126	25,056,900
	150	11,955,155	14,115,573	16,274,170	18,430,595	20,585,979	22,740,138	24,893,770
	160	11,788,565	13,949,855	16,108,842	18,265,744	20,421,991	22,576,150	24,730,310
	170	11,621,975	13,783,824	15,943,124	18,100,893	20,257,318	22,412,162	24,566,322
	180	11,454,645	13,617,233	15,777,406	17,936,042	20,092,467	22,248,174	24,402,334
	190	11,287,179	13,450,643	15,611,688	17,770,675	19,927,616	22,084,041	24,238,346
	200	11,119,712	13,284,053	15,445,902	17,604,957	19,762,765	21,919,190	24,074,358
	210	10,952,188	13,117,256	15,279,312	17,439,239	19,597,915	21,754,339	23,910,370
	220	10,783,840	12,949,790	15,112,722	17,273,521	19,432,508	21,589,489	23,745,913
	230	10,615,492	12,782,323	14,946,132	17,107,802	19,266,790	21,424,638	23,581,063
	240	10,447,144	12,614,856	14,779,542	16,941,391	19,101,072	21,259,787	23,416,212
	250	10,278,524	12,447,271	14,612,400	16,774,800	18,935,354	21,094,341	23,251,361

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				400 Units			
AH Policy requirement (% Target)				40%			
AH tenure split %				Affordable Rent:	0.0%	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			
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units	
1 bed House	5.0%	12.0	5.0%	8.0	5%	20.0	
2 bed House	5.0%	12.0	5.0%	8.0	5%	20.0	
3 bed House	50.0%	120.0	50.0%	80.0	50%	200.0	
4 bed House	23.0%	55.2	23.0%	36.8	23%	92.0	
5 bed House	12.0%	28.8	12.0%	19.2	12%	48.0	
1 bed Flat	2.0%	4.8	2.0%	3.2	2%	8.0	
2 bed Flat	3.0%	7.2	3.0%	4.8	3%	12.0	
Total number of units	100.0%	240.0	100.0%	160.0	100%	400.0	
OMS Unit Floor areas -		Net area per unit	Net to Gross %	Gross (GIA) per unit			
		(sqm)	(sqft)				
1 bed House	69.0	743		69.0	743		
2 bed House	75.0	807		75.0	807		
3 bed House	90.0	969		90.0	969		
4 bed House	112.0	1,206		112.0	1,206		
5 bed House	128.0	1,378		128.0	1,378		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823		
AH Unit Floor areas -		Net area per unit	Net to Gross %	Gross (GIA) per unit			
		(sqm)	(sqft)				
1 bed House	69.0	743		69.0	743		
2 bed House	75.0	807		75.0	807		
3 bed House	90.0	969		90.0	969		
4 bed House	112.0	1,206		112.0	1,206		
5 bed House	128.0	1,378		128.0	1,378		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823		
Total Gross Floor areas -		Mkt Units GIA	AH units GIA	Total GIA (all units)			
		(sqm)	(sqft)	(sqm)	(sqft)		
1 bed House	828	8,913	552	5,942	1,380	14,854	
2 bed House	900	9,688	600	6,458	1,500	16,146	
3 bed House	10,800	116,250	7,200	77,500	18,000	193,750	
4 bed House	6,182	66,547	4,122	44,365	10,304	110,911	
5 bed House	3,686	39,680	2,458	26,453	6,144	66,133	
1 bed Flat	282	3,039	188	2,026	471	5,065	
2 bed Flat	551	5,926	367	3,951	918	9,877	
		23,230	250,043	15,486	166,695	38,716	416,738
AH % by floor area:		40.00% AH % by floor area due to mix					
Open Market Sales values (£) -							
	£ OMS (per unit)	£psm	£psf	total MV (£ (no AH))			
1 bed House	230,000	3,333	310	4,600,000			
2 bed House	270,000	3,600	334	5,400,000			
3 bed House	320,000	3,556	330	64,000,000			
4 bed House	450,000	4,018	373	41,400,000			
5 bed House	520,000	4,063	377	24,960,000			
1 bed Flat	170,000	3,400	316	1,360,000			
2 bed Flat	215,000	3,308	307	2,580,000			
				144,300,000			
Affordable Housing values (£) -							
	Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV	
1 bed House	86,250	37.5%	86,250	37.5%	161,000	70%	
2 bed House	101,250	37.5%	101,250	37.5%	189,000	70%	
3 bed House	120,000	37.5%	120,000	37.5%	224,000	70%	
4 bed House	168,750	37.5%	168,750	37.5%	315,000	70%	
5 bed House	195,000	37.5%	195,000	37.5%	364,000	70%	
1 bed Flat	63,750	37.5%	63,750	37.5%	119,000	70%	
2 bed Flat	80,625	37.5%	80,625	37.5%	150,500	70%	

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

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	12.0	@	230,000	2,760,000
2 bed House	12.0	@	270,000	3,240,000
3 bed House	120.0	@	320,000	38,400,000
4 bed House	55.2	@	450,000	24,840,000
5 bed House	28.8	@	520,000	14,976,000
1 bed Flat	4.8	@	170,000	816,000
2 bed Flat	7.2	@	215,000	1,548,000
	240.0			86,580,000
Affordable Rent GDV -				
1 bed House	0.0	@	86,250	-
2 bed House	0.0	@	101,250	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	0.0			-
Social Rent GDV -				
1 bed House	5.6	@	86,250	483,000
2 bed House	5.6	@	101,250	567,000
3 bed House	56.0	@	120,000	6,720,000
4 bed House	25.8	@	168,750	4,347,000
5 bed House	13.4	@	195,000	2,620,800
1 bed Flat	2.2	@	63,750	142,800
2 bed Flat	3.4	@	80,625	270,900
	112.0			15,151,500
Intermediate GDV -				
1 bed House	2.4	@	161,000	386,400
2 bed House	2.4	@	189,000	453,600
3 bed House	24.0	@	224,000	5,376,000
4 bed House	11.0	@	315,000	3,477,600
5 bed House	5.8	@	364,000	2,096,640
1 bed Flat	1.0	@	119,000	114,240
2 bed Flat	1.4	@	150,500	216,720
	48.0	160.0		12,121,200
Sub-total GDV Residential	400			113,852,700
AH on-site cost analysis:			EMV (no AH) less £GDV (inc. AH)	30,447,300
			786 £ psm (total GIA sqm)	76,118 £ per unit (total units)
Grant	400	@	0	-
Total GDV				113,852,700

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(210,000)
Statutory Planning Fees (Residential)				(71,159)
CIL		23,230 sqm (Market only)	40.00 £ psm	(929,190)
CIL analysis:		0.82% % of GDV	2,323 £ per unit (total units)	
Site Specific S106 Contributions (inc. Education)	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	400 units @	2,000 per unit	(800,000)
S106 analysis:	80,000 £ per ha	0.70% % of GDV	2,000 £ per unit (total ur)	(800,000)
AH Commuted Sum		38,716 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		

cont./

Scheme Ref:	I	Location / Value Zone:	Higher	Development Scenario:	Greenfield
No Units:	400				
Notes:					
Construction Costs -					
Site Clearance and Demolition		24.71 acres @		0 £ per acre (if brownfield)	-
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	400 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House		1,380 sqm @		1,048 psm	(1,446,240)
2 bed House		1,500 sqm @		1,048 psm	(1,572,000)
3 bed House		18,000 sqm @		1,048 psm	(18,864,000)
4 bed House		10,304 sqm @		1,048 psm	(10,798,592)
5 bed House		6,144 sqm @		1,048 psm	(6,438,912)
1 bed Flat		471 sqm @		1,287 psm	(605,647)
2 bed Flat	38,716	918 sqm @		1,287 psm	(1,181,012)
External works		40,906,403 @		15.0% 15,340 £ per unit	(6,135,960)
M4(2) Category 2 Housing	Aff units	units @	0% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	240 units @	90% @	521 £ per unit	(112,536)
M4(3) Category 3 Housing	Mrkt units	240 units @	10% @	10,111 £ per unit	(242,664)
Water Efficiency additional cost		400 units @		10 £ per unit	(4,000)
Low Carbon Energy cost		400 units @		3,375 £ per unit	(1,350,000)
Contingency		48,751,563 @		3.0% (GF/BF)	(1,462,547)
Professional Fees		48,751,563 @		6.5%	(3,168,852)
Disposal Costs -					
Residential Sales Agent Costs		86,580,000 OMS @		1.00% 2,165 £ per unit	(865,800)
Residential Sales Legal Costs		240 OM Units @		0.25% 900 £ per unit	(216,000)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		86,580,000 OMS @		3.00% 6,494 £ per unit 9,223 £ per unit	(2,597,400)
Interest (on Development Costs) -			6.50% APR	0.526% pcm	(355,639)
Developers Profit -					
Margin on AH		27,272,700		6.00% on AH values	(1,636,362)
Profit on OMS		86,580,000		20.00%	(17,316,000)
Profit analysis:		59,438,149		31.89% on costs	(18,952,362)
		113,852,700		16.65% blended GDV	(18,952,362)
TOTAL COSTS					(78,390,511)
RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					35,462,189
SDLT		35,462,189 @		(slabbed)	(1,762,609)
Acquisition Agent fees		35,462,189 @		1.0%	(354,622)
Acquisition Legal fees		35,462,189 @		0.5%	(177,311)
Interest on Land		35,462,189 @		6.50%	(2,305,042)
Residual Land Value					30,862,604
RLV analysis:	77,157 £ per plot	3,086,260 £ per ha		1,248,992 £ per acre	
BENCHMARK LAND VALUE (BLV)					
Residential Density		40.0 dph			
Site Area (Net)		10.00 ha		24.71 acres	
Density analysis:		3.872 sqm/ha		16,865 sqft/ac	
Benchmark Land Value (Net)	16,988 £ per plot	679,525 £ per ha		275,000 £ per acre	6,795,250
BALANCE					
Surplus/(Deficit)		2,406,735 £ per ha		973,992 £ per acre	24,067,354

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

SENSITIVITY ANALYSIS		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		10%	15%	20%	25%	30%	35%	40%	
CIL £psm 40.00	24,067,354	0	36,498,762	34,574,283	32,649,804	30,725,326	28,800,847	26,876,368	24,951,882
	10	36,167,326	34,261,260	32,355,194	30,449,129	28,543,063	26,636,997	24,730,931	
	20	35,835,889	33,948,237	32,060,584	30,172,932	28,285,279	26,397,626	24,509,974	
	30	35,503,313	33,634,340	31,765,367	29,896,394	28,027,421	26,158,256	24,289,016	
	40	35,170,133	33,319,670	31,469,207	29,618,744	27,768,280	25,917,817	24,067,354	
	50	34,836,953	33,005,000	31,173,046	29,341,093	27,509,140	25,677,187	23,845,234	
	60	34,502,749	32,689,625	30,876,502	29,063,378	27,250,000	25,436,557	23,623,114	
	70	34,167,816	32,373,299	30,578,783	28,784,267	26,989,751	25,195,234	23,400,718	
	80	33,832,882	32,056,973	30,281,065	28,505,156	26,729,247	24,953,338	23,177,429	
	90	33,497,015	31,740,088	29,983,161	28,226,045	26,468,743	24,711,442	22,954,140	
	100	33,160,319	31,422,097	29,683,876	27,945,654	26,207,432	24,469,210	22,730,851	
	110	32,823,623	31,104,107	29,384,591	27,665,074	25,945,558	24,226,041	22,506,525	
	120	32,486,056	30,785,676	29,085,296	27,384,494	25,683,683	23,982,872	22,282,061	
	130	32,147,588	30,466,012	28,784,436	27,102,860	25,421,283	23,739,703	22,057,597	
	140	31,809,121	30,146,349	28,483,576	26,820,804	25,158,031	23,495,259	21,832,486	
	150	31,469,816	29,826,337	28,182,716	26,538,748	24,894,779	23,250,810	21,606,841	
	160	31,129,568	29,504,992	27,880,415	26,255,839	24,631,263	23,006,361	21,381,196	
	170	30,789,320	29,183,646	27,577,972	25,972,299	24,366,625	22,760,952	21,155,278	
	180	30,448,240	28,862,019	27,275,530	25,688,759	24,101,988	22,515,217	20,928,446	
	190	30,106,202	28,538,983	26,971,765	25,404,546	23,837,328	22,269,482	20,701,614	
	200	29,764,163	28,215,947	26,667,730	25,119,514	23,571,298	22,023,081	20,474,782	
	210	29,421,272	27,892,670	26,363,696	24,834,482	23,305,268	21,776,054	20,246,839	
	220	29,077,433	27,567,934	26,058,434	24,548,935	23,039,238	21,529,026	20,018,814	
	230	28,733,595	27,243,198	25,752,801	24,262,403	22,772,006	21,281,609	19,790,788	
	240	28,388,854	26,918,235	25,447,167	23,975,871	22,504,576	21,033,281	19,561,986	
	250	28,043,206	26,591,791	25,140,375	23,688,959	22,237,147	20,784,953	19,332,760	

TABLE 2		Site Specific S106							
Balance (RLV - BLV)		90%	100%	110%	120%	130%	140%	150%	
CIL £psm 40.00	24,067,354	0	25,024,669	24,951,882	24,878,719	24,805,549	24,732,379	24,659,210	24,586,040
	10	24,804,101	24,730,931	24,657,762	24,584,592	24,511,422	24,438,252	24,365,082	
	20	24,583,144	24,509,974	24,436,804	24,363,634	24,290,464	24,217,294	24,143,820	
	30	24,362,186	24,289,016	24,215,846	24,142,365	24,068,810	23,995,255	23,921,700	
	40	24,140,909	24,067,354	23,993,799	23,920,244	23,846,690	23,773,135	23,699,580	
	50	23,918,789	23,845,234	23,771,679	23,698,124	23,624,569	23,551,015	23,477,460	
	60	23,696,669	23,623,114	23,549,559	23,476,004	23,402,181	23,328,239	23,254,298	
	70	23,474,548	23,400,718	23,326,776	23,252,834	23,178,892	23,104,951	23,031,009	
	80	23,251,371	23,177,429	23,103,487	23,029,545	22,955,604	22,881,662	22,807,720	
	90	23,028,082	22,954,140	22,880,198	22,806,256	22,732,315	22,658,129	22,583,798	
	100	22,804,793	22,730,851	22,656,658	22,582,327	22,507,996	22,433,665	22,359,334	
	110	22,580,856	22,506,525	22,432,194	22,357,863	22,283,532	22,209,201	22,134,870	
	120	22,356,392	22,282,061	22,207,730	22,133,399	22,059,068	21,984,737	21,910,166	
	130	22,131,928	22,057,597	21,983,266	21,908,687	21,833,965	21,759,243	21,684,521	
	140	21,907,208	21,832,486	21,757,764	21,683,042	21,608,320	21,533,598	21,458,876	
	150	21,681,563	21,606,841	21,532,119	21,457,397	21,382,675	21,307,953	21,233,231	
	160	21,455,919	21,381,196	21,306,474	21,231,752	21,156,765	21,081,649	21,006,534	
	170	21,230,274	21,155,278	21,080,163	21,005,048	20,929,932	20,854,817	20,779,702	
	180	21,003,561	20,928,446	20,853,331	20,778,215	20,703,100	20,627,985	20,552,870	
	190	20,776,729	20,701,614	20,626,499	20,551,383	20,476,268	20,400,849	20,325,338	
	200	20,549,897	20,474,782	20,399,355	20,323,844	20,248,334	20,172,823	20,097,313	
	210	20,322,350	20,246,839	20,171,329	20,095,818	20,020,308	19,944,798	19,869,287	
	220	20,094,324	20,018,814	19,943,303	19,867,793	19,792,282	19,716,772	19,640,898	
	230	19,866,298	19,790,788	19,715,278	19,639,396	19,563,488	19,487,580	19,411,672	
	240	19,637,894	19,561,986	19,486,078	19,410,170	19,334,263	19,258,355	19,182,447	
	250	19,408,668	19,332,760	19,256,853	19,180,945	19,105,037	19,029,129	18,953,177	

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

TABLE 3

Balance (RLV - BLV)	24,067,354	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
CIL £psm 40.00	0	28,718,112	27,964,866	27,211,620	26,458,374	25,705,128	24,951,882	24,198,636	
	10	28,497,161	27,743,915	26,990,669	26,237,423	25,484,177	24,730,931	23,977,685	
	20	28,276,204	27,522,958	26,769,712	26,016,466	25,263,220	24,509,974	23,756,728	
	30	28,055,246	27,302,000	26,548,754	25,795,508	25,042,262	24,289,016	23,535,770	
	40	27,833,584	27,080,338	26,327,092	25,573,846	24,820,600	24,067,354	23,314,108	
	50	27,611,464	26,858,218	26,104,972	25,351,726	24,598,480	23,845,234	23,091,988	
	60	27,389,344	26,636,098	25,882,852	25,129,606	24,376,360	23,623,114	22,869,868	
	70	27,166,948	26,413,702	25,660,456	24,907,210	24,153,964	23,400,718	22,647,472	
	80	26,943,659	26,190,413	25,437,167	24,683,921	23,930,675	23,177,429	22,424,183	
	90	26,720,370	25,967,124	25,213,878	24,460,632	23,707,386	22,954,140	22,200,894	
	100	26,497,081	25,743,835	24,990,589	24,237,343	23,484,097	22,730,851	21,977,605	
	110	26,272,755	25,519,509	24,766,263	24,013,017	23,259,771	22,506,525	21,753,279	
	120	26,048,291	25,295,045	24,541,799	23,788,553	23,035,307	22,282,061	21,528,815	
	130	25,823,827	25,070,581	24,317,335	23,564,089	22,810,843	22,057,597	21,304,351	
	140	25,598,716	24,845,470	24,092,224	23,338,978	22,585,732	21,832,486	21,079,240	
	150	25,373,071	24,619,825	23,866,579	23,113,333	22,360,087	21,606,841	20,853,595	
	160	25,147,426	24,394,180	23,640,934	22,887,688	22,134,442	21,381,196	20,627,950	
	170	24,921,508	24,168,262	23,415,016	22,661,770	21,908,524	21,155,278	20,402,032	
	180	24,694,676	23,941,430	23,188,184	22,434,938	21,681,692	20,928,446	20,175,200	
	190	24,467,844	23,714,598	22,961,352	22,208,106	21,454,860	20,701,614	19,948,368	
	200	24,241,012	23,487,766	22,734,520	21,981,274	21,228,028	20,474,782	19,721,536	
	210	24,013,069	23,259,823	22,506,577	21,753,331	21,000,085	20,246,839	19,493,593	
	220	23,785,044	23,031,798	22,278,552	21,525,306	20,772,060	20,018,814	19,265,568	
	230	23,557,018	22,803,772	22,050,526	21,297,280	20,544,034	19,790,788	19,037,542	
	240	23,328,216	22,574,970	21,821,724	21,068,478	20,315,232	19,561,986	18,808,740	
	250	23,098,990	22,345,744	21,592,498	20,839,252	20,086,006	19,332,760	18,579,514	

TABLE 4

Balance (RLV - BLV)	24,067,354	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 40.00	0	28,040,632	26,805,132	25,569,632	24,334,132	23,098,632	21,863,132	20,627,632
	10	27,819,681	26,584,181	25,348,681	24,113,181	22,877,681	21,642,181	20,406,681
	20	27,598,724	26,363,224	25,127,724	23,892,224	22,656,724	21,421,224	20,185,724
	30	27,377,766	26,142,266	24,906,766	23,671,266	22,435,766	21,200,266	19,964,766
	40	27,156,104	25,920,604	24,685,104	23,449,604	22,214,104	20,978,604	19,743,104
	50	26,933,984	25,698,484	24,462,984	23,227,484	21,991,984	20,756,484	19,520,984
	60	26,711,864	25,476,364	24,240,864	23,005,364	21,769,864	20,534,364	19,298,864
	70	26,489,468	25,253,968	24,018,468	22,782,968	21,547,468	20,311,968	19,076,468
	80	26,266,179	25,030,679	23,795,179	22,559,679	21,324,179	20,088,679	18,853,179
	90	26,042,890	24,807,390	23,571,890	22,336,390	21,100,890	19,865,390	18,629,890
	100	25,819,601	24,584,101	23,348,601	22,113,101	20,877,601	19,642,101	18,406,601
	110	25,595,275	24,359,775	23,124,275	21,888,775	20,653,275	19,417,775	18,182,275
	120	25,370,811	24,135,311	22,899,811	21,664,311	20,428,811	19,193,311	17,957,811
	130	25,146,347	23,910,847	22,675,347	21,439,847	20,204,347	18,968,847	17,733,347
	140	24,921,236	23,685,736	22,450,236	21,214,736	19,979,236	18,743,736	17,508,236
	150	24,695,591	23,460,091	22,224,591	20,989,091	19,753,591	18,518,091	17,282,591
	160	24,469,946	23,234,446	21,998,946	20,763,446	19,527,946	18,292,446	17,056,946
	170	24,244,028	23,008,528	21,773,028	20,537,528	19,302,028	18,066,528	16,831,028
	180	24,017,196	22,781,696	21,546,196	20,310,696	19,075,196	17,839,696	16,604,196
	190	23,790,364	22,554,864	21,319,364	20,083,864	18,848,364	17,612,864	16,377,364
	200	23,563,532	22,328,032	21,092,532	19,857,032	18,621,532	17,386,032	16,150,532
	210	23,335,589	22,100,089	20,864,589	19,629,089	18,393,589	17,158,089	15,922,589
	220	23,107,564	21,872,064	20,636,564	19,401,064	18,165,564	16,930,064	15,694,564
	230	22,879,538	21,644,038	20,408,538	19,173,038	17,937,538	16,702,038	15,466,538
	240	22,650,736	21,415,236	20,179,736	18,944,236	17,708,736	16,473,236	15,237,736
	250	22,421,510	21,186,010	19,950,510	18,715,010	17,479,510	16,244,010	15,008,510

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

TABLE 5

Balance (RLV - BLV)	24,067,354	Density (dph)						
		25	30	35	40	45	50	55
CIL £psm 40.00	0	20,874,732	22,686,799	23,981,132	24,951,882	25,706,910	26,310,932	26,805,132
	10	20,653,781	22,465,848	23,760,181	24,730,931	25,485,959	26,089,981	26,584,181
	20	20,432,824	22,244,891	23,539,224	24,509,974	25,265,002	25,869,024	26,363,224
	30	20,211,866	22,023,933	23,318,266	24,289,016	25,044,044	25,648,066	26,142,266
	40	19,990,204	21,802,271	23,096,604	24,067,354	24,822,382	25,426,404	25,920,604
	50	19,768,084	21,580,151	22,874,484	23,845,234	24,600,262	25,204,284	25,698,484
	60	19,545,964	21,358,030	22,652,364	23,623,114	24,378,142	24,982,164	25,476,364
	70	19,323,568	21,135,635	22,429,968	23,400,718	24,155,746	24,759,768	25,253,968
	80	19,100,279	20,912,346	22,206,679	23,177,429	23,932,457	24,536,479	25,030,679
	90	18,876,990	20,689,057	21,983,390	22,954,140	23,709,168	24,313,190	24,807,390
	100	18,653,701	20,465,768	21,760,101	22,730,851	23,485,879	24,089,901	24,584,101
	110	18,429,375	20,241,442	21,535,775	22,506,525	23,261,553	23,865,575	24,359,775
	120	18,204,911	20,016,978	21,311,311	22,282,061	23,037,089	23,641,111	24,135,311
	130	17,980,447	19,792,514	21,086,847	22,057,597	22,812,625	23,416,647	23,910,847
	140	17,755,336	19,567,403	20,861,736	21,832,486	22,587,514	23,191,536	23,685,736
	150	17,529,691	19,341,758	20,636,091	21,606,841	22,361,869	22,965,891	23,460,091
	160	17,304,046	19,116,113	20,410,446	21,381,196	22,136,224	22,740,246	23,234,446
	170	17,078,128	18,890,195	20,184,528	21,155,278	21,910,306	22,514,328	23,008,528
	180	16,851,296	18,663,363	19,957,696	20,928,446	21,683,474	22,287,496	22,781,696
	190	16,624,464	18,436,530	19,730,864	20,701,614	21,456,642	22,060,664	22,554,864
	200	16,397,632	18,209,698	19,504,032	20,474,782	21,229,809	21,833,832	22,328,032
	210	16,169,689	17,981,756	19,276,089	20,246,839	21,001,867	21,605,889	22,100,089
	220	15,941,664	17,753,730	19,048,064	20,018,814	20,773,841	21,377,864	21,872,064
	230	15,713,638	17,525,705	18,820,038	19,790,788	20,545,816	21,149,838	21,644,038
	240	15,484,836	17,296,903	18,591,236	19,561,986	20,317,014	20,921,036	21,415,236
250	15,255,610	17,067,677	18,362,010	19,332,760	20,087,788	20,691,810	21,186,010	

TABLE 6

Balance (RLV - BLV)	24,067,354	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	30,170,483	27,577,191	24,951,882	22,293,577	19,602,152	16,876,117	14,114,874
	10	29,951,832	27,357,390	24,730,931	22,071,685	19,378,863	16,651,654	13,889,078
	20	29,733,181	27,137,589	24,509,974	21,849,565	19,155,574	16,427,190	13,662,246
	30	29,513,584	26,917,776	24,289,016	21,627,445	18,932,247	16,201,699	13,435,414
	40	29,293,783	26,696,818	24,067,354	21,404,609	18,707,783	15,976,054	13,207,936
	50	29,073,982	26,475,861	23,845,234	21,181,320	18,483,319	15,750,305	12,979,911
	60	28,854,111	26,254,903	23,623,114	20,958,031	18,258,791	15,523,473	12,751,885
	70	28,633,153	26,033,429	23,400,718	20,734,228	18,033,146	15,296,641	12,522,698
	80	28,412,195	25,811,309	23,177,429	20,509,764	17,807,501	15,069,427	12,293,472
	90	28,191,238	25,589,189	22,954,140	20,285,300	17,581,748	14,841,401	12,063,753
	100	27,969,910	25,367,069	22,730,851	20,060,505	17,354,915	14,613,376	11,833,322
	110	27,747,790	25,143,900	22,506,525	19,834,860	17,128,083	14,384,670	11,602,890
	120	27,525,670	24,920,611	22,282,061	19,609,215	16,901,078	14,155,444	11,371,412
	130	27,303,550	24,697,323	22,057,597	19,383,405	16,673,053	13,926,219	11,139,768
	140	27,080,734	24,473,602	21,832,486	19,156,573	16,445,027	13,695,994	10,907,720
	150	26,857,445	24,249,138	21,606,841	18,929,741	16,216,746	13,465,563	10,674,857
	160	26,634,156	24,024,674	21,381,196	18,702,891	15,987,520	13,235,005	10,441,994
	170	26,410,867	23,800,210	21,155,278	18,474,866	15,758,295	13,003,361	10,208,137
	180	26,186,530	23,574,734	20,928,446	18,246,840	15,528,712	12,771,717	9,974,048
	190	25,962,067	23,349,089	20,701,614	18,018,814	15,298,280	12,539,593	9,739,583
	200	25,737,603	23,123,444	20,474,782	17,789,701	15,067,849	12,306,730	9,504,264
	210	25,512,894	22,897,366	20,246,839	17,560,476	14,836,937	12,073,867	9,268,944
	220	25,287,249	22,670,534	20,018,814	17,331,250	14,605,293	11,840,149	9,032,617
	230	25,061,604	22,443,702	19,790,788	17,101,042	14,373,649	11,606,061	8,796,059
	240	24,835,959	22,216,870	19,561,986	16,870,611	14,141,384	11,371,953	8,559,086
250	24,609,670	21,988,974	19,332,760	16,640,179	13,908,521	11,136,633	8,321,283	

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

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	24,067,354	90%	95%	100%	105%	110%	115%	120%	
	0	19,212,242	22,082,361	24,951,882	27,819,440	30,686,997	33,553,447	36,419,332	
	10	18,990,122	21,861,404	24,730,931	27,599,639	30,467,196	33,334,754	36,200,681	
	20	18,768,002	21,639,798	24,509,974	27,379,502	30,247,395	33,114,953	35,982,030	
	30	18,545,143	21,417,678	24,289,016	27,158,544	30,027,594	32,895,152	35,762,709	
	40	18,321,854	21,195,558	24,067,354	26,937,586	29,807,114	32,675,351	35,542,908	
CIL £psm	50	18,098,565	20,972,931	23,845,234	26,716,629	29,586,157	32,455,550	35,323,107	
40.00	60	17,874,372	20,749,642	23,623,114	26,494,910	29,365,199	32,234,727	35,103,306	
	70	17,649,908	20,526,353	23,400,718	26,272,790	29,144,241	32,013,769	34,883,297	
	80	17,425,444	20,302,680	23,177,429	26,050,670	28,922,466	31,792,812	34,662,339	
	90	17,199,890	20,078,216	22,954,140	25,828,506	28,700,346	31,571,854	34,441,382	
	100	16,974,245	19,853,753	22,730,851	25,605,217	28,478,226	31,350,022	34,220,424	
	110	16,748,493	19,629,011	22,506,525	25,381,928	28,256,106	31,127,902	33,999,467	
	120	16,521,661	19,403,366	22,282,061	25,158,639	28,033,004	30,905,782	33,777,579	
	130	16,294,828	19,177,721	22,057,597	24,934,833	27,809,715	30,683,662	33,555,458	
	140	16,067,670	18,951,885	21,832,486	24,710,370	27,586,426	30,460,792	33,333,338	
	150	15,839,644	18,725,053	21,606,841	24,485,906	27,363,138	30,237,503	33,111,218	
	160	15,611,618	18,498,221	21,381,196	24,261,442	27,138,678	30,014,214	32,888,579	
	170	15,383,028	18,271,267	21,155,278	24,035,962	26,914,214	29,790,925	32,665,290	
	180	15,153,802	18,043,242	20,928,446	23,810,317	26,689,750	29,566,986	32,442,002	
	190	14,924,577	17,815,216	20,701,614	23,584,672	26,465,082	29,342,523	32,218,713	
	200	14,694,527	17,587,119	20,474,782	23,358,671	26,239,437	29,118,059	31,995,295	
	210	14,464,095	17,357,894	20,246,839	23,131,839	26,013,792	28,893,595	31,770,831	
	220	14,233,664	17,128,669	20,018,814	22,905,006	25,788,148	28,668,558	31,546,367	
	230	14,002,129	16,899,404	19,790,788	22,678,174	25,562,063	28,442,913	31,321,904	
	240	13,770,485	16,668,972	19,561,986	22,450,437	25,335,231	28,217,268	31,097,440	
	250	13,538,656	16,438,541	19,332,760	22,222,411	25,108,399	27,991,623	30,872,033	

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				500 Units			
AH Policy requirement (% Target)				40%			
AH tenure split %				Affordable Rent:		0.0%	
				Social Rent:		70.0%	
				Intermediate (LCHO/Sub-Market/Starter etc.):		30.0%	
						70.0% % Rented	
Open Market Sale (OMS) housing				60%		12.0% % of total (>10% for HWP (Feb 2017))	
				100%		100.0%	
CIL Rate (£ psm)				40.00 £ psm			
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House		5.0%	15.0	5.0%	10.0	5%	25.0
2 bed House		5.0%	15.0	5.0%	10.0	5%	25.0
3 bed House		50.0%	150.0	50.0%	100.0	50%	250.0
4 bed House		23.0%	69.0	23.0%	46.0	23%	115.0
5 bed House		12.0%	36.0	12.0%	24.0	12%	60.0
1 bed Flat		2.0%	6.0	2.0%	4.0	2%	10.0
2 bed Flat		3.0%	9.0	3.0%	6.0	3%	15.0
Total number of units		100.0%	300.0	100.0%	200.0	100%	500.0
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House		69.0	743			69.0	743
2 bed House		75.0	807			75.0	807
3 bed House		90.0	969			90.0	969
4 bed House		112.0	1,206			112.0	1,206
5 bed House		128.0	1,378			128.0	1,378
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		65.0	700	85.0%		76.5	823
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House		69.0	743			69.0	743
2 bed House		75.0	807			75.0	807
3 bed House		90.0	969			90.0	969
4 bed House		112.0	1,206			112.0	1,206
5 bed House		128.0	1,378			128.0	1,378
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		65.0	700	85.0%		76.5	823
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House		1,035	11,141	690	7,427	1,725	18,568
2 bed House		1,125	12,109	750	8,073	1,875	20,182
3 bed House		13,500	145,313	9,000	96,875	22,500	242,188
4 bed House		7,728	83,183	5,152	55,456	12,880	138,639
5 bed House		4,608	49,600	3,072	33,067	7,680	82,667
1 bed Flat		353	3,799	235	2,533	588	6,332
2 bed Flat		688	7,408	459	4,939	1,147	12,347
		29,037	312,554	19,358	208,369	48,395	520,923
AH % by floor area:		40.00% AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV (£ (no AH))		
1 bed House		230,000	3,333	310	5,750,000		
2 bed House		270,000	3,600	334	6,750,000		
3 bed House		320,000	3,556	330	80,000,000		
4 bed House		450,000	4,018	373	51,750,000		
5 bed House		520,000	4,063	377	31,200,000		
1 bed Flat		170,000	3,400	316	1,700,000		
2 bed Flat		215,000	3,308	307	3,225,000		
					180,375,000		
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV
1 bed House		86,250	37.5%	86,250	37.5%	161,000	70%
2 bed House		101,250	37.5%	101,250	37.5%	189,000	70%
3 bed House		120,000	37.5%	120,000	37.5%	224,000	70%
4 bed House		168,750	37.5%	168,750	37.5%	315,000	70%
5 bed House		195,000	37.5%	195,000	37.5%	364,000	70%
1 bed Flat		63,750	37.5%	63,750	37.5%	119,000	70%
2 bed Flat		80,625	37.5%	80,625	37.5%	150,500	70%

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

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	15.0	@	230,000	3,450,000
2 bed House	15.0	@	270,000	4,050,000
3 bed House	150.0	@	320,000	48,000,000
4 bed House	69.0	@	450,000	31,050,000
5 bed House	36.0	@	520,000	18,720,000
1 bed Flat	6.0	@	170,000	1,020,000
2 bed Flat	9.0	@	215,000	1,935,000
	300.0			108,225,000
Affordable Rent GDV -				
1 bed House	0.0	@	86,250	-
2 bed House	0.0	@	101,250	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	0.0			-
Social Rent GDV -				
1 bed House	7.0	@	86,250	603,750
2 bed House	7.0	@	101,250	708,750
3 bed House	70.0	@	120,000	8,400,000
4 bed House	32.2	@	168,750	5,433,750
5 bed House	16.8	@	195,000	3,276,000
1 bed Flat	2.8	@	63,750	178,500
2 bed Flat	4.2	@	80,625	338,625
	140.0			18,939,375
Intermediate GDV -				
1 bed House	3.0	@	161,000	483,000
2 bed House	3.0	@	189,000	567,000
3 bed House	30.0	@	224,000	6,720,000
4 bed House	13.8	@	315,000	4,347,000
5 bed House	7.2	@	364,000	2,620,800
1 bed Flat	1.2	@	119,000	142,800
2 bed Flat	1.8	@	150,500	270,900
	60.0	200.0		15,151,500
Sub-total GDV Residential	500			142,315,875
AH on-site cost analysis:			EMV (no AH) less £GDV (inc. AH)	38,059,125
			786 £ psm (total GIA sqm)	76,118 £ per unit (total units)
Grant	500	@	0	-
Total GDV				142,315,875

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

cont./

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

Construction Costs -					
Site Clearance and Demolition		30.89 acres @		0 £ per acre (if brownfield)	-
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	500 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House		1,725 sqm @		1,048 psm	(1,807,800)
2 bed House		1,875 sqm @		1,048 psm	(1,965,000)
3 bed House		22,500 sqm @		1,048 psm	(23,580,000)
4 bed House		12,880 sqm @		1,048 psm	(13,498,240)
5 bed House		7,680 sqm @		1,048 psm	(8,048,640)
1 bed Flat		588 sqm @		1,287 psm	(757,059)
2 bed Flat	48,395	1,147 sqm @		1,287 psm	(1,476,265)
External works		51,133,004 @		20.0% 20,453 £ per unit	(10,226,601)
M4(2) Category 2 Housing	Aff units	units @	0% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	300 units @	90% @	521 £ per unit	(140,670)
M4(3) Category 3 Housing	Mrkt units	300 units @	10% @	10,111 £ per unit	(303,330)
Water Efficiency additional cost		500 units @		10 £ per unit	(5,000)
Low Carbon Energy cost		500 units @		3,375 £ per unit	(1,687,500)
Contingency		63,496,104 @		3.0% (GF/BF)	(1,904,883)
Professional Fees		63,496,104 @		6.5%	(4,127,247)
Disposal Costs -					
Residential Sales Agent Costs		108,225,000 OMS @		1.00% 2,165 £ per unit	(1,082,250)
Residential Sales Legal Costs		300 OM Units @		0.25% 900 £ per unit	(270,000)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		108,225,000 OMS @		3.00% 6,494 £ per unit 9,218 £ per unit	(3,246,750)
Interest (on Development Costs) -			6.50% APR	0.526% pcm	(757,653)
Developers Profit -					
Margin on AH		34,090,875		6.00% on AH values	(2,045,453)
Profit on OMS		108,225,000		20.00%	(21,645,000)
Profit analysis:		77,391,333		30.61% on costs	(23,690,453)
		142,315,875		16.65% blended GDV	(23,690,453)
TOTAL COSTS					(101,081,786)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					41,234,089
SDLT		41,234,089 @		(slabbed)	(2,051,204)
Acquisition Agent fees		41,234,089 @		1.0%	(412,341)
Acquisition Legal fees		41,234,089 @		0.5%	(206,170)
Interest on Land		41,234,089 @		6.50%	(2,680,216)
Residual Land Value					35,884,158
RLV analysis:	71,768 £ per plot	2,870,733 £ per ha		1,161,770 £ per acre	

BENCHMARK LAND VALUE (BLV)					
Residential Density		40.0 dph			
Site Area (Net)		12.50 ha		30.89 acres	
Density analysis:		3.872 sqm/ha		16,865 sqft/ac	
Benchmark Land Value (Net)	16,988 £ per plot	679,525 £ per ha		275,000 £ per acre	8,494,063

BALANCE					
Surplus/(Deficit)		2,191,208 £ per ha		886,770 £ per acre	27,390,095

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

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

TABLE 1

		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		10%	15%	20%	25%	30%	35%	40%	
CIL £psm 40.00	27,390,095	0	42,844,191	40,458,317	38,072,223	35,686,128	33,300,034	30,913,939	28,527,845
	10	42,416,643	40,054,735	37,692,826	35,330,917	32,969,009	30,606,771	28,244,305	
	20	41,989,095	39,650,939	37,312,783	34,974,627	32,636,471	30,298,315	27,960,159	
	30	41,561,420	39,247,144	36,932,740	34,618,337	32,303,934	29,989,531	27,675,127	
	40	41,131,623	38,841,593	36,551,563	34,261,532	31,971,396	29,680,746	27,390,095	
	50	40,701,825	38,435,672	36,169,520	33,903,368	31,637,215	29,371,063	27,104,910	
	60	40,271,960	38,029,752	35,787,478	33,545,203	31,302,928	29,060,653	26,818,379	
	70	39,839,900	37,622,189	35,404,478	33,186,767	30,968,641	28,750,244	26,531,847	
	80	39,407,841	37,214,133	35,020,425	32,826,717	30,633,009	28,439,301	26,245,315	
	90	38,975,738	36,806,077	34,636,373	32,466,668	30,296,963	28,127,258	25,957,554	
	100	38,541,405	36,396,457	34,251,509	32,106,561	29,960,917	27,815,216	25,669,514	
	110	38,107,073	35,986,254	33,865,436	31,744,618	29,623,799	27,502,981	25,381,475	
	120	37,672,684	35,576,051	33,479,363	31,382,674	29,285,985	27,189,296	25,092,607	
	130	37,236,066	35,164,330	33,092,594	31,020,730	28,948,171	26,875,612	24,803,052	
	140	36,799,448	34,751,969	32,704,490	30,657,010	28,609,531	26,561,927	24,513,497	
	150	36,362,726	34,339,608	32,316,385	30,293,162	28,269,939	26,246,717	24,223,494	
	160	35,923,810	33,925,740	31,927,670	29,929,314	27,930,348	25,931,382	23,932,415	
	170	35,484,895	33,511,209	31,537,523	29,563,837	27,590,150	25,616,047	23,641,337	
	180	35,045,791	33,096,678	31,147,376	29,198,074	27,248,772	25,299,470	23,350,168	
	190	34,604,566	32,680,619	30,756,671	28,832,311	26,907,393	24,982,475	23,057,558	
	200	34,163,341	32,263,906	30,364,471	28,465,036	26,565,602	24,665,481	22,764,947	
	210	33,721,805	31,847,194	29,972,272	28,097,349	26,222,427	24,347,504	22,472,337	
	220	33,278,259	31,428,897	29,579,534	27,729,662	25,879,252	24,028,842	22,178,432	
	230	32,834,713	31,009,992	29,185,271	27,360,550	25,535,829	23,710,180	21,884,282	
	240	32,390,696	30,591,087	28,791,008	26,990,928	25,190,849	23,390,770	21,590,133	
	250	31,944,816	30,170,506	28,396,195	26,621,307	24,845,869	23,070,431	21,294,993	

TABLE 2

		Site Specific S106					100% (where 110% is a 10% increase etc.)				
Balance (RLV - BLV)		90%	100%	110%	120%	130%	140%	150%			
CIL £psm 40.00	27,390,095	0	28,621,739	28,527,845	28,433,951	28,340,057	28,246,163	28,152,269	28,058,283		
	10	28,338,199	28,244,305	28,150,411	28,056,415	27,962,027	27,867,639	27,773,251			
	20	28,054,547	27,960,159	27,865,771	27,771,383	27,676,995	27,582,607	27,488,219			
	30	27,769,515	27,675,127	27,580,739	27,486,351	27,391,963	27,297,575	27,203,187			
	40	27,484,483	27,390,095	27,295,707	27,201,319	27,106,788	27,011,903	26,917,019			
	50	27,199,451	27,104,910	27,010,026	26,915,141	26,820,256	26,725,372	26,630,487			
	60	26,913,263	26,818,379	26,723,494	26,628,609	26,533,725	26,438,840	26,343,955			
	70	26,626,732	26,531,847	26,436,962	26,342,077	26,247,193	26,152,097	26,056,713			
	80	26,340,200	26,245,315	26,150,209	26,054,825	25,959,441	25,864,057	25,768,673			
	90	26,052,938	25,957,554	25,862,170	25,766,786	25,671,402	25,576,018	25,480,634			
	100	25,764,898	25,669,514	25,574,130	25,478,746	25,383,362	25,287,978	25,192,288			
	110	25,476,859	25,381,475	25,286,091	25,190,391	25,094,505	24,998,619	24,902,733			
	120	25,188,493	25,092,607	24,996,722	24,900,836	24,804,950	24,709,064	24,613,178			
	130	24,898,938	24,803,052	24,707,167	24,611,281	24,515,395	24,419,509	24,323,623			
	140	24,609,383	24,513,497	24,417,612	24,321,726	24,225,840	24,129,911	24,032,621			
	150	24,319,828	24,223,494	24,127,104	24,030,713	23,934,323	23,837,933	23,741,542			
	160	24,028,806	23,932,415	23,836,025	23,739,635	23,643,244	23,546,854	23,450,464			
	170	23,737,727	23,641,337	23,544,947	23,448,556	23,352,085	23,255,188	23,158,290			
	180	23,446,649	23,350,168	23,253,270	23,156,373	23,059,475	22,962,578	22,865,680			
	190	23,154,455	23,057,558	22,960,660	22,863,762	22,766,865	22,669,967	22,573,070			
	200	22,861,845	22,764,947	22,668,050	22,571,152	22,474,255	22,377,102	22,279,695			
	210	22,569,235	22,472,337	22,375,175	22,277,767	22,180,360	22,082,952	21,985,545			
	220	22,275,840	22,178,432	22,081,025	21,983,617	21,886,210	21,788,803	21,691,395			
	230	21,981,690	21,884,282	21,786,875	21,689,468	21,592,060	21,494,653	21,397,788			
	240	21,687,540	21,590,133	21,492,725	21,394,850	21,296,930	21,199,010	21,101,091			
	250	21,392,913	21,294,993	21,197,073	21,099,153	21,001,233	20,903,313	20,805,393			

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

TABLE 3

Balance (RLV - BLV)	27,390,095	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
0		33,235,632	32,294,075	31,352,517	30,410,960	29,469,402	28,527,845	27,586,287	
10		32,952,092	32,010,535	31,068,977	30,127,420	29,185,862	28,244,305	27,302,747	
20		32,667,947	31,726,389	30,784,832	29,843,274	28,901,717	27,960,159	27,018,602	
30		32,382,915	31,441,357	30,499,800	29,558,242	28,616,685	27,675,127	26,733,570	
40		32,097,883	31,156,325	30,214,768	29,273,210	28,331,653	27,390,095	26,448,538	
CIL £psm		31,812,698	30,871,140	29,929,583	28,988,025	28,046,468	27,104,910	26,163,353	
40.00		31,526,166	30,584,609	29,643,051	28,701,494	27,759,936	26,818,379	25,876,821	
		31,239,634	30,298,077	29,356,519	28,414,962	27,473,404	26,531,847	25,590,289	
		30,953,102	30,011,545	29,069,987	28,128,430	27,186,872	26,245,315	25,303,757	
		30,665,341	29,723,784	28,782,226	27,840,669	26,899,111	25,957,554	25,015,996	
		30,377,302	29,435,744	28,494,187	27,552,629	26,611,072	25,669,514	24,727,957	
		30,089,262	29,147,705	28,206,147	27,264,590	26,323,032	25,381,475	24,439,917	
		29,800,395	28,858,837	27,917,280	26,975,722	26,034,165	25,092,607	24,151,050	
		29,510,840	28,569,282	27,627,725	26,686,167	25,744,610	24,803,052	23,861,495	
		29,221,285	28,279,727	27,338,170	26,396,612	25,455,055	24,513,497	23,571,940	
		28,931,282	27,989,724	27,048,167	26,106,609	25,165,052	24,223,494	23,281,937	
		28,640,203	27,698,645	26,757,088	25,815,530	24,873,973	23,932,415	22,990,858	
		28,349,124	27,407,567	26,466,009	25,524,452	24,582,894	23,641,337	22,699,779	
		28,057,955	27,116,398	26,174,840	25,233,283	24,291,725	23,350,168	22,408,610	
		27,765,345	26,823,788	25,882,230	24,940,673	23,999,115	23,057,558	22,116,000	
		27,472,735	26,531,177	25,589,620	24,648,062	23,706,505	22,764,947	21,823,390	
		27,180,125	26,238,567	25,297,010	24,355,452	23,413,895	22,472,337	21,530,780	
		26,886,220	25,944,662	25,003,105	24,061,547	23,119,990	22,178,432	21,236,875	
		26,592,070	25,650,512	24,708,955	23,767,397	22,825,840	21,884,282	20,942,725	
		26,297,920	25,356,363	24,414,805	23,473,248	22,531,690	21,590,133	20,648,575	
		26,002,780	25,061,223	24,119,665	23,178,108	22,236,550	21,294,993	20,353,435	

TABLE 4

Balance (RLV - BLV)	27,390,095	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		32,388,782	30,844,407	29,300,032	27,755,657	26,211,282	24,666,907	23,122,532
10		32,105,242	30,560,867	29,016,492	27,472,117	25,927,742	24,383,367	22,838,992
20		31,821,097	30,276,722	28,732,347	27,187,972	25,643,597	24,099,222	22,554,847
30		31,536,065	29,991,690	28,447,315	26,902,940	25,358,565	23,814,190	22,269,815
40		31,251,033	29,706,658	28,162,283	26,617,908	25,073,533	23,529,158	21,984,783
CIL £psm		30,965,848	29,421,473	27,877,098	26,332,723	24,788,348	23,243,973	21,699,598
40.00		30,679,316	29,134,941	27,590,566	26,046,191	24,501,816	22,957,441	21,413,066
		30,392,784	28,848,409	27,304,034	25,759,659	24,215,284	22,670,909	21,126,534
		30,106,252	28,561,877	27,017,502	25,473,127	23,928,752	22,384,377	20,840,002
		29,818,491	28,274,116	26,729,741	25,185,366	23,640,991	22,096,616	20,552,241
		29,530,452	27,986,077	26,441,702	24,897,327	23,352,952	21,808,577	20,264,202
		29,242,412	27,698,037	26,153,662	24,609,287	23,064,912	21,520,537	19,976,162
		28,953,545	27,409,170	25,864,795	24,320,420	22,776,045	21,231,670	19,687,295
		28,663,990	27,119,615	25,575,240	24,030,865	22,486,490	20,942,115	19,397,740
		28,374,435	26,830,060	25,285,685	23,741,310	22,196,935	20,652,560	19,108,185
		28,084,432	26,540,057	24,995,682	23,451,307	21,906,932	20,362,557	18,818,182
		27,793,353	26,248,978	24,704,603	23,160,228	21,615,853	20,071,478	18,527,103
		27,502,274	25,957,899	24,413,524	22,869,149	21,324,774	19,780,399	18,236,024
		27,211,105	25,666,730	24,122,355	22,577,980	21,033,605	19,489,230	17,944,855
		26,918,495	25,374,120	23,829,745	22,285,370	20,740,995	19,196,620	17,652,245
		26,625,885	25,081,510	23,537,135	21,992,760	20,448,385	18,904,010	17,359,635
		26,333,275	24,788,900	23,244,525	21,700,150	20,155,775	18,611,400	17,067,025
		26,039,370	24,494,995	22,950,620	21,406,245	19,861,870	18,317,495	16,773,120
		25,745,220	24,200,845	22,656,470	21,112,095	19,567,720	18,023,345	16,478,970
		25,451,070	23,906,695	22,362,320	20,817,945	19,273,570	17,729,195	16,184,820
		25,155,930	23,611,555	22,067,180	20,522,805	18,978,430	17,434,055	15,889,680



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

Balance (RLV - BLV)	27,390,095	Density (dph)						
		25	30	35	40	45	50	55
CIL £psm 40.00	0	23,431,407	25,696,491	27,314,407	28,527,845	29,471,629	30,226,657	30,844,407
	10	23,147,867	25,412,950	27,030,867	28,244,305	29,188,089	29,943,117	30,560,867
	20	22,863,722	25,128,805	26,746,722	27,960,159	28,903,944	29,658,972	30,276,722
	30	22,578,690	24,843,773	26,461,690	27,675,127	28,618,912	29,373,940	29,991,690
	40	22,293,658	24,558,741	26,176,658	27,390,095	28,333,880	29,088,908	29,706,658
	50	22,008,473	24,273,556	25,891,473	27,104,910	28,048,695	28,803,723	29,421,473
	60	21,721,941	23,987,024	25,604,941	26,818,379	27,762,163	28,517,191	29,134,941
	70	21,435,409	23,700,493	25,318,409	26,531,847	27,475,632	28,230,659	28,848,409
	80	21,148,877	23,413,961	25,031,877	26,245,315	27,189,100	27,944,127	28,561,877
	90	20,861,116	23,126,200	24,744,116	25,957,554	26,901,338	27,656,366	28,274,116
	100	20,573,077	22,838,160	24,456,077	25,669,514	26,613,299	27,368,327	27,986,077
	110	20,285,037	22,550,121	24,168,037	25,381,475	26,325,260	27,080,287	27,698,037
	120	19,996,170	22,261,253	23,879,170	25,092,607	26,036,392	26,791,420	27,409,170
	130	19,706,615	21,971,698	23,589,615	24,803,052	25,746,837	26,501,865	27,119,615
	140	19,417,060	21,682,143	23,300,060	24,513,497	25,457,282	26,212,310	26,830,060
	150	19,127,057	21,392,140	23,010,057	24,223,494	25,167,279	25,922,307	26,540,057
	160	18,835,978	21,101,061	22,718,978	23,932,415	24,876,200	25,631,228	26,248,978
	170	18,544,899	20,809,983	22,427,899	23,641,337	24,585,122	25,340,149	25,957,899
	180	18,253,730	20,518,814	22,136,730	23,350,168	24,293,952	25,048,980	25,666,730
	190	17,961,120	20,226,203	21,844,120	23,057,558	24,001,342	24,756,370	25,374,120
	200	17,668,510	19,933,593	21,551,510	22,764,947	23,708,732	24,463,760	25,081,510
	210	17,375,900	19,640,983	21,258,900	22,472,337	23,416,122	24,171,150	24,788,900
	220	17,081,995	19,347,078	20,964,995	22,178,432	23,122,217	23,877,245	24,494,995
	230	16,787,845	19,052,928	20,670,845	21,884,282	22,828,067	23,583,095	24,200,845
	240	16,493,695	18,758,778	20,376,695	21,590,133	22,533,917	23,288,945	23,906,695
250	16,198,555	18,463,638	20,081,555	21,294,993	22,238,777	22,993,805	23,611,555	

Balance (RLV - BLV)	27,390,095	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	35,577,105	32,080,898	28,527,845	24,916,729	21,243,470	17,506,154	13,700,142
	10	35,296,526	31,798,842	28,244,305	24,630,343	20,955,428	17,215,037	13,404,480
	20	35,015,946	31,516,786	27,960,159	24,343,811	20,665,873	16,922,427	13,108,783
	30	34,735,366	31,234,164	27,675,127	24,057,280	20,376,318	16,629,817	12,812,203
	40	34,453,569	30,950,624	27,390,095	23,769,523	20,086,550	16,336,606	12,514,950
	50	34,171,513	30,667,084	27,104,910	23,481,484	19,795,472	16,042,456	12,217,430
	60	33,889,457	30,383,544	26,818,379	23,193,444	19,504,393	15,748,306	11,918,613
	70	33,607,258	30,098,713	26,531,847	22,904,286	19,212,866	15,452,966	11,619,795
	80	33,323,718	29,813,681	26,245,315	22,614,731	18,920,256	15,157,268	11,319,743
	90	33,040,177	29,528,649	25,957,554	22,325,176	18,627,646	14,861,319	11,019,353
	100	32,756,637	29,243,067	25,669,514	22,034,585	18,334,326	14,564,066	10,718,309
	110	32,472,519	28,956,535	25,381,475	21,743,507	18,040,176	14,266,812	10,416,339
	120	32,187,487	28,670,003	25,092,607	21,452,428	17,746,026	13,968,670	10,114,283
	130	31,902,455	28,383,471	24,803,052	21,160,373	17,450,880	13,669,852	9,810,724
	140	31,617,423	28,095,601	24,513,497	20,867,763	17,155,182	13,371,035	9,507,164
	150	31,331,344	27,807,562	24,223,494	20,575,153	16,859,485	13,070,663	9,202,476
	160	31,044,812	27,519,523	23,932,415	20,281,601	16,562,478	12,770,274	8,897,320
	170	30,758,280	27,230,837	23,641,337	19,987,452	16,265,224	12,469,217	8,591,566
	180	30,471,706	26,941,282	23,350,168	19,693,302	15,967,886	12,167,247	8,284,804
	190	30,183,666	26,651,727	23,057,558	19,398,222	15,669,069	11,865,277	7,977,962
	200	29,895,627	26,362,172	22,764,947	19,102,525	15,370,252	11,561,926	7,669,586
	210	29,607,587	26,071,120	22,472,337	18,806,827	15,070,992	11,258,367	7,361,210
	220	29,318,976	25,780,041	22,178,432	18,510,187	14,770,603	10,954,282	7,051,635
	230	29,029,421	25,488,963	21,884,282	18,212,933	14,470,213	10,649,126	6,741,636
	240	28,739,866	25,197,030	21,590,133	17,915,680	14,168,997	10,343,969	6,430,919
250	28,450,311	24,904,420	21,294,993	17,617,446	13,867,027	10,037,524	6,119,289	

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

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	27,390,095	90%	95%	100%	105%	110%	115%	120%	
	0	21,336,039	24,933,575	28,527,845	32,120,011	35,709,614	39,297,899	42,884,571	
	10	21,049,507	24,648,543	28,244,305	31,837,233	35,427,558	39,017,162	42,603,991	
	20	20,762,975	24,363,511	27,960,159	31,553,693	35,145,502	38,735,106	42,323,411	
	30	20,475,228	24,077,209	27,675,127	31,270,153	34,863,081	38,453,050	42,042,653	
	40	20,187,188	23,790,677	27,390,095	30,986,613	34,579,541	38,170,993	41,760,597	
CIL £psm	50	19,899,095	23,504,145	27,104,910	30,701,712	34,296,001	37,888,929	41,478,541	
40.00	60	19,609,540	23,216,391	26,818,379	30,416,680	34,012,461	37,605,389	41,196,485	
	70	19,319,985	22,928,351	26,531,847	30,131,647	33,728,296	37,321,849	40,914,429	
	80	19,030,005	22,640,312	26,245,315	29,846,080	33,443,264	37,038,309	40,631,237	
	90	18,738,927	22,351,074	25,957,554	29,559,549	33,158,232	36,754,769	40,347,697	
	100	18,447,848	22,061,519	25,669,514	29,273,017	32,873,200	36,469,848	40,064,157	
	110	18,155,948	21,771,964	25,381,475	28,986,485	32,587,250	36,184,816	39,780,617	
	120	17,863,338	21,481,210	25,092,607	28,698,717	32,300,718	35,899,784	39,496,432	
	130	17,570,728	21,190,132	24,803,052	28,410,677	32,014,187	35,614,752	39,211,400	
	140	17,276,872	20,899,053	24,513,497	28,122,638	31,727,655	35,328,420	38,926,368	
	150	16,982,722	20,606,753	24,223,494	27,834,141	31,439,880	35,041,888	38,641,336	
	160	16,688,425	20,314,143	23,932,415	27,544,586	31,151,840	34,755,357	38,356,122	
	170	16,392,728	20,021,532	23,641,337	27,255,031	30,863,801	34,468,825	38,069,590	
	180	16,097,030	19,727,652	23,350,168	26,965,476	30,575,675	34,181,043	37,783,058	
	190	15,800,716	19,433,502	23,057,558	26,674,699	30,286,120	33,893,003	37,496,527	
	200	15,503,463	19,139,353	22,764,947	26,383,621	29,996,565	33,604,964	37,209,995	
	210	15,206,210	18,843,860	22,472,337	26,092,542	29,707,010	33,316,925	36,922,206	
	220	14,907,845	18,548,163	22,178,432	25,800,973	29,416,983	33,027,653	36,634,167	
	230	14,609,027	18,252,465	21,884,282	25,508,362	29,125,904	32,738,098	36,346,127	
	240	14,310,147	17,955,327	21,590,133	25,215,752	28,834,826	32,448,543	36,058,088	
	250	14,009,758	17,658,074	21,294,993	24,923,142	28,543,747	32,158,988	35,769,187	

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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

ASSUMPTIONS - RESIDENTIAL USES										
Total number of units in scheme					700 Units					
AH Policy requirement (% Target)					40%					
AH tenure split %					Affordable Rent:		0.0%			
					Social Rent:		70.0%		70.0% % Rented	
					Intermediate (LCHO/Sub-Market/Starter etc.):		30.0%		12.0% % of total (>10% for HWP (Feb 2017))	
Open Market Sale (OMS) housing					60%		100%		100.0%	
CIL Rate (£ psm)					40.00 £ psm					
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House		5.0%	21.0	5.0%	14.0	5%	35.0			
2 bed House		5.0%	21.0	5.0%	14.0	5%	35.0			
3 bed House		50.0%	210.0	50.0%	140.0	50%	350.0			
4 bed House		23.0%	96.6	23.0%	64.4	23%	161.0			
5 bed House		12.0%	50.4	12.0%	33.6	12%	84.0			
1 bed Flat		2.0%	8.4	2.0%	5.6	2%	14.0			
2 bed Flat		3.0%	12.6	3.0%	8.4	3%	21.0			
Total number of units		100.0%	420.0	100.0%	280.0	100%	700.0			
OMS Unit Floor areas -			Net area per unit	Net to Gross %	Gross (GIA) per unit					
			(sqm)	(sqft)	%					
1 bed House		69.0	743		69.0	743				
2 bed House		75.0	807		75.0	807				
3 bed House		90.0	969		90.0	969				
4 bed House		112.0	1,206		112.0	1,206				
5 bed House		128.0	1,378		128.0	1,378				
1 bed Flat		50.0	538	85.0%	58.8	633				
2 bed Flat		65.0	700	85.0%	76.5	823				
AH Unit Floor areas -			Net area per unit	Net to Gross %	Gross (GIA) per unit					
			(sqm)	(sqft)	%					
1 bed House		69.0	743		69.0	743				
2 bed House		75.0	807		75.0	807				
3 bed House		90.0	969		90.0	969				
4 bed House		112.0	1,206		112.0	1,206				
5 bed House		128.0	1,378		128.0	1,378				
1 bed Flat		50.0	538	85.0%	58.8	633				
2 bed Flat		65.0	700	85.0%	76.5	823				
Total Gross Floor areas -			Mkt Units GIA	AH units GIA	Total GIA (all units)					
			(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)		
1 bed House		1,449	15,597	966	10,398	2,415	25,995			
2 bed House		1,575	16,953	1,050	11,302	2,625	28,255			
3 bed House		18,900	203,438	12,600	135,625	31,500	339,063			
4 bed House		10,819	116,457	7,213	77,638	18,032	194,095			
5 bed House		6,451	69,440	4,301	46,293	10,752	115,734			
1 bed Flat		494	5,319	329	3,546	824	8,864			
2 bed Flat		964	10,371	642	6,914	1,606	17,286			
			40,652	437,575	27,101	291,717	67,753	729,292		
AH % by floor area:			40.00% AH % by floor area due to mix							
Open Market Sales values (£) -										
	£ OMS (per unit)	£psm	£psf	total MV (£ (no AH))						
1 bed House	230,000	3,333	310	8,050,000						
2 bed House	270,000	3,600	334	9,450,000						
3 bed House	320,000	3,556	330	112,000,000						
4 bed House	450,000	4,018	373	72,450,000						
5 bed House	520,000	4,063	377	43,680,000						
1 bed Flat	170,000	3,400	316	2,380,000						
2 bed Flat	215,000	3,308	307	4,515,000						
				252,525,000						
Affordable Housing values (£) -										
	Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV				
1 bed House	86,250	37.5%	86,250	37.5%	161,000	70%				
2 bed House	101,250	37.5%	101,250	37.5%	189,000	70%				
3 bed House	120,000	37.5%	120,000	37.5%	224,000	70%				
4 bed House	168,750	37.5%	168,750	37.5%	315,000	70%				
5 bed House	195,000	37.5%	195,000	37.5%	364,000	70%				
1 bed Flat	63,750	37.5%	63,750	37.5%	119,000	70%				
2 bed Flat	80,625	37.5%	80,625	37.5%	150,500	70%				

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

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	21.0	@	230,000	4,830,000
2 bed House	21.0	@	270,000	5,670,000
3 bed House	210.0	@	320,000	67,200,000
4 bed House	96.6	@	450,000	43,470,000
5 bed House	50.4	@	520,000	26,208,000
1 bed Flat	8.4	@	170,000	1,428,000
2 bed Flat	12.6	@	215,000	2,709,000
	420.0			151,515,000
Affordable Rent GDV -				
1 bed House	0.0	@	86,250	-
2 bed House	0.0	@	101,250	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	0.0			-
Social Rent GDV -				
1 bed House	9.8	@	86,250	845,250
2 bed House	9.8	@	101,250	992,250
3 bed House	98.0	@	120,000	11,760,000
4 bed House	45.1	@	168,750	7,607,250
5 bed House	23.5	@	195,000	4,586,400
1 bed Flat	3.9	@	63,750	249,900
2 bed Flat	5.9	@	80,625	474,075
	196.0			26,515,125
Intermediate GDV -				
1 bed House	4.2	@	161,000	676,200
2 bed House	4.2	@	189,000	793,800
3 bed House	42.0	@	224,000	9,408,000
4 bed House	19.3	@	315,000	6,085,800
5 bed House	10.1	@	364,000	3,669,120
1 bed Flat	1.7	@	119,000	199,920
2 bed Flat	2.5	@	150,500	379,260
	84.0	280.0		21,212,100
Sub-total GDV Residential	700			199,242,225
AH on-site cost analysis:			EMV (no AH) less £GDV (inc. AH)	53,282,775
			786 £ psm (total GIA sqm)	76,118 £ per unit (total units)
Grant	700	@	0	-
Total GDV				199,242,225

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(340,000)
Statutory Planning Fees (Residential)				(112,559)
CIL		40,652 sqm (Market only)	40.00 £ psm	(1,626,082)
CIL analysis:		0.82% % of GDV	2,323 £ per unit (total units)	
Site Specific S106 Contributions (inc. Education)	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	700 units @	2,000 per unit	(1,400,000)
S106 analysis:	80,000 £ per ha	0.70% % of GDV	2,000 £ per unit (total ur	(1,400,000)
AH Commuted Sum		67,753 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		

cont./

Scheme Ref:	K	Location / Value Zone:	Higher	Development Scenario:	Greenfield
No Units:	700				
Notes:					
Construction Costs -					
Site Clearance and Demolition		43.24 acres @		0 £ per acre (if brownfield)	-
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	700 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House		2,415 sqm @		1,048 psm	(2,530,920)
2 bed House		2,625 sqm @		1,048 psm	(2,751,000)
3 bed House		31,500 sqm @		1,048 psm	(33,012,000)
4 bed House		18,032 sqm @		1,048 psm	(18,897,536)
5 bed House		10,752 sqm @		1,048 psm	(11,268,096)
1 bed Flat		824 sqm @		1,287 psm	(1,059,882)
2 bed Flat	67,753	1,606 sqm @		1,287 psm	(2,066,771)
External works		71,586,205 @		20.0% 20,453 £ per unit	(14,317,241)
M4(2) Category 2 Housing	Aff units	units @	0% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	420 units @	90% @	521 £ per unit	(196,938)
M4(3) Category 3 Housing	Mrkt units	420 units @	10% @	10,111 £ per unit	(424,662)
Water Efficiency additional cost		700 units @		10 £ per unit	(7,000)
Low Carbon Energy cost		700 units @		3,375 £ per unit	(2,362,500)
Contingency		88,894,546 @		3.0% (GF/BF)	(2,666,836)
Professional Fees		88,894,546 @		6.5%	(5,778,145)
Disposal Costs -					
Residential Sales Agent Costs		151,515,000 OMS @		1.00% 2,165 £ per unit	(1,515,150)
Residential Sales Legal Costs		420 OM Units @		0.25% 900 £ per unit	(378,000)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		151,515,000 OMS @		3.00% 6,494 £ per unit 9,212 £ per unit	(4,545,450)
Interest (on Development Costs) -			6.50% APR	0.526% pcm	(875,688)
Developers Profit -					
Margin on AH		47,727,225		6.00% on AH values	(2,863,634)
Profit on OMS		151,515,000		20.00%	(30,303,000)
Profit analysis:		108,142,457		30.67% on costs	(33,166,634)
		199,242,225		16.65% blended GDV	(33,166,634)
TOTAL COSTS					(141,309,090)
RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					57,933,135
SDLT		57,933,135 @		(slabbed)	(2,886,157)
Acquisition Agent fees		57,933,135 @		1.0%	(579,331)
Acquisition Legal fees		57,933,135 @		0.5%	(289,666)
Interest on Land		57,933,135 @		6.50%	(3,765,654)
Residual Land Value					50,412,327
RLV analysis:	72,018 £ per plot	2,880,704 £ per ha		1,165,805 £ per acre	
BENCHMARK LAND VALUE (BLV)					
Residential Density		40.0 dph			
Site Area (Net)		17.50 ha		43.24 acres	
Density analysis:		3,872 sqm/ha		16,865 sqft/ac	
Benchmark Land Value (Net)	16,988 £ per plot	679,525 £ per ha		275,000 £ per acre	11,891,688
BALANCE					
Surplus/(Deficit)		2,201,179 £ per ha		890,805 £ per acre	38,520,640

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

SENSITIVITY ANALYSIS		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		10%	15%	20%	25%	30%	35%	40%	
CIL £psm 40.00	38,520,640	0	60,250,149	56,895,199	53,540,250	50,185,301	46,830,351	43,475,402	40,120,453
	0	59,651,581	56,329,886	53,008,190	49,686,494	46,364,799	43,043,103	39,721,408	
	10	59,050,755	55,762,784	52,474,813	49,186,842	45,898,871	42,610,805	39,322,363	
	20	58,449,038	55,194,496	51,939,953	48,685,411	45,430,869	42,176,326	38,921,784	
	30	57,845,578	54,624,974	51,404,370	48,183,765	44,962,867	41,741,753	38,520,640	
	40	57,240,695	54,053,695	50,866,696	47,679,696	44,492,697	41,305,697	38,118,698	
	50	56,634,553	53,481,709	50,328,864	47,175,627	44,022,232	40,868,838	37,715,443	
	60	56,026,488	52,907,425	49,788,361	46,669,298	43,550,235	40,431,172	37,312,108	
	70	55,417,618	52,332,929	49,247,859	46,162,577	43,077,295	39,992,013	36,906,731	
	80	54,806,353	51,755,623	48,704,893	45,654,164	42,603,434	39,552,704	36,501,354	
	90	54,194,706	51,178,317	48,161,547	45,144,776	42,128,006	39,111,235	36,094,465	
	100	53,580,225	50,598,230	47,616,235	44,634,240	41,652,246	38,669,766	35,686,955	
	110	52,965,743	50,017,887	47,070,030	44,122,173	41,174,316	38,226,459	35,278,602	
	120	52,348,038	49,435,184	46,522,329	43,609,475	40,696,386	37,782,667	34,868,948	
	130	51,730,324	48,851,787	45,973,250	43,094,712	40,216,175	37,337,638	34,459,101	
	140	51,109,728	48,266,423	45,423,118	42,579,812	39,735,731	36,891,511	34,047,291	
	150	50,488,763	47,679,956	44,871,149	42,062,342	39,253,535	36,444,728	33,635,482	
	160	49,865,226	47,091,884	44,318,542	41,544,871	38,770,562	35,996,253	33,221,944	
	170	49,240,994	46,502,332	43,763,669	41,025,006	38,286,344	35,547,681	32,807,968	
	180	48,614,467	45,911,505	43,208,544	40,504,813	37,800,830	35,096,847	32,392,864	
	190	47,986,951	45,318,851	42,650,751	39,982,651	37,314,552	34,646,013	31,976,709	
	200	47,357,383	44,725,223	42,092,959	39,459,721	36,826,483	34,193,245	31,560,008	
	210	46,726,565	44,129,450	41,532,336	38,935,222	36,338,107	33,740,039	31,141,663	
	220	46,093,906	43,532,973	40,971,608	38,409,540	35,847,471	33,285,402	30,723,319	
	230	45,459,768	42,934,066	40,408,364	37,882,661	35,356,834	32,829,811	30,302,787	
	240	44,823,966	42,334,692	39,844,686	37,354,213	34,863,741	32,373,269	29,882,242	
250									

TABLE 2		Site Specific S106							
Balance (RLV - BLV)		90%	100%	110%	120%	130%	140%	150%	
CIL £psm 40.00	38,520,640	0	40,252,104	40,120,453	39,988,309	39,856,166	39,724,023	39,591,879	39,459,736
	0	39,853,551	39,721,408	39,589,264	39,457,121	39,324,978	39,192,719	39,059,880	
	10	39,454,506	39,322,363	39,190,090	39,057,252	38,924,413	38,791,574	38,658,736	
	20	39,054,623	38,921,784	38,788,946	38,656,107	38,523,268	38,390,430	38,257,521	
	30	38,653,478	38,520,640	38,387,801	38,254,878	38,121,340	37,987,803	37,854,265	
	40	38,252,235	38,118,698	37,985,160	37,851,623	37,718,085	37,584,548	37,451,010	
	50	37,848,980	37,715,443	37,581,905	37,448,368	37,314,765	37,180,525	37,046,284	
	60	37,445,725	37,312,108	37,177,868	37,043,628	36,909,388	36,775,148	36,640,907	
	70	37,040,971	36,906,731	36,772,491	36,638,251	36,504,011	36,369,699	36,234,752	
	80	36,635,594	36,501,354	36,367,028	36,232,082	36,097,135	35,962,189	35,827,242	
	90	36,229,411	36,094,465	35,959,518	35,824,572	35,689,625	35,554,679	35,419,627	
	100	35,821,901	35,686,955	35,552,008	35,416,943	35,281,286	35,145,630	35,009,973	
	110	35,414,258	35,278,602	35,142,945	35,007,289	34,871,632	34,735,976	34,600,319	
	120	35,004,604	34,868,948	34,733,291	34,597,635	34,461,800	34,325,429	34,189,059	
	130	34,594,950	34,459,101	34,322,731	34,186,360	34,049,990	33,913,620	33,777,249	
	140	34,183,662	34,047,291	33,910,921	33,774,551	33,638,180	33,501,546	33,364,458	
	150	33,771,852	33,635,482	33,498,833	33,361,745	33,224,657	33,087,569	32,950,481	
	160	33,359,032	33,221,944	33,084,856	32,947,769	32,810,681	32,673,593	32,536,127	
	170	32,945,056	32,807,968	32,670,880	32,533,400	32,395,591	32,257,782	32,119,973	
	180	32,530,673	32,392,864	32,255,055	32,117,246	31,979,436	31,841,627	31,703,818	
	190	32,114,518	31,976,709	31,838,900	31,701,091	31,562,749	31,424,215	31,285,681	
	200	31,698,364	31,560,008	31,421,473	31,282,939	31,144,405	31,005,871	30,867,336	
	210	31,280,198	31,141,663	31,003,129	30,864,595	30,726,060	30,586,826	30,447,562	
	220	30,861,853	30,723,319	30,584,070	30,444,806	30,305,543	30,166,280	30,027,017	
	230	30,442,051	30,302,787	30,163,524	30,024,261	29,884,998	29,745,571	29,605,575	
	240	30,021,505	29,882,242	29,742,800	29,602,804	29,462,808	29,322,812	29,182,816	
250									

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

TABLE 3

Balance (RLV - BLV)	38,520,640	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
	0	46,711,355	45,393,175	44,074,994	42,756,814	41,438,633	40,120,453	38,802,272	
	10	46,312,310	44,994,130	43,675,949	42,357,769	41,039,588	39,721,408	38,403,227	
	20	45,913,265	44,595,085	43,276,904	41,958,724	40,640,543	39,322,363	38,004,182	
	30	45,512,687	44,194,506	42,876,326	41,558,145	40,239,965	38,921,784	37,603,604	
	40	45,111,542	43,793,362	42,475,181	41,157,001	39,838,820	38,520,640	37,202,459	
CIL £psm	50	44,709,600	43,391,420	42,073,239	40,755,059	39,436,878	38,118,698	36,800,517	
40.00	60	44,306,345	42,988,165	41,669,984	40,351,804	39,033,623	37,715,443	36,397,262	
	70	43,903,011	42,584,830	41,266,650	39,948,469	38,630,289	37,312,108	35,993,928	
	80	43,497,634	42,179,453	40,861,273	39,543,092	38,224,912	36,906,731	35,588,551	
	90	43,092,257	41,774,076	40,455,896	39,137,715	37,819,535	36,501,354	35,183,174	
	100	42,685,367	41,367,187	40,049,006	38,730,826	37,412,645	36,094,465	34,776,284	
	110	42,277,857	40,959,677	39,641,496	38,323,316	37,005,135	35,686,955	34,368,774	
	120	41,869,504	40,551,324	39,233,143	37,914,963	36,596,782	35,278,602	33,960,421	
	130	41,459,850	40,141,670	38,823,489	37,505,309	36,187,128	34,868,948	33,550,767	
	140	41,050,004	39,731,823	38,413,643	37,095,462	35,777,282	34,459,101	33,140,921	
	150	40,638,194	39,320,013	38,001,833	36,683,652	35,365,472	34,047,291	32,729,111	
	160	40,226,384	38,908,204	37,590,023	36,271,843	34,953,662	33,635,482	32,317,301	
	170	39,812,847	38,494,666	37,176,486	35,858,305	34,540,125	33,221,944	31,903,764	
	180	39,398,870	38,080,690	36,762,509	35,444,329	34,126,148	32,807,968	31,489,787	
	190	38,983,766	37,665,586	36,347,405	35,029,225	33,711,044	32,392,864	31,074,683	
	200	38,567,612	37,249,431	35,931,251	34,613,070	33,294,890	31,976,709	30,658,529	
	210	38,150,910	36,832,730	35,514,549	34,196,369	32,878,188	31,560,008	30,241,827	
	220	37,732,566	36,414,385	35,096,205	33,778,024	32,459,844	31,141,663	29,823,483	
	230	37,314,221	35,996,041	34,677,860	33,359,680	32,041,499	30,723,319	29,405,138	
	240	36,893,690	35,575,509	34,257,329	32,939,148	31,620,968	30,302,787	28,984,607	
	250	36,473,144	35,154,964	33,836,783	32,518,603	31,200,422	29,882,242	28,564,061	

TABLE 4

Balance (RLV - BLV)	38,520,640	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
	0	45,525,765	43,363,640	41,201,515	39,039,390	36,877,265	34,715,140	32,553,015
	10	45,126,720	42,964,595	40,802,470	38,640,345	36,478,220	34,316,095	32,153,970
	20	44,727,675	42,565,550	40,403,425	38,241,300	36,079,175	33,917,050	31,754,925
	30	44,327,097	42,164,972	40,002,847	37,840,722	35,678,597	33,516,472	31,354,347
	40	43,925,952	41,763,827	39,601,702	37,439,577	35,277,452	33,115,327	30,953,202
CIL £psm	50	43,524,010	41,361,885	39,199,760	37,037,635	34,875,510	32,713,385	30,551,260
40.00	60	43,120,755	40,958,630	38,796,505	36,634,380	34,472,255	32,310,130	30,148,005
	70	42,717,421	40,555,296	38,393,171	36,231,046	34,068,921	31,906,796	29,744,671
	80	42,312,044	40,149,919	37,987,794	35,825,669	33,663,544	31,501,419	29,339,294
	90	41,906,667	39,744,542	37,582,417	35,420,292	33,258,167	31,096,042	28,933,917
	100	41,499,777	39,337,652	37,175,527	35,013,402	32,851,277	30,689,152	28,527,027
	110	41,092,267	38,930,142	36,768,017	34,605,892	32,443,767	30,281,642	28,119,517
	120	40,683,914	38,521,789	36,359,664	34,197,539	32,035,414	29,873,289	27,711,164
	130	40,274,260	38,112,135	35,950,010	33,787,885	31,625,760	29,463,635	27,301,510
	140	39,864,414	37,702,289	35,540,164	33,378,039	31,215,914	29,053,789	26,891,664
	150	39,452,604	37,290,479	35,128,354	32,966,229	30,804,104	28,641,979	26,479,854
	160	39,040,794	36,878,669	34,716,544	32,554,419	30,392,294	28,230,169	26,068,044
	170	38,627,257	36,465,132	34,303,007	32,140,882	29,978,757	27,816,632	25,654,507
	180	38,213,280	36,051,155	33,889,030	31,726,905	29,564,780	27,402,655	25,240,530
	190	37,798,176	35,636,051	33,473,926	31,311,801	29,149,676	26,987,551	24,825,426
	200	37,382,022	35,219,897	33,057,772	30,895,647	28,733,522	26,571,397	24,409,272
	210	36,965,320	34,803,195	32,641,070	30,478,945	28,316,820	26,154,695	23,992,570
	220	36,546,976	34,384,851	32,222,726	30,060,601	27,898,476	25,736,351	23,574,226
	230	36,128,631	33,966,506	31,804,381	29,642,256	27,480,131	25,318,006	23,155,881
	240	35,708,100	33,545,975	31,383,850	29,221,725	27,059,600	24,897,475	22,735,350
	250	35,287,554	33,125,429	30,963,304	28,801,179	26,639,054	24,476,929	22,314,804



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

TABLE 5

Balance (RLV - BLV)	38,520,640	Density (dph)						
		25	30	35	40	45	50	55
CIL £psm 40.00	0	32,985,440	36,156,557	38,421,640	40,120,453	41,441,751	42,498,790	43,363,640
	10	32,586,395	35,757,512	38,022,595	39,721,408	41,042,706	42,099,745	42,964,595
	20	32,187,350	35,358,467	37,623,550	39,322,363	40,643,661	41,700,700	42,565,550
	30	31,786,772	34,957,888	37,222,972	38,921,784	40,243,083	41,300,122	42,164,972
	40	31,385,627	34,556,744	36,821,827	38,520,640	39,841,938	40,898,977	41,763,827
	50	30,983,685	34,154,802	36,419,885	38,118,698	39,439,996	40,497,035	41,361,885
	60	30,580,430	33,751,547	36,016,630	37,715,443	39,036,741	40,093,780	40,958,630
	70	30,177,096	33,348,212	35,613,296	37,312,108	38,633,407	39,690,446	40,555,296
	80	29,771,719	32,942,835	35,207,919	36,906,731	38,228,030	39,285,069	40,149,919
	90	29,366,342	32,537,458	34,802,542	36,501,354	37,822,653	38,879,692	39,744,542
	100	28,959,452	32,130,569	34,395,652	36,094,465	37,415,763	38,472,802	39,337,652
	110	28,551,942	31,723,059	33,988,142	35,686,955	37,008,253	38,065,292	38,930,142
	120	28,143,589	31,314,706	33,579,789	35,278,602	36,599,900	37,656,939	38,521,789
	130	27,733,935	30,905,052	33,170,135	34,868,948	36,190,246	37,247,285	38,112,135
	140	27,324,089	30,495,205	32,760,289	34,459,101	35,780,400	36,837,439	37,702,289
	150	26,912,279	30,083,396	32,348,479	34,047,291	35,368,590	36,425,629	37,290,479
	160	26,500,469	29,671,586	31,936,669	33,635,482	34,956,780	36,013,819	36,878,669
	170	26,086,932	29,258,048	31,523,132	33,221,944	34,543,243	35,600,282	36,465,132
	180	25,672,955	28,844,072	31,109,155	32,807,968	34,129,266	35,186,305	36,051,155
	190	25,257,851	28,428,968	30,694,051	32,392,864	33,714,163	34,771,201	35,636,051
	200	24,841,697	28,012,813	30,277,897	31,976,709	33,298,008	34,355,047	35,219,897
	210	24,424,995	27,596,112	29,861,195	31,560,008	32,881,306	33,938,345	34,803,195
	220	24,006,651	27,177,768	29,442,851	31,141,663	32,462,962	33,520,001	34,384,851
	230	23,588,306	26,759,423	29,024,506	30,723,319	32,044,618	33,101,656	33,966,506
	240	23,167,775	26,338,891	28,603,975	30,302,787	31,624,086	32,681,125	33,545,975
250	22,747,229	25,918,346	28,183,429	29,882,242	31,203,540	32,260,579	33,125,429	

TABLE 6

Balance (RLV - BLV)	38,520,640	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	49,945,629	45,071,322	40,120,453	35,089,950	29,978,758	24,782,544	19,496,607
	10	49,552,817	44,675,691	39,721,408	34,688,805	29,573,381	24,372,890	19,081,552
	20	49,158,013	44,278,734	39,322,363	34,285,645	29,166,994	23,961,828	18,665,397
	30	48,763,135	43,881,778	38,921,784	33,882,390	28,759,484	23,550,019	18,247,536
	40	48,367,644	43,483,057	38,520,640	33,477,534	28,351,040	23,136,527	17,829,032
	50	47,970,688	43,084,012	38,118,698	33,072,157	27,941,386	22,722,550	17,408,487
	60	47,573,732	42,684,252	37,715,443	32,665,576	27,530,853	22,306,592	16,987,113
	70	47,175,440	42,283,108	37,312,108	32,258,066	27,119,043	21,890,321	16,564,355
	80	46,776,395	41,881,963	36,906,731	31,849,726	26,706,385	21,471,976	16,140,073
	90	46,377,350	41,479,025	36,501,354	31,440,072	26,292,409	21,053,178	15,715,080
	100	45,976,209	41,075,770	36,094,465	31,029,943	25,877,593	20,632,633	15,287,861
	110	45,575,064	40,671,726	35,686,955	30,618,134	25,461,439	20,211,271	14,859,893
	120	45,173,137	40,266,349	35,278,602	30,206,183	25,044,431	19,788,513	14,430,426
	130	44,769,882	39,860,972	34,868,948	29,792,207	24,626,087	19,364,551	13,999,445
	140	44,366,626	39,453,661	34,459,101	29,378,230	24,206,853	18,939,568	13,567,682
	150	43,961,764	39,046,151	34,047,291	28,962,248	23,786,307	18,512,970	13,133,684
	160	43,556,387	38,637,667	33,635,482	28,546,093	23,364,811	18,085,751	12,698,839
	170	43,150,675	38,228,012	33,221,944	28,128,212	22,942,053	17,656,477	12,262,557
	180	42,743,165	37,818,326	32,807,968	27,709,868	22,518,260	17,226,751	11,824,591
	190	42,335,655	37,406,516	32,392,864	27,290,056	22,093,278	16,795,024	11,385,771
	200	41,926,921	36,994,706	31,976,709	26,869,510	21,667,153	16,362,560	10,944,886
	210	41,517,267	36,581,621	31,560,008	26,447,733	21,239,934	15,928,561	10,502,874
	220	41,107,612	36,167,645	31,141,663	26,024,975	20,811,441	15,493,320	10,059,669
	230	40,695,807	35,753,287	30,723,319	25,601,200	20,381,974	15,057,038	9,614,425
	240	40,283,997	35,337,133	30,302,787	25,176,218	19,951,078	14,618,981	9,168,252
250	39,871,237	34,920,978	29,882,242	24,750,411	19,519,351	14,180,377	8,720,370	

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

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	38,520,640	90%	95%	100%	105%	110%	115%	120%	
	0	30,061,248	35,092,594	40,120,453	45,144,782	50,167,386	55,188,183	60,207,277	
	10	29,658,697	34,692,089	39,721,408	44,747,826	49,771,956	54,793,305	59,814,102	
	20	29,255,442	34,290,944	39,322,363	44,350,221	49,375,000	54,398,426	59,419,224	
	30	28,850,738	33,888,697	38,921,784	43,951,176	48,978,044	54,002,174	59,024,345	
	40	28,445,360	33,485,442	38,520,640	43,552,131	48,579,990	53,605,217	58,629,347	
CIL £psm	50	28,038,470	33,081,423	38,118,698	43,151,480	48,180,945	53,208,261	58,232,391	
40.00	60	27,630,960	32,676,046	37,715,443	42,750,335	47,781,900	52,809,758	57,835,435	
	70	27,221,850	32,270,223	37,312,108	42,348,698	47,381,175	52,410,713	57,438,479	
	80	26,812,196	31,862,713	36,906,731	41,945,443	46,980,031	52,011,669	57,039,527	
	90	26,400,832	31,455,053	36,501,354	41,542,188	46,578,699	51,610,871	56,640,482	
	100	25,989,022	31,045,399	36,094,465	41,137,417	46,175,444	51,209,726	56,241,437	
	110	25,575,369	30,635,745	35,686,955	40,732,040	45,772,188	50,808,582	55,840,567	
	120	25,161,392	30,224,062	35,278,602	40,326,217	45,368,102	50,405,444	55,439,422	
	130	24,745,416	29,812,252	34,868,948	39,918,707	44,962,725	50,002,189	55,038,278	
	140	24,329,261	29,398,657	34,459,101	39,511,197	44,557,348	49,598,787	54,635,445	
	150	23,910,925	28,984,680	34,047,291	39,102,151	44,150,459	49,193,410	54,232,190	
	160	23,492,397	28,569,140	33,635,482	38,692,496	43,742,949	48,788,033	53,828,934	
	170	23,071,851	28,152,985	33,221,944	38,282,331	43,335,353	48,382,211	53,424,096	
	180	22,650,904	27,735,466	32,807,968	37,870,521	42,925,699	47,974,701	53,018,719	
	190	22,228,146	27,317,122	32,392,864	37,458,712	42,516,045	47,567,191	52,613,342	
	200	21,804,744	26,897,592	31,976,709	37,045,232	42,105,561	47,158,902	52,206,453	
	210	21,379,761	26,477,046	31,560,008	36,631,256	41,693,751	46,749,248	51,798,943	
	220	20,953,869	26,055,471	31,141,663	36,216,588	41,281,942	46,339,594	51,391,433	
	230	20,526,650	25,632,712	30,723,319	35,800,433	40,868,520	45,928,791	50,982,451	
	240	20,098,230	25,209,058	30,302,787	35,384,279	40,454,543	45,516,981	50,572,797	
	250	19,668,764	24,784,075	29,882,242	34,966,205	40,040,312	45,105,171	50,163,142	

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

190905 SWC Residential Appraisals_F-K_v2 - Summary Table

Scheme Ref:	F	G	H	I	J	K
No Units:	100	200	300	400	500	700
Location / Value Zone:	Higher	Higher	Higher	Higher	Higher	Higher
Development Scenario:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:		0	0	0	0	0
Total GDV (£)	28,463,175	56,926,350	85,389,525	113,852,700	142,315,875	199,242,225
AH %	40%	40%	40%	40%	40%	40%
Affordable Rent:	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Social Rent:	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%
CIL (£ psm)	40.00	40.00	40.00	40.00	40.00	40.00
CIL (£ per unit)	2,322.97	2,322.97	2,322.97	2,322.97	2,322.97	2,322.97
CIL (£)	232,297	464,595	696,892	929,190	1,161,487	1,626,082
Site Specific S106 (£ per unit)	2,000	2,000	2,000	2,000	2,000	2,000
Site Specific S106 (£)	200,000	400,000	600,000	800,000	1,000,000	1,400,000
Sub-total CIL+S106 (£ per unit)	4,323	4,323	4,323	4,323	4,323	4,323
Strategic Infrastructure (£ per unit)	-	-	-	-	-	-
Strategic Infrastructure (£)	-	-	-	-	-	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	4,323	4,323	4,323	4,323	4,323	4,323
Total Developers Profit (£)	4,738,091	9,476,181	14,214,272	18,952,362	23,690,453	33,166,634
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	16.65%	16.65%	16.65%	16.65%	16.65%	16.65%
Developers Profit (% on costs)	31.76%	31.88%	31.91%	31.89%	30.61%	30.67%
RLV (£)	7,670,534	15,430,831	23,175,875	30,862,604	35,884,158	50,412,327
RLV (£/acre)	1,241,689	1,248,954	1,250,553	1,248,992	1,161,770	1,165,805
RLV (£/ha)	3,068,214	3,086,166	3,090,117	3,086,260	2,870,733	2,880,704
Balance for Plan VA:		£0	£0	£0	£0	£0
BLV (£)	1,698,813	3,397,625	5,096,438	6,795,250	8,494,063	11,891,688
BLV (£/acre)	275,000	275,000	275,000	275,000	275,000	275,000
BLV (£/ha)	679,525	679,525	679,525	679,525	679,525	679,525
Surplus/Deficit	5,971,722	12,033,206	18,079,437	24,067,354	27,390,095	38,520,640
Surplus/Deficit (£/acre)	966,689	973,954	975,553	973,992	886,770	890,805
Surplus/Deficit (£/ha)	2,388,689	2,406,641	2,410,592	2,406,735	2,191,208	2,201,179
Plan Viability comments	Viable	Viable	Viable	Viable	Viable	Viable