

Appendices 1 - 11

Malvern Hills District Council, Worcester City Council
& Wychavon District Council

CIL Viability Report

South Worcestershire CIL Review

December 2025



Appendix 1 – Policies Matrix

South Worcester Councils (SWC) - Worcester City Council, Malvern Hills District Council and Wychavon District Council (CIL Viability Policies Review Matrix)

This policies matrix sets out the South Worcestershire Development Plan Review (SWDPR) policies and describes how we have incorporated the cumulative impact of the policies into the viability assessment. The matrix 'sign-posts' the reader to particular cost and values evidence which reads across into the financial appraisals.

Those policies with a *Direct impact* on viability include policies such as affordable housing, minimum housing standards etc. that have a quantifiable impact on viability. These have been explicitly factored into our economic viability appraisals through cost and value assumption etc.

Those policies with an *Indirect impact* have been incorporated into the viability study indirectly through the property market cost and value assumptions adopted e.g. market values, benchmark land value and BCIS costs etc. It is important to note that all the policies have an indirect impact on viability. The Local Plan sets the 'framework' for the property market to operate within. All the spatial policies have an indirect impact on viability through the operation of the property market (price mechanism).

Some policies are for very narrow specific circumstances of Development Management. These policies have *no material impact* on the value and cost assumptions for the CIL viability assessment.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
SWDPR 1: Climate Change mitigation and adaption	To ensure that development contributes to the mitigation of, and adaptation to climate change, development proposals will be required to: i. Locate development to minimise the need to travel and design layouts and infrastructure to prioritise movement by foot, bicycle and on public transport; (see SWDPR 6) ii. Provide first phase electric vehicle charging infrastructure; (see SWDPR 6) iii. Contribute towards and support health and social wellbeing to meet the needs of current and future communities; (see SWDPR 10) iv. Provide Green Infrastructure to help mitigate against and adapt to the impacts of climate change, including carbon sequestration, water management and temperature extremes. Incorporate tree planting appropriate for climate change and soft landscaping, bio-diverse roofs, combination green and blue roofs and green / living walls where suitable; (see SWDPR 7, 37 and 45) v. Protect and safeguard existing green spaces and provide opportunities for community self-sufficiency e.g. through the provision of allotments, community orchards etc; (see SWDPR 45)	vii.vi. Generate at least 20% of predicted energy requirements through renewable or low carbon energy measures unless it has been demonstrated that this would be unfeasible or would make the development unviable (see SWDPR 373). ~~x. Ensure that the built performance of the development (e.g., energy use, carbon emissions, overheating risk, etc.) matches the design performance to minimise the potential performance gap between design aspiration and the completed development. A recognised performance gap / assured performance and monitoring tool should be implemented to achieve this (see SWDPR 05).~~ xi.——ix. Prioritise the use of sustainable construction techniques and materials that involve the lowest embodied carbon and minimise their	Direct	This is an overarching policy to set the tone of the Plan to address climate change locally. We have incorporated the relevant costs of this policy herein (please refer to the more detailed comments under the particular policy references below).

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	vi. Deliver measurable net gains in biodiversity as well as protecting, restoring and enhancing habitats and ecological networks where appropriate; (see SWDPR 27) vii. Generate at least 20% of predicted energy requirements through renewable or low carbon energy measures; (see SWDPR 33) viii. Make the most effective and sustainable use of land; (see SWDPR 15) ix. Reduce the energy demand from new development in line with the principles of the energy hierarchy, considering the orientation, layout and design of development to maximise passive heating and cooling systems opportunities and implement a fabric first approach to construction and ultra-low energy consumption standards (e.g. Passivhaus); (see SWDPR 26) x. Ensure that the built performance of the development (e.g. energy use, carbon emissions, overheating risk etc) matches the design performance to minimise the potential performance gap between design aspiration and the completed development. A recognised performance gap / assured performance and monitoring tool should be implemented to achieve this; (see SWDPR 26) xi. Prioritise the use of sustainable construction techniques and materials that involve the lowest embodied carbon and minimise their ecological and	ecological and carbon footprints. ~~Major development should target <500 kgCO₂e/sqm upfront embodied carbon emissions (see SWDPR 05).~~ A. ~~All development will need to demonstrate the above requirements which may be incorporated into a Design and Access Statement. However, any development involving 10 or more residential units or 500 sqm or more of any additional floor space will furthermore be required to demonstrate this through the BREEAM or Home Quality Mark assessment process as required through policy SWDPR 26.~~ <u>Development should demonstrate, through a Design and Access Statement or other supporting evidence, (e.g. Homes Quality Mark, Building for a Healthy Life, BREEAM assessment, or equivalent assessment) how the objectives</u>		

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	carbon footprints. Major development should target <500 kgCO₂e/m² upfront embodied carbon emissions; (see SWDPR 26). xii. Minimise the impact on and from all sources of flood risk; (see SWDPR 34) xiii. Incorporate less resource intensive drainage solutions; (see SWDPR 35) xiv. Incorporate water use management and conservation features; (see SWDPR 36) xv. Submit Air Quality Assessments to determine the likely impact of development on air quality and resulting mitigation measures; (see SWDPR 37) and, xvi. Incorporate the latest communications infrastructure; (see SWDPR 32) All development will need to demonstrate the above requirements which may be incorporated into a Design & Access Statement. However, any development involving 10 or more residential units or 500 sqm or more of any additional floor space will additionally be required to demonstrate this through the BREEAM or Home Quality Mark assessment process as required through policy SWDPR26.	<u>outlined in SWDPR 01 have been addressed, subject to feasibility and viability.</u>		
SWDPR 2: Employment	This policy sets out the housing, employment and retail requirements across south Worcestershire to 2041.	No proposed changes that would directly impact viability.	Indirect	This is an overarching policy which sets the context for the employment and housing policies below. The impact

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and Housing Requirements	In order to meet the development requirements, the SWCs will plan, monitor and manage the delivery of at least 26,360 additional new dwellings, [and] 362.45ha ...of new employment land.... The net overall convenience and comparison retail floorspace capacities to 2029 are set out in the South Worcestershire Retail and Centre Study 2019....			of this policy is indirect through the price mechanism.
SWDPR 3: The Spatial Development Strategy and Associated Settlement Hierarchy	A. The Spatial Development Strategy comprises the following principles: i. Allocate sufficient land to meet the development requirements set out in SWDPR 2. ii. Support windfall development in sustainable locations primarily, in the case of residential uses, within defined development boundaries. iii. Conserve the special qualities and features of the Areas of Outstanding Natural Beauty. iv. Maintain the openness of the retained Green Belt and Significant Gaps. B. Development proposals will be assessed against all relevant SWDPR and Neighbourhood Plan policies. Table 1 [in the Plan] sets out the Settlement Hierarchy for South Worcestershire.	No proposed changes that would directly impact viability.	Indirect	This impacts the viability assessment indirectly through the price mechanism.

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	C. The open countryside is defined as land beyond any defined Development Boundary ... D. Development proposals should be of an appropriate scale and type with regard to landscape character (see SWDPR 30), location, Settlement Hierarchy classification and infrastructure capacity.... E. To encourage sustainable economic growth and ensure a range of diverse sites and premises are available to meet current and potential future economic needs; employment development proposals will be supported at strategic employment sites including Worcestershire Parkway subject to all relevant SWDPR and Neighbourhood Plan policies.... F. Development proposals for retail, leisure, and main town centre uses will be supported within the network of Defined Centres (as detailed in SWDPR 12: Promotion of Town, District and Local Centres) ... G. The SWDPR is supportive of additional plan led development proposals promoted through Neighbourhood Plans, ... H. In accordance with the Duty to Cooperate the South Worcestershire Councils will give full consideration to meeting the unmet development needs of neighbouring Local Planning Authorities...			

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SWDPR 4: Green Belt	Development on land designated as Green Belt will be restricted to ensure it continues to fulfil the five purposes of the Green Belt. The essential characteristics of Green Belts are their openness and their permanence. Substantial weight will be given to any harm to the Green Belt when assessing planning applications. 1. New buildings are inappropriate in the Green Belt with the following exceptions: (a) buildings for agriculture and forestry; (b) appropriate facilities for outdoor sport, outdoor recreation and cemeteries; (c) the extension and alteration of an existing building providing the original building is not disproportionately increased in size; (d) a replacement building for the same use providing it is not materially larger; (e) limited affordable housing for local community needs. 2. The following forms of development are not inappropriate providing they preserve the openness of the Green Belt and do not conflict with its purposes: (a) limited infilling or the partial or complete redevelopment of previously developed land;	No proposed changes that would directly impact viability.	Indirect	This impacts the viability assessment indirectly through the price mechanism. Green Belt land is currently constrained by the green belt policy. This land therefore has a very low Existing Use Value (EUV) as agricultural land etc. Where green belt sites are released for development, there is a significant uplift in land value for the proposed use (e.g. residential development).

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	(b) mineral extraction; (c) engineering operations; (d) local transport infrastructure which requires a Green Belt location; (e) the re-use of buildings of a permanent and substantial construction; (f) development under a Community Right to Build Order. Other development is inappropriate in the Green Belt and will only be permitted in very special circumstances. Such circumstances only exist if the potential harm to the Green Belt by reason of inappropriateness, and any other harm, is clearly outweighed by other considerations. 3. Hindlip Park is a Regional Emergency Services and Civil Resilience Site within the Green Belt and new development proposals for these uses are considered to be capable of demonstrating very special circumstances. Therefore, proposals for the redevelopment or intensification of the site will be supported that: (a) are limited to within its core site boundary as set out on the Policies Map; (b) utilise previously developed land first where possible; and			

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	(c) minimise and mitigate against any adverse impact on the openness of the Green Belt.			
SWDPR 5: Design and Sustainable Construction	To ensure the delivery of high-quality design and minimise the impact of climate change ... development proposals will: A. be required to be of a high quality and inclusive design that responds to any distinctive local character. ... B. be designed so that it creates safe, attractive and beautiful environments ... C. Promote high quality urban design delivering excellent public realm, including landscaping, streets, townscapes and public spaces. D. Maximising opportunities to improve the quality of life and health and well-being of ... residents through the provision of, but not exclusively: i) private, communal and public amenity space; ii) appropriate internal space standards for new dwellings; iii) recreational space for all; iv) connected spaces and places that promote active travel and alternative means of travel. v) Use of trees in streets and public places to provide shade.	B. All new development should mitigate the impacts of climate change through sustainable approaches to design and construction, so development proposals are required to: i. Demonstrate how adaptation measures and sustainable development principles have been incorporated into the design-; ii. Prioritise the use of sustainable construction techniques and materials that involve the lowest embodied carbon and minimise their ecological and carbon footprints-; Major development should target <500 kgCO₂e/sqm upfront	Direct	We have adopted a baseline allowance of £5,816per unit - £2,712 per unit for flats). This is based on the Future Homes Standards - MHCLG Consultation on changes to Parts L and F of the Building Regulations Option 2 - 'Fabric plus technology'. We have included an allowance for this water efficiency standard within our appraisals. This is £2,683 per house and £909 per unit for a flat; based on the Department for Communities and Local Government Housing Standards Review Cost Impacts (EC Harris September 2014) <u>and</u> the independent review of the costs and benefits of rainwater harvesting and grey water recycling options in the UK, Final Report for Waterwise, WEStrategy002, Energy & Environment, a

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	vi) Inclusion of 'soft' sustainable drainage solutions in new development, e.g. permeable surfaces for parking. E. All new development should mitigate the impacts of climate change through sustainable approaches to design and construction, so development proposals are required to: a. Demonstrate how adaptation measures and sustainable development principles have been incorporated into the design; b. Prioritise the use of sustainable construction techniques and materials that involve the lowest embodied carbon and minimise their ecological and carbon footprints. ...; c. Reuse and recycle materials that arise through demolition and refurbishment, ...; d. Consider the whole lifecycle carbon emissions of the development and demonstrate actions taken to reduce them. ...; e. Ensure developments mitigate and are resilient to the impacts of future climate change, including extreme weather events and increased risk from overheating and high rainfall events; f. Reduce the energy demand from new development in line with the principles of the energy hierarchy, implementing a fabric first approach to	~~embodied carbon emissions.~~ iii. Reuse and recycle materials that arise through demolition and refurbishment, including the reuse of excavated soil and hardcore within the site and demonstrate how materials can be recycled at the end of their lifetime-; iv. Consider the whole lifecycle carbon emissions of the development and demonstrate actions taken to reduce them-; ~~All major development shall calculate whole lifecycle carbon emissions (including embodied carbon emissions) through a nationally recognised~~		trading name of Ricardo-AEA Ltd, Issue number 1, Date 04 September 2020. Building to BREEAM Excellent standard will have a direct impact on the costs of development. We have factored the 0.4% and 1.8% uplifts into our commercial and retail appraisals respectively for non-residential schemes over 500 sqm, in line with the cost estimates for achieving a BREEAM Excellent rating set out in BREEAM: The Value of BREEAM – A Review of Latest Thinking in the Commercial Building Sector (2016).

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	construction and ultra-low energy consumption standards (e.g. Passivhaus). g. Design and orientate buildings to maximise the potential for passive heating and cooling, reducing the need for mechanical heating, ventilation and air conditioning. h. Implementing water efficiency and recycling measures to reduce mains water use; i. Expecting all new major residential development to achieve a Home Quality Mark assessment; j. Expecting non-domestic developments of 500 sqm of floorspace or above to achieve 'excellent' in BREEAM assessments. k. Ensure that the built performance of the development (e.g. energy use, carbon emissions, overheating risk etc) matches the design performance to minimise the potential performance gap between design aspiration and the completed development. ...	~~Whole Lifecycle Carbon Assessment methodology.~~ ~~v. Ensure developments mitigate and are resilient to the impacts of future climate change, including extreme weather events and increased risk from overheating and high rainfall events.~~ <u>v.</u> Reduce the energy demand from new development in line with the principles of the energy hierarchy, implementing a fabric first approach to construction and ultra-low energy consumption standards; ~~(e.g., Passivhaus).~~ <u>vi.</u> Design and orientate buildings to maximise		

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		the potential for passive heating and cooling, reducing the need for mechanical heating, ventilation and air conditioning-; ~~viii. Implementing water efficiency and recycling measures to reduce mains water use.~~ <u>vii.</u> Expect all new major residential development to achieve a Home Quality Mark assessment-; <u>viii.</u> Expect non-domestic developments of 500 sqm of floorspace or above to achieve 'excellent' in BREEAM assessments <u>or an equivalent assessment; and</u> <u>ix.</u> <u>Minimise the potential performance gap</u>		

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		<u>between</u> Ensure that the built performance of the development (e.g., energy use, carbon emissions, overheating risk, etc.) matches and the design performance to minimise the potential performance gap between design aspiration and the completed development. A recognised performance gap/assured performance and monitoring tool ~~should~~ <u>may</u> be implemented to achieve this.		
SWDPR 6: Transport	Managing Travel Demand A. Development proposals, taking into account their nature and location, must demonstrate that: the proposed layout and design will minimise the need to travel by car, clearly provide sustainable travel options, at least maintain highway safety for all users and be consistent with the delivery of the	No proposed changes that would directly impact viability.	Direct	Future development will be required to make a best effort to integrate the existing transport network in proposals. Sites and schemes with good access and

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	objectives in the latest Worcestershire Local Transport Plan. B. Travel Plans will be required for all major development proposals. C. Development proposals should be clearly supportive of the design criteria and principles set out in Manual for Streets (Part 1 and 2), LTN 1/20 Cycle Infrastructure Design, the Worcestershire Local Transport Plan and the Streetscape Design Guide. Reducing the Environmental Impacts of Travel D. In accordance with policy SWDPR 6, development proposals will be required to provide, or contribute financially to, a package of sustainable transport infrastructure and services needed according to their nature, scale and likely impact on the highway network. E. All new freestanding residential development will be required to provide Electric Vehicle (EV) charging infrastructure; For all other development the required EV charging infrastructure will be determined by the proposed use, scale, location and indicative likely need. Delivering Transport Infrastructure to Support Economic Prosperity			connectivity will be more marketable and viable than sites which are poorly located. For the purposes of our viability assessment, we have assumed that the relevant cost of Transport Assessment and Design and Access Statement (DAS) are included in the professional fee budget. There may be a cost for the implementation of the Travel Plan. 'Typical' S106/S278 costs are reflected in the Typologies Matrix for highways; abnormal costs should be factored into the value of the land. We assumed that EV charging costs are now included in BCIS to reflect the June 2022 regulatory requirements. There is a cost associated with the delivery of car parking on a development in terms of construction costs

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	F. The following transport schemes, as identified within Worcestershire LTP4, are the most significant for the successful implementation of the SWDPR: i. Active Travel Corridor and Network Enhancements as set out in Annex YYY; ii. Worcestershire Parkway Station – Cycle and vehicle parking capacity enhancement and additional platform; iii. Pershore Railway Station cycle and vehicle parking capacity enhancement; iv. Worcester Shrub Hill Station Masterplan; and v. Worcester City Centre Masterplan vi. Rushwick Station Proposal G. Development proposals will not be permitted if they are likely to prejudice the implementation of the transport schemes set out in clause F, ... H. The provision of dwellings employment land and retail as set out in policy SWDPR 02 across south Worcestershire to 2041 will require the phased implementation of a significant package of essential transport investments as set out in the latest Worcestershire Local Transport Plan. I. The following sites and corridors, as shown on the Policies Map, will be safeguarded from development that would prejudice sustainable transport network developments:			and development density. Likewise, there is a cost for offering alternative solutions. Sites and schemes with good access and connectivity will be more marketable and viable than sites which are poorly located. This impacts the GDV.

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	i. The Cotswolds and Malvern railway line; ii. The railway alignment between Droitwich Spa and Stoke Works; iii. The former alignment of the Stratford to Cheltenham railway line, including the former Chord Lines at Honeybourne Junction; iv. The former railway alignment between Great Malvern and Upton upon Severn; v. Land around the Newlands roundabout in Malvern Link; vi. land for the provision of Rushwick Railway Station, - cycle and car parking facilities; and vii. The transport infrastructure set out in the strategic allocations at Rushwick (SWDPR 53) and Worcestershire Parkway (SWDPR 51). Transport Assessment Strategy J. Transport Assessments are required for all major developments ... Parking K. In all urban areas developers will be required to meet the standards set out in the Worcestershire Streetscape Design Guide. Implementation L. In cases where new transport infrastructure is necessary in order to make a development proposal			

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	acceptable in planning terms financial contributions will be secured through CIL and/ or a Section 106 legal agreement.			
SWDPR 7: Green Infrastructure	A. Housing proposals are required to contribute towards the provision, maintenance, improvement and connectivity of Green Infrastructure (GI) as follows: i. For greenfield sites exceeding 1 ha (gross) – 40% GI excluding private gardens. ii. For greenfield sites of less than 1 ha but more than 0.2 ha (gross) - 20% GI excluding private gardens. iii. For all brownfield sites and greenfield sites of less than 0.2 ha (gross) - the proportion of GI will be determined by site characteristics and local circumstances and will be agreed with the LPA on a case-by-case basis. B. For employment and retail proposals (including mixed use commercial schemes), the proportion of GI will be determined by site characteristics and local circumstances and will be agreed by the LPA on a case-by-case basis. C. For developments which fall within sections A and/or B of this policy: i. The precise form and function(s) of GI will depend on the wider strategic green network, site	A. Housing proposals are required to contribute towards the provision, maintenance, improvement and connectivity of multi-functional Green Infrastructure (GI), <u>including Biodiversity Net Gain</u>, as follows [...] B. ~~For e~~ Employment and retail proposals (including mixed use commercial schemes), <u>are required to contribute towards the provision, maintenance, improvement and connectivity of multi-functional Green Infrastructure (GI), including Biodiversity Net Gain</u> the proportion of GI will be determined by site characteristics	Direct	This policy impacts the net to gross ratio of sites. This is set out within our Benchmark Land Value assumptions (see the Land Value Paper 2025). For other greenfield sites we have assumed a net to gross ratio of 60% for sites over 1 hectare, and 80% for sites under 1 hectare. For brownfield sites, we have assumed 90% net to gross. Policy updates relating to the AIRs and the Malvern Hills Mitigation strategy have been costed into the Typologies Matrix and Strategic Sites where appropriate. We have factored these Net Biodiversity Gain cost figures into our assessment — £268 per unit for brownfield,

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	characteristics, the local context and the Worcestershire GI Strategy's priorities. ... ii. Developers will be required to demonstrate how the functionality and connectivity of existing and proposed GI features will be retained, protected and enhanced ... iii. Strategic allocation sites will be required to accord with the relevant GI Concept Plans and Concept Statements as developed by the Worcestershire GI Partnership iv. On all other sites, developers will be required to prepare proportionate GI appraisals ... D. Effective management arrangements must be clearly set out and will be secured by condition(s)... E. Other than specific site allocations in the SWDPR, development proposals that would have a detrimental impact on GI attributes ... will not be supported unless [certain criteria are met]: F. Proposals on residential gardens will not be supported where development would cause harm to the local area (assessed on a case-by-case basis). G. All major developments will be required to demonstrate compliance with standards set out in 'Building with Nature' or equivalent benchmarks and demonstrate how this standard will be maintained throughout the lifetime of the development	and local circumstances and will be agreed by the LPA on a case-by-case basis. <u>G. To address recreational pressures associated with housing growth, with the exception of sites located on previously developed land, developer contributions will be sought from all residential developments of five or more dwellings within the identified 25km zone of influence within South Worcestershire (as shown on the Policies Map) towards the delivery of the mitigation strategy for the Malvern Hills SSSI, subject to viability.</u>		£1,003 per unit for greenfield, and £14,334 per hectare for non-residential schemes — in line with the rates set out in the DEFRA Biodiversity Net Gain and Local Nature Recovery Strategies, Impact Assessment (15 October 2019).

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	Areas of Informal Recreation (AIRs) Allocations H. The following locations have been allocated for new AIRs in South Worcestershire ...: ...Lower Hall farm Hampton Lovett... ...Land south of Jennet Tree Lane, Deblin's Green... ...Land north east of Blenheim Farm, Honeybourne...			
SWDPR 8: Significant Gaps (New Policy)		<u>A. The Significant Gaps listed below and shown on the Policies Map are designated to retain the separate identity of settlements and prevent coalescence either within or between settlements.</u> • <u>Droitwich Spa – Doverdale – Hampton Lovett;</u> • <u>Evesham – Hampton;</u> • <u>Leigh Sinton;</u> • <u>M5 Corridor, Worcester;</u> • <u>Pebworth;</u> • <u>Whittington – south of Whittington Road</u>	Indirect	The policy seeks to steer development away from Significant Gaps. This impacts the viability assessment indirectly through the price mechanism.

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		<u>and separate area bounded by A4440, Church Lane, Berkley Close, M5 and Brewers Lane;</u> • <u>Worcester South;</u> • <u>Worcester West.</u> <u>B. Land within Significant Gaps will be kept open and essentially free of development.</u> <u>C. Exceptions to this may include development that accords with other policies in the plan which are permissive of development in the countryside.</u>		
SWDPR 9: Historic Environment	A. Development proposals should conserve and or enhance heritage assets, including assets of potential archaeological interest, subject to the provisions of SWDP 29. Their contribution to the setting and character of the landscape or townscape should be protected in order to sustain the historic quality, sense of place, environmental quality and economic vibrancy of south Worcestershire.	No proposed changes that would directly impact viability.	Indirect	This policy has an indirect impact on our viability assessment given that there is a cost associated with these policy requirements from developments in conservation areas and

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	B. Development proposals will be supported where they conserve and enhance the significance of heritage assets, including their setting. In particular this applies to: i. Designated heritage assets; i.e. listed buildings, conservation areas, scheduled monuments, registered parks and gardens and registered battlefields, as well as non-designated heritage assets. ii. The historic landscape, including locally distinctive settlement patterns, field systems, woodlands, ancient and veteran trees and commons and historic farmsteads and smallholdings. iii. Designed landscapes, including parkland, gardens, cemeteries, churchyards, public parks, urban open spaces and industrial, military or institutional landscapes. iv. Archaeological remains of all periods. v. Historic transportation networks and infrastructure including roads and trackways, canals, river navigations, railways and their associated industries. vi. The historic core of the cathedral city of Worcester, ... vii. The civic, religious and market cores of south Worcestershire's city, town and village fabric C. Development proposals will be supported where they conserve and enhance the historic environment			other historic environment assets. We have used current costs based on the BCIS and rebased them to SWC which take into consideration costs of 'typical' development across the area. We acknowledge that construction costs are likely to be higher within designated heritage environments, but values are also likely to be higher. Conservation areas are protected areas of special architectural or historic interest. Conservation areas attract a premium due to their placemaking qualities. Research on the effects of conservation areas on house prices provides evidence that a high-quality environment can add value to residential property. Furthermore, developments involving heritage assets are likely to require a bespoke

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	in order to encourage tourism, inward investment and increase the vitality and attractiveness of their location. In particular the adaptive reuse of historic assets will be supported to achieve these objectives.			approach to viability e.g. optimal viable use, enabling development and/or grants.
SWDPR 10: Infrastructure	A. The south Worcestershire Councils will work closely with its partners, in particular Worcestershire County Council, to bring forward the infrastructure required to deliver the plan. B. Developments will be required to provide or contribute towards the provision of any infrastructure necessary for the development. C. Planning obligations will be sought where a development proposal will create a need to provide additional, or improvements to, infrastructure that is directly related to the development. D. Contributions will be sought towards the delivery of the following types of infrastructure: affordable housing, transport, green infrastructure, green spaces, education, health, waste and social infrastructure including leisure, sports and recreation facilities. E. Where infrastructure is needed to support new development, the infrastructure must be operational no later than the appropriate phase of the development for which it is needed.	C. <u>Where necessary to make development acceptable in planning terms</u>, planning obligations will be sought where a development proposal will create a need to <u>fund</u> additional infrastructure, or improvements to <u>existing</u> infrastructure, that is directly <u>and fairly related, in scale and kind</u>, to the development. D. Contributions will be sought towards the delivery of the following types of infrastructure: ~~affordable housing~~, transport, green infrastructure, ~~green~~ <u>open spaces, flood defence infrastructure, emergency services</u>, education, health, waste and social infrastructure including leisure, and sports and recreation facilities. E. Where infrastructure is needed to support new development, ~~the infrastructure~~	Direct	This policy has a direct impact on the development costs. We have explicitly factored into the appraisals all the relevant infrastructure costs for the various Typologies. This is based upon the relevant Policies herein. See the Typologies Matrix.

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	F. The Community Infrastructure Levy (or any subsequent replacement) will be used to address the cumulative impacts of infrastructure in an area.	<u>it</u> must be operational no later than the appropriate phase of the development for which it is needed.		
SWDPR 11: Health and Wellbeing	A. Proposals for new development must consider their impact on health and wellbeing, ... Proposals must have a positive impact on health and wellbeing ... B. Development proposals must contribute to healthier communities and support health and social wellbeing. They will need to demonstrate that they are well designed to meet current and future needs of all members of community all aspects of mental and physical health. Support will be given to proposals that provide: i. A mix of housing to meet the needs of different groups in the community, ...; ii. Dementia-friendly design, including streetscape and public realm; iii. Accessible open spaces, including appropriately located, sized and equipped areas for all members of the community; iv. Community facilities and greenspaces, and the retention of existing provision, to help promote community cohesion, reduce social isolation and provide	B. Development proposals must contribute to healthier communities and support health and social wellbeing. <u>This can be achieved through a Health Impact Assessment (HIA). The HIA will ensure that the effects of development on both health and health inequalities are considered and addressed during the planning process.</u> <u>Development proposals</u> They will need to demonstrate that they are well designed to meet the current and future needs of all members of a community ~~and all aspects of mental and physical health~~ <u>and directly support overall health and well-being.</u> Support will be given to proposals that provide: [...]	Direct	This Policy is an over-arching strategic policy, and we have included the relevant costs (e.g. green infrastructure and biodiversity) explicitly within the appraisals. See the Typologies Matrix. This policy has a direct impact on the development costs. We have explicitly factored into the appraisals all the relevant healthcare infrastructure costs for the various Typologies. The explicit costs can be seen in the Typologies Matrix. We have included appropriate allowances for Health Impact Assessment (HIA) or Health Impact Assessment Screening Report within the pre-

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	opportunities for day-to-day active lifestyles; v. A permeable environment that prioritises and designs in active travel (such as walking and cycling) provision or retention of links (within and beyond the development) to local centres, schools, workplaces and community facilities, in order to reduce car dependency and facilitate community connectivity; vi. Buildings designed to maximise energy efficiency and the use and/or production of renewable and low-carbon energy; vii. Buildings must be planned to minimise (users/occupants) exposure to air, noise and light pollution ...; viii. Green Infrastructure and net gains in biodiversity; and ix. Access to fresh food, for example C. Health Impact Assessments (HIA) will be required A HIA must be undertaken on the following: Residential/mixed use development sites of 10 (net) dwellings or more, or residential sites with an area of 0.5 ha(net) or more (applies to C2 and C3 uses).			planning and professional fees cost allowances. The provision and requirements of acute and primary health care facilities will be addressed through the Infrastructure Policy (SWDPR 09), the Infrastructure Delivery Plan (IDP) and will be informed by HIA, where applicable. New development should be supported by necessary and accessible health and social infrastructure, and <u>it is expected that major housing development will incorporate new primary health care facilities or the extension of existing facilities and contribute to secondary health care infrastructure (in consultation with Worcestershire Acute Hospital Trust and the Herefordshire and Worcestershire ICB).</u> This modification is to make it clearer to identify that secondary healthcare should

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	- Non-residential developments for new or net additional floor space of 1,000 m2 or more or non-residential development on sites of 1 ha (net) or more. D. Additionally, in order to identify whether a proposal requires a full HIA, a HIA screening assessment must be undertaken on proposals that would require planning permission for, or changes of use to: - Restaurants and cafes... - Drinking establishments (Sui Generis) - Hot food takeaways (Sui Generis) - Betting shops and pay-day loan shops (Sui Generis) - Any other relevant proposals considered by the local planning authority to require a HIA Screening assessment. Proposals not requiring planning permission, i.e. as set out under the Town and Country Planning General Permitted Development (England) Order (as amended) are exempt from this process.			be considered and to consider the impact of developments upon health infrastructure. Any negative impacts that are identified (and the costs of mitigation) should be deducted from the price paid for the land.
SWDPR 12: Providing the Right Land and	A. Allocated sites to meet the employment land requirements as evidenced by the South Worcestershire Economic Development Needs	No proposed changes that would directly impact viability.	Indirect	The allocation of employment land has an indirect impact on the wider land market. As land is a finite resource, land that is

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buildings for Jobs	Assessment 2022 for E(g), B2 and B8 uses are identified in policies SWDPR 51 to 63 inclusive. B. The development of sites allocated in this plan for employment uses for alternative residential uses will not be supported between plan reviews. Where no progress to deliver sites allocated for employment has been made before a plan review the suitability and availability of the site will be re-considered alongside all other available sites and allocated sites may be removed from the plan where there is little or no prospect of sites being delivered for the allocated employment use. C. Proposals for town centre uses on allocated employment sites will only be permitted if they are related in scale and use to the primary employment focus of the site, and would have no significant adverse impact on the vitality and viability of any defined centre (see policy SWDPR 12). D. To ensure businesses can start up, grow, and relocate within south Worcestershire applications for non-E(g), B2 or B8 uses on the strategic employment sites listed below and shown on the SWDP Review Policies Map will not be supported unless the applicant can demonstrate that there are no alternative or more suitable locations for the proposed use and that the continued use of the premises in the current use is unviable. E. In non-strategic employment sites in urban locations planning permission for the change of use			allocated for employment cannot be used for residential and vice versa. This may have supply / demand implications putting upward pressure on land values in the region which in turn will affect the benchmark land values used for plan viability testing purposes. See the Land Market paper.

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	of premises of over 500 sq. m net floorspace, which are currently or were last used for employment purposes within the E(g), B2 and / or B8 use classes, will be only be supported where: [certain criteria is met] F. The Strategic Employment Sites are: • Warndon Business Parks • Blackpole East and West and Cosgrove Close • Worcester Six Business Park • Malvern Hills Science Park and QinetiQ • Enigma Business Park and Spring Lane • Tenbury Business Park • Vale Park • Hartlebury Trading Estate • Stonebridge Cross • North Pershore / Keytec • Berry Hill • Hampton Lovett • Stockwood Business Park			

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SWDPR 13: Promotion of Town, District and Local Centres	A. New retail, leisure and tourism development that contributes to retaining a high-quality sustainable network of Defined Centres will be supported. B. Proposals for retail, leisure, and main town centre uses within the Defined Centres set out in Table X will need to demonstrate that they will: i. Contribute to an accessible, attractive and safe environment; and ii. Make full use of the building by providing a separate entrance to facilitate Class E or a residential use on the upper floors. iii. An active ground floor frontage is retained or provided. [the Policies sets out the existing Defined Centres Hierarchy.] New centres are planned for Rushwick (SWDPR 53) and Worcestershire Parkway (SWDPR51) and these will eventually be included on the Defined Centres Hierarchy. The Sequential & Impact Policy Tests C. Applications for retail, leisure and main town centre use development outside the Defined Centres must demonstrate that: i. The Sequential Test ..., has been met;	No proposed changes that would directly impact viability.	Indirect	It is important to have a network of District and Local Centre to support walking neighbourhoods, so that all people are within walking distance of a vibrant local centre. This policy is to sustain and enhance the vitality and viability of a network and hierarchy of centres in the District(s) by ensuring that new, appropriate scale of retail, leisure and office development is encouraged in sequentially preferable locations. The definition of Centres may have an impact on land values, rents and yields creating distinct market areas/uses. We have undertaken market analysis of retail and commercial uses to highlight any implications in terms of viability and deliverability. Vibrant centres will help to under-pin the attractiveness

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	ii. The development (retail and leisure development only) would not have a significant adverse impact on the vitality and viability of any Defined Centre; iii. The development (retail and leisure development only) would not have a significant adverse impact on existing, committed or planned investment in any Defined Centre; and iv. Access by all travel modes and particularly bus, cycle and walking is convenient and safe, taking into account any improvements provided or secured by the development. Local Retail Impact Test Thresholds D. To maintain the vitality and viability of the Defined Centres, the following thresholds will apply for a Retail Impact Assessment for proposals... that are not within a Defined Centre or in a location allocated for new retail development: • Worcester: 1,000 sq. m. • Droitwich, Evesham and Malvern: 750 sq. m. • Pershore: 500 sq. m. • Tenbury Wells and Upton-upon-Severn: 350 sq. m. Change of Use Applications			of the Districts as a place to live, work and visit. This will manifest indirectly through the price mechanism for land and property values – including residential development.

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	E. Within the defined Primary Shopping Frontages, ... F. Beyond Primary Shopping Frontages but within Primary Shopping Areas ... G. Beyond the Primary Shopping Areas, but within the Defined Centres, ... H. Proposals ... must comply with the relevant policy requirements of SWDPR 10: Health and Wellbeing, where applicable. The Night-Time Economy I. New, or extensions to existing, night-time economy uses (drinking establishments, night clubs and hot food takeaways) will be supported provided they: [meet certain criteria (i-iii)] Smaller Scale Retail Facilities J. The change of use of freestanding village and neighbourhood shops (Class Ea or Class F2a) to a residential use will only be supported if there is an alternative equivalent facility within safe walking distance or clear evidence is presented that demonstrates that the premises are no longer viable for a Class E use. K. New or expanded farm shops, garden centres or petrol filling stations will be supported provided: [criteria i-iv are met].			

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SWDPR 14 – Non-Allocated Employment Development	A. Proposals for E(g), B2 or B8 floor space, or buildings for intensive horticultural uses will be supported where it has been demonstrated that there is no allocated employment land available and there is clear: a. Evidence of need for business uses ...; and b. That the location is appropriate for the intended use ..., taking into account: i. Physical and functional relationship of the site to the adjacent settlement; ii. impact on the amenity of occupiers of neighbouring and nearby properties; iii. Relationship to, and impact of traffic on, the local highway network; iv. Scope to assess the site conveniently and safely on foot, by cycle and the availability of public transport services; v. Scope to minimise the use of non-renewable resources and energy consumption; and vi. Compliance with other relevant SWDPR policies. B. In granting permission, the LPA will remove Permitted Development Rights which would	No proposed changes that would directly impact viability.	Indirect	This policy is unlikely to have impact on CIL Viability, beyond potential indirect impacts on land values.

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	otherwise allow conversion of the development to non-business uses. C. Buildings for intensive horticultural production will be conditioned to ensure the land is returned to agricultural use when the horticultural use ceases.			
SWDPR 15 – Employment in Rural Areas	A. To help promote rural regeneration across south Worcestershire, existing employment sites in rural areas that are currently or were last used for E(g), B2, B8, tourism, leisure and / or recreation-related purposes will be safeguarded for employment-generating uses during the plan period. B. Proposals to diversify agricultural and other land-based rural businesses for employment, tourism, leisure and recreation uses will be permitted providing: a. The proposed use does not detract from or prejudice the existing agricultural undertaking or its future operation; b. The scale, layout and design of activities associated with the proposed development is appropriate to the rural character of the area; and c. Wherever possible existing buildings are used to reduce the need for additional built development.	No proposed changes that would directly impact viability.	Indirect	The implementation of this policy will impact the real estate market through the quality of the environment and the strength of the economy created. This will impact real estate values (and costs e.g. land) over time through the price mechanism. This policy relates directly to the development within the rural areas of the District(s). Development within the rural areas of the District(s) whilst still contributing to the delivery of the Plan, the Plan is not contingent on these types of sites unlike larger more urban located sites where capacity is greater. As such this policy has an

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	d. Where practicable improve access via pedestrian, cycle or public transport. C. Proposals for live / work accommodation will be permitted providing: i. They are located within or adjacent to a town or Category 1, 2 or 3 village. ii. The work element of the proposal relates to an existing, established and economically viable business that has been trading for at least 3 years. iii. The residential and employment floor spaces are combined in a single building at a scale appropriate to the location and setting. iv. The residential use is ancillary with floor space split at least 60% employment and no more than 40% residential. v. The residential accommodation does not exceed 100 m2. vi. The residential and work spaces have separate entrances, toilet and kitchen facilities as well as limited visitor parking provision. vii. All units have access to superfast broadband and electric vehicle charging infrastructure.			indirect impact on CIL Viability.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	viii. Proposals for ten or more live / work units should include the provision for a shared admin services facility, i.e. meeting rooms and essential office services. ix. The proposed use does not involve the sale of goods to visiting members of the public or fall within the E(b), B2, C1, or C2 use classes, or drinking establishments or hot food takeaways (Sui Generis) and does not relate to equestrian activities. D. Where planning permission is required for the residential conversion of isolated rural buildings it will only be granted where a marketing exercise has shown that employment, tourism or leisure and recreation uses are unviable.			
SWDP 16: Effective Use of Land	A. To deliver places that are more sustainable, development will make the most effective and sustainable use of land, focusing on: i. Housing density; ii. Reusing previously developed land; and iii. Making only exceptional use of the Best and Most Versatile Agricultural Land. Housing Density B. Housing development in south Worcestershire will make the most effective and efficient use of land, with housing density designed to	E. Subject to parts B, C and D above, on sites allocated for housing or for mixed use that includes housing, the following ~~broad indications of~~ appropriate minimum net densities shall apply: i. On sites within the city of Worcester and allocations for more than 100 new dwellings in Droitwich Spa, Evesham and Malvern,	Direct	This policy will have a direct implication on the scheme design and therefore both the: GDV achievable on a development site through manipulation of the maximum achievable quantum; and the costs of construction. The density of development has a direct impact on the quantum of land required for any particular development.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	enhance the character and quality of the local area, whilst also being commensurate with a viable scheme and infrastructure capacity. C. Housing density will be greater on sites with a high level of accessibility, ... D. The form and density of housing will vary across some major development sites, ... E. Subject to parts B, C and D above, on sites allocated for housing or for mixed use that includes housing, the following broad indications of appropriate net densities shall apply: i. On sites within the city of Worcester and allocations for more than 100 new dwellings in Droitwich Spa, Evesham and Malvern, development should achieve a minimum net density of 40 dwellings / ha. ii. On sites within Worcester city centre and the town centres of Droitwich Spa, Evesham and Malvern, development of mainly flatted units should achieve a minimum net density of 75 dwellings / ha. iii. In Pershore, Tenbury Wells, Upton-upon-Severn and the villages, and on sites of less than 100 dwellings in Droitwich Spa, Evesham and Malvern outside their identified town centres, new development should be	development should achieve a minimum net density of 40 dwellings / ha. ~~G. The plan includes an indicative monitoring target of 20% of housing development in the plan period to be located on brownfield land.~~ <u>I. Housing development is expected to make best use of suitable and available previously developed land (Brownfield Land). Development proposals on previously developed land will be supported when they are located within a development boundary.</u> <u>Soil Management</u> <u>L. Planning applications on sites exceeding 5ha will be expected to demonstrate how the impact of development on soils has been mitigated and opportunities for conserving and enhancing the quality of soil maximised. A site-specific soil management</u>		This therefore has an impact on the overall land value. In determining the relevant scheme typologies, we have had regard to the requirements of this policy. The relevant density assumption and unit mix is set out on the Typologies Matrix. This is 30 dph on greenfield typologies and 40 dph on brownfield typologies. For the purposes of our viability assessment, we have assumed that the relevant cost of the soil management plan is included in the professional fee budget.

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	provided at a minimum net density of 30 dwellings / ha. iv. In allocated new settlement(s) and urban extensions, densities will be determined through master planning and the development management process, ... v. Where urban extensions and other large developments abut open land or sensitive locations such as conservation areas, listed buildings, areas of archaeological interest or ecological / biodiversity value, their design should reflect the sensitivity of those areas. Development densities immediately adjacent to such areas should be adjusted downwards as appropriate to ensure that impact on them is minimised, whilst maintaining the overall average density of the site. vi. In accordance with the densities prescribed in an adopted neighbourhood plan. Windfall Sites F. Windfall housing developments should be assessed against the density criteria ...above... Use of Brownfield Land (Previously Developed Land)	<u>plan should be provided informed by a detailed Agricultural Land Classification (ALC) and soil resource survey setting out the following where relevant:</u> i. <u>How impact on soils during the construction process has been minimised through avoiding: soil loss, compaction, pollution, and reduction in the quality of soil;</u> ii. <u>Development has been located to avoid the loss of the highest quality soils, unless it can be demonstrated that the benefit of development outweighs the harm of sealing the soils;</u> iii. <u>Beneficial soil reuse and sustainable soil management has been implemented where possible; and</u>		

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	G. The plan includes an indicative monitoring target of 20% of housing development in the plan period to be located on brownfield land. Best and Most Versatile Agricultural Land H. Windfall development proposals which meet the definition of Major development on BMVAL will only be supported [subject to criteria] I. In addition, the effect of the loss of BMVAL on farm/horticultural enterprises economics and management will be considered. Soil Management Planning applications on sites exceeding 5ha will be expected to demonstrate how the impact of development on soils has been mitigated and opportunities for conserving and enhancing the quality of soil maximised. A site-specific soil management plan should be provided informed by a detailed Agricultural Land Classification (ALC) and soil resource survey setting out the following where relevant: i) How impact on soils during the construction process has been minimised through avoiding: soil loss, compaction, pollution, and reduction in the quality of soil; and	<u>iv. Artificial surface cover that seals off soils has been minimised.</u>		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	ii) Development has been located in a way that avoids highest quality soils on sites where possible; and iii) Beneficial soil reuse and sustainable soil management has been implemented where possible; and iv) Artificial surface cover that seals off soils has been minimised.			
SWDPR 17: Housing Mix and Standards	A. All new residential developments of five or more units, having regard to location and site size, should contain a mix of types and sizes of market housing which will include the provision of housing suitable for the needs of older people. The mix will be informed by the latest Strategic Housing Market Assessment (SHMA) and, where available, by other local data, for example, Council's housing registers, Neighbourhood Plans, parish surveys, parish plans, the latest council position statement and developers' assessments. B. Proposals for all new residential development (to include both market and affordable housing and, where practicable, conversions of existing buildings) should, as a minimum, meet the requirements of the Nationally Described Space Standard as set out in Annex C. C. All new dwellings should meet the requirements of Building Regulations Part M4(2)	A. All new residential development of five or more units, having regard to location and site size, should contain a mix of types and sizes of market housing, ~~which will include the provision of housing suitable for the needs of older people.~~ The mix will be informed by the latest Strategic Housing Market Assessment (SHMA). ~~and, where available, by other local data; this could include SWC housing registers, Neighbourhood Plans, parish surveys, parish plans, the latest~~	Direct	The scheme mix assumption(s) are set out within the Typologies Matrix. This has regard to the SHMA. We have incorporated the Nationally Described Space Standards when formulating the generic house sizes to appraise. The requirement for Category M4 (2) accessible and adaptable housing has a cost implication for development. In addition to the baseline BCiS construction costs, we have made extra-over allowance per unit for housing M4 (2)

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	dwelling standard (Accessible and Adaptable Dwellings). D. On sites of 20 dwellings or more, 5% of the dwellings (equally split between market and affordable where practicable) should meet the requirements of Building Regulations Part M4 (3)(2)(a) dwelling standard (Wheelchair Adaptable Dwellings). E. In addition, on sites of 20 dwellings or more, 5% of the dwellings should be for sale as serviced Self or Custom Build plots unless demand identified on the LPA Self-Build and Custom Housebuilding Register, or other relevant evidence, demonstrates that there is a lower level of demand for plots.	~~council position statements and developers' assessments.~~ B. Proposals for all new residential development (to include both market and affordable housing and, where practicable, conversions of existing buildings) should, as a minimum, meet the requirements of the Nationally Described Space Standard, as set out in Annex C, <u>unless this is demonstrated to be unfeasible.</u> C. All new dwellings should, <u>as a minimum,</u> meet the requirements of Building Regulations Part M4(2) dwelling standard (Accessible and Adaptable Dwellings)⁽⁴⁾. <u>Exceptions to this requirement may include</u>		Category 2 housing (see Typologies Matrix). This cost has been factored and updated into our appraisals. This is based on the DCLG housing Standards Review, Final Implementation Impact Assessment, March 2015, paragraphs 153 and 157. £625 per unit for Category M4(2) – 95% of the units; and £12,133 per unit for Category M4(3)(a) – 5% of the units. The provision of Custom Self-build (CSB) plots is a deliverability rather than viability matter. In viability terms, we consider the impact of CSB plots to be neutral and within the 'buffer' of the

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		<u>when a proposal has Listed Building constraints or site-specific factors such as vulnerability to flooding, site topography or other constraints. Where step-free access is demonstrated not to be feasible, the requirements in Part C will not apply.</u> D <u>With the exception of schemes for 100% Affordable Housing, 100% apartments or 100% sub-division or change of use of buildings to residential use, on</u> ~~On~~ sites of 20 dwellings or more, 5% of the dwellings ~~(equally split between market and affordable where practicable)~~ should also meet the requirements of <u>the</u> Building Regulations Part M4(3)(2)(a) dwellings standard ~~(Wheelchair Adaptable Dwellings)~~ <u>Wheelchair User Dwellings.</u> <u>Exceptions to this requirement may include</u>		appraisal(s). The hypothesis in our approach to CSB housing is that our models assess the viability of (A) taking an undeveloped site, (B) servicing the site and mitigating harm, and (C) building out that site by one house-builder/developer i.e. the normal development process is from (A) to (C). It should therefore not impact significantly on the viability if this process is carried out by more than one economic actor e.g. a plot developer/enabler and a CSB plot builder. The process is the same: (A) to (B) and (B) to (C). We acknowledge that there will be some differences in the individual actors' value, cost and profit motives however, these would be shared between the actors. Thus: the value of a 'one-off' custom build house will be at a premium to general estate housing;

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		<u>when a proposal has Listed Building constraints or site-specific factors such as vulnerability to flooding, site topography or other constraints. Where step-free access is demonstrated not to be feasible, the requirements in Part D will not apply.</u> E. In addition, on sites of 20 dwellings or more⁽²⁾, 5% of the dwellings should be for sale as serviced Self or Custom Build plots, unless demand identified on the LPA Self-Build and Custom Housebuilding Register, or other relevant evidence, demonstrates that there is a lower level of demand for plots. <u>The plots should be effectively marketed at a realistic price for 18 months. Any plots that remain unsold after this period shall revert to</u>		and value to the enabler is the RLV of the single plot; • there will be no affordable housing or CIL for the custom self-builder; • construction cost is higher for 1-3 units schemes in BCIS; • external works costs will be split between the enabler (for the estate roads / utilities etc) and for the custom self-builder in on-plot drives and paths etc.; • contingency is likely to be higher for the custom self-builder; • professional fees (%) are likely be higher for the custom self-builder – to include project management;

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Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
		<u>the developer for development and sale as market homes. Part E does not apply to schemes for 100% Affordable Housing, 100% apartments or 100% sub-division or change of use of buildings to residential use.</u>		- the custom-self builder does not have any marketing or sales costs; - Profit is reduced in proportion to the risks for the enabler as they are only required to service plots. Depending upon demand this could also provide an early cashflow injection. There is no profit required for the custom self-builder; - Interest is likely to be higher for the custom self-builder e.g. if bridging finance is required before they can sell their existing home; As you can see, there are financial costs and benefits for each of the actors in the custom-self build model. Furthermore, if there is sufficient buffer in the appraisal in terms of developer profit and residual land value for the land owner, then the buffer

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				should be able to accommodate the subtle difference in delivery mechanism.
SWDPR 18 Sub-division, Multiple Occupation and Changes of Use of Dwellings	Permission for the subdivision or multiple occupation of dwellings within Development Boundaries, including changes of use to hostels and guest houses, will be supported provided that: i. It does not lead to, or increase an existing over-concentration of such uses in the local area; ii. It does not result in the significant loss of large family housing; iii. The proposal makes adequate provision for parking, respects residential amenity of both the scheme residents and neighbouring occupiers and includes sufficient amenity space; and iv. In the case of hostels and changes of use to accommodate patients/residents which may lead to higher-than-expected noise disturbance, the property must be detached.	No proposed changes that would directly impact viability.	No impact	This is a specific policy for the development control of HMOs, subdivision and change of use. There is no significant impact on the property market of this policy which impacts our viability assessment.
SWDP 19: Meeting	A. All new residential development, including conversions, above the thresholds in SWDPR 18 B (and adjacent land, if it could reasonably	A. All new residential development (within Use Class C3) including conversions, above the thresholds in SWDPR	Direct	This policy will have a direct impact on CIL Viability. We have had explicit regard to this affordable housing policy

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
Affordable Housing Needs	form part of a larger site), will contribute to the provision of affordable housing. B. The, size, type, tenure and distribution of affordable dwellings to be provided will be, dependent on recognised local housing need (including the need of older residents and residents with special needs), specific site and location factors. The number of affordable dwellings to be provided on sites is as follows: i) Within the Designated Rural Areas, - On greenfield sites of between 5 and 9 dwellings, 40% of units should be affordable and provided on site; and - On brownfield land sites of between 5 and 9 dwellings, 30% of units should be affordable and provided on site - On sites of less than 5 dwellings, a financial contribution towards local affordable housing provision should be made, based on the cost of providing the equivalent in value to 20% of the units as affordable housing on site.	48 B (and adjacent land, if it could reasonably form part of a larger site) will contribute to the provision of affordable housing <u>as defined by the NPPF.</u> ~~B. The size, type, and distribution of affordable dwellings to be provided will be dependent on recognised local housing need (including the need of older residents and residents with special needs) and specific site and location factors. The number of affordable dwellings to be provided on sites is as follows:~~ i. Within Designated Rural Areas <u>(but excluding proposals for rural workers dwellings where the market value of the dwelling is effectively restricted by an occupancy limitation condition):</u> 1. On greenfield land sites of between five and nine		(target and mix) within our financial viability assessment. See the Typologies Matrix.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	ii.) On greenfield land sites of either 10 or more dwellings or 0.5 ha or more, 40% of the units should be affordable and provided on site. iii.) On brownfield land sites of either 10 or more dwellings or 0.5 ha or more, 30% of the units should be affordable and provided on site. C. Where a robust justification exists, off-site contributions may be accepted in lieu of on-site provision. D. Secure arrangements will need to be put in place to ensure that the affordable housing provided in accordance with this policy will remain affordable in perpetuity (or in exceptional circumstances that the subsidy will be recycled for alternative affordable housing provision) and, for sites outside the city, towns or strategic allocations, available to meet the needs of local people. E. 25% of the affordable housing shall be First Homes and 69% shall be social rented, and 6% other forms of affordable ownership unless it can be demonstrated that this mix is not viable or local need has demonstrated a need for a different affordable housing tenure for the site. F. Development proposals for settlements within or partly within the Cotswolds National Landscape or Malvern Hills AONB should have regard to and be consistent with the relevant guidance published by	dwellings, 40% of units should be affordable and provided on site. 2. On brownfield land sites of between five and nine dwellings, 30% of units should be affordable and provided on site. 3. On sites of less than five dwellings, a financial contribution towards local affordable housing provision should be made, based on the cost of providing the equivalent in value to 20% of the units as		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	the Cotswolds Conservation Board and Malvern Hills AONB Partnership... G. Exceptionally, and usually only brownfield sites, where it has been demonstrated that the proportion of affordable housing sought by SWDPR 18 B would not be viable, the maximum proportion of affordable housing will be sought that does not undermine the development's viability. Financial viability assessments conforming to an agreed methodology will be required and, where necessary, the LPA will arrange for them to be independently appraised at the expense of the applicant. H. Further details on how the policy will be applied will be set out in an Affordable Housing Supplementary Planning Document.	affordable housing on site. ii. On greenfield land sites of either 10 or more dwellings or 0.5 ha or more, 40% of the units should be affordable and provided on site. iii. On brownfield land sites of either 10 or more dwellings or 0.5 ha or more, 30% of the units should be affordable and provided on site. D. Secure arrangements will need to be put in place to ensure that the affordable housing provided in accordance with this policy will remain affordable in perpetuity (or in exceptional circumstances that the subsidy will be recycled for alternative affordable housing provision) and, for sites outside the city (<u>including the reallocated urban extensions via policy SWDPR 60</u>), towns or strategic allocations (<u>policies SWDPR 55, 56 and 57</u>),		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
		available to meet the needs of local people <u>or service families if they are currently serving or served within the previous 5 years.</u> E. ~~25% of the affordable housing shall be First Homes,~~ <u>70% of the affordable housing</u> shall be ~~social rented,~~ <u>social rented,</u> and <u>the remaining 30% shall be</u> ~~other forms of~~ <u>for</u> affordable home ownership, unless it can be demonstrated that this mix is not viable or local need has demonstrated a need for a different affordable housing tenure for the site. F. Development proposals, for settlements within or partly within the Cotswolds <u>s or Malvern Hills</u> National Landscapes ~~s or Malvern Hills AONB,~~ should have regard to ~~and be consistent with~~ the relevant guidance published by the Cotswolds Conservation Board ~~and~~ <u>or</u> Malvern Hills National Landscape		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
		Partnership, including any Housing Position Statements. ~~G. Exceptionally, and usually only on brownfield sites,~~ WWhere it has been demonstrated by the applicant that the proportion of affordable housing sought by SWDPR 198 B would not be viable, the maximum proportion of affordable housing will be sought that does not undermine the development's viability. Financial viability assessments conforming to an agreed methodology will be required and, where necessary, the LPA will arrange for them to be independently appraised at the expense of the applicant. <u>H. Proposals for 100% affordable housing schemes will be supported in principle provided they are of an appropriate scale, provide a suitable mix of housing sizes, types and tenures, and meet an identified local need.</u>		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
SWDPR 20: Rural Exception Sites	A. Affordable housing development will be permitted on small sites beyond, but reasonably adjacent to, the Development Boundaries of villages where the following is demonstrated: i. There is a proven and as yet unmet local need, ...; ii. No other suitable and available sites exist within the Development Boundary of the village; iii. Secure arrangements exist to ensure the housing will remain affordable and available to meet the continuing needs of local people in perpetuity; iv. The scale and location of the site relates well to the existing settlement and landscape character. For clarity, small means Rural Exception Sites should not exceed whichever is the lesser of: 5% of the number of dwellings within the main built-up area of the village or 1ha; and v. Sites should be located where they have reasonable access to local services, e.g., shops, schools or local bus services; vi. In addition, for sites which fall within settlements which are wholly or partly within the Cotswolds National Landscape or the Malvern Hills Area of Outstanding Natural Beauty (both referred to as AONB for the purposes of this policy); a) Proposals will need to be supported by robust evidence of a local affordable housing need specific to the AONB settlement and, if necessary, to its	No proposed changes that would directly impact viability.	No impact	The typologies include a 100% RES scheme.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	neighbouring settlements within the ANOB within South Worcestershire, such as a housing needs survey; b) Development proposals should be consistent with and help to implement the latest published NL and AONB Management Plans and their associated guidance on affordable housing. c) a Landscape Sensitivity and Capacity Assessment (LSCA) and/or a Landscape and Visual Impact Assessment / Appraisal (LVIA) has demonstrated that the site is capable of being developed without compromising the natural beauty of the AONB; and d) Rural Exception Sites will be required to provide 100% affordable housing except in very exceptional circumstances. B. Outside of the Cotswold National Landscape and Malvern AONB, where viability for 100% affordable housing provision cannot be achieved, an element of market housing may be included within a rural exception scheme to provide sufficient cross-subsidy to facilitate the delivery of affordable homes. In such cases, a viability assessment will be submitted to demonstrate that cross-subsidisation is necessary and the number of market homes proposed is the minimum necessary to deliver			

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	the affordable housing; and this will be independently verified. C. Further details on the manner in which the policy will be implemented will be set out in an Affordable Housing Supplementary Planning Document.			
SWDPR 21: First Home Exception Sites	A. Beyond Areas of Outstanding Natural Beauty, Rural Designated Areas and the Green Belt, First Homes will be permitted on small unallocated sites adjacent to the Development Boundaries of Worcester, the towns and villages where the following is demonstrated: i. There is a proven and as yet unmet local need, having regard to the latest South Worcestershire Strategic Housing Market Assessment and other local data, e.g., neighbourhood plan or local housing needs survey; ii. Secure arrangements exist to ensure the housing will remain affordable and available to meet the continuing needs of local people in perpetuity; iii. The scale and location of the site relates well to the existing settlement and landscape character; For clarity small means First Homes Exception Sites should not exceed whichever is the lesser of: 5% of the number of dwellings within the main built-up area of the town/village or 1ha; and	No proposed changes that would directly impact viability.	No impact	This is similar to the SWDPR 19: Rural Exception Sites policy in that it is an exceptions policy.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	iv. Sites should be located where they have reasonable access to local services, e.g., shops, schools or local bus services. B. Where viability for 100% First Home provision cannot be achieved, an element of market housing may be included within a First Homes Exception Site scheme to provide sufficient cross-subsidy to facilitate the delivery of First Homes. The maximum proportion of market homes is 20% of the overall number of units on the site where this is proven essential to the delivery of the First Homes Exception site. In such cases, a viability assessment will be submitted to demonstrate that cross-subsidisation is necessary and will be independently verified. C. Where local evidence suggests that a significant local need exists for one or more other forms of affordable housing on a proposed First Homes Exception Site, applicants may alter the proportions of affordable housing to include small quantities (up to 25%) of other affordable housing products. D. Further details on the manner in which the policy will be implemented will be set out in an Affordable Housing Supplementary Planning Document.			
SWDPR 22: Meeting the Needs of travellers	Table 20a: Minimum Requirements for Permanent Traveller Pitches and, Travelling Showpeople Plots 2019-2023* (source: South Worcestershire Gypsy and Traveller Accommodation Assessment, 2019)	No proposed changes that would directly impact viability	Indirect	This policy regards the provision of pitches for Gypsy and Traveller, and

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]		Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	District	Permanent Traveller Pitches	Permanent Travelling Showpeople Plots		Travelling Show people across the plan period. This is a minority sector of the property market. The supply of G&T sites and new development may impact indirectly on the property market through the price mechanism (e.g. the land cannot therefore be allocated as a residential site). We have used current values (and costs) within our appraisals. The GTAA was updated in 2024 and published on the Examination webpage: localplanservices.co.uk/ files /ugd/017f5b_a57e2a5aef904fe5b09de401d898e161.pdf It is also proposed to amalgamate the TTS DPD into the policy, but this will not impact overall CIL viability.
	Malvern Hills	24	7		
	Worcester	4	0		
	Wychavon	52	0		
	South Worcestershire	80	7		
	*2019-2023 is the period from 1 January 2019 to 31 December 2023				
SWDPR 23: Replacement Dwellings in the	A. The replacement of an existing dwelling in the open countryside with another single dwelling will be permitted where:		No proposed changes that would directly impact viability.	Indirect	This policy about residential replacing single residential dwellings on the same site.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
Open Countryside	i. The existing dwelling has established use rights as a dwelling and is not a caravan, chalet, park home, mobile home or subject to a temporary planning permission. ii. It can be demonstrated that accommodation needs cannot be met through the alteration, extension and / or refurbishment of the existing dwelling. iii. The replacement is not disproportionately larger than the existing dwelling and will not exceed the existing gross internal floorspace by more than 30%. iv. The proposed dwelling is positioned on the footprint of the existing dwelling, unless there is a better position for visual, landscape, highway safety, bio-diversity, environmental or other public gain grounds to justify an alternative location within the existing curtilage. v. The curtilage of the replacement building is no greater than that of the existing dwelling. vi. The proposal includes the demolition of the dwelling to be replaced. vii. Where the existing dwelling has been provided as a rural worker's dwelling, a condition will be attached to ensure that the replacement dwelling can only be occupied by a rural worker once it has been built.			There is no significant impact in overall CIL viability. Replacement ancillary outbuildings e.g. garages must not be disproportionately larger than the existing outbuilding and generally would not exceed the existing gross internal floorspace of the outbuilding by 10%. This does not have an impact on overall CIL viability.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
SWDPR 24: Dwellings for Rural Workers	A. Proposals for permanent agricultural, horticultural, forestry and rural enterprise-related dwellings will be permitted provided that: i. The functional and economic tests contained in Annex D are met; ii. No dwelling serving or closely associated with the holding has been sold or changed from residential use, or otherwise separated from the holding within the previous 10 years; iii. The dwelling does not exceed 150 m2 of net usable floorspace, unless a larger property is robustly justified; iv. Where practical for its purpose, the dwelling is located close to existing buildings / dwellings on the holding, to minimise its visual and environmental impact; and v. Planning conditions are imposed to control the occupancy of the dwelling to ensure that it cannot be sold on or sublet for general accommodation unrelated to the enterprise. B. For a new agricultural, horticultural, forestry or other rural enterprise, a time-limited permission may be granted for a temporary dwelling, such as a mobile home or caravan, until the economic viability of the enterprise is established. Applications for such dwellings must meet the functional and economic tests contained in Annex D.	No proposed changes that would directly impact viability.	No Impact	This policy is specifically for rural workers, and their dwellings, and has no significant impact on our viability assessment.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	C. Temporary or seasonal accommodation requirements to serve rural enterprises will need to demonstrate that: i. There is a proven business case for the accommodation; ii. There is no appropriate accommodation available in nearby settlements; and iv. Impacts on local services, landscape and amenity are mitigated. v. The proposal includes adequate facilities to serve the needs of the occupier. D. Generally, occupancy conditions will be retained on rural workers' dwellings, however, occasionally circumstances may have changed such that it is acceptable to remove the condition. The occupancy condition will be removed where: i. The dwelling is now located within a Development Boundary or housing allocation; or ii. Evidence proves that the long-term need for the dwelling in the locality has ceased and it has been marketed in accordance with Annex B (marketing requirements).			
SWDPR 25 Class C2 Housing for People with	A. Where housing for older people or people with special needs falling into Class C2 of the Town and Country Planning (Use Classes) Order 1987 (as	No proposed changes that would directly impact viability	Direct	This policy requires that specialist housing for older people be developed to meet the particular requirements

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
Special Housing Needs	amended) is proposed, permission will be supported provided that: i. There is an evidenced requirement for that type of accommodation; ii. It is designed to meet the particular requirements of residents with social, physical, mental and / or health care needs; iii. The scheme has good access to public transport, healthcare, shopping and other community facilities for its residents, their visitors and on-site workers.			of residents and their health care needs. There is a direct impact on the costs and values of such developments. We have therefore assessed the viability of specific older persons housing typologies. These are informed by what is currently being developed / offered in the Districts. This policy will then affect the wider retirement housing market within the Districts through the provision of additional supply. There is also an indirect impact on the supply of land for market housing (if sites which could be general needs housing are taken up for older person housing). We have appraised specialist accommodation for older people in the form of sheltered housing and extra-care housing typologies to ensure these are viable in isolation.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
SWDPR 26: Reuse of Rural Buildings	A. The reuse, conversion, or change of use of, redundant or underused traditional rural buildings and structures of architectural importance and / or heritage significance for housing, employment, commercial use, or tourism (including visitor accommodation), recreation and community uses, will be supported outside of a defined development boundary providing: i. It can be demonstrated that the building(s) is (are) of credible and recognised architectural importance and / or heritage significance; ii. It reuses a traditional rural building of permanent and substantial construction; iii. The building(s) is (are) capable of conversion without the need for considerable extension, significant alteration, excessive rebuilding or full reconstruction; iv. The proposal is of a high-quality design, takes precedent from and has regard to (in as much as possible) the original design, features and materials that contribute to the architectural character and significance of the building and its surroundings; v. There will be no adverse effect on the historical environment, the character of the landscape and its setting, and that any impact on	No proposed changes that would directly impact viability	Indirect	This is specifically for re-use of rural buildings, and does not directly impact our viability assessment.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	local biodiversity, including protected habitats and species, can be significantly mitigated; vi. There is existing adequate access, or where a new access is created it will not have an adverse effect on the area's rural character; vii. It is compatible with neighbouring uses and does not detract from, or conflict with existing land uses including any existing and continued agricultural operation; and viii. That the building can be serviced by existing utilities or where the provision of new utilities are necessary, provision can be achieved without resulting in an adverse effect on the area's rural character. B. Where there is a loss of employment space, the applicant is required to demonstrate that the existing use is no longer viable and that the site has been actively marketed for employment (or tourism, leisure or recreational purposes where applicable) for a period of at least 12 months in line with the marketing exercise C. When granting permission for development under this policy, the LPA will remove any permitted development rights, where appropriate, that would normally apply to the building and its curtilage for future alterations, extensions, and other development.			

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	D. Where the development of a cluster of rural buildings is proposed, the development will require support from and adhere to more specific SWDP housing policies. In this instance, development of a site cannot see the construction of any new buildings to accommodate any of the planning uses that are provided within this policy unless supported by other policies.			
SWDPR 27: Extensions to Residential Curtilage	A. Proposals to extend residential curtilages within the rural settlements and open countryside will be supported providing: i. There is no detrimental impact on the character and appearance of the settlement or the rural area; ii. There is no adverse effect on the privacy and amenity of neighbouring properties and their occupiers; iii. It does not detract from, or conflict with, neighbouring land uses; and iv. There is no detrimental impact on existing heritage, ecology, and landscape features. B. Extensions to residential curtilages within the Areas of Outstanding Natural Beauty will not be supported if they do not satisfy SWDPR 28.	No proposed changes that would directly impact viability	No Impact	This policy is in respect of extensions to existing residential property and there is no impact in respect of overall CIL viability.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	C. Extensions to residential curtilages within the Green Belt will not be supported where they would not preserve the openness of the Green Belt. D. Extensions to residential curtilages within areas of Protected Open Space will not be supported unless SWDPR 44B is satisfied. When granting permission to extend a residential curtilage the LPA may remove permitted development rights in appropriate cases e.g. AONBs and the Green Belt.			
SWDPR 28: Design	A. All residential, employment and retail development will be expected to be of a high design quality. It will need to integrate effectively with its surroundings, in terms of form and function, reinforce a sense of place, local distinctiveness and conserve, and enhance cultural and heritage assets and their settings. New and contemporary designs will be encouraged and supported where they enhance the overall quality of the built environment. B. Applications should demonstrate, through a Design and Access Statement or other supporting evidence, e.g. Homes Quality Mark, Building for a Healthy Life, or BREEAM assessment how the objectives outlined in criterion A and SWDP X have been addressed. They will also need to demonstrate how the following matters have been met: i. Siting and Layout	No proposed changes that would directly impact viability.	Indirect	This policy sets out design principles that new development should follow in order to ensure the different characteristics and qualities are maintained and enhanced. There is therefore a direct impact on the construction cost. Notwithstanding this, the minimum design standard is the Building Regulations and therefore the cost of compliance is reflected in the BCIS costs that we have used within our appraisals. Note also that good design leads to high quality

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	The siting and layout of a development should reflect the given characteristics of the site in terms of its appearance and function. Orientation should take advantage of passive heating and cooling systems, offer shade as appropriate and provide for the use of renewable energy. ii. Relationship to Surroundings and to Other Development Development proposals must complement the local character of the area. In particular, development should respond to surrounding buildings or countryside and the distinctive features or qualities that contribute to the visual and heritage interest of the townscape, frontages, streets or landscape quality of the locality. Development should provide an acceptable level of amenity, outlook, sunlight and daylight, and should not be overbearing. Development should avoid exacerbating light pollution in general and in rural areas avoid the impact of light on reducing dark skies. iii. The Settings of the City, Towns and Villages Design proposals should ensure that the prominent views, vistas and skylines of Worcester city, the towns, and other settlements are maintained and safeguarded, particularly where they relate to heritage and natural assets, existing landmark buildings, and 'gateway' sites. Development at the urban edges should respect and respond to the rural			environments which are reflected in the value of real estate. We have used current values (and costs) within our appraisals. (See more specific policies below which have a direct impact on costs). We have assumed that the professional fees associated with a Design and Access Statement and other supporting evidence, e.g. Homes Quality Mark, Building for a Healthy Life, or BREEAM assessment, are incorporated into the professional fee budget. The December 23 WMS means that to the SWCs will use Building Regulations for energy efficiency. Keeping this approach is consistent with any proposed modifications to the Plan.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	setting. The distinct identity and character of rural settlements should be safeguarded. iv. Adaptable Design Buildings should incorporate flexible designs, addressing access to public open spaces and enabling adaption for future needs and uses in terms of internal spaces and extensions. v. Scale, Height, Massing and Mix The scale, height and massing of development must be appropriate to the setting of the site and the surrounding landscape character and townscape, including existing urban grain and density. To create vitality and interest, proposals should incorporate a mix of uses where appropriate to the location. vi. Links, Connectivity and Access Design and layouts should integrate with existing development and street patterns, as well as maximise opportunities for active travel corridors, i.e. pedestrian and cycle routes to the surrounding area and local services and should be generally accessible for all users, including those with disabilities. Vehicular traffic from the development should be able to access the highway safely and the road network should have the capacity to accommodate the type and volume of traffic from the development. vii. Detailed Design, Materials and Landscaping			

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	The detailing and materials of development should be of high quality and appropriate to its context and local distinctiveness. The colour and glare of the elevations and roofs of new buildings in rural areas in particular, should respect its setting and make a positive contribution to the local landscape character. Development should provide high quality hard and soft landscaping that is included as an integral part of developments design and includes arrangements for long-term management. viii. Appropriate Facilities Development should incorporate parking facilities, secured covered storage for bicycles that is easily accessible for daily use and make accommodation for waste collection facilities. Satisfactory access and provision for the parking and manoeuvring of vehicles, including waste collection vehicles should be provided. ix. Public Realm Public realm and open spaces should be well-designed, appropriately detailed and maintained via management agreements for the lifetime of the development. They should also incorporate active frontages where appropriate. Proposals should include hard, soft and permeable surfaces, public art, trees, appropriate planting, street furniture, shade, lighting and signage as appropriate to the development.			

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	x. Creating a Safe and Secure Environment Opportunities for creating a safe and secure environment and providing surveillance should be included, principally through the layout and positioning of buildings, spaces and uses. Where appropriate, development should incorporate measures for crime reduction that are consistent with those recommended by the Secured by Design guides. Buildings and their surrounding spaces should incorporate fire, public safety, and counter terrorism measures and be designed to allow rapid access by the emergency services. xi. Advertisements Illuminated signage will only be permitted where lighting is unobtrusive or not considered to be harmful to the character and appearance of the site and surroundings or have a detrimental impact on the natural environment. Consent may be granted for outdoor advertisements (including poster hoardings) provided the display will not adversely affect the amenities of the area, natural environment or impact on public safety. xii. Gull control Proposals for new development in areas identified as having a problem with gulls will be required to consider design measures that reduce the gull population and their impact on the building and general environment.			

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
SWDPR 29: Biodiversity and Geodiversity [Biodiversity net gain (BNG)]	A. All developments are required to deliver measurable net gains in biodiversity through the restoration, recreation and enhancement of priority habitats, ecological networks and the protection and recovery of legally protected and priority species populations. Delivery of measurable net biodiversity gains should be designed to support the delivery of the biodiversity network. Enhancements for wildlife within the built environment will be sought where appropriate from all scales of development. The level of biodiversity net gain required will be proportionate to the type, scale and impact of development. B. Development should support the conservation, enhancement and restoration of biodiversity and geodiversity. Proposals for development must be supported by a proportionate level of up-to-date technical assessment, demonstrating how ecological and geological features identified, on the site and in its wider context, have influenced site choice, design and layout. C. The local planning authority will give full consideration to the importance of any affected habitats, species and features, taking account of the hierarchy of legal protection and whether the mitigation hierarchy has been followed, i.e. ensuring avoidance of harm has been given priority above minimisation, mitigation and compensation.	<u>Nutrient Neutrality</u> <u>J. In relation to issues regarding Nutrient Neutrality, proposals for development within the River Lugg catchment area (part of the River Wye Special Area of Conservation (SAC)) are required to be nutrient neutral. Where proposals within South Worcestershire have the potential to affect the catchment area, project level HRA will be required to determine that no significant effects will arise as a result of development and that there will be no adverse effect on the integrity of the catchment area. Should development be found to affect the catchment area, proposals will need to mitigate against nutrient impacts in perpetuity. Where nutrient impacts cannot be mitigated, development will be refused. Where applicable, the SWC's will work with neighbouring Local Planning Authorities on strategic</u>	Direct	This policy is for the protection, enhancement, restoration and expansion of biodiversity and geodiversity in South Worcestershire. Costs associated with these requirements are included within our use of appropriate local construction cost benchmarks and external works cost benchmarks which developers will take into consideration biodiversity requirements (which developers have been delivering). We have included net biodiversity gain costs of £1,003 per unit for greenfield site and £268 per unit for brownfield sites. This is based upon the: Net biodiversity gain costs based on the DEFRA Impact Assessment Biodiversity net gain and local nature recovery strategies IA No: RPC Reference No: RPC-

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	D. Development with the potential to have a significant effect on the integrity of a Special Protection Area (SPA), Special Area of Conservation (SAC) or Ramsar site (either alone or in-combination with other plans and projects) will not be supported,. E. Development likely to have an adverse effect on nationally important sites, including a Site of Special Scientific Interest (SSSI) and irreplaceable features including (but not limited to) Ancient Woodland and Ancient and Veteran Trees will not be supported, ... F. Development which would compromise the favourable condition, (or make it less likely that favourable condition can be reached) of a Grassland Inventory Site (GIS), a Local Wildlife Site (LWS), a Local Geological Site (LGS), a Roadside Verge Nature Reserve (RVNR) , trees or woodland and species or habitats of principal importance recognised in the Worcestershire Biodiversity Action Plan, or listed under Section 41 of the Natural Environment and Rural Communities Act 2006, will only be supported if the need for and the public benefits of the proposed development significantly outweigh the loss. G. Development should consider ecological and green infrastructure networks H. Where the policy requirements of parts D, E, F or G have been met, full compensatory provision and	<u>solutions to mitigate nutrient impacts.</u>		4277(1)-DEFRA-EA dated 15/10/2019.

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	its establishment commensurate with the ecological / geological value of the site will be required. ... I. In the first instance compensatory provision and net gain should be through on-site measures, the details of which need to be agreed with the LPA. Off-site mitigation, compensation and net gain measures will only be acceptable as a last resort , ... J. In delivering net gain, on-site measures will be appropriate in many scenarios, but there may be circumstances where off-site net gain is deemed to be preferable, e.g. at a strategic level. Local Nature Recovery Strategies (in delivering a Nature Recovery Network) can be used help inform the most appropriate implementation measure, where they apply. K. Development must secure the effective management and monitoring of relevant biodiversity features, both on and off-site. L. Where features created in relation to this policy can be classified as Green Space, these shall be identified on the Policies Map and thereafter incorporated into SWDPR 44.			
SWDPR 30: Biodiversity Net Gain		<u>A. Biodiversity Net Gain (BNG) is a statutory requirement. All qualifying development proposals must deliver the statutory minimum measurable BNG attributable</u>	Direct	BNG has already been factored into plan wide viability. This new policy consolidates policy requirements that previously sat across several other

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		<u>to the development in line with legislation, which currently is at least 10%. In calculating the BNG requirement, the statutory Biodiversity Metric and/or the Small Sites Metric tools must be utilised.</u> <u>B. Delivery of biodiversity net gain is expected to follow the Biodiversity Gain Hierarchy and must be effectively managed and monitored (for both on and off-site scenarios) for a period of at least 30 years, which may involve the use of conservation covenants. Exempted development (as set out in legislation) must achieve no net loss of biodiversity and where possible should achieve appropriate net gains.</u> <u>C. In delivering net gain, on-site measures will be appropriate in many scenarios, but there may be circumstances where off-site net gain is deemed to be preferable, e.g., at a strategic</u>		policies with the Reg 19 version.

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		<u>level. The Worcestershire Local Nature Recovery Strategy (in delivering a Nature Recovery Network) can be used to help inform the most appropriate implementation measure, where they apply. Off-site biodiversity net gain measures will only be acceptable where on-site mitigation is shown not to be possible.</u> <u>D. Where qualifying planning applications are approved, and prior to the commencement of development, a Biodiversity Gain Plan must be submitted to the LPA which sets out how BNG will be achieved.</u> <u>E. Where features created in relation to BNG can be classified as Open Space, these will be identified on the Policies Map and incorporated into SWDPR 48 through future Local Plan reviews.</u>		

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SWDPR 31: The Cotswolds National Landscape (NL) and Malvern Hills National Landscape (NL)	A. Development proposals within the NL and AONBs will be required to demonstrate that they conserve and enhance the natural beauty of the NL and AONBs, including their special qualities, landscape and scenic quality, natural heritage, cultural heritage and relative tranquillity. B. Major development proposals within the AONBs will not be supported. C. Proposals should have regard to and be consistent with the relevant guidance published by the Cotswolds Conservation Board and Malvern Hills AONB Partnership including any Housing Position Statements. AONB Setting D. Development proposals in the setting of an NL and AONB which could have a detrimental impact on the NL and AONB and on people's enjoyment of it will have to submit an assessment of landscape and visual effects (including cumulative effects where relevant) and demonstrate, including through siting and design, that any such effects could be rendered acceptable. Development in the setting of the NL and AONBs should be in accordance with good practice guidance produced by the Cotswolds Conservation Board and the Malvern Hills AONB Partnership.	<u>D. Development proposals within the National Landscapes and affecting their setting will need to demonstrate that they have been sensitively sited and designed to avoid or minimise adverse impacts, considering cumulative effects. Accordingly, a Landscape and Visual Impact Assessment will be required. Such proposals will need to avoid, mitigate and, as a last resort, compensate for any residual adverse effects.</u> ~~D. Development proposals in the setting of a NL and AONB which could have a detrimental impact on the NL and AONB and on people's enjoyment of them will have to submit an assessment of landscape and visual effects (including cumulative effects where relevant) and demonstrate, including through siting and design, that any such effects could be rendered acceptable. Development in the setting of the NL and AONB~~	Indirect	This has an indirect impact on values and costs in the AONB. There are limited site allocations in the AONB and therefore this limits the supply of land for development; with a knock-on impact on land values in the areas out with the AONB due to supply and demand. This is manifest through the price mechanism and we have included the relevant land values in our benchmark land value assumptions. We have included a number of Rural Designated Area (RDA) scheme typologies for completeness (see Typologies Matrix).

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		~~should be in accordance with good practice guidance produced by the Cotswolds Conservation Board and the Malvern Hills AONB Partnership.~~		
SWDPR 32: Areas of Informal Recreation (AIRs)		A. <u>Support will be given for AIRs to come forward to provide attractive recreational green space to relieve pressure on existing vulnerable areas of Green Infrastructure such as the Malvern Hills Site of Special Scientific Interest (SSSI), or where there are limited opportunities for informal recreation in the surrounding area.</u> B. <u>An AIR is allocated at Land north-east of Blenheim Farm, Honeybourne (59.5ha) and is shown on the Policies Map.</u> C. <u>The allocated AIR at Honeybourne and any additional AIRs that are</u>	Direct	AIRs have already been factored into the viability assessments for the plan. This new policy sets the criterion for AIRs to be delivered.

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		<u>identified will only be permitted where;</u> i. <u>Provision is made for approximately 50ha or more of land for informal recreation that is of an appropriate scale that is compatible with the surrounding landscape and uses;</u> ii. <u>Provision is made for supporting ancillary uses, such as public conveniences, play equipment for all ages, ancillary retail or food outlets to support the sustainability of an AIR. Such provision will need to be sensitively sited and designed and make use of existing buildings where possible;</u>		

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		iii. <u>Provision is made for trails and routes that accommodate the following uses:</u> • <u>Walking, including dog walking- including signage and wayfinding and opportunities for inclusion of public art features where appropriate.</u> • <u>Where appropriate, biking routes that offer an alternative experience to Mountain Biking on the Malvern Hills.</u> iv. <u>It is located in close proximity to a public transport route to encourage sustainable travel;</u>		

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		v. <u>The number, design and layout of vehicle parking places proposed is appropriate for the location and expected levels of use;</u> vi. <u>It can be provided with safe access and does not have an unacceptable impact on the local road network;</u> vii. <u>Any adverse impacts upon the character, appearance or ecology of the landscape and / or any environmental, nature, planning or landscape designation are appropriately mitigated; and</u> viii. <u>It does not have a detrimental effect on the living conditions</u>		

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		<u>of neighbouring occupiers or the wider local area by reason of noise, overlooking, or other general disturbance.</u> D. <u>Planning applications will need to be accompanied by a Business Plan that demonstrates how the AIR is being planned on a sound financial basis and how the AIR will be funded both for initial set-up and for its continued running costs and maintenance.</u> E. <u>Planning applications will need to be accompanied by a Management Plan for the AIR demonstrating how the proposal meets the requirements of this policy and how the AIR will be managed to ensure it continues to meet the</u>		

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		<u>objectives of AIRs provision.</u> F. <u>Major residential development proposals will be expected to provide a contribution towards the cost of delivering AIRs infrastructure, unless this would render the development unviable. Sites located on Previously Developed Land and strategic allocations providing a Community Park over 30ha will not be required to provide a contribution towards delivery of AIRs.</u> G. <u>Planning conditions will be imposed to secure the site as an AIR as part of the provision of any contributions relating to AIRs.</u>		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
SWDPR 33: Management of the Historic Environment	A. Development proposals affecting all categories of heritage assets will be considered in accordance with the NPPF, relevant legislation and published national and local guidance. B. Proposals likely to affect the significance of a heritage asset, including the contribution made by its setting, should be accompanied by a description of its significance in sufficient detail to allow the potential impacts to be adequately assessed. Where there is potential for any heritage assets with archaeological interest to be affected, this description should be informed by available evidence, desk-based assessment and, where appropriate, field evaluation to establish the significance of known or potential heritage assets. C. The sympathetic and creative reuse and adaptation of historic buildings will be encouraged particularly where the proposed reuse can be considered to have less than substantial harm to the historic asset. Such proposals, and other proposals for enabling development that provide a sustainable future, or look to improve the heritage assets identified as at risk, will be considered in accordance with SWDPR 8 A. D. Where a material change to a heritage asset has been agreed, recording and interpretation should be undertaken to document and understand the asset's archaeological, architectural, artistic or historic significance. The scope of the recording should be	No proposed changes that would directly impact viability	Direct	The SWC's, through planning and development decisions, will work with partners to proactively preserve, protect and enhance the character, appearance, archaeological and historic value and significance of the area's designated and undesignated heritage assets and their settings. This is to be achieved by various mechanisms listed in the policy. This policy has a direct impact on our viability assessment given that there is a cost associated with these policy requirements from developments in conservation areas and other historic environment assets. We have used current costs based on the BCIS and rebased them to take into consideration costs of 'typical' development across

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	proportionate to the asset's significance and the impact of the development on the asset. The information and understanding gained should be made publicly available, as a minimum through the relevant Historic Environment Record and where appropriate at the asset itself through on-site interpretation. E. Proposals for development within or affecting the setting of conservation areas will be required to preserve or enhance their character and appearance.			the SWC area. We acknowledge that construction costs are likely to be higher within designated heritage environments, but values are also likely to be higher. Furthermore, developments involving heritage assets are likely to require a bespoke approach to viability e.g. optimal viable use and/or any enabling development and/or grant funding.
SWDPR 34: Landscape character	A. Development proposals and their associated landscaping schemes must demonstrate the following: i. That they take into account the latest Landscape Character Assessment and its guidelines; ii. That they are appropriate to, and integrate with, the character of the landscape setting; and iii. That they conserve, and where appropriate, enhance the primary characteristics defined in character assessments and important features of the Land Cover Parcel, and have taken any available opportunity to enhance the landscape. B. A Landscape and Visual Impact Assessment (LVIA) will be required for all major development	No proposed changes that would directly impact viability	Indirect	Proposals for settlements wholly or partially within the AONB should have regard to and be consistent with the relevant guidance published by the Cotswolds Conservation Board and Malvern Hills AONB Partnership. We assume that the cost of the Landscape and Visual Impact Assessment (LVIA) will be incorporated into the Planning Application Professional Fees and

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	proposals and for other proposals where they are likely to have a detrimental impact upon i. The landscape as a resource is its own right; and / or ii. Views and visual amenity. C. The Landscape and Visual Impact Assessment should include proposals to protect and conserve landscape character, including key landscape features and attributes and, where appropriate, enhance landscape quality.			Reports budgets contained within our appraisal assumptions. Also, where sites have particular landscape issues, the cost of mitigation (including fees) should be discounted from the value of the land.
SWDPR 35: Amenity	Development proposals must be designed to avoid any unacceptably adverse impact on residents from the agents of nuisance, which are considered to be noise, light, odour and effluvia. Noise Development proposals that are likely to emit noise or vibration during their construction or operation will only be supported where it can be demonstrated that it will not have unacceptable adverse effects on: a. Human health; b. The amenity of existing or proposed end users A Noise and Vibration Impact Assessment (NVIA) will be required to be submitted for all development proposals likely to have adverse effects. The NVIA	No proposed changes that would directly impact viability	Direct	This policy is about specific requirements of the developer, and so is direct. This is included within the Planning Application Professional Fees, Surveys and reports costs. We assume that any costs of mitigation would be deducted from the value of the land.

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	shall include details of any necessary mitigation measures. Lighting Development proposals which include new external lighting will only be supported where it can be demonstrated that: c. The proposed lighting scheme and levels are the minimum necessary for reasons of public safety, crime prevention / security, and living, working and recreational purposes; d. There is no significant adverse impact from light spillage or glare on the amenity of neighbouring properties; e. Road and footway lighting shall meet Worcestershire County Council's adopted standards. A Lighting Assessment will be required to be submitted for all development proposals likely to have adverse effects. The lighting assessment shall include details of any necessary mitigation measures. Odour and effluvia Development likely to generate malodours and emissions to air such as dust, fumes, smoke, heat, radiation, gases or other forms of pollution will only			

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	be supported where it can be demonstrated that it will not have unacceptable adverse effects on: g Human health; h. The amenity of existing or proposed end users; and An Odour and Effluvia Impact Assessment (OEIA) for odour or other emissions to air will be required to be submitted for all development proposals likely to have adverse effects. The OEIA shall include details of any necessary mitigation measures.			
SWDPR 36: Telecommunication and Broadband	a. All new development will be expected to include the provision of full fibre gigabit capable network infrastructure Fibre to the Premises (FTTP) to enable broadband services for all occupiers. b. Within all new developments, ducting infrastructure should be provided to 120% of the capacity requirements of the proposed development to provide for future growth. c. All new development will be expected to consult with recognised telecommunication providers to determine the need for other telecommunications technology/equipment incorporating mobile (including 5G), fixed wireless and Wi-Fi. If additional technology is required to meet the needs of the development	~~A. All new development will be expected to include the provision of full fibre gigabit capable network infrastructure Fibre to the Premises (FTTP) to enable broadband services for all occupiers.~~ ~~B. Within all new developments, ducting infrastructure should be provided to 120% of the capacity requirements of the proposed development to provide for future growth.~~	Direct	This policy is to ensure new development makes appropriate provision for high-speed broadband connectivity. Developers will also want to deliver this for new schemes as it will aid the marketability of the units. For CIL viability purposes, it is considered the cost of delivering broadband is included in external works costs and would be recouped in the value of the property – therefore, no specific assumptions have been made.

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	space should be made available for the required infrastructure within the development to ensure appropriate network coverage for the site.			We have included for 'normal' services connections within the external works allowance. Where connectivity is very remote and/or it abnormal infrastructure, this will need to be negotiated with the provider and/or the planning authority on a site-specific level. We understand that BT Openreach has obligations and funding to roll-out FTTP and therefore no viability implications ought to arise from this policy. However, we have allowed for an additional cost on smaller scheme typologies (<20 units) of £747 per dwelling.
SWDPR 37: Renewable and Low Carbon Energy	Incorporating Renewable and Low Carbon Energy into New Development A. To increase the supply of renewable and low carbon energy and heat, all new developments over 100 sqm gross or one or more dwellings should incorporate the generation of energy from renewable or low carbon sources equivalent to at least 20% of predicted energy	A. To increase the supply of renewable and low carbon energy and heat, all new developments over 100 sq. m gross or one or more dwellings should incorporate the generation of energy from renewable or low carbon	Indirect	A. We have adopted a baseline allowance of £-5,816 per unit (£2,712 per unit for flats). This based on the Future Homes Standards - MHCLG Consultation on changes to Parts L and F of the Building Regulations

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	requirements, <i>unless it has been demonstrated that this would make the development unviable.</i> [our emphasis] B. Large scale development proposals are required to examine the potential for a decentralised energy and heat network. If practical and viable, a decentralised energy and heat network should be provided as part of the development. Stand Alone Renewable and Low Carbon Energy Schemes C. With the exception of wind turbines (see D below) proposals for stand-alone renewable and other low carbon energy schemes will be supported if their impacts are (or can be made) acceptable.... D. Proposals for stand-alone wind turbines will only be supported if: i. The site is identified as suitable for wind energy development in a neighbourhood plan or Development Plan Document; and ii. Following consultation, it can be demonstrated that any significant planning impacts identified by the affected local community have been fully addressed and that the proposal has the backing of the local community.	sources equivalent to at least 20% of predicted total energy requirements, unless it has been demonstrated that this would be unfeasible or would make the development unviable. B. ~~Large scale~~ D development proposals of 100 or more homes or non-residential schemes of more than 10,000 sq. m should examine the potential for a decentralised energy and heat network. If practical and viable, a decentralised energy and heat network should be provided as part of the development.		Option 2 - 'Fabric plus technology'. B. n/a for CIL viability. C. Ditto

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SWDPR 38: Management of Flood Risk	A. The vulnerability of the development type to flooding should be considered with regards to the Flood Zone information in the latest version of the SFRA: i. Where the site is Functional Floodplain (Flood Zone 3b) as defined by the Environment Agency for both fluvial and pluvial flood risk) all development should be resisted unless it is water compatible or essential infrastructure, subject to the Exception Test. ii. Where the site is High Probability (Flood Zone 3a) residential dwellings can be permitted, subject to the Exception Test. B. In order to avoid and / or minimise the impacts of and from all forms of flood risk, including, but not limited to flooding from watercourses and surface water, the following is required: i. Sites not allocated in this plan, or allocated sites that have not undergone a level 2 SFRA must clearly demonstrate that the Sequential Test and Exception Test...., has been applied.... ii. To pass the Exception Test, developments will need to: • Provide a demonstrable benefit to the wider sustainability of the area.	No proposed changes that would directly impact viability	Indirect	Some sites will have higher costs than others depending on location. The Level 2 SFRA report draws out the catchments at High-Risk and where flood risk is worse (e.g. Barbourne Brook) and makes recommendations for what needs to be done/ policy recommendations and links to projects going ahead (section 9.9 onwards and App B). This should identify which development sites are at highest risk and may therefore bear a higher cost. Where sites are a higher risk of flood the costs associated with flood mitigation should be deducted from the value of the land. We have assumed that most of the sites that are allocated do not flood, and that flooding of allocated sites is the exception. We have included a 15% allowance

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	• Show that they are safe for their lifetime ... • Demonstrate that they will not have a detrimental impact on flood risk outside of the development and will potentially reduce risk overall. iii. For all sites a sequential approach to site design should be used to minimise risk, ... iv. Site specific Flood Risk Assessments (FRAs), are required for all sites where: • The development proposal is over 1 ha in size. • The proposal includes land in Flood Zones 2 and 3 • The site has historic records of flooding from any source v. Surface Water Drainage Strategies are required for all major developments. For new / expanded settlements the strategy must take account of the whole development, assessing the overall impact of the total development on the aquatic environment, in terms of quantity, quality, biodiversity and amenity, identifying potential degradation and measures to prevent or mitigate degradation. Individual developments within a new / expanded settlement will be required to demonstrate that surface water discharges are managed in			for external works to allow for drainage costs. We assume that the cost of Flood Risk assessment will be incorporated into the Planning Application Professional Fees and Reports budgets contained within our appraisal assumptions. Also, where sites have particular flood risk issues, the cost of mitigation (including fees) should be discounted from the value of the land.

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	accordance with the Surface Water Drainage Strategy. vi. All applications for new development shall demonstrate that all surface water discharges have been carried out in accordance with .. the drainage hierarchy, in such that a discharge to the public sewerage systems are avoided, where possible.... Flood Risk Assessments C. All development proposals must adhere to the advice in the latest version of the SFRA and will: [ensure criteria i-xi are achieved] D. Where the site is Low Probability (Flood Zone 1), the information in the latest SFRA should be used to assess if a development is at risk from other sources of flooding and / or if there is an increased risk of flooding in the future due to climate change. ... Cumulative Impact E. The LLFA, Environment Agency and LPA should be consulted regarding cumulative impact ... New and Expanded Settlements and sites of 500 units or more F. Any new / expanded settlement area should be accompanied by an overall Surface Water Management Masterplan and Strategy.			

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	G. A Drainage Phasing Plan should be developed, based on the SuDS train method. H. The provision of drainage during the building phase shall be based on the Drainage Phasing Plan ... Catchment Type I. There are three catchment types – • Medium Risk • High Risk • Rapid Response Catchments [these have different requirements for development as set out in the policy] J The LPA will work closely with the Environment Agency and Worcestershire County Council as LLFA to identify areas of land that should be safeguarded for the future use of natural flood management features. Flood Risk and Caravans, Mobile Homes and Chalet Parks K. Caravans, mobile homes and park homes with permanent residential use should not be permitted in the Functional Floodplain or Flood Zone 3. L. Caravans, mobile homes and park homes with seasonal (holiday) use should not be permitted			

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	in the Functional Floodplain and are not likely to be permitted in Flood Zone 3, ... M. Where existing caravan, mobile home and chalet parks are already located within the 'high risk' floodplain; permission will not be granted for intensification of the park... Protection and Enhancement of Watercourses N. Planning permission for development will only be granted where: i. The natural watercourse profiles and ecology are not adversely affected... ii. A minimum 8m access strip is provided adjacent to the top of both banks of any watercourse for maintenance purposes. ... iii. It would not result in the loss of open water features through draining, culverting or enclosure by other means and culverts are opened up ... iv. Opportunities for de-culverting and opening up of watercourses to improve flow and enhance water quality / Water Framework Directive objectives; including blue infrastructure and ecology have been fully considered.			
SWDPR 39: Sustainable Drainage Systems	A To minimise flood risk, improve water quality and groundwater recharge and enhance biodiversity and amenity interest, all development proposals (as	No proposed changes that would directly impact viability.	Direct	For the purposes of our viability assessment, we have assumed that the relevant cost of professional

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	appropriate to their nature and scale) will be required to: i. Demonstrate, through a Water Management Statement, that site drainage and run off will be managed in a sustainable and co-ordinated way that mimics the natural drainage network using multiple features, the statement should show how the four pillars of Sustainable Drainage Systems (SuDS) are met by the scheme: • to manage the quality of the run off; • to control the quantity and rate of run off from a development; • to provide an amenity benefit, to create and sustain better places for people; and • to provide a biodiversity benefit to create and sustain better places for nature. ii. Manage surface water through SuDS - ... Provide a Surface Water Drainage Strategy for all major developments (see policy SWDPR 34 Management of Flood Risk). For the new / expanded settlements, this must take account of the whole proposed development, assessing the overall impact of the development on the aquatic environment, in terms of Quantity, Quality, Biodiversity and Amenity, identifying potential degradation and measures to prevent or mitigate degradation. Individual developments within a			reports (e.g. Water Management Statement) and drainage design) is included in the professional fee budget. This policy is to ensure the appropriate management and treatment of surface and foul water disposal to reduce the flood risk in the SWC area. It states that development proposals should include the use of sustainable drainage systems. There are associated costs with this policy and therefore it has a direct impact on viability. It is important to stress that developers should consider drainage solutions at the outset of their scheme design and factor in the costs when acquiring sites. These are not new and unknown costs.

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	Strategic Site will be required to demonstrate that surface water discharges are managed in accordance with the Surface Water Drainage Strategy. B SuDS schemes should have regard to the South Worcestershire Water Management and Flooding SPD and the Worcestershire County Council Sustainable Drainage Design and Evaluation Guide. C All schemes must also take into account the most up to date climate change models ... D SuDS schemes must protect water quality and reduce the risk of diffuse pollution ... E SuDS should be designed following the SuDS management train approach and preference taken to dealing with flows at the source using multiple features to maximise surface water treatment: i. Secure the long-term maintenance of SuDS schemes. ... ii. As a minimum, demonstrate that for a greenfield site, the post-development surface water run off rate and volume discharged will not increase and that lesser flow rates mimic the predevelopment flow characteristics of the site. Proposals on brownfield land must show that the post-development surface water run off rate has been			The cost of SUDs is factored into our viability appraisals through: • The net to gross site area assumptions – particularly for larger sites which have more landscaping areas and buffer; • External works costs. Where there are sites with abnormal costs associated with flood mitigation (e.g. sites in Flood Zone 2 or 3), these costs should be deducted from the price of the land. Where land is constrained by flooding, developers should carry out appropriate due diligence and the cost of mitigation should be deducted from the price of the land. i.e. land which floods is not worth the same as land which is unconstrained.

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	reduced as close as reasonably practicable to the greenfield run off rate iii. Prior to the submission of a planning application, consult with Severn Trent Water Ltd to agree the surface water strategy ... iv. Avoid culverting of any watercourses and secure adequate maintenance access. ... v. Demonstrate that the submitted SuDS scheme will preserve and wherever possible improve the ecological status of on-site watercourses ... vi. Demonstrate compliance with the Water Framework Directive, exploring opportunities to help meet its targets. F Lack of space, prohibitive costs, inadequate infiltration and land contamination will not be accepted as reasons for not including SuDS.			
SWDPR 40: Water Resources, Efficiency and Treatment	A. All development proposals (as appropriate to their nature and scale) must demonstrate that there are or will be adequate water supply and water treatment facilities in place to serve the whole development.... B. Development proposals in areas where there is no mains foul drainage provision will be required to apply the hierarchy of drainage options ...	B) Development proposals in areas where there is no mains foul drainage provision will be required to comply with the hierarchy of drainage options ~~set out in the National Planning Practice Guidance and evidence to the satisfaction of the relevant LPA why those at the top of the hierarchy cannot be achieved as~~	Direct	For the purposes of our viability assessment, we have assumed that the relevant cost of professional reports (e.g. drainage design) is included in the professional fee budget. We have included an allowance for this water efficiency standard within our

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	C. For housing proposals, it must be demonstrated that the daily non-recycled water use per person will not exceed 110 litres per person per day. D. For business / commercial proposals, it must be demonstrated that the water use meets the Building Research Establishment Environmental Assessment Methodology (BREEAM) 'excellent' standard. E. Proposals should, where possible, make a positive contribution to achieving the Water Framework Directive (WFD) objective of Good Ecological Status or Potential in all waterbodies, and must not lead to a deterioration in WFD status or prevent a waterbody from meeting Good Ecological Status or Potential in the future. F. All development will be required to incorporate grey water recycling and rainwater harvesting into their proposals	<u>set out below. If the options at the top of the hierarchy cannot be achieved then explanatory evidence will be required to demonstrate the reasoning for this, to the satisfaction of the relevant LPA, prior to the pursuit and implementation of alternative options further down the hierarchy:</u> i. <u>In instances where a connection to a public treatment plant is evidenced to be unfeasible (due to cost and/or practicality) the provision of a package sewage treatment plant should be robustly considered as a replacement strategy. This could be owned and operated by a sewerage undertaker appointed under a new appointment or variation.</u> ii. <u>In instances where i is not considered (and evidenced) to be a viable or practical alternative,</u>		appraisals. This is £2,683 per house and £909 per unit for a flat; based on the Department for Communities and Local Government Housing Standards Review Cost Impacts (EC Harris September 2014) <i>and</i> the independent review of the costs and benefits of rainwater harvesting and grey water recycling options in the UK, Final Report for Waterwise, WEStrategy002, Energy & Environment, a trading name of Ricardo-AEA Ltd, Issue number 1, Date 04 September 2020. We have allowed for the cost of meeting BREEAM "Excellent" standards in our assumptions on employment build costs.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
		<u>proposals must then consider the implementation of a septic tank as a means to provide drainage and wastewater effluent management (on the basis that effluent must not be discharged to surface water and comply with the general binding rules, or a permit will be required).</u> C. For housing proposals, it must be demonstrated that the daily non-recycled³ water use per person will not exceed 110 litres per person per day. <u>Housing proposals must demonstrate that they are water efficient, incorporating water efficiency and re-use measures and that the estimated consumption of mains water per dwelling is calculated in accordance with the methodology in the water efficiency calculator, not exceeding 110 litres/person/day.</u>		

³ Mains water supply

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
		~~F. All development will be required to incorporate grey water recycling and rainwater harvesting into their proposals.~~ <u>F. All development proposals will be required to demonstrate that they will not cause unacceptable deterioration to water quality or have an unacceptable impact on water quantity (including drinking water supplies) or wastewater infrastructure capacity by ensuring that:</u> <u>i. Sufficient water resources are available, and The proposal does not have a detrimental impact on the flow or quantity of groundwater;</u> <u>ii. development does not affect the water quality of surface or groundwater;</u> <u>iii. development does not cause unacceptable harm to biodiversity;</u>		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
		<u>iv. opportunities to improve water quality are used where possible;</u> <u>v. water efficiency methods are optimised; and</u> <u>vi. wastewater infrastructure already exists or can be provided in time to serve the development.</u>		
SWDPR 41: Air Quality	For the following types of development, Air Quality Assessments of the likely impact of the proposal on air quality must be submitted with any application: i) New transport infrastructure for road, rail, air or water based transport; ii) Housing developments of - 100 or more dwellings; iii) Industrial, commercial or leisure uses with 100 or more car parking spaces; iv) Intensive units for poultry v) Biomass boilers vi) Airports and airfields; vii) Energy generation from fossil fuels; and	A. Development proposals which are likely to have significant adverse air quality impacts on human health and wellbeing, amenity, and / or the natural environment of the surrounding area will only be permitted where it can be demonstrated that: i. In or near an Air Quality Management Area (AQMA) development would not have a significant adverse impact on local air quality; and ii. Measures can be implemented to minimise the impacts	Direct	For the purposes of our viability assessment, we have assumed that the relevant cost of professional reports (e.g. Air Quality Assessment) is included in the professional fee budget. We assume that any costs of mitigation should come off the value of the land.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	viii) Large vehicle depots such as bus stations, lorry parks, park & ride sites or businesses expected to receive a large number of HGVs. Additionally for applications within an Air Quality Management Area (AQMA), adjacent to an existing AQMA or areas at risk of becoming an AQMA air quality assessment must be submitted for the following types of application Residential development of 10 or more dwellings; i) Educational Establishments; ii) Hospitals or other health care facilities; and iii) All biomass boilers	of air pollution to an acceptable level without compromising the quality of life for users and occupiers, which protects health, including that of the natural and built environment, as well as amenity. <u>B. A-</u> For the following types of development, Air Quality Assessments of the likely impact of the proposal on air quality <u>and future site users</u> must be submitted with any application: i. New transport infrastructure for road, rail, air or water-based transport; ii. ~~Housing developments of 100 or more dwellings;~~ <u>Development causing a significant change in Light Duty Vehicle (LDV) traffic flows on local roads with relevant receptors of:</u>		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
		a. <u>more than 100 Annual Average Daily Traffic (AADT) within or adjacent to an AQMA;</u> b. <u>more than 500 AADT elsewhere;</u> iii. <u>Industrial, commercial or leisure uses with 100 or more car parking spaces; Development causing a significant change in Heavy Duty Vehicle (HDV) traffic flows on local roads with relevant receptors of:</u> a. <u>more than 100 AADT within or adjacent to an AQMA;</u> b. <u>more than 500 AADT elsewhere;</u>		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
		iv. Intensive units for poultry; v. <u>Agricultural development likely to generate emissions;</u> vi. Biomass boilers (<u>with burn rate of 45.4kg/hour or where the cumulative effect of multiple boilers on site equates to the same</u>); vii. Airports and airfields; viii. ~~vii.~~ Energy generation from fossil fuels; and ix. ~~viii.~~ Large vehicle depots such as bus stations, lorry parks, park and ride sites or businesses expected to receive a large number of HGVs. <u>C. B.</u> Additionally, for applications <u>development proposed</u> within an Air Quality Management Area (AQMA), adjacent to an existing AQMA or areas at risk of becoming an		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
		AQMA₂ air quality assessments must be submitted for the following types of application: i. <u>New roads and road realignments</u> Residential development of 10 or more dwellings; ii. Educational establishments; iii. Hospitals or other health care facilities₂; and iv. ~~All biomass boilers.~~		
SWDPR 42: Land Stability and Contaminated Land	A. Where development is proposed on contaminated land or land likely to be impacted by contaminants the applicant must submit an assessment of the extent of contamination. Where an unacceptable risk is identified, details of proposed remedial, mitigation or treatment measures must also be submitted. Proposals will only be supported where land is, or can be made, suitable for the proposed use. B. Where development is proposed on or adjacent to unstable or potentially unstable land the applicant must submit an assessment which determines the stability of the site and details of proposed remedial,	No proposed changes that would directly impact viability.	Indirect	For the purposes of our viability assessment, we have assumed that the relevant cost of professional reports (e.g. Site Investigations etc) is included in the professional fee budget. The PPG explicitly states that abnormal costs, including those associated with treatment for

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	mitigation or treatment measures. Proposals will only be supported where land is, or can be made, suitable for the proposed use. All surveys, reports and proposals must be completed to an appropriate level by a competent person to ensure users and visitors to the site, the wider public, property and the natural environment are protected.			contaminated sites, should be taken into account when defining the benchmark land value. i.e. where there are costs associated with land stability and/or contaminated land, this should be deducted from the price of the land. These costs should be deducted from the site purchase price / BLV based on the 'polluter pays' principle.
SWDP 43: Minerals and Waste Safeguarding	A. Non-exempt development proposals ...within or partially within a Mineral Consultation Area ... will be required to assess the potential impact on sterilising mineral resources and demonstrate how sterilisation would be avoided or minimised in accordance with the policies in the Worcestershire Minerals Local Plan. B. Non-exempt development proposals ...within or partially within 250m of an extant mineral site, an allocated mineral site or supporting minerals infrastructure site ... will be required to assess the potential impact on the site in accordance with the policies in the Worcestershire Minerals Local Plan.	No proposed changes that would directly impact viability.	Indirect	We have assumed that the cost of the preparation of a Minerals Resource Assessment is included within the Planning Application Professional Fees, Surveys and reports costs. This is part of developers' due diligence and we assume that they would not wish to progress sites for development where there are significant minerals

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	Relevant development proposals will be required to either: i. Demonstrate that the proposed development would not unreasonably restrict the development, operation, restoration or aftercare of the mineral site or supporting mineral infrastructure; or ii. Provide any necessary mitigation as the “agent of change” to ensure that the operation of the existing business would not have a significant adverse effect on the new development C. Development proposals on, or within 250m of, an existing waste management facility ... will be required to assess the potential impact on the waste management facility in accordance with the Waste Core Strategy. Relevant development proposals will be required to either: i. Demonstrate that the proposed development would not unreasonably restrict the operation of the existing waste management business; or ii. Provide any necessary mitigation as the “agent of change”			to be extracted prior to development. This policy is about the provision and safe guarding of minerals. The policy sets out the Council’s approach for the managing development around minerals sites. This policy requires developers to mitigate the impact on development of minerals and waste sites.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
SWDPR 44: Tourist Development	A. Proposals for the expansion and development of the tourism potential of south Worcestershire (excluding visitor accommodation – see SWDPR 41) will be permitted where the following criteria are met: i. The development is compatible with the physical character of the area. ii. The significance of heritage assets and their setting is conserved and, where appropriate, enhanced. iii. The public enjoyment and understanding of the historic and natural environment is promoted. iv. Where schemes are proposed on greenfield land, consideration has been given to the availability of alternative brownfield sites. v. Appropriate provision is made for access and vehicular parking facilities (including coach parks, where appropriate). vi. Where practicable the site can be readily and safely accessible by means of public transport. vii. Consideration is given to the delivery of alternative, easy and safe active travel routes to the site.	No proposed changes that would directly impact viability.	Indirect	A vibrant cultural and visitor economy will help to underpin the attractiveness of South Worcestershire as a place to live, work and visit. This will manifest indirectly through the price mechanism for land and property values.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
SWDPR 45: Visitor Accommodation	A. Planning permission for new visitor accommodation within Development Boundaries will be permitted where: i. It is of an appropriate type and scale for the location or building; and ii. There is no adverse impact on neighbouring amenity. B. Planning permission for new visitor accommodation outside a development boundary, will be permitted where: ii. Ai and Aii of this policy are satisfied; and iii. It forms part of a farm or other land-based rural business diversification scheme; or iv. It would provide ancillary accommodation to an existing public house, restaurant, or similar establishment; or v. It forms an extension or alteration to an established hotel or venue; or vi. It reuses a redundant or underused rural building of permanent and substantial construction; or vii. It adjoins a development boundary and is physically related to visitor accommodation within the boundary.	No proposed changes that would directly impact viability.	Indirect	A vibrant cultural and visitor economy will help to underpin the attractiveness of South Worcestershire as a place to live, work and visit. This will manifest indirectly through the price mechanism for land and property values.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
SWDPR 46: Static and Touring Caravans, Chalets and Camping Sites (Holiday Accommodation)	A. Proposals for new small sites, and limited proposed extensions or improvements to existing leisure static and touring caravan, chalet (including 'log cabins'), and camping sites (including safari tents, yurts and glamping), will be permitted where: i. The site falls wholly within Flood Zone 1 or where the site is within Flood Zones 2 and 3 the sequential test is applied, and a flood risk assessment provided to demonstrate the proposals are acceptable including details of any flood mitigation where applicable; ii. The site is visually unobtrusive and well-screened from important local viewpoints, environmentally sensitive locations and public highways and footpaths; iii. Landscaping is provided consistent with the landscape assessment within the site and around its boundaries; iv. The development is of a high standard design, and at a form and scale that is well-related to its setting. It should not exceed the capacity of the area to accommodate the proposal, having regard in particular to landscape and infrastructure considerations; v. The vehicular traffic generated by the proposal can be safely accommodated on the local highway network;	No proposed changes that would directly impact viability.	Indirect	This is specifically for holiday accommodation. A vibrant tourism economy will help to under-pin the attractiveness South Worcestershire as a place to live, work and visit. This will manifest indirectly through the price mechanism for land and property values. We have not appraised holiday accommodation (caravans etc.) explicitly.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	vi. The proposal makes adequate provision for foul drainage, water supply and utilities, e.g. electric hook-up for pitches and for sewage pump-out and waste disposal; and vii. There are easy, safe, and alternative travel routes to the site and that secure overnight cycle storage is provided. B. Extensions to existing sites as well as being assessed against the criteria in A i-vii, should be small in scale relative to the existing site; and in this regard the cumulative effect of the number of pitches will be taken into consideration. Where possible an extension should facilitate visual improvements in form and layout and landscaping to the overall site.			
SWDPR 47: Built Community Facilities	A. The provision of new built community facilities or the enhancement of existing facilities will be supported where there is an identified need, ..., subject to satisfying the sequential test in the NPPF, where applicable. Applicants will be required to consider whether the combining or rationalisation of existing facilities would be more appropriate than the provision of a new facility. B. Any proposal that would result in the loss of a site or building currently or last used as a built community facility will only be supported if the following criteria are met:	No proposed changes that would directly impact viability	Direct	The purpose of S106 and CIL (and hence our viability assessment) is to ensure that there is sufficient funding for community facilities. New housing development of a certain size will be required to make a financial contribution to either new community halls, or to enhance existing ones.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	i. An alternative built community facility which meets local needs and is of equivalent or better provision in terms of quantity and quality is, or will be, provided in an equally or more sustainable location; or ii. It has been demonstrated that there is an excess of similar provision in the appropriate catchment area for that particular facility, and the site or building is surplus to requirements and not needed for any other built community facility; or iii. The development is for an alternative built community facility, the benefits of which clearly outweigh the loss of the current or former use. Operational Viability C. In addition to the requirements of part B, where applicable, operational viability will be considered for proposals that would result in loss of a site or building currently or last used as a built community facility if: iv. it has been demonstrated that in the case of commercial community facilities, would not be economically or operationally viable to retain the facility; or v. In the case of non-commercial built community facilities, the use is no longer operationally viable; or			We have incorporated the necessary S106 costs into the financial viability assessment herein (see Typologies matrix). We have allowed £336 per unit under S106 Community Facilities for schemes with 10 or more units and £0 for minor schemes under 10 units.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	vi. The built community facility could not be provided or operated by either the current occupier or by an alternative occupier.... D. Applicants are required to scope existing facilities in the area and consider whether it would be more appropriate to combine or rationalise existing facilities in the first instance. E. Applicants proposing to re-develop or convert a built community facility should consult the appropriate community prior to the submission of a planning application, for example where a site or building is a valued built community facility as recognised by an up-to-date neighbourhood plan. Community Centres and Village Halls F. With specific regard to Community Centres and Village Halls, to ensure the required level of provision is met, and in accordance with the relevant policy tests, all new residential development of 10 dwellings or more will be required to make a financial contribution to the off-site provision or enhancement of community centres and village halls. Large strategic sites may need to provide for on-site community centres and halls (or contribute to existing provision), details of which will be set out in site specific policies.			

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	[The provision requirements are set out in the table in the policy] G. Information relating to how the provision requirements ...translate into a developer contribution will be set out in an update to the South Worcestershire Developer Contributions SPD.			
SWDPR 48: Open Space	A. Green Space, as identified on the Policies Map, includes a range of private and public open spaces and associated community facilities. B. Development of Green Space will not be supported unless the following exceptional circumstances are demonstrated: i. The proposal is for a community / recreational use that does not compromise the essential quality and character of the Green Space; or ii. The development is for alternative sports and recreational provision, the benefits of which clearly outweigh the loss of the current or former use; or iii. A robust, independent assessment of community and technical need (using recognised national methodology where available) clearly demonstrates that the Green Space is surplus to requirements in that location; or iv. The loss resulting from the proposed development would be replaced by equivalent or	No proposed changes that would directly impact viability.	Indirect	This policy has an indirect impact on viability as this informs the allocation and supply of land. i.e., if land is designated for open space – it can't therefore be built upon and this will impact the availability of land that developers can build on. We have reflected this in our BLV assumptions. The developer is required to replace lost green space on a like for like basis.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	better provision in terms of quantity and quality in a suitable location. C. This policy should be read in conjunction with policies SWDPR 4, 26, 33, 34, and 44 as any new applicable Green Infrastructure secured under these policies will be designated and protected as Green Space, once implemented.			
SWDPR 49: Provision of Open Space and Outdoor Community Uses in New development	A. Residential development proposals exceeding 10 dwellings or more should make provision for Green Space and outdoor community uses as set out in Table x [in the plan], together with secure arrangements for its long-term management and on-going maintenance. B. The total amount of Green Space / outdoor community uses will be provided within the overall quantum of green infrastructure required by SWDPR 7. In addition to Table x, the precise amount and form of these uses will be informed by local evidence, e.g. neighbourhood plans, the Playing Pitch and Outdoor Sports Facilities Strategy (2021), the Joint Strategic Needs Assessment (JSNA) including physical activity and obesity prevalence, parish and town plans and village design statements. Enhancing accessibility to open spaces, e.g. through	No proposed changes that would directly impact viability	Direct	The Green space requirements are incorporated into our financial viability assessment through the net-to-gross development area assumptions. The net developable to gross site area ratio is important as our viability appraisals are based on a net developable area/density. The gross site area is required to support on-site non-developable uses such as green space and outdoor community use etc. The net to gross area is lower for larger sites as these will require more non-developable uses. Note that in a brownfield context we

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	improvements to the Rights of Way network is also strongly encouraged. C. With the exception of Playing Pitches (See SWDPR 46 Playing Fields), information relating to how the provision requirements set out in table x translate into a developer contribution will be set out in an update to the South Worcestershire Developer Contributions SPD. D. With the exception of Playing Pitches (See SWDPR 46 Playing Fields), in cases where it would be impractical or inappropriate to deliver all the open space typologies on site, developer contributions towards off-site provision will be sought and secured through legal agreement. For large scale proposals, most typologies will normally be delivered on-site and relate to any site-specific policy requirements, where relevant. In all cases, the developer will be required to secure the long-term maintenance / management arrangements for all Green Space / outdoor community uses on and off-site. E. On-site provision of Green Space should have regard to the access standards set out in Table x.			assume that 90% of the site is developable. We have allowed for the contribution within the S106 assumptions. This is shown on the Typologies Matrix as S106 GI cost (ranging between £0 per unit to £3,132 per unit). We have incorporated the necessary S106 costs into the financial viability assessment herein.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
SWDPR 50: Playing Fields	A. Residential and mixed -use development proposals of 10 dwellings or more should contribute towards playing pitches and built form relating to formal sports pitches/courts where applicable, as guided by the Playing Pitch and Outdoor Sports Facilities Strategy (2021), together with secure arrangements for their long-term management and on-going maintenance. B. Development proposals involving the potential loss of playing pitches will not be supported unless: a) an assessment has been undertaken which has clearly shown the playing fields to be surplus to requirements; or b) the loss resulting from the proposed development would be replaced by equivalent or better provision in terms of quantity and quality in a suitable location; or c) the development is for alternative sports and recreational provision, the benefits of which clearly outweigh the loss of the current or former use.	No proposed changes that would directly impact viability.	Direct	This is a specific policy which requires developers to contribute towards playing pitches and built form relating to formal sports pitches/courts. We have allowed for the contribution within the S106 assumptions. This is shown on the Typologies Matrix as the S106 Sports cost (up to £2,738 per unit). We have incorporated the necessary S106 costs into the financial viability assessment herein.
SWDPR 51: Waterfronts	A. The waterfront locations at Droitwich Spa, Evesham, Pershore, Tenbury Wells, Upton-upon-Severn and Worcester will be protected and enhanced by: i. Ensuring new development establishes a positive relationship with the waterway and takes full advantage of its location, addressing the waterways	No proposed changes that would directly impact viability.	Indirect	Indirect, for a specific location and will be captured in pricing mechanism. Attractive and vibrant waterfronts will help to under-pin the attractiveness of the local areas as

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	as a frontage, opening up views and improving public access. ii. Supporting mixed use development proposals, particularly those that enable the public to enjoy the waterside in buildings fronting the waterway, and the provision of public spaces or squares. iii. Protecting and improving access points to the waterway, including paths, towpaths, cycle routes and facilities for launching boats. iv. Making connections with, or creating wider opportunities to access active travel routes along the waterway. v. Maintain and enhance waterway habitats and biodiversity where appropriate.			attractive places to live, work and visit. This will manifest indirectly through the price mechanism for land and property values – including residential and mixed-use development.
SWDPR 52: Marinas and Moorings	SWDPR 46: Marinas and Moorings A. Proposals for marinas, boatyards and leisure moorings, including new-build structures or extensions will be permitted where: i. They have regard to all potential users of the waterway and do not result in conflicting uses or unacceptable environmental consequences. ii. They do not interfere with the navigation with the waterway or, in cases of emergency, prevent safe access or egress onto the waterway.	No proposed changes that would directly impact viability.	Indirect	As above.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	iii. They are located within or adjoining a development boundary, or, in the case of moorings, at a location where there are existing authorised uses for moorings and boating facilities. iv. They make provision for public access on foot and bicycle. v. They maintain and enhance habitats and biodiversity of the waterway as well as water quality downstream. vi. The provision of access, servicing and car parking would not adversely affect amenity, particularly that of a waterway. vii. In the case of leisure moorings, they are for short-stay and subject to an assessment of the number and capacity of existing provision, impact on landscape and provision for safe access. viii. The site has adequate land-based utility infrastructure and support facilities. B. Proposals for new commercial moorings and wharfs for vessels engaged in transporting cargo, or providing services for tourists and day visitors will be permitted provided that they meet criteria A i, ii, iv, vi and vii above.			
SWDPR 53: Residential Moorings	A. Where there is scope for residential moorings as part of a marina or basin, or on	No proposed changes that would directly impact viability.	No impact	No impact on viability.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	waterways in urban locations or settlements, planning permission will be granted where: i. They do not conflict with the navigation authority or the Environment Agency's operational requirements. ii. Necessary site services, such as water supply, electricity and arrangements for the removal of domestic waste, are provided. iii. There is appropriate permissive access and parking. iv. There will be no significant adverse effect on the amenity and conservation interest of the waterway, e.g. on towpaths. v. They do not result in a proliferation of residential moorings and waterside facilities in a particular location. vi. There is safe access from any vessel or from the waterway to dry land in cases of emergency.			
SWDPR 54: Equestrian Development	A. Proposals for Equestrian Development will be permitted in rural locations whereby: i. It is of an appropriate size and scale, relative to its intended use, and be compatible with the surrounding landscape and uses; ii. It prioritises (where possible) the re-use of existing buildings and, in the case of construction of	No proposed changes that would directly impact viability.	No impact	No impact on viability.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Main Mods arising from hearings	Impact on Viability	Implications for CIL Viability Assessment
	a new facility or buildings, is well integrated into the existing built form (where present) and its surroundings; iii. It is appropriate in terms of siting, design, scale, layout, external materials and appearance; iv. It does not adversely impact upon the character, appearance or ecology of the landscape and / or any environmental, nature, planning or landscape designation using all published guidance where necessary to appropriately manage land; v. It can be provided with safe access and does not have an unacceptable impact on local roads; vi. It does not have a detrimental effect on the amenity of neighbouring properties and wider local area by reason of noise, smell, overlooking, or other general disturbance; and vii. For commercial equestrian developments, proposals maximise the opportunities to make the location more sustainable. B. In all cases, applicants will be expected to demonstrate the adequate provision of land to allow for the proper care of horses, including stabling, grazing and exercise, in accordance with the Equine Industry Welfare Guidelines.			

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Appendix 2 – Typologies Matrix

251111 SWC Typologies Matrix_v48 - Residential Typologies

		Site Typology							S106 / S278 Contributions (£ per unit)										
Ref.	# Resi Units	Location / Zone	Greenfield / Brownfield	Gross Site Area (ha)	Net to Gross ratio (%)	Net Developable Site Area (ha)	Net Developable Site Area (acres)	Development Density (dph)	S106 Education	S106 GI	AONB Impact	S106 Sports	S106 Healthcare (Primary)	S106 Healthcare (Secondary)	S106 Waste	S106 Community Facilities	S106 Transport	S106 Police	Total Site Specific Mitigation - S106 and S278
																			(£/unit)
A	7	Area Wide	Greenfield	0.29	80%	0.23	0.58	30	£0	£0	£0	£0	£0	£1,129	£0	£0	£6,692	£115	£7,936
B	10	Area Wide	Greenfield	0.42	80%	0.33	0.82	30	£13,974	£2,582	£270	£1,971	£272	£1,129	£0	£336	£7,010	£115	£27,660
C	30	Area Wide	Greenfield	1.67	60%	1.00	2.47	30	£13,974	£2,298	£270	£1,971	£272	£1,129	£0	£336	£5,134	£115	£25,499
D	50	Area Wide	Greenfield	2.78	60%	1.67	4.12	30	£13,974	£2,298	£270	£1,971	£272	£1,129	£0	£336	£6,988	£115	£27,354
E	80	Area Wide	Greenfield	4.44	60%	2.67	6.59	30	£13,974	£2,298	£270	£1,971	£272	£1,129	£0	£336	£8,438	£115	£28,803
F	100	Area Wide	Greenfield	4.17	60%	2.50	6.18	40	£13,974	£1,315	£270	£1,971	£272	£1,129	£0	£336	£11,460	£115	£30,843
G	200	Area Wide	Greenfield	8.33	60%	5.00	12.36	40	£13,974	£1,315	£270	£1,971	£272	£1,129	£0	£336	£6,141	£115	£25,523
H	300	Area Wide	Greenfield	12.50	60%	7.50	18.53	40	£13,974	£1,315	£270	£1,971	£272	£1,129	£0	£336	£7,811	£115	£27,194
I	400	Area Wide	Greenfield	16.67	60%	10.00	24.71	40	£13,974	£1,315	£270	£1,971	£272	£1,129	£0	£336	£7,811	£115	£27,194
J	500	Area Wide	Greenfield	20.83	60%	12.50	30.89	40	£13,974	£1,315	£270	£1,971	£272	£1,129	£0	£336	£7,811	£115	£27,194
K	700	Area Wide	Greenfield	29.17	60%	17.50	43.24	40	£13,974	£1,315	£270	£1,971	£272	£1,129	£0	£336	£11,250	£115	£30,632
L	8	Area Wide	Brownfield	0.30	90%	0.27	1	30	£0	£0	£0	£0	£0	£1,129	£0	£0	£14,053	£115	£15,297
M	10	Area Wide	Brownfield	0.37	90%	0.33	1	30	£15,306	£2,811	£270	£2,300	£318	£1,129	£0	£336	£14,053	£115	£36,637
N	30	Area Wide	Brownfield	1.11	90%	1	2	30	£15,306	£2,811	£270	£2,300	£318	£1,129	£0	£336	£14,053	£115	£36,637
O	50	Area Wide	Brownfield	1.85	90%	2	4	30	£15,306	£2,579	£270	£2,300	£318	£1,129	£0	£336	£14,053	£115	£36,405
P	100	Area Wide	Brownfield	2.78	90%	3	6	40	£15,306	£2,579	£270	£2,300	£318	£1,129	£0	£336	£14,053	£115	£36,405
Q	300	Area Wide	Brownfield	8.33	90%	8	19	40	£15,306	£2,579	£270	£2,300	£318	£1,129	£0	£336	£14,053	£115	£36,405
R	500	Area Wide	Brownfield	13.89	90%	13	31	40	£15,306	£2,579	£270	£2,300	£318	£1,129	£0	£336	£14,053	£115	£36,405
S	75	Student	Brownfield	0.56	90%	0.50	1.24	150	£0	£3,132	£270	£2,738	£370	£1,129	£0	£336	£3,500	£115	£11,589
T	75	BTR	Brownfield	0.56	90%	0.50	1.24	150	£0	£3,132	£270	£2,738	£370	£1,129	£0	£336	£3,500	£115	£11,589
U	50	Age Restricted / Sheltered Housing	Greenfield	0.52	80%	0.42	1.03	120	£0	£1,816	£270	£1,643	£222	£1,129	£0	£336	£3,500	£115	£9,031

251111 SWC Typologies Matrix_v48 - Residential Typologies

			Affordable Housing Requirements							Scheme Typology														
Ref.	# Resi Units	CIL - Baseline	AH Target	AH basis	AH Tenure Mix:						Market Housing Mix:							Affordable Housing Mix:						
		(£ psm)	(%)		First Homes (% of AH)	Social Rent (% of AH)	Intermediate (Affordable Home Ownership) (% of AH)	Total check	LCHO (% of total) (>10%)	Unit Types	2B H	3B H	4B H	5B H	1B F	2B F	Total	2B H	3B H	4B H	5B H	1B F	2B F	Total
A	7	£54.80	0%	n/a	0%	70%	30%	100%	0%	Houses	35.0%	40.0%	25.0%	-	-	-	100.0%	50.0%	50.0%	-	-	-	-	100.0%
B	10	£54.80	40%	onsite	0%	70%	30%	100%	12%	Houses	35.0%	40.0%	25.0%	-	-	-	100.0%	50.0%	50.0%	-	-	-	-	100.0%
C	30	£54.80	40%	onsite	0%	70%	30%	100%	12%	Houses	35.0%	40.0%	20.0%	5.0%			100.0%	45.0%	45.0%	10.0%	-			100.0%
D	50	£54.80	40%	onsite	0%	70%	30%	100%	12%	Houses	35.0%	40.0%	20.0%	5.0%			100.0%	45.0%	45.0%	10.0%				100.0%
E	80	£54.80	40%	onsite	0%	70%	30%	100%	12%	Houses & Flats	25.0%	40.0%	20.0%	5.0%	4.0%	6.0%	100.0%	22.0%	30.0%	10.0%	-	23.0%	15.0%	100.0%
F	100	£54.80	40%	onsite	0%	70%	30%	100%	12%	Houses & Flats	25.0%	40.0%	20.0%	5.0%	4.0%	6.0%	100.0%	22.0%	30.0%	10.0%	-	23.0%	15.0%	100.0%
G	200	£54.80	40%	onsite	0%	70%	30%	100%	12%	Houses & Flats	25.0%	40.0%	20.0%	5.0%	4.0%	6.0%	100.0%	22.0%	30.0%	10.0%	-	13.0%	25.0%	100.0%
H	300	£54.80	40%	onsite	0%	70%	30%	100%	12%	Houses & Flats	25.0%	40.0%	20.0%	5.0%	4.0%	6.0%	100.0%	22.0%	30.0%	10.0%	-	13.0%	25.0%	100.0%
I	400	£54.80	40%	onsite	0%	70%	30%	100%	12%	Houses & Flats	25.0%	40.0%	20.0%	5.0%	4.0%	6.0%	100.0%	22.0%	30.0%	10.0%	-	13.0%	25.0%	100.0%
J	500	£54.80	40%	onsite	0%	70%	30%	100%	12%	Houses & Flats	25.0%	40.0%	20.0%	5.0%	4.0%	6.0%	100.0%	22.0%	30.0%	10.0%	-	23.0%	15.0%	100.0%
K	700	£54.80	40%	onsite	0%	70%	30%	100%	12%	Houses & Flats	25.0%	40.0%	20.0%	5.0%	4.0%	6.0%	100.0%	22.0%	30.0%	10.0%	-	23.0%	15.0%	100.0%
L	8	£0.00	0%	n/a	0%	70%	30%	100%	0%	Houses	35.0%	40.0%	25.0%	-	-	-	100.0%	50.0%	50.0%	-	-	-	-	100.0%
M	10	£0.00	30%	onsite	0%	70%	30%	100%	9%	Houses	35.0%	40.0%	25.0%	-	-	-	100.0%	50.0%	50.0%	-	-	-	-	100.0%
N	30	£0.00	30%	onsite	0%	70%	30%	100%	9%	Houses	35.0%	40.0%	20.0%	5.0%			100.0%	45.0%	45.0%	10.0%	-			100.0%
O	50	£0.00	30%	onsite	0%	70%	30%	100%	9%	Houses	35.0%	40.0%	20.0%	5.0%			100.0%	45.0%	45.0%	10.0%				100.0%
P	100	£0.00	30%	onsite	0%	70%	30%	100%	9%	Houses & Flats	25.0%	40.0%	20.0%	5.0%	4.0%	6.0%	100.0%	22.0%	30.0%	10.0%	-	23.0%	15.0%	100.0%
Q	300	£0.00	30%	onsite	0%	70%	30%	100%	9%	Houses & Flats	25.0%	40.0%	20.0%	5.0%	4.0%	6.0%	100.0%	22.0%	30.0%	10.0%	-	23.0%	15.0%	100.0%
R	500	£0.00	30%	onsite	0%	70%	30%	100%	9%	Houses & Flats	25.0%	40.0%	20.0%	5.0%	4.0%	6.0%	100.0%	22.0%	30.0%	10.0%	-	23.0%	15.0%	100.0%
S	75	£137.00	0%	n/a student	0%	70%	30%	100%	0%	Student Flats	-	-	-	-	100.0%	-	100.0%	-	-	-	-	100.0%	-	100.0%
T	75	£0.00	20%	onsite	0%	70%	30%	100%	6%	Flats	-	-	-	-	60.0%	40.0%	100.0%	-	-	-	-	60.0%	40.0%	100.0%
U	50	£0.00	40%	onsite	0%	70%	30%	100%	12%	Flats (older persons)	-	-	-	-	60.0%	40.0%	100.0%	-	-	-	-	60.0%	40.0%	100.0%

251111 SWC Typologies Matrix_v48 - Residential Typologies

		(Construction costs impacted by Policy)										
Ref.	# Resi Units	Biodiversity Net Gain (BNG)	Mkt. Housing Cat. M4(2)	Mkt. Housing Cat. M4(3)(a)	Part L/ Future Homes Standard	Part L/ Future Homes Standard	Renewable Energy	Renewable Energy	Electric charging point	Water efficiency Greywater and efficiency	Water efficiency Greywater and efficiency	Broadband Infrastructure
		(£/unit)	(£/unit) - all units (where not M4(3))	5% of units over 20 units	(£/unit - houses)	(£/unit - flats)	(£/unit - houses)	(£/unit - flats)	(£/unit)	(£/unit - houses)	(£/unit - flats)	(£/unit)
A	7	£1,003	£625	n/a	£5,816	£2,712	£0	£0	£0	£2,683	£909	£747
B	10	£1,003	£625	n/a	£5,816	£2,712	£0	£0	£0	£2,683	£909	£747
C	30	£1,003	£625	£12,133	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
D	50	£1,003	£625	£12,133	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
E	80	£1,003	£625	£12,133	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
F	100	£1,003	£625	£12,133	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
G	200	£1,003	£625	£12,133	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
H	300	£1,003	£625	£12,133	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
I	400	£1,003	£625	£12,133	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
J	500	£1,003	£625	£12,133	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
K	700	£1,003	£625	£12,133	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
L	8	£268	£625	n/a	£5,816	£2,712	£0	£0	£0	£2,683	£909	£747
M	10	£268	£625	n/a	£5,816	£2,712	£0	£0	£0	£2,683	£909	£747
N	30	£268	£625	£12,133	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
O	50	£268	£625	£12,133	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
P	100	£268	£625	£12,133	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
Q	300	£268	£625	£12,133	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
R	500	£268	£625	£12,133	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
S	75	£268	£625	£12,133	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
T	75	£268	£625	£12,133	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
U	50	£1,003	n/a	n/a	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a

251111 SWC Typologies Matrix_v48 - Residential Typologies

		Site Typology							S106 / S278 Contributions (£ per unit)										
Ref.	# Resi Units	Location / Zone	Greenfield / Brownfield	Gross Site Area (ha)	Net to Gross ratio (%)	Net Developable Site Area (ha)	Net Developable Site Area (acres)	Development Density (dph)	S106 Education	S106 GI	AONB Impact	S106 Sports	S106 Healthcare (Primary)	S106 Healthcare (Secondary)	S106 Waste	S106 Community Facilities	S106 Transport	S106 Police	Total Site Specific Mitigation - S106 and S278
																			(£/unit)
V	50	Age Restricted / Sheltered Housing	Brownfield	0.46	90%	0.42	1.03	120	£0	£2,192	£270	£1,916	£259	£1,129	£0	£336	£3,500	£115	£9,718
W	60	Assisted Living / Extra Care	Greenfield	0.75	80%	0.60	1.48	100	£0	£1,816	£0	£0	£222	£1,129	£0	£336	£3,500	£115	£7,118
X	60	Assisted Living / Extra Care	Brownfield	0.67	90%	0.60	1.48	100	£0	£2,192	£0	£0	£259	£1,129	£0	£336	£3,500	£115	£7,531
Y	4	RDA	Greenfield	0.17	80%	0.13	0.33	30	£0	£0	£0	£0	£0	£1,129	£0	£0	£967	£115	£2,211
Z	8	RDA	Greenfield	0.33	80%	0.27	0.66	30	£0	£0	£0	£0	£0	£1,129	£0	£0	£967	£115	£2,211
AA	4	RDA	Brownfield	0.15	90%	0.13	0.33	30	£0	£0	£0	£0	£0	£1,129	£0	£0	£967	£115	£2,211
AB	8	RDA	Brownfield	0.30	90%	0.27	0.66	30	£0	£0	£0	£0	£0	£1,129	£0	£0	£967	£115	£2,211
AC	50	Town Centre / Urban Areas	Brownfield - high density	0.74	90%	0.67	1.65	75	£7,188	£2,579	£270	£1,916	£259	£1,129	£0	£336	£11,711	£115	£25,503
AD	100	Town Centre / Urban Areas	Brownfield - high density	1.48	90%	1.33	3.29	75	£7,188	£2,579	£270	£1,916	£259	£1,129	£0	£336	£11,711	£115	£25,503
AE	250	Town Centre / Urban Areas	Brownfield - high density	3.70	90%	3.33	8.24	75	£7,188	£2,579	£270	£1,916	£259	£1,129	£0	£336	£11,711	£115	£25,503
AF	500	Town Centre / Urban Areas	Brownfield - high density	7.41	90%	6.67	16.47	75	£7,188	£2,579	£270	£1,916	£259	£1,129	£0	£336	£11,711	£115	£25,503

Notes

Minimum density is 30 dph (see Policies Matrix SWDP 13), but we have used higher densities as appropriate depending on the typology (e.g. larger sites, Student, and Sheltered Housing etc)

Mix reflects the updated position agreed at the Examination hearings, with a revised tenure split of 70% Social Rent and 30% Affordable Home Ownership.We have adjusted the mix on the smaller typologies to reflect the number of units on the scheme (e.g. No flats on smaller schemes).

C.All new dwellings should meet the requirements of Building Regulations Part M4(2) dwelling standard (Accessible and Adaptable Dwellings) .

D. On sites of 20 dwellings or more, 5% of the dwellings (equally split between market and affordable where practicable) should meet the requirements of Building Regulations Part M4 (3)(2)(a) dwelling standard (Wheelchair Adaptable Dwellings).



251111 SWC Typologies Matrix_v48 - Residential Typologies

			Affordable Housing Requirements							Scheme Typology														
Ref.	# Resi Units	CIL - Baseline	AH Target	AH basis	AH Tenure Mix:						Market Housing Mix:							Affordable Housing Mix:						
		(£ psm)	(%)		First Homes (% of AH)	Social Rent (% of AH)	Intermediate (Affordable Home Ownership) (% of AH]	Total check	LCHO (% of total) (>10%)	Unit Types	2B H	3B H	4B H	5B H	1B F	2B F	Total	2B H	3B H	4B H	5B H	1B F	2B F	Total
V	50	£0.00	30%	onsite	0%	70%	30%	100%	9%	Flats (older persons)	-	-	-	-	60.0%	40.0%	100.0%	-	-	-	-	60.0%	40.0%	100.0%
W	60	£0.00	40%	onsite	0%	70%	30%	100%	12%	Flats (older persons)	-	-	-	-	60.0%	40.0%	100.0%	-	-	-	-	60.0%	40.0%	100.0%
X	60	£0.00	30%	onsite	0%	70%	30%	100%	9%	Flats (older persons)	-	-	-	-	60.0%	40.0%	100.0%	-	-	-	-	60.0%	40.0%	100.0%
Y	4	£54.80	20%	off-site commuted sum	0%	70%	30%	100%	6%	Houses	-	50.0%	50.0%	-	-	-	100.0%	50.0%	50.0%	-	-	-	-	100.0%
Z	8	£54.80	40%	onsite	0%	70%	30%	100%	12%	Houses	35.0%	40.0%	25.0%	-	-	-	100.0%	50.0%	50.0%	-	-	-	-	100.0%
AA	4	£54.80	20%	off-site commuted sum	0%	70%	30%	100%	6%	Houses	-	50.0%	50.0%	-	-	-	100.0%	50.0%	50.0%	-	-	-	-	100.0%
AB	8	£54.80	30%	on-site	0%	70%	30%	100%	9%	Houses	35.0%	40.0%	25.0%	-	-	-	100.0%	50.0%	50.0%	-	-	-	-	100.0%
AC	50	£0.00	30%	onsite	0%	70%	30%	100%	9%	Flats (Private)					40.0%	60.0%	100.0%					50.0%	50.0%	100.0%
AD	100	£0.00	30%	onsite	0%	70%	30%	100%	9%	Flats (Private)					40.0%	60.0%	100.0%					50.0%	50.0%	100.0%
AE	250	£0.00	30%	onsite	0%	70%	30%	100%	9%	Flats (Private)					40.0%	60.0%	100.0%					50.0%	50.0%	100.0%
AF	500	£0.00	30%	onsite	0%	70%	30%	100%	9%	Flats (Private)					40.0%	60.0%	100.0%					50.0%	50.0%	100.0%

251111 SWC Typologies Matrix_v48 - Residential Typologies

		(Construction costs impacted by Policy)										
Ref.	# Resi Units	Biodiversity Net Gain (BNG)	Mkt. Housing Cat. M4(2)	Mkt. Housing Cat. M4(3)(a)	Part L/ Future Homes Standard	Part L/ Future Homes Standard	Renewable Energy	Renewable Energy	Electric charging point	Water efficiency Greywater and efficiency	Water efficiency Greywater and efficiency	Broadband Infrastructure
		(£/unit)	(£/unit) - all units (where not M4(3))	5% of units over 20 units	(£/unit - houses)	(£/unit - flats)	(£/unit - houses)	(£/unit - flats)	(£/unit)	(£/unit - houses)	(£/unit - flats)	(£/unit)
V	50	£268	n/a	n/a	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
W	60	£1,003	n/a	n/a	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
X	60	£268	n/a	n/a	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
Y	4	£1,003	£625	n/a	£5,816	£2,712	£0	£0	£0	£2,683	£909	£747
Z	8	£1,003	£625	n/a	£5,816	£2,712	£0	£0	£0	£2,683	£909	£747
AA	4	£268	£625	n/a	£5,816	£2,712	£0	£0	£0	£2,683	£909	£747
AB	8	£268	£625	n/a	£5,816	£2,712	£0	£0	£0	£2,683	£909	£747
AC	50	£268	£625	£10,111	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
AD	100	£268	£625	£10,111	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
AE	250	£268	£625	£10,111	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a
AF	500	£268	£625	£10,111	£5,816	£2,712	£0	£0	£0	£2,683	£909	n/a

251111 SWC Typologies Matrix_v48 - Retail Typologies

Ref.	Commercial Use Typology	Most Likely Location / Value Zone Scenario	Most Likely Site Typology	GIA sqm	GIA sqft (rounded)	Plot Ratio (Gross Floorspace to Site Area)	Site Area (sqm)	Site Area (ha)	Site Area (acres)
A	Convenience Retail - Express Store	Town Centre / Urban Areas	Brownfield / Previously Developed Land	232	2,500	50%	465	0.05	0.11
B	Convenience Retail - Discount Supermarket	Town Centre / Urban Areas	Brownfield / Previously Developed Land	1,765	19,000	30%	5,884	0.59	1.45
C	Convenience Retail - Large Supermarket	Town Centre / Urban Areas	Brownfield / Previously Developed Land	3,716	40,000	30%	12,387	1.24	3.06
D	Convenience Retail - Express Store	Strategic Urban Extensions / Garden Communities	Greenfield	232	2,500	50%	465	0.05	0.11
E	Convenience Retail - Discount Supermarket	Strategic Urban Extensions / Garden Communities	Greenfield	1,765	19,000	30%	5,884	0.59	1.45
F	Convenience Retail - Large Supermarket	Strategic Urban Extensions / Garden Communities	Greenfield	3,716	40,000	30%	12,387	1.24	3.06
G	Retail Warehouse	Town Centre / Urban Areas	Brownfield / Previously Developed Land	743	8,000	40%	1,858	0.19	0.46
H	Drive-Thru Café/Restaurant	Town Centre / Urban Areas	Greenfield	93	1,000	20%	465	0.05	0.11
I	Drive-Thru Café/Restaurant	Town Centre / Urban Areas	Brownfield / Previously Developed Land	93	1,000	20%	465	0.05	0.11

251111 SWC Typologies Matrix_v48 - Commerical Typologies

Ref.	Commercial Use Typology	Location / Scenario	Most Likely Site Typology	GIA sqm	GIA sqft (rounded)	Plot Ratio (Gross Floorspace to Site Area)	Site Area (sqm)	Site Area (ha)	Site Area (acres)
A	Light Industrial <10,000 sqft	Industrial Parks	Greenfield Land	836	9,000	50%	1,672	0.17	0.41
B	Medium/Large Industrial 10,000 - 50,000 sqft	Industrial Parks	Greenfield Land	2,323	25,000	40%	5,806	0.58	1.43
C	Large Logistics > 50,000 sqft	Motorway / Transport Corridors	Greenfield Land	6,503	70,000	40%	16,258	1.63	4.02
D	Light Industrial <10,000 sqft	Industrial Parks	Brownfield / Previously Developed Land	836	9,000	50%	1,672	0.17	0.41
E	Medium/Large Industrial 10,000 - 50,000 sqft	Industrial Parks	Brownfield / Previously Developed Land	2,323	25,000	40%	5,806	0.58	1.43
F	Large Logistics > 50,000 sqft	Motorway / Transport Corridors	Brownfield / Previously Developed Land	6,503	70,000	40%	16,258	1.63	4.02

Appendix 3 – Residential Market Paper

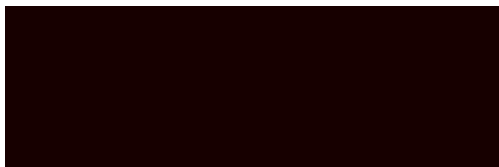
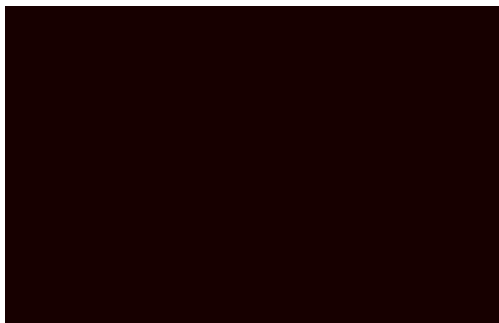
Accessible Report

Malvern Hills District Council, Worcester City Council
& Wychavon District Council

Residential Market Paper

South Worcestershire CIL Review

July 2025



Quality Assurance

Date of Report	25 July 2025
Version	V2
Filename and path	S:_Client Projects\1812 South Worcestershire Plan Viability and CIL Review_SWC\Reports\2505 Residential Market Paper (for CIL)\251008 SWC Residential Market Paper (for CIL) Accessible format V2.docx
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Checked by	Matthew Scott, Associate Director
Date	28 July 2025
Authorised by	Ben Aspinall, Managing Director
Date	28 July 2025

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1 Residential Market Review

- 1.1 This paper sets out the detailed residential market research that informs our assumptions adopted in appraising the residential development typologies presented in the main CIL Viability Assessment report. This paper also refers back to our Residential Paper from May 2022 and the updated review paper undertaken in October 2024. These reports were produced to support the viability assessment underpinning the emerging Local Plan.
- 1.2 The purpose of the overarching study is to support the South Worcestershire Council's (SWC's) (comprising Malvern Hills District Council, Wychavon District Council and Worcester City Council) in reviewing their adopted CIL Charging Schedule. This paper focuses on residential property.
- 1.3 We have researched residential values across the South Worcestershire area for a range of typologies including C3 residential, purpose-built student accommodation (PBSA), older persons housing, and build to rent (BtR).
- 1.4 We have been retained by South Worcestershire Councils (SWCs) since 2019, providing viability evidence and advice to support the emerging Local Plan and CIL assessment. We initially presented our findings for the residential market in the Residential Market Paper (April 2020) and have continued to monitor residential market values and update the value assumptions as needed. This has included the following reports:
- South Worcestershire Development Plan Review (SWDPR) and CIL Viability Assessment Residential Market Paper (May 2022)
 - South Worcestershire PBSA and Small Express Retail CIL Viability Assessment – Addendum Report (October 2023)
 - South Worcestershire Development Plan Review (SWDPR) Residential Market Paper (October 2024)
- 1.5 The structure of this residential market paper is as follows:
- Section 2: National and Regional Market Overview – provides an assessment of the current residential market in a national and regional context.
 - Section 3: Existing Evidence Base – provides a review of existing published market evidence which provides context for and informs our assumptions.
 - Section 4: New Build Achieved Values – provides an assessment of new build achieved values across South Worcestershire over the last 2 years based on industry-recognised published data from the Land Registry and Energy Performance Certificate Register (EPC).
 - Section 5: Housing Value Zones – provides an assessment of second-hand achieved values across Districts over the last 6 months, again based on industry-recognised published data. This is to provide a baseline for establishing housing value zones (not absolute values for new-build housing).
 - Section 6: New Build Asking Prices – provides an assessment of asking prices for new build properties across area. The market assessment is based on published asking price data mainly from developer's websites.

- Section 7: Residential Value Assumptions – based on an assessment of achieved and asking value data, we set out our value assumptions (£ psm and absolute values) which could be expected across South Worcestershire.
- Section 8: Student Housing – sets out our research and value assumptions for student housing typologies.
- Section 9: Specialist Accommodation for Older People – sets out our understanding of the various types of housing for older people and our research and value assumptions.
- Section 10: Build to Rent (BtR) – sets out our research and value assumptions for BtR typologies in South Worcestershire.
- Section 11: Affordable Housing Transfer Values – sets out our specific assumptions in respect of transfer values for S106 affordable housing.

2 National and Regional Market Overview

- 2.1 We set out below review of selected market publications which provides context for the residential property market.

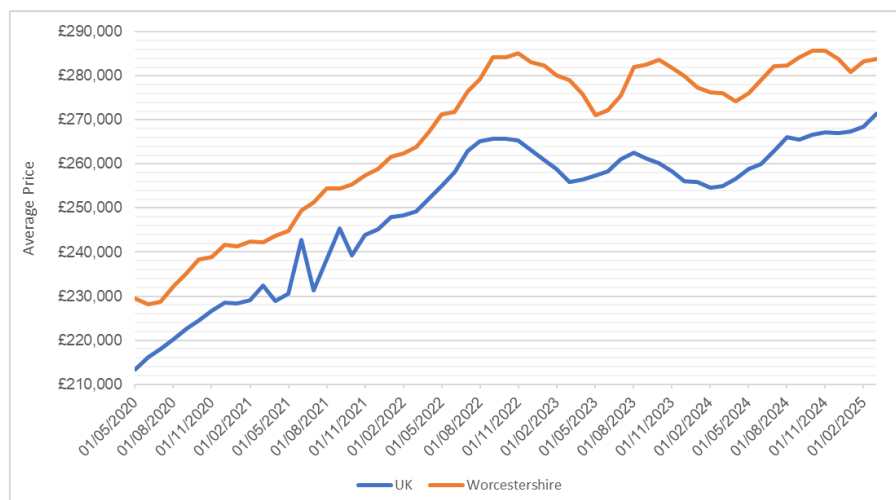
RICS UK Residential Market Survey – April 2025

- 2.2 The RICS publishes a regular UK Residential Market Survey providing an overall opinion of the direction that the residential market is taking, along with commentary from surveyors across the regions. The April 2025 publication provided the following summary:
- Measures of new buyer demand and agreed sales weaken further;
 - Recent trend in house prices appears more or less flat at the national level;
 - Forward-looking sentiment remains cautious on the near-term outlook.
- 2.3 The UK housing sales market is currently weak, with fewer people looking to buy homes and fewer deals being agreed. Buyer enquiries dropped by 33% and agreed sales fell by 31%, the lowest since August 2023. Expectations for the next few months remain low, but there is some cautious optimism for the year ahead, with 17% of surveyors expecting sales to improve in the next 12 months.
- 2.4 House prices across the UK are more or less flat, showing only a small drop overall. Some areas like Yorkshire & Humber and South West are seeing more price falls, while Scotland and Northern Ireland continue to see price rises.
- 2.5 The number of homes being listed for sale has not changed much, with only a small increase in new instructions. The amount of market appraisal activity (people getting homes valued before listing them) is also only slightly up, which means we shouldn't expect a big increase in supply anytime soon.
- 2.6 The rental market has been slow in recent times but is becoming more active. Tenant demand rose in the last three months, but at the same time, fewer landlords are putting homes up for rent. This imbalance is likely to push rents up in the near future, with surveyors predicting modest rent increases over the next few months.

Land Registry UK House Price Index – February 2025

- 2.7 HM Land Registry have a UK House Price Index (HPI) where they publish monthly sales data collected on residential housing transactions in the UK. Figure 2.1 shows the average price for all property types in the UK and South Worcestershire over the last 5 years from the index.

Figure 2.1 – Average All Property Price in the UK and Worcestershire



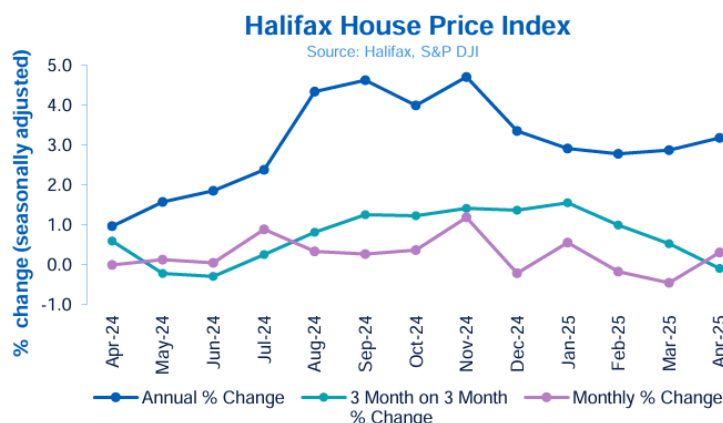
Source: Land Registry UKHPI (May 2025)

- 2.8 Throughout the period, Worcestershire has consistently had higher average house prices than the UK overall. The price gap between the two has remained steady, showing that Worcestershire remains a more expensive area to buy property.
- 2.9 From mid-2023 onwards, both the UK and Worcestershire show signs of more stable and moderate growth. Although the pace has slowed compared to earlier years, average prices are still trending upward. This suggests the market is adjusting to a higher interest rate environment, with fewer sharp rises or falls, and may now be entering a more balanced phase.

Halifax House Price Index – April 2025

- 2.10 Halifax also publishes a monthly house price index with data covering the whole country. In terms of house price growth, the April 2025 Halifax House Price Index indicates that:
- House prices increased by +0.3% in April vs –0.5% in March
 - Average property price now £297,781 compared to £296,899 in the previous month
 - Annual rate of growth at +3.2% up from +2.9% in March
 - House prices remarkably stable over last six months, down by just £48
 - Northern Ireland, Wales and Scotland see strongest annual price growth
- 2.11 Figure 2.2 illustrates the monthly, quarterly, and annual changes to house price index across the UK.

Figure 2.2 – Halifax House Price Index Changes



Source: Halifax HPI (April 2025)

Eco- and Place-making Premiums

- 2.12 There is a growing recognition within the UK property market of the added value associated with energy efficiency and high-quality placemaking, often referred to as the 'eco premium' and the 'garden community premium'.
- 2.13 A range of studies and publications by Halifax, Legal & General, Savills, RICS, and the London School of Economics (LSE) indicate that these features are not only increasingly sought after by buyers and investors, but also contribute to enhanced long-term capital growth and market resilience.

Eco-Homes Premium Values

- 2.14 The integration of eco-friendly homes can significantly enhance property values and improve the viability of real estate schemes. For instance, homes with higher Energy Performance Certificate (EPC) ratings can fetch up to £40,000 more than those with lower ratings, as highlighted by Halifax (2021). Furthermore, upgrading a home's EPC rating can result in substantial increases in property value, which directly benefits developers and homeowners.
- 2.15 The rising demand for energy-efficient homes also create an opportunity for developers in South Worcestershire to tap into this growing market. Legal & General's research (2022) indicates that there has been a 34% increase in searches for eco-friendly homes, with buyers, particularly younger demographics like Gen Z, willing to pay substantial premiums for low-carbon properties. This willingness to pay more extends to renters as well, who are prepared to pay an average of 13% more for eco-friendly homes.
- 2.16 Moreover, the analysis by Savills (2023) underscores the financial implications of building eco-homes, noting that while construction costs for these homes are higher due to the need for advanced energy-efficient features, larger eco-homes can achieve a premium of up to 12% over standard new builds. This suggests that developers in South Worcestershire districts who focus on building larger, energy-efficient homes may achieve better returns on their developments. However, they must also consider the added costs and adjust land prices accordingly to maintain viability.

Place-making Premiums

- 2.17 Beyond individual energy-efficient homes, placemaking also plays a critical role in driving property value. Garden Communities, which integrate sustainable living with thoughtfully designed spaces, aspire to create environments akin to conservation areas. These areas, protected for their architectural or historic significance, have been shown to attract an average premium of 9% on house prices, according to LSE's study (2012). This analysis of over 1 million property transactions and resident surveys highlights how the placemaking qualities of conservation areas contribute to long-term value growth.
- 2.18 Similarly, studies by Savills and RICS in 2016 illustrate the financial impact of investment in placemaking. Savills' land value model demonstrated that a 50% increase in placemaking expenditure can boost land value by 25%, with sales values increasing by up to 30% in well-designed schemes like Poundbury. RICS further observed that placemaking efforts in low-value areas can yield premiums of up to 20%, with the highest value growth associated with early delivery of community infrastructure such as schools, parks, and public spaces.
- 2.19 The premium associated with place-making, however, often takes time to materialise. It requires the build-out of critical infrastructure, landscaping, and a sense of community before buyers fully appreciate the quality of the development. Unlike the immediate value uplift seen with eco-homes, the garden community premium grows as the development matures, fostering long-term value appreciation.
- 2.20 It is important to note that although our value assumptions have not explicitly factored in uplifts for eco-homes or place-making as outlined here, embracing both approaches in South Worcestershire is likely to positively impact viability.

3 Existing Evidence Base

- 3.1 We have consolidated the existing evidence base in relation to the residential property market and residential development in South Worcestershire, and updated this with our more recent studies since 2024. Some of this evidence is historic, but it provides a contextual overview of the local market.

HDH CIL Viability Update (January 2016)

- 3.2 The adopted CIL Charging Schedule 2017 was based on evidence from HDH in 2014–15. HDH considered price paid data from the Land Registry with floor areas from the EPC register for the different local authority areas within the area.

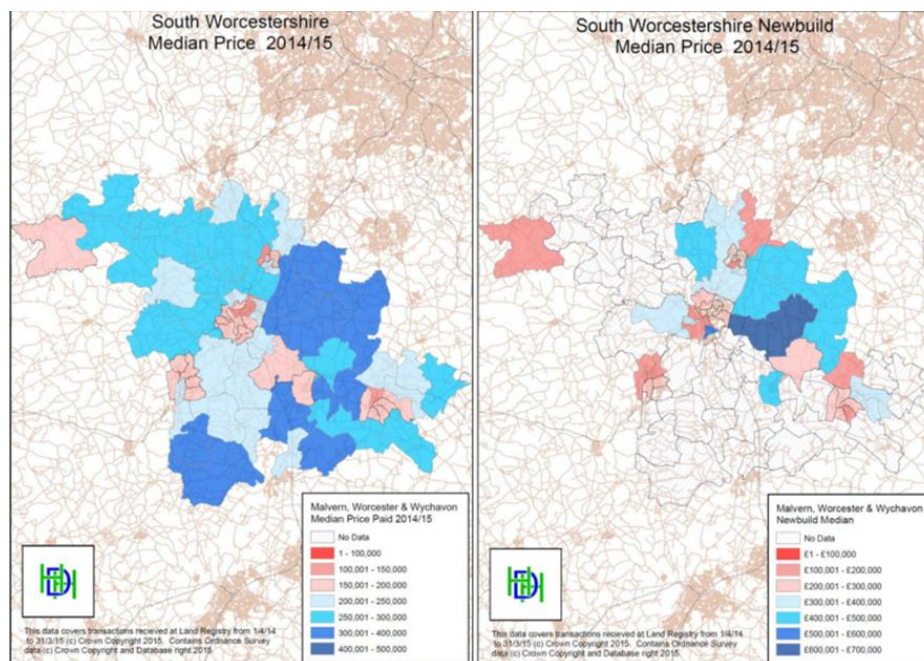
Figure 3.1 – HDH New Build Price Paid Data (2014–2015)

Malvern Hills						Worcester						Wychavon					
	Detached	Semi-detached	Terrace	Flat	All		Detached	Semi-detached	Terrace	Flat	All		Detached	Semi-detached	Terrace	Flat	All
Price Paid from Land Registry (A)						Price Paid from Land Registry (A)						Price Paid from Land Registry (A)					
Count	16	5	3	21	45	70	57	32	40		199	187	101	55	19	362	
Max	£595,000	£387,000	£235,000	£775,000	£775,000	£595,000	£280,000	£328,500	£344,995	£595,000		£635,000	£360,000	£250,000	£189,950	£635,000	
Min	£250,000	£138,750	£132,995	£153,950	£132,995	£237,995	£97,000	£60,250	£110,000	£60,250		£185,000	£76,850	£111,525	£91,975	£76,850	
Mean	£363,297	£238,450	£182,332	£262,619	£290,378	£308,816	£211,685	£186,128	£184,724	£236,323		£329,728	£179,145	£172,253	£142,563	£253,965	
Median	£356,250	£182,000	£179,000	£219,000	£300,000	£295,183	£217,995	£198,495	£166,250	£229,000		£299,995	£189,950	£177,500	£120,712	£234,998	
Floor Area from EPC (B)						Floor Area from EPC (B)						Floor Area from EPC (B)					
Count	15	4	3	18	40	62	57	26	38		185	173	100	55	6	334	
Max	237	268	83	146	268	211	127	105	107		211	246	133	112	49	246	
Min	93	63	63	47	47	90	60	45	51		45	77	54	47	44	44	
Mean	155	120	70	79	111	128	91	83	71		98	134	79	78	48	107	
Median	147	75	63	78	95	123	86	85	70		92	125	76	74	49	98	
£/m2 (A/B)						£/m2 (A/B)						£/m2 (A/B)					
Mean	£2,415	£2,124	£2,595	£3,286	£2,791	£2,441	£2,380	£2,126	£2,595	£2,406		£2,483	£2,281	£2,273	£2,418	£2,387	
Median	£2,614	£2,235	£2,831	£3,142	£2,739	£2,456	£2,573	£2,317	£2,524	£2,457		£2,450	£2,405	£2,441	£2,337	£2,434	

Source: HDH SWC CIL Viability Update (January 2016)

- 3.3 These provided a useful benchmark for 2016 values across the area.
- 3.4 The price paid data for new build properties is mapped in Figure 3.2. This is compared to the data from all sales (new homes and existing).

Figure 3.2 – Median Prices by Ward 2014



Source: HDH SWC CIL Viability Update (January 2016)

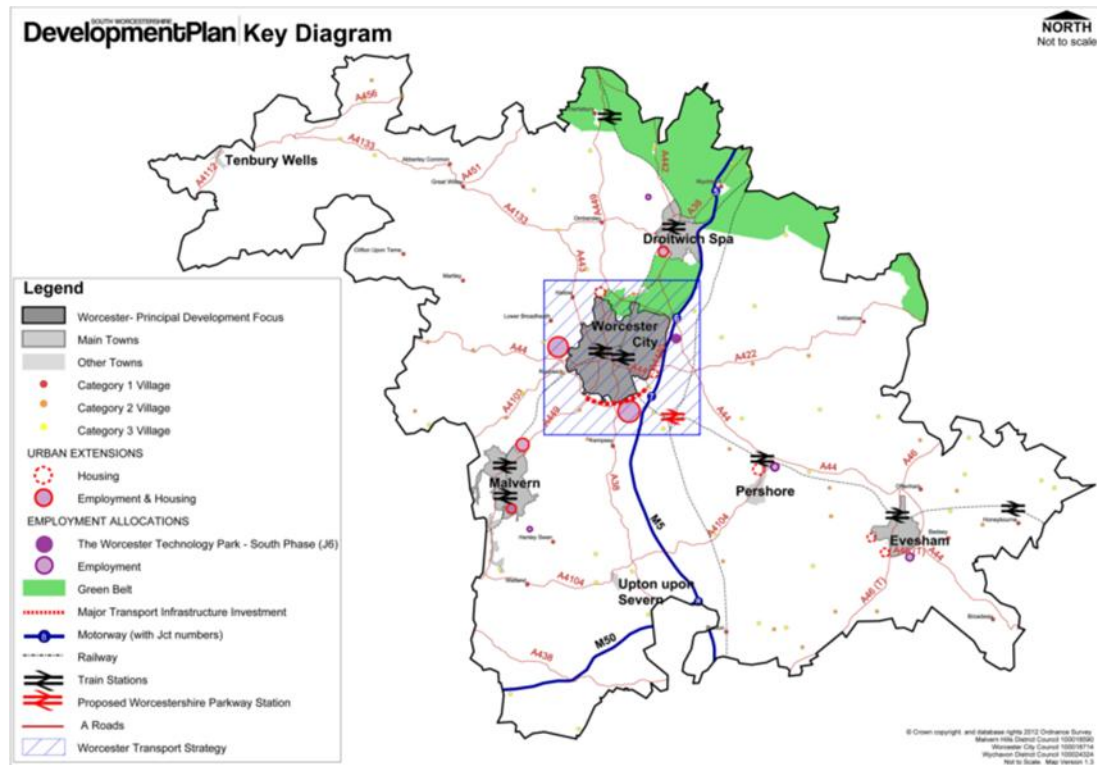
SWC Local Development Plan (Adopted February 2016)

3.5 Policy SWDP 2 of the adopted South Worcestershire Development Plan (SWDP) (2016) provides context of the settlement hierarchy in the South Worcestershire area.

- Worcester is the administrative centre and provides the greatest range of services. The city is a sub-regional focus for strategic employment, housing and retail development.
- Second in the hierarchy are the main towns which include Droitwich Spa, Evesham and Malvern.
- The other town centres are Pershore, Tenbury Wells and Upton-upon-Severn are less than third of the size of the main towns with fewer high-level services. They are grouped in the third position in the local hierarchy, functioning as local service centres.
- Category 1, 2 and 3 villages are categorised as rural areas and are fourth in the local hierarchy. Their role is predominately aimed at meeting locally identified housing and employment needs.
- Fifth in the hierarchy are the rural areas lower category villages. These villages offer one or two local services.

3.6 This settlement hierarchy is illustrated below.

Figure 3.3 – South Worcestershire Settlement Hierarchy



Source: SWC Local Development Plan (February 2016, p. 44)

CIL Charging Schedule (May 2017)

- 3.7 This document contains the CIL Charging Schedules for the charging authorities of South Worcestershire (Malvern Hills District Council, Wychavon District Council and Worcester City Council).
- 3.8 A viability update was carried out by HDH in January 2016 which has informed the CIL rates for the current 2017 charging schedule.
- 3.9 The rates by reference to which CIL will be charged are set out below.

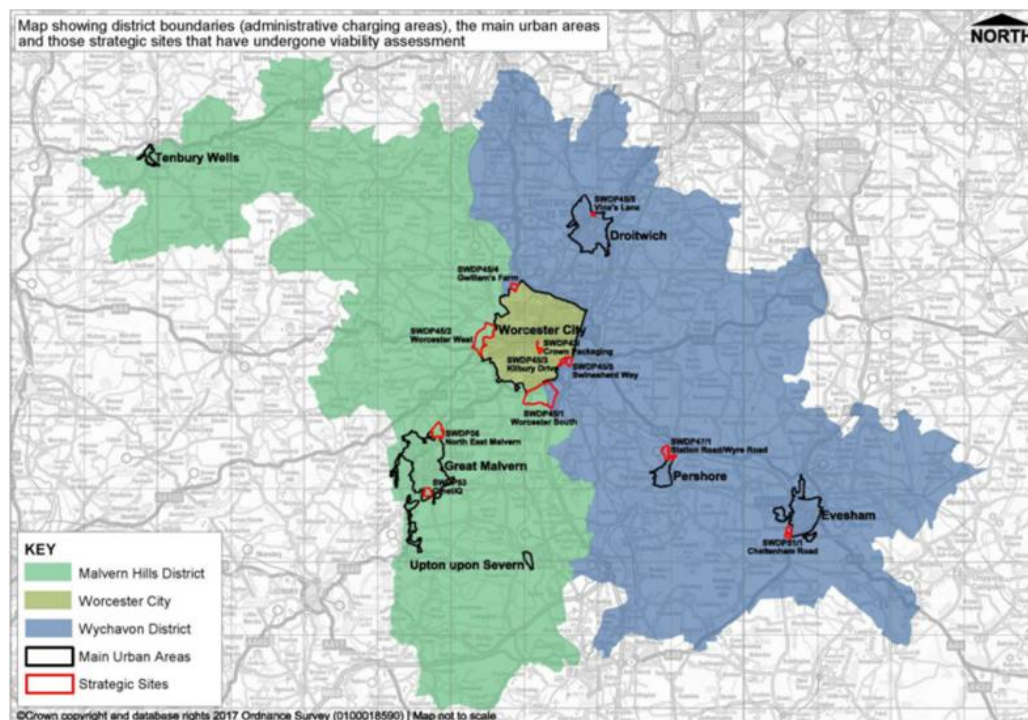
Table 3.1 – Original CIL Rates for each Charging Authority

Table 1 – CIL Rates (£/m ²) for each Charging Authority			
Use Type	Malvern Hills	Worcester City	Wychavon
Residential – Main Urban Areas	£0 (Malvern, Upton upon Severn and Tenbury Wells)	£0	£0 (Droitwich, Evesham and Pershore)
Residential – All other Areas except for the Strategic Sites listed in Table 2	£40	£0	£40
Student Accommodation	£100	£100	£100
Food Retail (Supermarkets)	£60	£60	£60
Retail Warehouses	£60	£60	£60
Shops	£0	£0	£0
Hotels	£0	£0	£0
Industrial and Office	£0	£0	£0
All Other Uses (including Education, Health and Community uses)	£0	£0	£0

Source: SWC CIL Charging Schedule (May 2017)

- 3.10 It can be seen that the main urban areas for residential development do not require a CIL payment for residential development. It can also be seen that all other areas except for the strategic sites require a CIL payment of £40 psm for sites within the Malvern Hills District and Wychavon District. A rate of £100 psm is required for student accommodation across all Council areas.
- 3.11 The boundaries for each CIL rate follow the administrative district boundaries as shown in Figure 3.4.

Figure 3.4 – South Worcestershire CIL Charging Area Map



Source: SWC CIL Charging Schedule (May 2017, p. 32)

- 3.12 As shown below, no CIL charge was required for the strategic residential sites identified at the time of 2017 CIL study. It should be noted that Table 3.2 refers to those earlier sites and does not include the new strategic allocations currently being progressed through the Local Plan Examination including: Worcestershire Parkway, Rushwick, and Mitton SUE nor the proposed Area of Search for future growth at Throckmorton Airfield.

Table 3.2 – Residential CIL Rates for Strategic Sites

Table 2 – Residential CIL Rates (£/m ²) for Strategic Sites		
Site	CIL Rate (£/m ²)	Charging Authority
SWDP 45/1 Worcester South Urban Extension	£0	Malvern Hills/ Wychavon/ Worcester City
SWDP 45/2 Worcester West Urban Extension	£0	Malvern Hills
SWDP 45/4 Gwillam's Farm	£0	Wychavon
WO135 & WO136 Crown Packaging, Worcester	£0	Worcester City
SWDP 45/3 Kilbury Drive, Worcester	£0	Wychavon
SWDP 45/5 Swinesherd Way	£0	Wychavon
SWDP 48/1 Vines Lane, Droitwich	£0	Wychavon
SWDP 51/1 Cheltenham Road, Evesham	£0	Wychavon
SWDP 47/1 Pershore Urban Extension	£0	Wychavon
SWDP 53 QinetiQ, Malvern	£0	Malvern Hills
SWDP 56 North East Malvern Urban Extension	£0	Malvern Hills

Source: SWC CIL Charging Schedule (May 2017, p. 18)

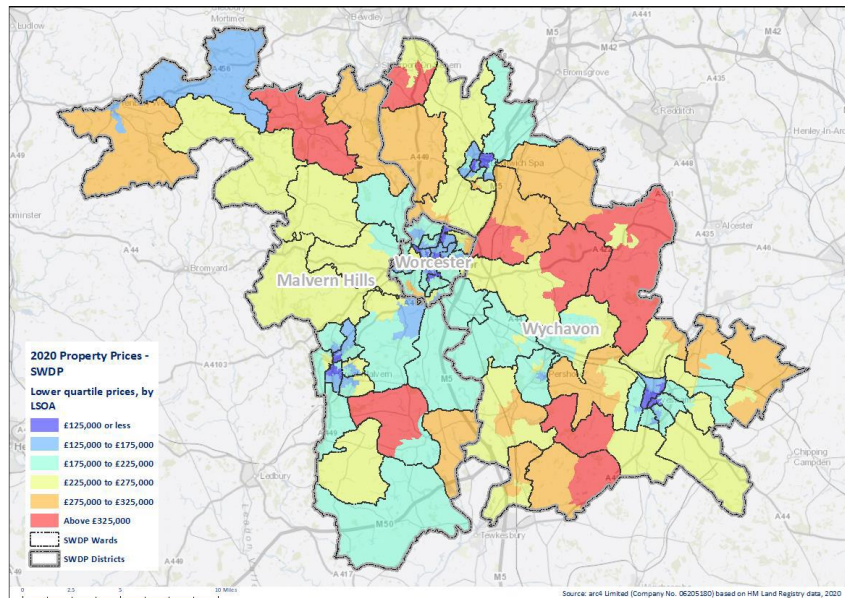
- 3.13 From our earlier discussions with SWC's we understand that the intention is to define strategic sites in the updated CIL Charging Schedule as allocated sites over 1,000 units. This provides the CIL Charging Schedule with some longevity as strategic sites are consented and new strategic sites enter the Plan period.
- 3.14 The CIL rates are increased each year on 1 January, based on the RICS CIL Index. To update the rates, the original 2017 figures are multiplied by the ratio of the latest index to the 2017 index. For 2025, this ratio is approximately 1.37.
- 3.15 Accordingly, the indexed figures are £54.80 psm for residential (non-strategic areas), £137.00 psm for student accommodation, and £82.20 psm for both food supermarkets and retail warehouses, with all other categories remaining at £0 psm, as they had no charge in the 2017 schedule.

SWDP SHMA Update (November 2021) – arc4

- 3.16 The South Worcestershire SHMA 2021 provides insight on key market drivers, housing market, dwelling stock, need, type and mix across Malvern Hills, Worcester City, and Wychavon.
- 3.17 It identifies population growth as a key market driver, with the area's population projected to grow by 13.6% between 2021 and 2041. The most significant increase is expected among older age groups, particularly those aged 65 and over, which has clear implications for the future housing mix and the need for accessible or specialist accommodation.
- 3.18 The report also highlights that house prices across the SWDP area are generally higher than the West Midlands average and more aligned with national prices. Wychavon and Malvern Hills have the highest median house prices, while Worcester

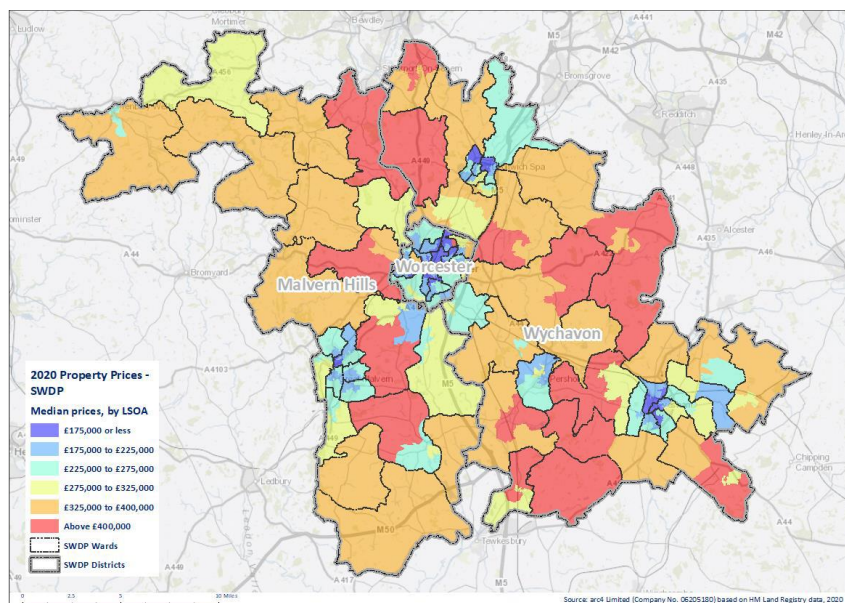
remains the most affordable among the three. Similarly, private rents follow a comparable pattern, with affordability being a concern for lower-income households. The dwelling stock is primarily made up of houses (74.5%), with bungalows and flats accounting for smaller proportions.

Figure 3.5 – SHMA Lower Quartile House Prices Map



Source: SWDPR SHMA (November 2021, p. 45)

Figure 3.6 – SHMA Median House Prices Map

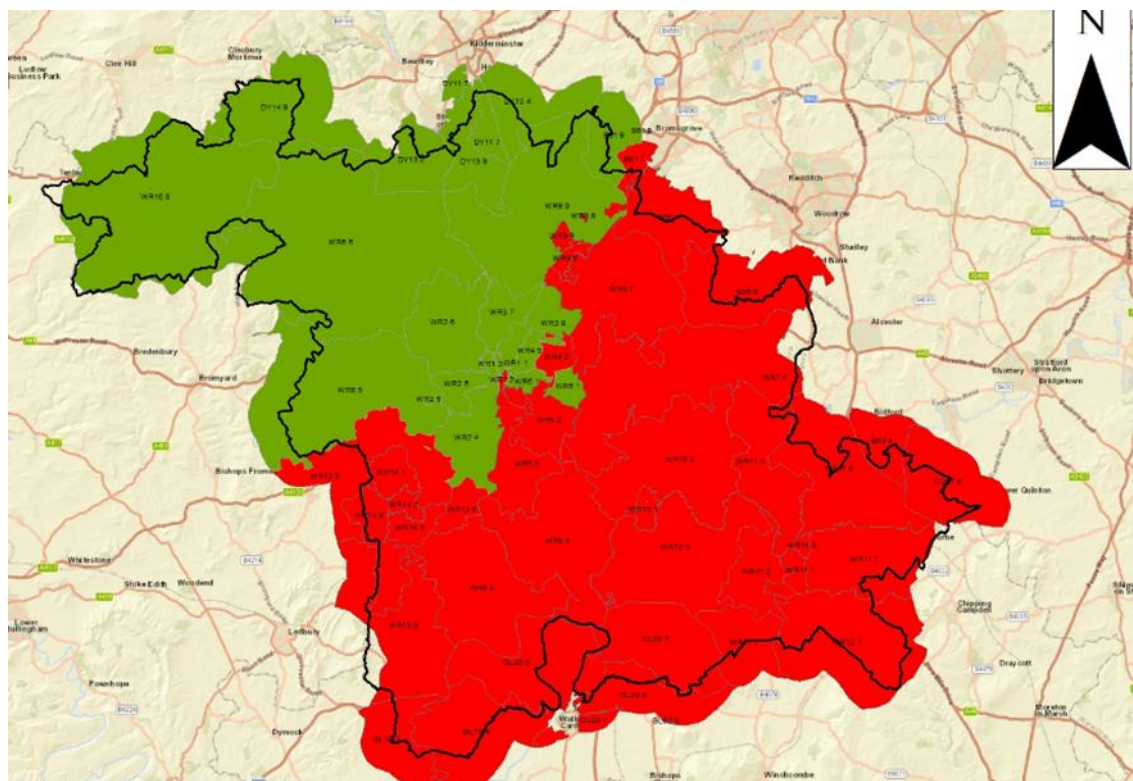


Source: SWDPR SHMA (November 2021, p. 46)

Residential Market Papers (April 2020 – October 2024) – AspinallVerdi

- 3.19 South Worcestershire Councils appointed AspinallVerdi to undertake a Financial Viability Assessment to support the adoption of the South Worcestershire Development Plan Review (SWDPR) (2016–2041). The commission aimed to provide an up-to-date and robust evidence base for the emerging Plan.
- 3.20 As part of that commission, our initial Residential Market Paper in 2020 introduced a recommended value zone framework for the area, shown in Figure 3.7.

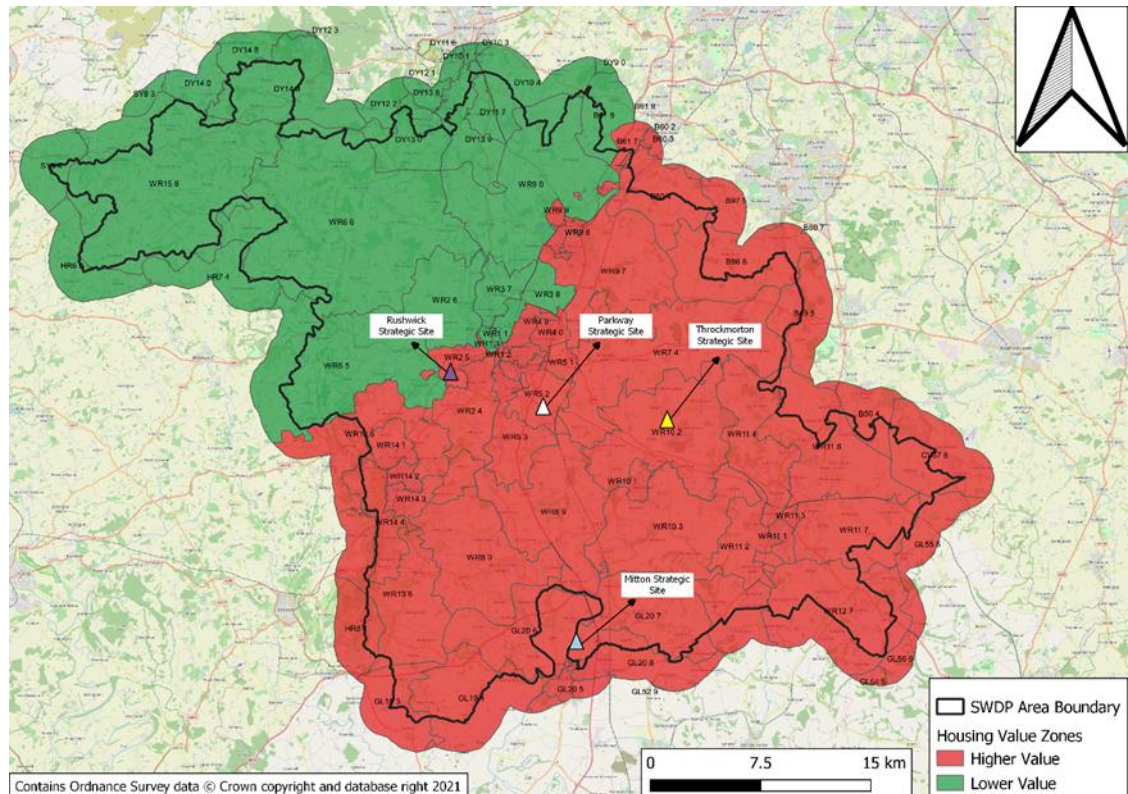
Figure 3.7 – 2020 AspinallVerdi Recommended Housing Value Zones



Source: SWC Residential Market Paper (AspinallVerdi – 2020)

- 3.21 This north-south division of values was derived from the analysis and mapping of the new-build and second hand achieved values of that time.
- 3.22 In May 2022, following our review and update of the residential market research (for the purpose of South Worcestershire Development Plan Review (SWDPR) and CIL Viability Assessment) we updated the housing value zone map to reflect changes in the market since our initial review. The 2022 updated zones are illustrated in Figure 3.8.

Figure 3.8 – 2022 AspinallVerdi Recommended Housing Value Zones



Source: SWC Residential Market Paper (AspinallVerdi – 2022)

- 3.23 In September 2024, we were recommissioned to revisit our original viability work in response to updated infrastructure costs, market changes, and emerging policy requirements. In response, we refreshed our value assumptions through residential market research, maintaining the established value zones, as detailed in our October 2024 Market Paper. The two-zone approach proposed in the 2020 Market Paper is no longer being considered.
- 3.24 Our latest value assumption in 2024 Residential Market Paper is shown in Table 3.3.

Table 3.3 – 2024 AspinallVerdi SWC Value Assumptions

Property	North West Value Zone	£ psm	South & South East Value Zone	£ psm
1 Bed Flat	£176,500	£3,530	£200,000	£4,000
2 Bed Flat	£235,300	£3,922	£253,000	£3,892
1 Bed House	£256,400	£3,716	£268,550	£3,892
2 Bed House	£280,000	£3,733	£310,000	£4,133
3 Bed House	£380,000	£4,000	£400,000	£4,211
4 Bed House	£485,000	£4,042	£520,000	£4,333
5 Bed House	£560,000	£4,148	£590,000	£4,370

Source: AV Residential Market Paper (October 2024)

4 New-Build Achieved Values

- 4.1 We have carried out a market review of new-build sales values within Worcestershire over the last 24 months. This has been based on a detailed analysis of the Land Registry new-build achieved values, cross-referenced, on an address-by-address basis, to the floor areas published on the Energy Performance Certificate (EPC) database in order to derive the achieved values (£ psm). This data gives a good baseline for comparing the values across the area as it devalues each house type to a value per square metre.
- 4.2 Note, we have removed data 'outliers' such as Shared Ownership registrations, extremely high values and other 'one-off' properties from the dataset. This is to focus on the 'typical' new units and avoid skewing the results. This approach is consistent with the PPG: Viability Paragraph 004 which states that it is important to disregard outliers.¹
- 4.3 It should also be noted that the Land Registry data for new build achieved values contains a 'PPD Category Type' which is defined on the gov.uk website as:
- "Indicates the type of Price Paid transaction*
- A = Standard Price Paid entry, includes single residential property sold for full market value.*
- B = Additional Price Paid entry including transfers under a power of sale/repossessions, buy-to-lets (where they can be identified by a Mortgage) and transfers to non-private individuals.*
- Note that category B does not separately identify the transaction types stated.*
- HM Land Registry has been collecting information on Category A transactions from January 1995. Category B transactions were identified from October 2013."*
- 4.4 For the purposes of this research, we have excluded new build achieved data that falls under category B as these transactions consistently present discounted values to those provided under category A, therefore not providing a reflection of the true full market value.
- 4.5 We note that Land Registry values include the value of garages where garages are sold as part of the house. However, the database does not specify whether a house type includes a garage. The value of garages is therefore implicit in the achieved values.
- 4.6 Therefore, we have sought to identify whether particular house types within the reviewed schemes include garages, using information available on the Council's planning portal. This has then been cross-checked against details provided on developers' websites and has informed our value assumptions in section 7. As part of this analysis, we also reviewed each scheme in more detail, such as affordable housing split, site density, net-to-gross ratios, etc., and compiled key information into summary tables for each development.
- 4.7 In the following, we set out a summary of all achieved values for new developments in each town, followed by a breakdown of the value per square metre for each property type.

¹ MHCLG, 2024. PPG: Viability Paragraph: 004 Reference ID: 10-004-20190509

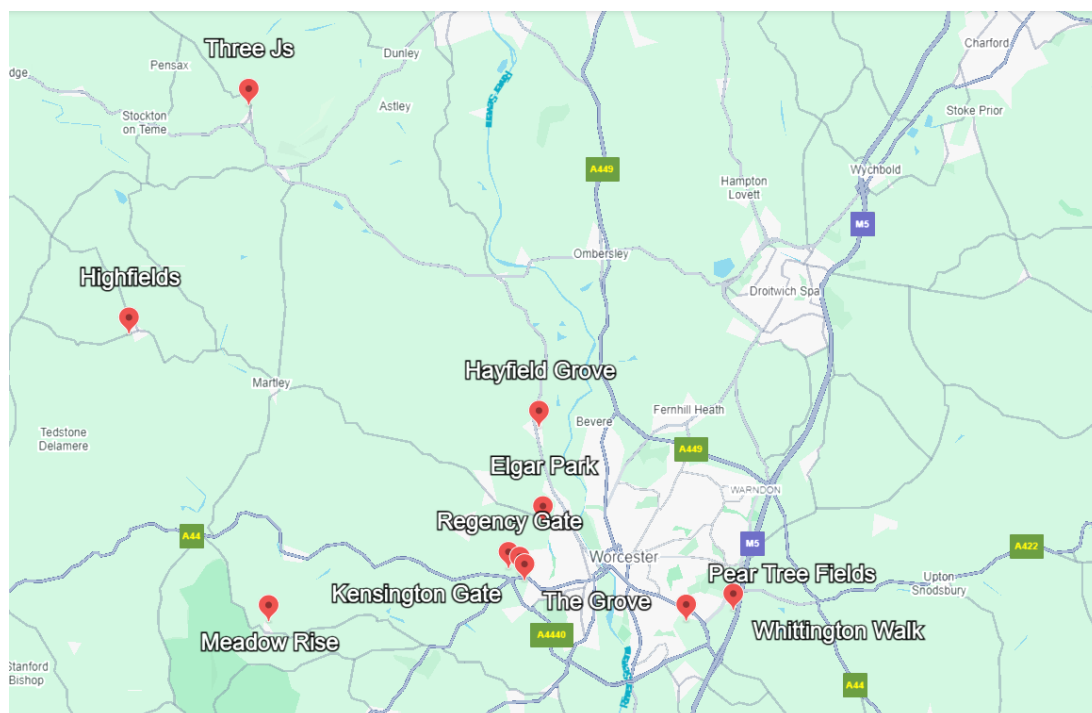
Worcester

4.8 We have identified sales transactions linked to 10 distinct development schemes in and around Worcester, including:

- The Grove by Bloor Homes, Rushwick
- Royal Gardens at Kensington Gate by Redrow, Rushwick
- Regency Gate by Taylor Wimpey, Rushwick
- Hayfield Grove by Hayfield Homes, Hallow
- Elgar Park by Bloor Homes, Lower Broadheath
- Whittington Walk by Persimmon Homes, Whittington
- Pear Tree Fields by St. Modwen Homes, Broomhall
- Meadow Rise by Cotswold Oak Ltd, Alfrick
- Highfields by Guild Homes, Clifton upon Teme
- Three Js by Elan Homes, Abberley

4.9 The location of these schemes is illustrated in Figure 4.1.

Figure 4.1 – Map of Development Schemes in and Around Worcester



Source: Google Maps (2025)

The Grove, Oak View Way – Bloor Homes

4.10 The Grove is a development by Bloor Homes and is situated off Oak View Way, Rushwick, WR2 5FF and is approx. 3.7 miles from Worcester City Centre. The

development comprises of a collection of 2, 3 and 4 bed homes. The development benefits from close proximity to the London Road / A4440 junction roundabout which feeds onto the M5, providing access to the wider regional motorway network. The site also benefits from nearby leisure and education facilities with schools, restaurants and grocery stores being up to 10 minutes away with also the University of Worcester nearby.

- 4.11 A total of 30 new-build property transactions have been recorded on the Land Registry for this development over the past 2 years, as follows:

Table 4.1 – The Grove New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
2 Baldwyn Way	WR2 5GZ	D	20/10/2023	£335,000	86	£3,895
3 Baldwyn Way	WR2 5GZ	S	24/11/2023	£264,000	61	£4,328
4 Baldwyn Way	WR2 5GZ	S	27/10/2023	£264,000	61	£4,328
6 Baldwyn Way	WR2 5GZ	S	27/10/2023	£264,000	61	£4,328
8 Baldwyn Way	WR2 5GZ	S	27/10/2023	£320,000	79	£4,051
10 Baldwyn Way	WR2 5GZ	S	31/01/2024	£320,000	79	£4,051
12 Baldwyn Way	WR2 5GZ	S	26/06/2024	£305,000	79	£3,861
13 Baldwyn Way	WR2 5GZ	D	26/06/2024	£490,000	143	£3,427
14 Baldwyn Way	WR2 5GZ	S	10/04/2024	£332,000	79	£4,203
15 Baldwyn Way	WR2 5GZ	D	28/03/2024	£480,000	143	£3,357
17 Baldwyn Way	WR2 5GZ	D	15/03/2024	£450,000	120	£3,750
3 Austin Drive	WR2 5JJ	S	28/06/2023	£312,500	98	£3,189
13 Austin Drive	WR2 5JJ	S	30/06/2023	£315,000	98	£3,214
63 Ashford Road	WR2 5FP	S	31/05/2023	£315,000	98	£3,214
75 Ashford Road	WR2 5FP	D	31/05/2023	£420,000	120	£3,500
34 Ashford Road	WR2 5FQ	D	28/06/2024	£340,000	90	£3,778
36 Ashford Road	WR2 5FQ	D	21/06/2023	£449,000	122	£3,680
93 Ashford Road	WR2 5XL	S	28/07/2023	£250,000	59	£4,237
95 Ashford Road	WR2 5XL	S	17/11/2023	£247,000	59	£4,186
97 Ashford Road	WR2 5XL	T	15/12/2023	£260,000	61	£4,262
99 Ashford Road	WR2 5XL	T	29/02/2024	£240,000	61	£3,934
101 Ashford Road	WR2 5XL	T	18/08/2023	£260,000	61	£4,262
103 Ashford Road	WR2 5XL	S	25/08/2023	£263,000	61	£4,311
105 Ashford Road	WR2 5XL	S	25/08/2023	£263,000	61	£4,311
107 Ashford Road	WR2 5XL	D	31/10/2023	£410,000	113	£3,628
109 Ashford Road	WR2 5XL	S	13/12/2023	£253,000	59	£4,288
117 Ashford Road	WR2 5XL	T	12/04/2024	£262,000	61	£4,295

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
121 Ashford Road	WR2 5XL	D	31/05/2024	£485,000	143	£3,392
125 Ashford Road	WR2 5XL	D	24/05/2024	£480,000	143	£3,357
138 Ashford Road	WR2 5XN	S	21/06/2024	£293,000	77	£3,805

Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

- 4.12 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:

- 10 x Detached
[4 Bed]
 - £335,000 – £490,000
 - 86 – 143 sqm, averaging at 122 sqm
 - £3,357 – £3,895 psm, averaging at £3,576 psm
- 16 x Semi detached
[3 Bed]
 - £247,000 – £332,000
 - 59 – 98 sqm, averaging at 73 sqm
 - £3,189 – £4,328 psm, averaging at £3,994 psm
- 4 x Terraced
[2 Bed]
 - £240,000 – £262,000
 - 61 sqm
 - £3,934 – £4,295 psm, averaging at £4,189 psm

Kensington Gate, Bromyard Road – Redrow Homes

- 4.13 Kensington Gate is by Redrow Homes, situated on Bromyard Road in Rushwick, WR2 5TT. The development offers a selection of 2 to 5 bed homes.
- 4.14 A total of 25 new-build property transactions have been recorded on the Land Registry for this development over the past 2 years, as follows:

Table 4.2 – Kensington Gate New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
34 Leasowe Place	WR2 5LE	T	24/05/2024	£260,000	66	£3,939
37 Leasowe Place	WR2 5LE	D	17/05/2024	£439,995	118	£3,729
39 Leasowe Place	WR2 5LE	D	21/06/2024	£440,500	118	£3,733
12 Ox Way	WR2 5PN	D	21/06/2024	£395,000	110	£3,591
16 Ox Way	WR2 5PN	T	12/04/2024	£265,000	66	£4,015
18 Ox Way	WR2 5PN	T	10/05/2024	£260,000	66	£3,939
20 Ox Way	WR2 5PN	T	21/06/2024	£265,000	66	£4,015
5 Mill Meadow	WR2 5PW	D	29/06/2023	£399,995	110	£3,636
7 Mill Meadow	WR2 5PW	D	25/08/2023	£389,995	99	£3,939

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
9 Mill Meadow	WR2 5PW	S	22/09/2023	£272,000	66	£4,121
10 Mill Meadow	WR2 5PW	D	30/06/2023	£669,995	186	£3,602
11 Mill Meadow	WR2 5PW	S	28/03/2024	£268,000	66	£4,061
12 Mill Meadow	WR2 5PW	D	28/06/2023	£624,995	172	£3,634
14 Mill Meadow	WR2 5PW	D	30/06/2023	£494,995	130	£3,808
16 Mill Meadow	WR2 5PW	D	01/12/2023	£481,995	131	£3,679
18 Mill Meadow	WR2 5PW	D	20/10/2023	£649,995	186	£3,495
20 Mill Meadow	WR2 5PW	D	13/10/2023	£649,995	186	£3,495
22 Mill Meadow	WR2 5PW	D	27/10/2023	£529,995	143	£3,706
24 Mill Meadow	WR2 5PW	D	21/12/2023	£664,995	186	£3,575
26 Mill Meadow	WR2 5PW	D	29/05/2024	£680,000	186	£3,656
28 Mill Meadow	WR2 5PW	D	28/03/2024	£685,000	187	£3,663
1 Granary Close	WR2 5QG	D	18/08/2023	£419,995	112	£3,750
3 Granary Close	WR2 5QG	D	11/08/2023	£399,995	104	£3,846
5 Granary Close	WR2 5QG	D	28/07/2023	£440,995	118	£3,737
7 Granary Close	WR2 5QG	D	24/08/2023	£432,995	118	£3,669

Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

4.15 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:

- 19 x Detached
[5 Bed]
 - £389,995 – £685,000
 - 99 – 187 sqm, averaging at 142 sqm
 - £3,495 – £3,939 psm, averaging at £3,681 psm
- 2 x Semi detached
[3 Bed]
 - £268,000 – £272,000
 - 66 sqm
 - £4,061 – £4,121 psm, averaging at £4,091 psm
- 4 x Terraced
[3 Bed]
 - £260,000 – £265,000
 - 66 sqm
 - £3,939 – £4,015 psm, averaging at £3,977 psm

Regency Gate, Bromyard Road – Taylor Wimpey

4.16 Regency Gate by Taylor Wimpey is situated off Bromyard Road, Rushwick, WR2 5TT and is approx. 3.6 miles from Worcester City Centre. The development comprises of 2, 3 and 4 bed homes. The development benefits from close proximity to the London

Road / A4440 junction roundabout which feeds onto the M5, providing access to the wider regional motorway network. There is also close proximity to a nearby shopping centre, nature reserve, pre-school and grocery stores.

- 4.17 27 new-build property transactions have been found on Land Registry for Regency Gate within the past 2 years, as detailed below:

Table 4.3 – Regency Gate New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
12 Baskerville Drive	WR2 5RF	D	30/06/2023	£390,000	114	£3,421
14 Baskerville Drive	WR2 5RF	D	14/11/2023	£325,000	89	£3,652
15 Baskerville Drive	WR2 5RF	D	27/06/2023	£424,995	112	£3,795
16 Baskerville Drive	WR2 5RF	D	19/12/2023	£330,000	89	£3,708
18 Baskerville Drive	WR2 5RF	D	15/06/2023	£322,000	85	£3,788
20 Baskerville Drive	WR2 5RF	D	09/06/2023	£342,000	85	£4,024
22 Baskerville Drive	WR2 5RF	D	14/08/2023	£343,554	89	£3,860
24 Baskerville Drive	WR2 5RF	D	19/06/2023	£382,500	107	£3,575
26 Baskerville Drive	WR2 5RF	D	26/06/2023	£455,500	127	£3,587
30 Baskerville Drive	WR2 5RF	S	25/08/2023	£250,000	63	£3,968
32 Baskerville Drive	WR2 5RF	S	11/09/2023	£255,950	63	£4,063
6 Cider Mill Close	WR2 5RG	D	15/09/2023	£330,000	89	£3,708
7 Cider Mill Close	WR2 5RG	D	20/03/2024	£315,000	84	£3,750
8 Cider Mill Close	WR2 5RG	D	23/06/2023	£343,750	89	£3,862
9 Cider Mill Close	WR2 5RG	D	13/09/2023	£317,500	85	£3,735
10 Cider Mill Close	WR2 5RG	D	19/09/2023	£420,000	114	£3,684
15 Cider Mill Close	WR2 5RG	D	08/09/2023	£342,500	85	£4,029
1 Water Mill Close	WR2 5SF	D	15/12/2023	£340,000	85	£4,000
3 Water Mill Close	WR2 5SF	D	28/06/2024	£334,202	89	£3,755
9 Water Mill Close	WR2 5SF	D	27/11/2023	£319,950	89	£3,595
10 Water Mill Close	WR2 5SF	D	06/09/2023	£336,500	85	£3,959
11 Water Mill Close	WR2 5SF	D	14/11/2023	£330,000	89	£3,708
12 Water Mill Close	WR2 5SF	D	03/11/2023	£410,000	114	£3,596
1 Cowcroft Drive	WR2 5SG	D	23/05/2024	£365,000	94	£3,883
2 Cowcroft Drive	WR2 5SG	D	15/09/2023	£346,750	94	£3,689
6 Cowcroft Drive	WR2 5SG	S	10/06/2024	£236,313	70	£3,376
8 Cowcroft Drive	WR2 5SG	S	12/06/2024	£249,850	70	£3,569

Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

4.18 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:

- 23 x Detached
[4 Bed]
 - £315,000 – £455,500
 - 84 – 127 sqm, averaging at 95 sqm
 - £3,421 – £4,029 psm, averaging at £3,755 psm
- 4 x Semi detached
[3 Bed]
 - £236,313 – £255,950
 - 63 – 70 sqm, averaging at 66.5 sqm
 - £3,376 – £4,063 psm, averaging at £3,744 psm

Hayfield Grove, Hallow – Hayfield Homes

4.19 Hayfield Grove by Hayfield Homes is located in Hallow, WR2 6NE. The development includes a mix of bungalows as well as detached, semi-detached, and terraced houses, with property sizes ranging from 2 to 5 bedroom. The development is located 6 miles from Junction 7 of the M5, providing access to Birmingham in the north and Cheltenham in the south.

4.20 20 new-build property transactions have been found on the Land Registry for this development within past 2 years as follows:

Table 4.4 – Hayfield Grove New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
2 Broomy Close	WR2 6AZ	D	24/07/2024	£535,000	124	£4,315
3 Broomy Close	WR2 6AZ	D	14/12/2023	£568,000	102	£5,569
4 Broomy Close	WR2 6AZ	D	15/04/2024	£590,000	124	£4,758
5 Broomy Close	WR2 6AZ	D	16/02/2024	£530,000	97	£5,464
6 Broomy Close	WR2 6AZ	D	30/01/2024	£655,000	142	£4,613
2 Coxs Close	WR2 6BF	D	14/12/2023	£580,000	124	£4,677
3 Coxs Close	WR2 6BF	D	01/08/2024	£675,000	156	£4,327
4 Coxs Close	WR2 6BF	D	24/01/2024	£855,000	201	£4,254
5 Coxs Close	WR2 6BF	D	03/11/2023	£420,000	89	£4,719
7 Coxs Close	WR2 6BF	D	23/02/2024	£425,000	89	£4,775
8 Coxs Close	WR2 6BF	D	09/08/2024	£760,000	175	£4,343
9 Coxs Close	WR2 6BF	D	24/11/2023	£415,000	89	£4,663
1 Potters Meadow	WR2 6BT	D	13/09/2023	£410,000	89	£4,607
3 Potters Meadow	WR2 6BT	S	11/08/2023	£330,000	72	£4,583
5 Potters Meadow	WR2 6BT	S	04/08/2023	£330,000	72	£4,583
7 Potters Meadow	WR2 6BT	D	10/11/2023	£650,000	150	£4,333

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
9 Potters Meadow	WR2 6BT	D	12/12/2023	£560,000	102	£5,490
10 Potters Meadow	WR2 6BT	D	31/05/2023	£450,000	73	£6,164
11 Potters Meadow	WR2 6BT	D	31/07/2023	£850,000	201	£4,229
12 Potters Meadow	WR2 6BT	D	28/06/2024	£875,000	201	£4,353

Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

4.21 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:

- 18 x Detached
[5 Bed]
 - £410,000 – £875,000
 - 73 – 201 sqm, averaging at 129 sqm
 - £4,229 – £6,164 psm, averaging at £4,758 psm
- 2 x Semi detached
[3 Bed]
 - £330,000
 - 72 sqm
 - £4,583 psm

Elgar Park, Lower Broadheath – Bloor Homes

4.22 Elgar Park by Bloor Homes, is situated off Martley Road in a semi-rural area of Lower Broadheath, WR2 6RF. The development consists of variety of homes including flats, bungalows, and houses ranging from 2 to 4 bedrooms. The scheme is located 3 miles from Worcester city centre with access to major roads like the M5. Additionally, Worcester Foregate Street Station, 2.4 miles away, offers rail connections to Cheltenham, Birmingham, and London.

4.23 59 new-build property transactions have been found on Land Registry for this development since May 2023, as listed below:

Table 4.5 – Elgar Park New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
14 Elgar Way	WR2 6DN	T	28/07/2023	£250,000	61	£4,098
18 Elgar Way	WR2 6DN	S	30/08/2024	£314,000	77	£4,078
20 Elgar Way	WR2 6DN	S	24/05/2024	£312,000	79	£3,949
22 Elgar Way	WR2 6DN	S	31/05/2024	£319,000	79	£4,038
24 Elgar Way	WR2 6DN	D	01/07/2024	£455,000	120	£3,792
1 Townsend Place	WR2 6DX	S	08/12/2023	£290,000	77	£3,766
2 Townsend Place	WR2 6DX	D	23/06/2023	£400,000	113	£3,540
4 Townsend Place	WR2 6DX	D	27/03/2024	£400,000	127	£3,150

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
6 Townsend Place	WR2 6DX	D	16/06/2023	£410,000	127	£3,228
8 Townsend Place	WR2 6DX	D	30/06/2023	£405,000	113	£3,584
20 Townsend Place	WR2 6DX	S	29/02/2024	£300,000	77	£3,896
29 Townsend Place	WR2 6DX	D	24/05/2024	£350,000	86	£4,070
30 Townsend Place	WR2 6DX	D	28/07/2023	£350,000	86	£4,070
31 Townsend Place	WR2 6DX	S	21/06/2024	£310,000	79	£3,924
33 Townsend Place	WR2 6DX	S	26/06/2024	£317,000	79	£4,013
35 Townsend Place	WR2 6DX	S	24/05/2024	£330,000	98	£3,367
40 Townsend Place	WR2 6DX	S	26/03/2024	£305,000	79	£3,861
42 Townsend Place	WR2 6DX	S	26/04/2024	£310,000	79	£3,924
44 Townsend Place	WR2 6DX	D	26/04/2024	£345,000	86	£4,012
46 Townsend Place	WR2 6DX	D	30/04/2024	£470,000	129	£3,643
48 Townsend Place	WR2 6DX	D	27/03/2024	£490,000	143	£3,427
3 Norbury Close	WR2 6DY	S	27/10/2023	£260,000	61	£4,262
5 Norbury Close	WR2 6DY	S	27/10/2023	£260,000	61	£4,262
7 Norbury Close	WR2 6DY	T	25/06/2024	£293,000	77	£3,805
9 Norbury Close	WR2 6DY	T	24/11/2023	£250,000	61	£4,098
11 Norbury Close	WR2 6DY	T	30/11/2023	£252,000	61	£4,131
13 Norbury Close	WR2 6DY	T	24/11/2023	£310,000	77	£4,026
15 Norbury Close	WR2 6DY	D	24/06/2024	£438,000	120	£3,650
16 Norbury Close	WR2 6DY	D	24/05/2024	£340,000	86	£3,953
17 Norbury Close	WR2 6DY	D	23/02/2024	£480,000	143	£3,357
18 Norbury Close	WR2 6DY	D	26/01/2024	£350,000	83	£4,217
19 Norbury Close	WR2 6DY	D	31/01/2024	£485,000	143	£3,392
20 Norbury Close	WR2 6DY	D	31/01/2024	£415,000	127	£3,268
21 Norbury Close	WR2 6DY	D	22/04/2024	£495,000	150	£3,300
22 Norbury Close	WR2 6DY	D	16/02/2024	£415,000	127	£3,268
24 Norbury Close	WR2 6DY	S	31/01/2024	£288,000	77	£3,740
24 Nimrod Drive	WR2 6DZ	S	31/05/2024	£255,000	61	£4,180
26 Nimrod Drive	WR2 6DZ	S	20/06/2024	£256,000	61	£4,197
29 Nimrod Drive	WR2 6DZ	T	10/10/2024	£299,000	77	£3,883
31 Nimrod Drive	WR2 6DZ	T	26/06/2024	£247,000	61	£4,049
33 Nimrod Drive	WR2 6DZ	T	20/06/2024	£247,000	61	£4,049
35 Nimrod Drive	WR2 6DZ	T	20/06/2024	£300,000	77	£3,896

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
45 Nimrod Drive	WR2 6DZ	T	03/09/2024	£310,000	77	£4,026
46 Nimrod Drive	WR2 6DZ	S	20/09/2024	£260,000	61	£4,262
47 Nimrod Drive	WR2 6DZ	T	23/08/2024	£252,000	61	£4,131
48 Nimrod Drive	WR2 6DZ	S	20/09/2024	£260,000	61	£4,262
49 Nimrod Drive	WR2 6DZ	T	23/08/2024	£252,000	61	£4,131
50 Nimrod Drive	WR2 6DZ	D	27/09/2024	£420,000	127	£3,307
51 Nimrod Drive	WR2 6DZ	T	27/09/2024	£299,000	77	£3,883
53 Nimrod Drive	WR2 6DZ	S	18/10/2024	£263,000	61	£4,311
55 Nimrod Drive	WR2 6DZ	T	25/10/2024	£263,000	61	£4,311
57 Nimrod Drive	WR2 6DZ	D	25/10/2024	£420,000	138	£3,043
59 Nimrod Drive	WR2 6DZ	D	26/11/2024	£480,000	137	£3,504
61 Nimrod Drive	WR2 6DZ	D	01/11/2024	£480,000	137	£3,504
28 Sinclair Way	WR2 6EA	D	29/11/2024	£490,000	137	£3,577
30 Sinclair Way	WR2 6EA	D	29/11/2024	£355,000	86	£4,128
36 Sinclair Way	WR2 6EA	D	12/12/2024	£410,000	117	£3,504
38 Sinclair Way	WR2 6EA	T	18/12/2024	£263,000	61	£4,311
40 Sinclair Way	WR2 6EA	T	17/12/2024	£255,000	61	£4,180

Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

4.24 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:

- 25 x Detached
[4 Bed]
 - £340,000 – £495,000
 - 83 – 150 sqm, averaging at 119.5 sqm
 - £3,043 – £4,217 psm, averaging at £3,579 psm
- 18 x Semi detached
[3 Bed]
 - £255,000 – £330,000
 - 61 – 98 sqm, averaging at 73 sqm
 - £3,367 – £4,311 psm, averaging at £4,016 psm
- 16 x Terraced
[2 Bed]
 - £247,000 – £310,000
 - 61 – 77 sqm, averaging at 67 sqm
 - £3,805 – £4,311 psm, averaging at £4,063 psm

Whittington Walk, Whittington – Persimmon Homes

4.25 Whittington Walk by Persimmon Homes located in Whittington and is situated 2.02 miles approx. from Worcester along Swinseherd Way, near Spetchley, WR5 1RU. This

development benefits from good commuter links to Birmingham and London and includes a selection of 2 to 4 bed houses.

- 4.26 16 new-build property transactions have been found on Land Registry for this development, as detailed below:

Table 4.6 – Whittington Walk New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
2 Gilmour Drive	WR5 1FB	D	18/03/2024	£435,000	124	£3,508
4 Gilmour Drive	WR5 1FB	D	15/12/2023	£338,200	91	£3,716
6 Gilmour Drive	WR5 1FB	T	30/11/2023	£260,000	65	£4,000
10 Gilmour Drive	WR5 1FB	T	26/01/2024	£245,000	65	£3,769
12 Gilmour Drive	WR5 1FB	D	24/11/2023	£440,000	124	£3,548
36 Gilmour Drive	WR5 1FB	D	30/11/2023	£390,000	112	£3,482
38 Gilmour Drive	WR5 1FB	D	29/09/2023	£430,000	129	£3,333
4 Clews Close	WR5 1FH	S	17/11/2023	£178,500	66	£2,705
6 Clews Close	WR5 1FH	S	23/11/2023	£178,500	66	£2,705
8 Clews Close	WR5 1FH	D	30/11/2023	£410,000	108	£3,796
10 Clews Close	WR5 1FH	S	05/02/2024	£270,750	75	£3,610
12 Clews Close	WR5 1FH	S	18/12/2023	£285,000	75	£3,800
14 Clews Close	WR5 1FH	D	26/01/2024	£355,000	88	£4,034
1 The Top	WR5 1FJ	D	21/02/2024	£370,000	108	£3,426
1 Saxon Fields	WR5 1TG	D	20/12/2023	£365,000	88	£4,148
3 Saxon Fields	WR5 1TG	D	20/12/2023	£380,000	111	£3,423

Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

- 4.27 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:

- 10 x Detached
[4 Bed]
 - £338,200 – £440,000
 - 88 – 129 sqm, averaging at 108 sqm
 - £3,333 – £4,148 psm, averaging at £3,642 psm
- 4 x Semi detached
[3 Bed]
 - £178,500 – £285,000
 - 66 – 75 sqm, averaging at 70.5
 - £2,705 – £3,800 psm, averaging at £3,205 psm
- 2 x Terraced
[2 Bed]
 - £245,000 – £260,000
 - 65 sqm
 - £3,769 – £4,000 psm, averaging at £3,885 psm

Pear Tree Fields, Broomhall – St. Modwen Homes

- 4.28 Pear Tree Fields by St. Modwen Homes is located in Worcester, WR5 2SS, in a semi-rural area near the Malvern Hills and Severn Bridge. The development offers 2 to 5 bed houses with easy access to local amenities like schools, leisure centres, Worcestershire Parkway Station, and major roads, including the M5. It is just 3 miles from Worcester city centre and less than an hour by train to Birmingham.
- 4.29 15 new-build property transactions have been found on Land Registry for this development, as detailed below:

Table 4.7 – Pear Tree Fields New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
2 Pear Tree Drive	WR5 2SS	D	02/02/2024	£311,596	87	£3,582
4 Pear Tree Drive	WR5 2SS	D	19/04/2024	£349,995	101	£3,465
6 Pear Tree Drive	WR5 2SS	S	31/05/2023	£312,000	85	£3,671
45 Pear Tree Drive	WR5 2SS	D	07/03/2024	£350,000	96	£3,646
1 Arlingham Place	WR5 2SZ	D	18/08/2023	£399,995	125	£3,200
8 Arlingham Place	WR5 2SZ	S	29/02/2024	£312,995	88	£3,557
10 Arlingham Place	WR5 2SZ	S	16/02/2024	£294,995	88	£3,352
14 Arlingham Place	WR5 2SZ	S	22/03/2024	£290,696	88	£3,303
2 Gennet Grove	WR5 2TA	D	29/09/2023	£399,995	93	£4,301
3 Gennet Grove	WR5 2TA	D	19/12/2023	£359,995	93	£3,871
4 Gennet Grove	WR5 2TA	D	29/09/2023	£368,995	96	£3,844
5 Gennet Grove	WR5 2TA	D	07/12/2023	£492,995	136	£3,625
6 Gennet Grove	WR5 2TA	D	13/03/2024	£479,995	136	£3,529
7 Gennet Grove	WR5 2TA	D	15/02/2024	£325,000	86	£3,779
8 Gennet Grove	WR5 2TA	D	10/11/2023	£339,995	96	£3,542

Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

- 4.30 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:

- 11 x Detached [4 Bed]
 - £311,596 – £492,995
 - 86 – 136 sqm, averaging at 104 sqm
 - £3,200 – £4,301 psm, averaging at £3,671 psm
- Semi detached [3 Bed]
 - £290,696 – £312,995
 - 85 – 88 sqm, averaging at 87 sqm
 - £3,303 – £3,671 psm, averaging at £3,471

Meadow Rise, Alfrick – Cotswold Oak Ltd

- 4.31 Meadow Rise by Cotswold Oak Ltd, is a collection 2, to 5 bed homes set on the edge of the Malvern Hills, within the village of Alfrick. Despite its countryside location, the development is situated just 8 miles west of Worcester.
- 4.32 2 new-build property transactions have been found for this development on the Land Registry within past 2 years, including:

Table 4.8 – Meadow Rise New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
10 Hayley View	WR6 5JT	D	05/06/2023	£545,000	186	£2,930
12 Hayley View	WR6 5JT	D	26/09/2023	£575,000	186	£3,091

Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

- 4.33 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:

- 2 x Detached
[5 Bed]
 - £545,000 – £575,000
 - 186 sqm
 - £2,930 – £3,091 psm, averaging at £3,011 psm

Highfields, Clifton upon Teme – Guild Homes

- 4.34 Highfields by Guild Homes is situated in the village of Clifton upon Teme, WR6 6BL. This rural development features a range of detached homes, including 2 bed bungalows and 3 and 5 bed houses. The development offers accessible transport links, with a 30-minute bus route to Worcester, nearby towns within a 40-minute drive, and Birmingham Airport about an hour away by car.
- 4.35 6 new-build property transactions have been recorded for this development on the Land Registry, as detailed below:

Table 4.9 – Highfields New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
3 Hope Meadow Drive	WR6 6BL	D	14/09/2023	£525,000	132	£3,977
4 Hope Meadow Drive	WR6 6BL	D	08/12/2023	£525,000	132	£3,977
6 Hope Meadow Drive	WR6 6BL	D	23/04/2024	£525,000	144	£3,646
9 Hope Meadow Drive	WR6 6BL	D	29/06/2023	£750,000	262	£2,863
20 Hope Meadow Drive	WR6 6BL	D	17/11/2023	£525,000	144	£3,646
21 Hope Meadow Drive	WR6 6BL	D	23/04/2024	£500,000	132	£3,788

Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

4.36 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:

- 6 x Detached
[5 Bed]
 - £500,000 – £750,000
 - 132 – 262 sqm, averaging at 158 sqm
 - £2,863 – £3,977 psm, averaging at £3,649 psm

Three Js, Abberley – Elan Homes

4.37 Three Js by Elan Homes is in the village of Abberley, WR6 6FD, featuring 26 semi-detached and detached homes with 2 to 5 bed options. The village provides convenient access to Worcester's amenities, including shopping, sports, and recreational facilities. For transportation, Hartlebury and Kidderminster train stations, located 7 and 8 miles away respectively, offer routes to Birmingham and London.

4.38 4 new-build property transactions have been recorded for this development on the Land Registry within the past 2 years, as detailed below:

Table 4.10 – Three Js New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
3 School Meadow	WR6 6FB	D	10/08/2023	£310,000	58	£5,345
21 School Meadow	WR6 6FB	S	25/08/2023	£290,000	83	£3,494
23 School Meadow	WR6 6FB	S	21/06/2024	£265,000	82	£3,232
17 Long Meadow	WR6 6FD	D	29/06/2023	£395,000	102	£3,873

Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

4.39 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:

- 2 x Detached
[3 Bed]
 - £310,000 – £395,000
 - 58 – 102 sqm, averaging at 80
 - £3,873 – £5,345 psm, averaging at £4,609 psm
- 2 x Semi detached
[3 Bed]
 - £265,000 – £290,000
 - 82 – 83 sqm, averaging at 82.5
 - £3,232 – £3,494 psm, averaging at £3,363 psm

Droitwich

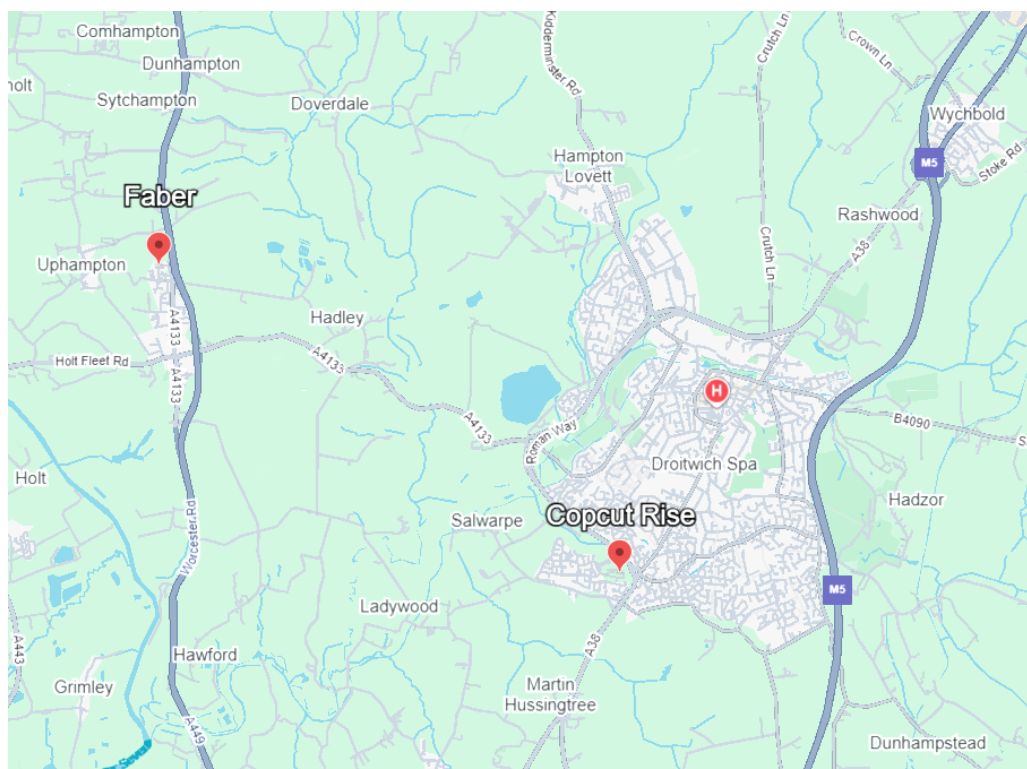
4.40 The new-build property transactions that have been recorded in Droitwich, spread across two schemes:

- Faber by Spitfire Homes, Ombersley

- Copcut Rise by William Davis Homes, Copcut

4.41 The location of these schemes is illustrated in Figure 4.2.

Figure 4.2 – Map of Development Schemes in Droitwich Spa



Source: Google Maps (2025)

Faber, Woodhall Lane, Ombersley – Spitfire Homes

- 4.42 The Faber by Spitfire Homes is located on Woodhall Lane in Ombersley, WR9 0FL, less than 10 miles from Worcester city centre. The development is a collection of new–build homes ranging from 2 to 4 bed properties.
- 4.43 Since May 2023 a total of 22 new–build property transactions have been recorded on the Land Registry for this development, as follows:

Table 4.11 – Faber New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
2 Faber Orchard	WR9 0FL	D	14/06/2024	£775,542	207	£3,747
4 Faber Orchard	WR9 0FL	D	28/07/2023	£430,000	88	£4,886
5 Faber Orchard	WR9 0FL	T	30/06/2023	£307,000	65	£4,723
6 Faber Orchard	WR9 0FL	D	10/11/2023	£408,000	88	£4,636
8 Faber Orchard	WR9 0FL	D	31/08/2023	£415,000	88	£4,716

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
9 Faber Orchard	WR9 0FL	T	29/09/2023	£295,000	65	£4,538
10 Faber Orchard	WR9 0FL	D	27/10/2023	£485,000	109	£4,450
12 Faber Orchard	WR9 0FL	D	10/11/2023	£475,000	109	£4,358
14 Faber Orchard	WR9 0FL	D	31/10/2023	£580,000	140	£4,143
27 Faber Orchard	WR9 0FL	D	05/07/2024	£447,000	109	£4,101
39 Faber Orchard	WR9 0FL	D	17/11/2023	£485,000	109	£4,450
41 Faber Orchard	WR9 0FL	D	30/11/2023	£420,000	88	£4,773
43 Faber Orchard	WR9 0FL	D	30/11/2023	£675,000	155	£4,355
45 Faber Orchard	WR9 0FL	D	29/11/2023	£585,000	142	£4,120
47 Faber Orchard	WR9 0FL	D	30/11/2023	£580,000	142	£4,085
49 Faber Orchard	WR9 0FL	D	06/12/2023	£485,000	109	£4,450
51 Faber Orchard	WR9 0FL	D	15/12/2023	£485,000	109	£4,450
53 Faber Orchard	WR9 0FL	D	15/12/2023	£350,000	59	£5,932
55 Faber Orchard	WR9 0FL	D	21/12/2023	£800,000	207	£3,865
3 Deans Walk	WR9 0FN	T	14/06/2024	£309,000	72	£4,292
4 Deans Walk	WR9 0FN	S	15/12/2023	£315,000	83	£3,795
5 Deans Walk	WR9 0FN	S	21/12/2023	£315,000	83	£3,795

Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

4.44 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:

- 17 x Detached
[4 Bed]
 - £350,000 – £800,000
 - 59 – 207 sqm, averaging at 121 sqm
 - £3,747 – £5,932 psm, averaging at £4,442 psm
- 2 x Semi detached
[3 Bed]
 - £315,000
 - 83 sqm
 - £3,795 psm
- 3 x Terraced
[2 Bed]
 - £295,000 – £309,000
 - 65 – 72 sqm, averaging at 67 sqm
 - £4,292 – £4,723 psm, averaging at £4,518 psm

Copcut Rise, Gresley Way, Copcut – William Davis Homes

- 4.45 Copcut Rise, a development by William Davis Homes, is situated off Gresley Way, Droitwich, WR9 7TD and is 1.9 miles from the town centre. The development comprised of 2 to 5 bed houses and 1 to 2 bed apartments. The development benefits from close proximity to the M5 which provides access to the wider regional motorway network with benefits from local amenities such as schools, medical centres and dental surgeries in town.

Since May 2023, there have been 5 new-build property transactions recorded on the Land Registry for this development, as detailed below:

Table 4.12 – Copcut Rise New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
21 Mitchell Road	WR9 7GW	T	15/03/2024	£235,000	65	£3,615
23 Mitchell Road	WR9 7GW	T	31/05/2023	£238,000	65	£3,662
25 Mitchell Road	WR9 7GW	T	31/05/2023	£238,000	67	£3,552
27 Mitchell Road	WR9 7GW	T	31/05/2023	£255,000	65	£3,923
28 Mitchell Road	WR9 7GW	T	31/05/2023	£238,000	65	£3,662

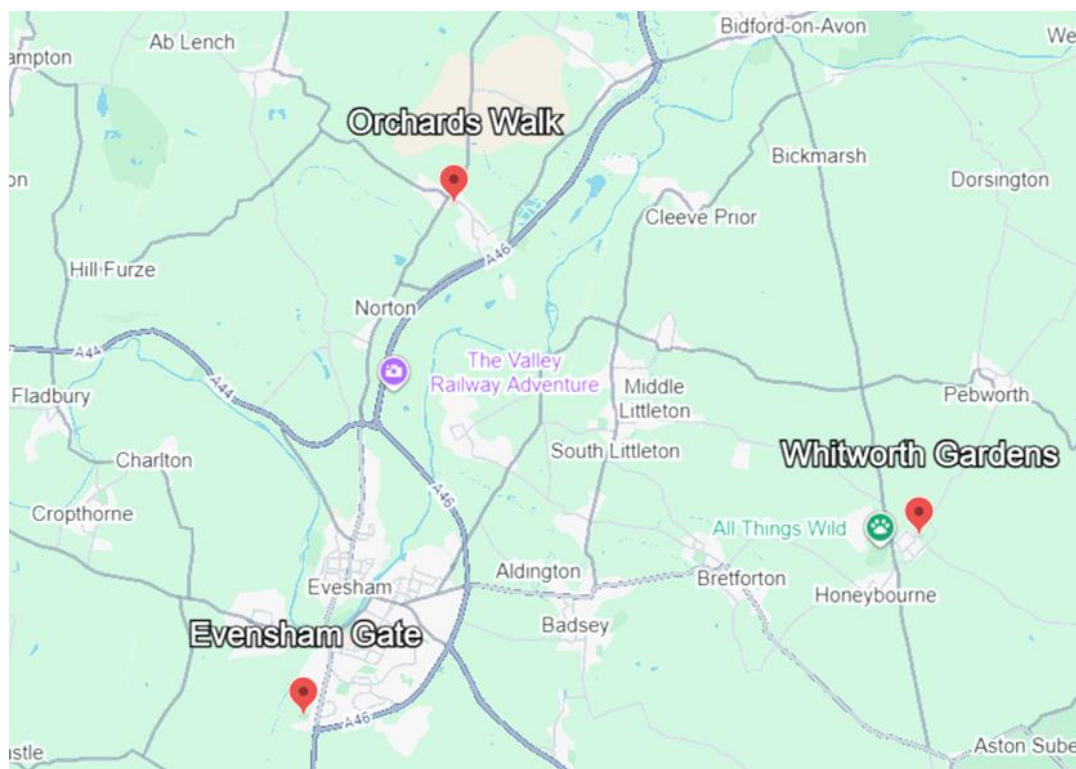
Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

- 4.46 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:
- 5 x Terraced
 - £235,000 – £255,000
 - 65 – 67 sqm, averaging at 65.5 sqm
 - [3 Bed]
 - £3,552 – £3,923 psm, averaging at £3,683 psm

Evesham

- 4.47 The new-build property transactions that have been recorded in Evesham, spread across three schemes:
- Evesham Gate by Bloor Homes, Evesham
 - Whitworth Gardens by Owl Homes, Honeybourne
 - Orchards Walk by Lioncourt Homes, Harvington
- 4.48 The location of these schemes is illustrated in Figure 4.3.

Figure 4.3 – Map of Development Schemes in Evesham



Source: Google Maps (2025)

Evesham Gate, Cheltenham Road – Bloor Homes

- 4.49 Evesham Gate by Bloor Homes is situated in Cheltenham Road, Evesham, WR11 2LY and is 1.7 miles from the town centre. The development comprises of 2 to 4 bed houses. The development benefits from close proximity to the A44 and A46, providing it with regional access to nearby cities such as Cheltenham, Worcester and Oxford, with the A46 also feeding into the M5 within 10 miles. The site also is in close proximity to supermarkets, stores, restaurants and schools.
- 4.50 Within the last 2 years, 31 x new-build property transactions were found on the Land Registry for Evesham Gate development, as detailed below:

Table 4.13 – Evesham Gate New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
20 Magdalen Drive	WR11 2BE	D	23/11/2023	£345,000	125	£2,760
1 Balliol Gardens	WR11 2BF	S	28/07/2023	£310,000	79	£3,924
2 Balliol Gardens	WR11 2BF	S	30/06/2023	£350,000	108	£3,241
4 Balliol Gardens	WR11 2BF	S	28/06/2023	£350,000	108	£3,241
6 Balliol Gardens	WR11 2BF	D	28/06/2023	£360,000	90	£4,000

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
18 Balliol Gardens	WR11 2BF	D	20/10/2023	£345,000	113	£3,053
25 Balliol Gardens	WR11 2BF	D	01/03/2024	£395,000	117	£3,376
27 Balliol Gardens	WR11 2BF	D	30/11/2023	£430,000	120	£3,583
29 Balliol Gardens	WR11 2BF	D	31/05/2024	£425,000	134	£3,172
31 Balliol Gardens	WR11 2BF	D	20/06/2024	£442,000	134	£3,299
32 Balliol Gardens	WR11 2BF	S	25/09/2023	£322,000	99	£3,253
33 Balliol Gardens	WR11 2BF	S	17/05/2024	£288,000	79	£3,646
34 Balliol Gardens	WR11 2BF	S	18/12/2023	£295,000	99	£2,980
35 Balliol Gardens	WR11 2BF	S	14/12/2023	£327,000	79	£4,139
36 Balliol Gardens	WR11 2BF	T	29/06/2023	£273,000	61	£4,475
37 Balliol Gardens	WR11 2BF	D	26/04/2024	£380,000	113	£3,363
38 Balliol Gardens	WR11 2BF	T	19/04/2024	£250,000	61	£4,098
40 Balliol Gardens	WR11 2BF	T	29/06/2023	£275,000	61	£4,508
42 Balliol Gardens	WR11 2BF	S	28/09/2023	£260,000	61	£4,262
44 Balliol Gardens	WR11 2BF	S	27/07/2023	£264,000	61	£4,328
74 Balliol Gardens	WR11 2BF	T	03/11/2023	£260,000	61	£4,262
76 Balliol Gardens	WR11 2BF	T	29/09/2023	£252,000	61	£4,131
78 Balliol Gardens	WR11 2BF	T	29/04/2024	£245,000	61	£4,016
80 Balliol Gardens	WR11 2BF	T	15/02/2024	£250,000	61	£4,098
110 Balliol Gardens	WR11 2BF	D	12/04/2024	£293,000	59	£4,966
112 Balliol Gardens	WR11 2BF	S	30/04/2024	£280,000	59	£4,746
114 Balliol Gardens	WR11 2BF	S	21/06/2024	£283,262	59	£4,801
3 Lady Margaret Hall Way	WR11 2TA	D	31/05/2024	£375,000	102	£3,676
6 Lady Margaret Hall Way	WR11 2TA	S	19/06/2024	£310,000	79	£3,924
7 Lady Margaret Hall Way	WR11 2TA	S	26/07/2024	£288,100	77	£3,742
8 Lady Margaret Hall Way	WR11 2TA	D	21/06/2024	£335,000	113	£2,965

Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

4.51 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:

- 11 x Detached
 - £293,000 – £442,000
 - 59 – 134 sqm, averaging at 111 sqm
- [4 Bed]

- £2,760 – £4,966 psm, averaging at £3,474 psm
- 13 x Semi detached [3 Bed]
 - £260,000 – £350,000
 - 59 – 108 sqm, averaging at 80.5 sqm
 - £2,980 – £4,801 psm, averaging at £3,863 psm
- 7 x Terraced [2 Bed]
 - £245,000 – £275,000
 - 61 sqm
 - £4,016 – £4,508 psm, averaging at £4,227 psm

Whitworth Gardens, Honeybourne – Owl Homes

- 4.52 Whitworth Gardens by Owl Homes is situated on Stratford Road in Honeybourne, WR11 7AX. This scheme includes a mix of 2 to 5 bed houses and bungalows. The location offers access to local amenities in Honeybourne, including shops, eateries, and recreational facilities. The nearby Honeybourne train station provides direct routes to Worcester, Oxford, and London Paddington, while major roads like the A46 and A44 connect residents to neighbouring towns and cities.
- 4.53 25 new-build property transactions have been recorded for Whitworth Gardens, as detailed below:

Table 4.14 – Whitworth Gardens New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
1 Wellington Road	WR11 7AX	D	25/01/2024	£520,000	140	£3,714
2 Wellington Road	WR11 7AX	D	03/08/2023	£307,500	65	£4,731
3 Wellington Road	WR11 7AX	D	29/02/2024	£435,000	125	£3,480
4 Wellington Road	WR11 7AX	D	27/07/2023	£375,000	97	£3,866
5 Wellington Road	WR11 7AX	D	13/12/2023	£372,500	99	£3,763
6 Wellington Road	WR11 7AX	D	17/07/2023	£375,000	97	£3,866
7 Wellington Road	WR11 7AX	D	10/05/2024	£430,000	125	£3,440
8 Wellington Road	WR11 7AX	D	15/06/2023	£307,500	65	£4,731
12 Wellington Road	WR11 7AX	D	10/08/2023	£500,000	139	£3,597
14 Wellington Road	WR11 7AX	D	21/08/2023	£508,000	139	£3,655
16 Wellington Road	WR11 7AX	S	01/09/2023	£345,000	101	£3,416
18 Wellington Road	WR11 7AX	S	08/09/2023	£331,000	91	£3,637
20 Wellington Road	WR11 7AX	D	28/03/2024	£350,000	97	£3,608
22 Wellington Road	WR11 7AX	T	15/09/2023	£257,500	66	£3,902

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
24 Wellington Road	WR11 7AX	T	15/09/2023	£252,500	66	£3,826
26 Wellington Road	WR11 7AX	T	14/09/2023	£262,500	66	£3,977
3 Whitley Close	WR11 7AY	D	23/07/2024	£340,800	84	£4,057
5 Whitley Close	WR11 7AY	S	30/11/2023	£360,000	101	£3,564
7 Whitley Close	WR11 7AY	S	23/04/2024	£345,000	101	£3,416
9 Whitley Close	WR11 7AY	D	17/05/2024	£375,000	91	£4,121
26 Whitley Close	WR11 7AY	S	10/11/2023	£275,000	66	£4,167
50 Whitley Close	WR11 7AY	D	30/11/2023	£310,000	66	£4,697
52 Whitley Close	WR11 7AY	D	25/04/2024	£315,000	66	£4,773
54 Whitley Close	WR11 7AY	D	06/06/2024	£430,000	125	£3,440
56 Whitley Close	WR11 7AY	D	07/02/2025	£570,000	156	£3,654

Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

4.54 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:

- 17 x Detached
[4 Bed]
 - £307,500 – £570,000
 - 65 – 156 sqm, averaging at 104.5 sqm
 - £3,440 – £4,773 psm, averaging at £3,952 psm
- 5 x Semi detached
[3 Bed]
 - £275,000 – £360,000
 - 66 – 101 sqm, averaging at 92 sqm
 - £3,416 – £4,167 psm, averaging at £3,640 psm
- 3 x Terraced
[2 Bed]
 - £252,500 – £262,500
 - 66 sqm
 - £3,826 – £3,977 psm, averaging at £3,902 psm

Orchards Walk, Harvington – Lioncourt Homes

- 4.55 Orchards Walk by Lioncourt Homes is situated 3 miles from Evesham in Harvington, WR11 8PJ. This development includes a collection of 2 to 5 bed houses and 2–bedroom bungalows. Located near essential amenities in Harvington, the development provides access to Evesham station for direct trains to London and road access via the M5.
- 4.56 Since May 2023, 11 new–build property transactions have been recorded for this development as detailed below:

Table 4.15 – Orchards Walk New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
1 Meadow Way	WR11 8PJ	D	23/02/2024	£605,000	161	£3,758
8 Meadow Way	WR11 8PJ	D	30/06/2023	£380,000	102	£3,725
10 Meadow Way	WR11 8PJ	D	04/08/2023	£475,000	124	£3,831
18 Meadow Way	WR11 8PJ	D	02/11/2023	£475,000	124	£3,831
20 Meadow Way	WR11 8PJ	D	18/09/2023	£385,000	94	£4,096
21 Meadow Way	WR11 8PJ	S	14/06/2024	£345,000	114	£3,026
25 Meadow Way	WR11 8PJ	D	03/11/2023	£370,000	94	£3,936
2 Jubilee Walk	WR11 8PL	D	16/06/2023	£305,000	60	£5,083
7 Jubilee Walk	WR11 8PL	D	16/06/2023	£582,750	161	£3,620
11 Jubilee Walk	WR11 8PL	D	09/02/2024	£655,995	192	£3,417
12 Jubilee Walk	WR11 8PL	S	20/10/2023	£290,000	60	£4,833

Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

4.57 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:

- 9 x Detached
[5 Bed]
 - £305,000 – £655,995
 - 60 – 192 sqm, averaging at 123.5 sqm
 - £3,417 – £5,083 psm, averaging at £3,922 psm
- 2 x Semi detached
[3 Bed]
 - £290,000 – £345,000
 - 60 – 114 sqm, averaging at 87 sqm
 - £3,026 – £4,833 psm, averaging at £3,930 psm

Malvern

4.58 We have identified only one scheme in Great Malvern (Figure 4.4), as set out below.

Figure 4.4 – Map of Malvern Rise Scheme



Source: Google Maps (2025)

Malvern Rise, St. Andrews Road – Persimmon Homes

- 4.59 Malvern Rise is a development undertaken by Persimmon Homes with a mix of 2 to 5 bed houses. This development is located off St. Andrews Road, Malvern Link, WR14 3PS and is less than 1 mile from Malvern town centre. The development benefits from good road links to Worcester and the wider motorway network.
- 4.60 40 new-build property transactions have been recorded on the Land Registry for Malvern Rise within the last 2 years, as detailed below:

Table 4.16 – Malvern Rise New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
4 Rebecca Close	WR14 3RF	D	30/04/2024	£425,000	111	£3,829
5 Rebecca Close	WR14 3RF	D	30/05/2023	£360,000	91	£3,956
6 Rebecca Close	WR14 3RF	D	28/06/2024	£365,000	91	£4,011
46 Strothers Avenue	WR14 3RS	D	21/07/2023	£360,000	88	£4,091
50 Strothers Avenue	WR14 3RS	D	09/11/2023	£348,000	91	£3,824
52 Strothers Avenue	WR14 3RS	D	30/06/2023	£400,000	128	£3,125
54 Strothers Avenue	WR14 3RS	D	31/05/2023	£330,000	106	£3,113
56 Strothers Avenue	WR14 3RS	S	31/07/2023	£380,000	128	£2,969

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
58 Strothers Avenue	WR14 3RS	S	30/06/2023	£380,000	128	£2,969
62 Strothers Avenue	WR14 3RS	D	31/05/2023	£405,000	129	£3,140
1 Algol Way	WR14 3RU	D	08/09/2023	£355,000	91	£3,901
2 Algol Way	WR14 3RU	D	29/09/2023	£435,000	111	£3,919
3 Algol Way	WR14 3RU	D	20/12/2023	£430,000	111	£3,874
4 Algol Way	WR14 3RU	D	31/01/2024	£425,000	110	£3,864
6 Algol Way	WR14 3RU	D	29/02/2024	£365,000	91	£4,011
1 Ryle Way	WR14 3RW	S	20/12/2023	£335,000	106	£3,160
2 Ryle Way	WR14 3RW	D	30/06/2023	£430,000	110	£3,909
3 Ryle Way	WR14 3RW	S	20/12/2023	£335,000	106	£3,160
6 Ryle Way	WR14 3RW	S	30/06/2023	£250,000	63	£3,968
7 Ryle Way	WR14 3RW	D	28/06/2024	£435,000	111	£3,919
8 Ryle Way	WR14 3RW	S	28/06/2023	£247,000	63	£3,921
9 Ryle Way	WR14 3RW	D	27/06/2024	£355,000	91	£3,901
14 Ryle Way	WR14 3RW	D	29/04/2024	£345,000	91	£3,791
16 Ryle Way	WR14 3RW	D	31/05/2024	£355,000	88	£4,034
18 Ryle Way	WR14 3RW	S	29/02/2024	£277,000	76	£3,645
22 Ryle Way	WR14 3RW	S	28/03/2024	£280,000	76	£3,684
24 Ryle Way	WR14 3RW	S	28/03/2024	£280,000	76	£3,684
26 Ryle Way	WR14 3RW	D	20/12/2023	£350,000	88	£3,977
28 Ryle Way	WR14 3RW	S	31/05/2024	£285,000	76	£3,750
1 Nelson Way	WR14 3RX	D	20/12/2023	£357,000	91	£3,923
23 Doppler Road	WR14 3SX	D	30/06/2023	£395,000	128	£3,086
25 Doppler Road	WR14 3SX	D	31/05/2023	£395,000	128	£3,086
27 Doppler Road	WR14 3SX	D	30/06/2023	£395,000	128	£3,086
29 Doppler Road	WR14 3SX	D	28/07/2023	£352,000	88	£4,000
32 Doppler Road	WR14 3SX	D	30/06/2023	£425,000	111	£3,829
34 Doppler Road	WR14 3SX	D	20/12/2023	£350,000	91	£3,846
35 Doppler Road	WR14 3SX	D	30/04/2024	£340,000	88	£3,864
37 Doppler Road	WR14 3SX	S	26/01/2024	£278,000	76	£3,658
47 Doppler Road	WR14 3SX	D	27/06/2024	£343,000	88	£3,898
49 Doppler Road	WR14 3SX	D	21/12/2023	£440,000	129	£3,411

Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

4.61 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:

- 29 x Detached [4 Bed]
 - £330,000 – £440,000
 - 88 – 129 sqm, averaging at 103 sqm
 - £3,086 – £4,091 psm, averaging at £3,732 psm
- 11 x Semi detached [3 Bed]
 - £247,000 – £380,000
 - 63 – 128 sqm, averaging at 88.5 sqm
 - £2,969 – £3,968 psm, averaging at £3,506 psm

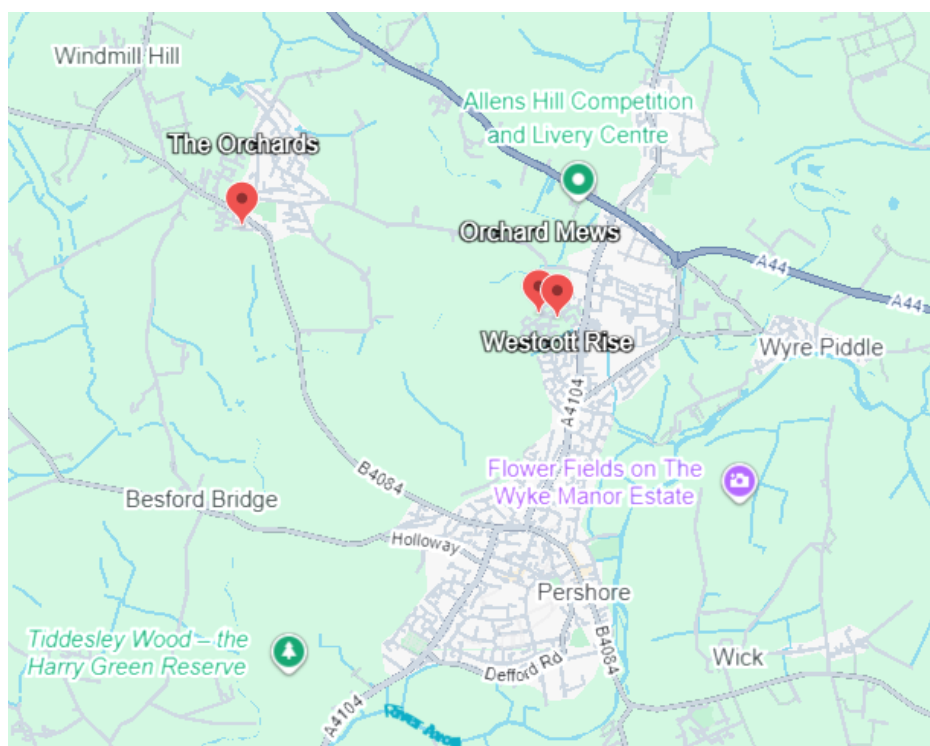
Pershore

4.62 There are 3 developments that have been identified in Pershore with recorded sales transactions including:

- Westcott Rise by Welink Homes, Pershore
- Orchard Mews by Persimmon Homes, Pershore
- The Orchards by Sanctuary Homes, Drakes Broughton

4.63 The location of these schemes is illustrated in Figure 4.5.

Figure 4.5 – Map of Development Schemes in Pershore



Source: Google Maps (2025)

Westcott Rise, Westcott Way – Welink Homes

- 4.64 Westcott Rise is a residential development located off Station Road in Pershore, WR10 1PZ. The site lies to the east of the town centre and is accessible via Westcott Way and situated approximately 0.8 miles from Pershore railway station.
- 4.65 The development comprises 3 and 4 bed homes. Homes include features such as high-performance insulation, solar panels, and mechanical ventilation with heat recovery to support energy efficiency.
- 4.66 A total of 17 new-build property transactions have been recorded on the Land Registry for this development since May 2023, as following:

Table 4.17 – Westcott Rise New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
2 Primrose Way	WR10 1FJ	S	18/09/2023	£379,995	101	£3,762
18 Thistledown	WR10 1FL	D	16/05/2024	£445,000	125	£3,560
20 Thistledown	WR10 1FL	D	19/04/2024	£450,000	125	£3,600
103 Westcott Way	WR10 1FN	D	29/02/2024	£350,000	88	£3,977
105 Westcott Way	WR10 1FN	D	29/09/2023	£345,000	88	£3,920
107 Westcott Way	WR10 1FN	D	29/02/2024	£353,000	92	£3,837
114 Westcott Way	WR10 1FN	S	28/03/2024	£338,000	110	£3,073
116 Westcott Way	WR10 1FN	S	20/12/2023	£270,000	58	£4,655
120 Westcott Way	WR10 1FN	D	15/12/2023	£355,000	92	£3,859
122 Westcott Way	WR10 1FN	D	20/10/2023	£365,000	92	£3,967
124 Westcott Way	WR10 1FN	D	29/09/2023	£350,000	88	£3,977
126 Westcott Way	WR10 1FN	D	27/10/2023	£350,000	88	£3,977
128 Westcott Way	WR10 1FN	S	17/11/2023	£325,000	110	£2,955
130 Westcott Way	WR10 1FN	S	22/12/2023	£330,000	110	£3,000
132 Westcott Way	WR10 1FN	D	29/09/2023	£353,000	88	£4,011
134 Westcott Way	WR10 1FN	D	30/06/2023	£343,000	88	£3,898
136 Westcott Way	WR10 1FN	D	30/06/2023	£435,000	129	£3,372

Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

- 4.67 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:
- 12 x Detached
[4 Bed]
 - £343,000 – £450,000
 - 88 – 129 sqm, averaging at 98.5 sqm
 - £3,372 – £4,011 psm, averaging at £3,830 psm

- 5 x Semi detached
[3 Bed]
- £270,000 – £379,995
- 58 – 110 sqm, averaging at 98 sqm
- £2,955 – £4,655 psm, averaging at £3,489 psm

Orchard Mews, Station Road – Persimmon Homes

- 4.68 Orchard Mews by Persimmon Homes is situated off Station Road, Pershore, WR10 2DG and is 1.4 miles away from the city centre. The development benefits from close proximity to the local train station, leisure and sports facilities, supermarkets and schools.
- 4.69 There have been 37 new-build property transactions recorded on the Land Registry for this development within the last 2 years, as detailed below:

Table 4.18 – Orchard Mews New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
4 Damson End	WR10 2FH	S	27/10/2023	£330,000	110	£3,000
13 Czar Mews	WR10 2FJ	S	31/05/2023	£240,000	58	£4,138
14 Czar Mews	WR10 2FJ	S	31/07/2023	£240,000	58	£4,138
2 Elderberry Grove	WR10 2FN	S	28/06/2024	£260,000	58	£4,483
4 Elderberry Grove	WR10 2FN	S	20/12/2024	£200,000	58	£3,448
6 Elderberry Grove	WR10 2FN	D	28/06/2024	£340,000	88	£3,864
16 Elderberry Grove	WR10 2FN	S	27/06/2024	£270,000	69	£3,913
1 Laxton Gardens	WR10 2FP	S	20/12/2024	£200,000	58	£3,448
6 Laxton Gardens	WR10 2FP	S	27/09/2024	£280,000	76	£3,684
9 Laxton Gardens	WR10 2FP	S	28/06/2024	£287,000	79	£3,633
11 Laxton Gardens	WR10 2FP	S	12/07/2024	£290,000	79	£3,671
15 Laxton Gardens	WR10 2FP	S	28/06/2024	£295,000	79	£3,734
2 Emblem Close	WR10 2FQ	S	30/04/2024	£270,000	69	£3,913
4 Emblem Close	WR10 2FQ	S	26/04/2024	£272,000	69	£3,942
2 Bramley Walk	WR10 2GT	S	29/09/2023	£270,000	69	£3,913
4 Bramley Walk	WR10 2GT	S	31/10/2023	£265,000	69	£3,841
6 Bramley Walk	WR10 2GT	S	31/01/2024	£260,000	69	£3,768
8 Bramley Walk	WR10 2GT	S	27/10/2023	£270,000	69	£3,913
10 Bramley Walk	WR10 2GT	S	27/10/2023	£270,000	69	£3,913
1 Jubileum Crescent	WR10 2GU	D	22/09/2023	£360,000	91	£3,956
2 Jubileum Crescent	WR10 2GU	S	28/03/2024	£335,000	110	£3,045
3 Jubileum Crescent	WR10 2GU	S	14/12/2023	£335,000	110	£3,045

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
5 Jubileum Crescent	WR10 2GU	S	28/06/2024	£340,000	110	£3,091
6 Jubileum Crescent	WR10 2GU	D	17/05/2024	£340,000	88	£3,864
7 Jubileum Crescent	WR10 2GU	D	28/03/2024	£340,000	88	£3,864
8 Jubileum Crescent	WR10 2GU	S	31/05/2024	£245,000	58	£4,224
9 Jubileum Crescent	WR10 2GU	S	17/11/2023	£250,000	58	£4,310
10 Jubileum Crescent	WR10 2GU	D	26/01/2024	£340,000	88	£3,864
1 Bowbrook Meadow	WR10 2GZ	D	15/09/2023	£385,000	101	£3,812
2 Bowbrook Meadow	WR10 2GZ	D	10/11/2023	£430,000	118	£3,644
3 Bowbrook Meadow	WR10 2GZ	D	06/10/2023	£450,000	118	£3,814
5 Bowbrook Meadow	WR10 2GZ	S	22/11/2023	£315,000	84	£3,750
6 Bowbrook Meadow	WR10 2GZ	D	15/12/2023	£380,000	101	£3,762
7 Bowbrook Meadow	WR10 2GZ	D	25/08/2023	£320,000	60	£5,333
8 Bowbrook Meadow	WR10 2GZ	D	28/07/2023	£330,000	60	£5,500
9 Bowbrook Meadow	WR10 2GZ	S	08/12/2023	£285,000	84	£3,393
10 Bowbrook Meadow	WR10 2GZ	S	10/11/2023	£305,000	84	£3,631

Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

4.70 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:

- 11 x Detached
[4 Bed]
 - £320,000 – £450,000
 - 60 – 118 sqm, averaging at 91 sqm
 - £3,644 – £5,500 psm, averaging at £4,116 psm
- 26 x Semi detached
[3 Bed]
 - £200,000 – £340,000
 - 58 – 110 sqm, averaging at 75.5 sqm
 - £3,000 – £4,483 psm, averaging at £3,730 psm

The Orchards, Drakes Broughton – Sanctuary Homes

4.71 The Orchards by Sanctuary Homes is a development in Drakes Broughton, WR10 2AG, near Pershore. This development offers a variety of homes ranging from 2 to 5 bed, including detached and semi-detached houses. Situated less than 10 miles from Worcester, The Orchards provides access to amenities in both Pershore and Worcester.

4.72 There have been 11 new-build property transactions recorded on the Land Registry for this development, as detailed below:

Table 4.19 – The Orchards New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
8 Permain Way	WR10 2GN	D	22/03/2024	£352,000	86	£4,093
9 Permain Way	WR10 2GN	D	30/11/2023	£457,000	128	£3,570
10 Permain Way	WR10 2GN	D	09/02/2024	£352,000	86	£4,093
11 Permain Way	WR10 2GN	D	24/09/2024	£445,000	128	£3,477
12 Permain Way	WR10 2GN	D	22/03/2024	£359,500	87	£4,132
14 Permain Way	WR10 2GN	D	30/01/2024	£352,000	87	£4,046
23 Permain Way	WR10 2GN	D	14/06/2024	£530,500	149	£3,560
5 Russett Meadow	WR10 2GP	D	26/02/2024	£552,000	163	£3,387
6 Russett Meadow	WR10 2GP	D	28/03/2024	£614,500	190	£3,234
7 Russett Meadow	WR10 2GP	D	28/02/2024	£585,000	190	£3,079
8 Russett Meadow	WR10 2GP	D	28/03/2024	£614,500	190	£3,234

Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

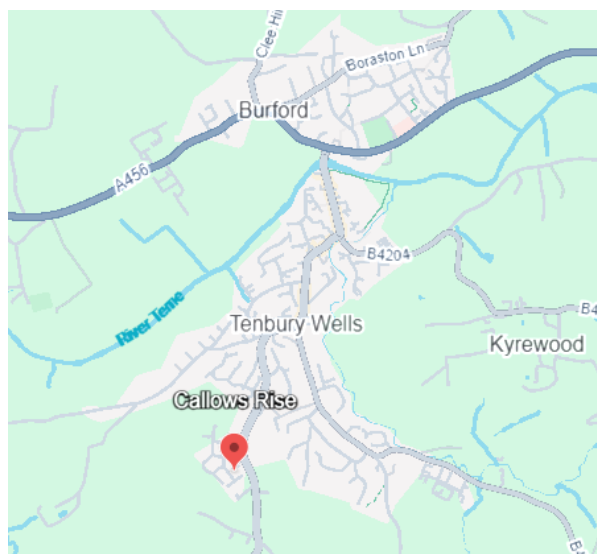
4.73 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:

- 11 x Detached
[5 Bed]
 - £352,000 – £614,500
 - 86 – 190 sqm, averaging at 135 sqm
 - £3,079 – £4,132 psm, averaging at £3,628 psm

Tenbury Wells

4.74 We have identified only one scheme in Tenbury Wells (Figure 4.6), as set out below.

Figure 4.6 – Map of Callows Rise Scheme



Source: Google Maps (2025)

Callows Rise, Oldwood Road – Sanctuary Homes

- 4.75 Callows Rise is a development by Sanctuary Homes, located off Oldwood Road in Tenbury Wells, WR15 8GB. The development offers a selection of 2, 3, 4, and 5 bed homes, including bungalows and houses.
- 4.76 Since May 2023, 5 new-build property transactions recorded on the Land Registry for Callows Rise, as detailed below:

Table 4.20 – Callows Rise New Build Achieved Values

Address	Postcode	Type	Deed Date	Price £	Size (sqm)	£ psm
21 Damson Way	WR15 8FP	D	29/02/2024	£495,000	189	£2,619
25 Damson Way	WR15 8FP	D	08/04/2024	£315,000	96	£3,281
29 Mistletoe Row	WR15 8GB	D	16/09/2024	£399,500	132	£3,027
35 Mistletoe Row	WR15 8GB	D	15/03/2024	£310,000	96	£3,229
42 Mistletoe Row	WR15 8GB	D	28/11/2024	£465,000	170	£2,735

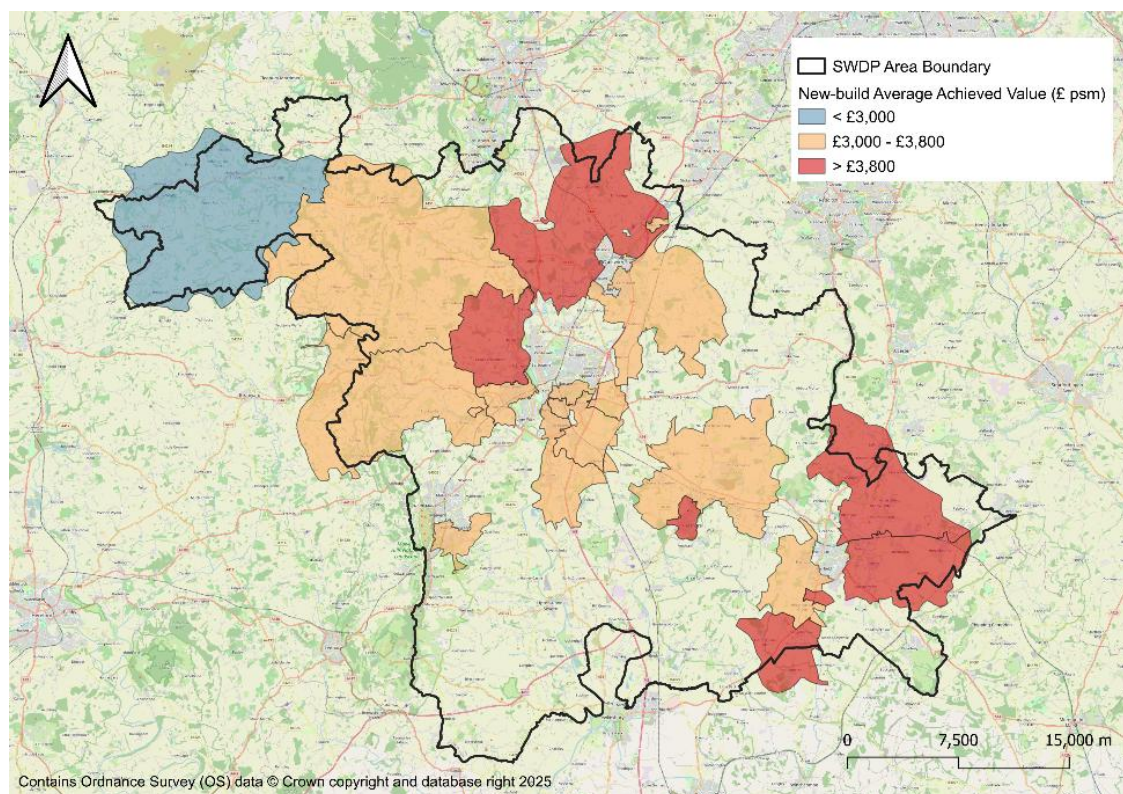
Source: HM Land Registry and EPC (May 2025) [250724 Residential Market Research v0.5]

- 4.77 Based on the table above, the transactions can be summarised by property type, showing price ranges and £ per sqm values as follows:
- 5 x Detached – £310,000 – £495,000
 - [5 Bed] – 96 – 189 sqm, averaging at 136.5 sqm
 - £2,619 – £3,281 psm, averaging at £2,978 psm

New-Build Achieved Values Summary

4.78 The following map illustrates the average achieved values (£ psm) for new-build properties across parishes, informed by the data analysed in this section.

Figure 4.7 – New-build Average Achieved Values (£ psm)



Source: AspinallVerdi (June 2025)

4.79 The table below summarises the average achieved prices for properties in each town, based on the assumed number of bedrooms.

Table 4.21 – Average New Build Property Values (£ psm) by Town

	2– bed	3– bed	4– bed	5– bed
Worcester	£4,070	£3,915	£3,651	£4,078
Droitwich	£4,518	£3,715	£4,442	–
Evesham	£4,129	£3,814	£3,764	£3,922
Malvern	–	£3,506	£3,732	–
Pershore	–	£3,691	£3,967	£3,628
Tenbury Wells	–	–	–	£2,978

Source: AspinallVerdi Analysis (June 2025)

4.80 There was no evidence of achieved values for new-build flat units within the area.

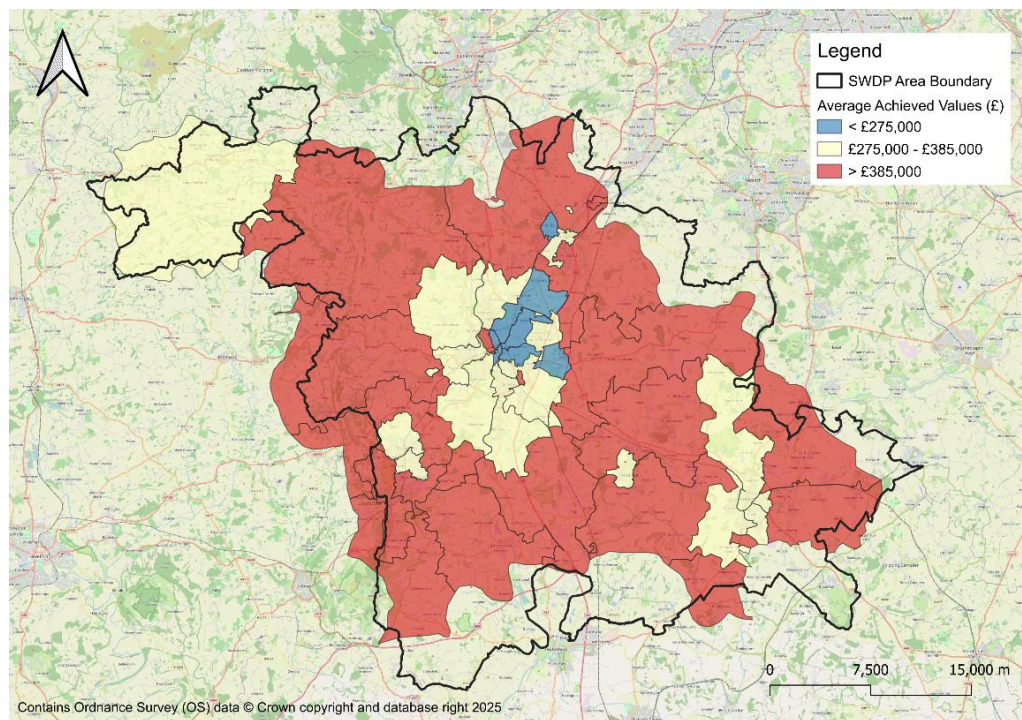
5 Housing Value Zones

- 5.1 The purpose of the housing value zones is to create a visual representation of the differences in value and what could be reasonably expected to be achieved across the districts.
- 5.2 We have therefore sought to rationalise and simplify the Housing Value Zones for ease of application both in terms of policy and values. All planning obligations (including CIL and Affordable Housing etc.) should ideally 'align' in terms of Housing Value Zones and viability. In this respect, the affordable housing policy in the emerging Local Plan is for 40% affordable housing on greenfield sites and 30% affordable housing on brownfield previously developed land. There is no differentiation across the three Local Authority areas.
- 5.3 Note that this section on Housing Value Zones is about the relativity of values across zones in the area – not the absolute value assumption which are contained in section 7 below.

Second-Hand Values

- 5.4 To sense check the pattern of new build values across the SWC's area, we carried out a market review of sales values for all residential property types (detached, semi-detached, terraced and flatted) within the area over the previous 6 months (November 2024 – May 2025). There is a greater stock of second-hand properties and turnover are higher than for new builds. This enables us to compare values zones across the area based on the existing stock.
- 5.5 This has been based on a detailed analysis of the Land Registry second hand achieved values. The second-hand average achieved values map is as follows.

Figure 5.1 – Second Hand Average Achieved Values (£)

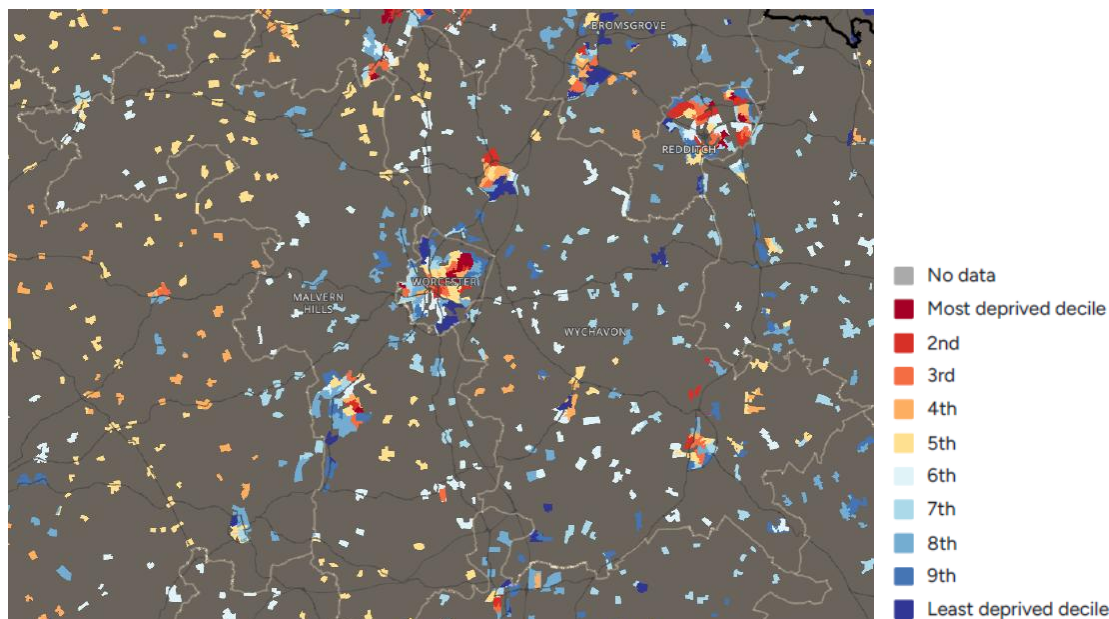


Source: AspinallVerdi (June 2025)

Index of Multiple Deprivation (IMD)

- 5.6 When preparing our Housing Value Zones, we have also had regard to the Index of Multiple Deprivation 2019 (IMD). The IMD provides a metric for multiple datapoints, such as average income, health, education, crime, unemployment etc., are all amalgamated into a single rating which shows the level of deprivation that an area is experiencing, this is illustrated in Figure 5.2.

Figure 5.2 – Index of Multiple Deprivation Map



Source: Geographic Data Service Website (June 2025)

- 5.7 The IMD map for South Worcestershire illustrates the spatial distribution of deprivation levels across the Councils' settlements. The colour coding applies only to built-up areas, while the grey areas on the map represent countryside or non-residential land. Higher levels of deprivation, shown in dark red and orange, are largely concentrated in and around Worcester city, Droitwich spa, Great Malvern and Evesham, representing their urban core. These areas are typically associated with lower-income households, a greater proportion of social housing, and historically lower average house prices.
- 5.8 In contrast, the least deprived areas, shaded in dark blue, are typically located on the periphery of the towns or the in the rural hinterland. These include settlements like Pershore and Tenbury Wells.

AspinallVerdi Housing Market Zones

- 5.9 Having regard to Figure 5.1 – Second Hand Average Achieved Values (£) and Figure 5.2 – Index of Multiple Deprivation Map; and the fact that the Affordable Housing policy is not 'zoned'; we propose one value zone for the District.
- 5.10 We anticipate that the CIL rates will still be differentiated by greenfield and brownfield sites (as is the case for Affordable Housing); however, this is due to mainly cost factors rather than values e.g. existing use value for land; site remediation costs and brownfield risk premium. We refer you to the main CIL viability report in this respect.

6 New Build Asking Prices

- 6.1 We have reviewed new build developments currently 'on-site' across South Worcestershire to understand the up-to-date asking values associated with new-build properties which can be used in our viability testing. This research is important to our study as it allows us to 'sense check' our value assumptions against actual asking prices for new-build properties.
- 6.2 It should be noted that asking prices may be aspirational, and may not reflect the incentives offered by the developer or the actual value a willing purchaser will pay.
- 6.3 The RICS guidance note on comparable evidence in real estate valuation states that asking prices *'do not provide reliable evidence of value and should be treated with caution because they often differ substantially from the agreed final transaction price. In some markets, however, asking prices may be the only evidence available and if interpreted carefully by an experienced valuer, asking prices can provide some guidance on current market conditions and trends in value.'*
- 6.4 Thus, whilst the achieved value data (from the Land Registry in sections 4) provides robust data, this is retrospective and data from the Land Registry is often slightly dated. The asking price analysis in this section provides a review of current prices for newly built properties and so provides a current perspective for where the market stands at this point in time. It is important to note that in arriving at our value assumptions for the appraisals we have had regard to both the new-build asking prices and the transactional data.
- 6.5 It is also important to note that the supply ('flow') of new-build properties has to be sold within a market place that includes an established 'stock' of competing properties. The asking price is therefore tempered by the wider price mechanism.
- 6.6 Finally, when reviewing the absolute new-build asking prices, it is important to remember that not all developers quote the unit sizes on their website/particulars and there is a considerable range in floor areas depending on the unit type (e.g. 2, 3, 4 or 5 bed), location and developer. It is therefore not always possible to determine the asking price on a price psm basis.
- 6.7 We also have sought to identify whether particular house types include garages by reviewing developer websites where possible.

Worcester

- 6.8 **The Green by Lioncourt Homes** is a contemporary residential development situated just off Claphill Lane in Rushwick (WR2 5TP), offering a mix of 2 to 5-bedroom homes. A total of 16 units were identified at The Green by Lioncourt Homes in Worcester, as summarised below:

Table 6.1 – The Green by Lioncourt Homes Listed Units

No.	Type	Price Range	Comment
7 x 2-bed	Semi detached	£255,000 – £305,000	No garage
2 x 3-bed	Detached	£400,000 – £410,000	No garage
4 x 4-bed	Detached	£600,000 – £620,000	No garage

3 x 5-bed	Detached	£700,000 – £725,000	Garage included

Source: Developer's Website (May 2025) [250724 Residential Market Research v0.5]

- 6.9 **Regency Gate:** a total of 8 units were found listed at the Regency Gate development, as summarised below with detached units including garages:

Table 6.2 – Regency Gate by Taylor Wimpey Listed Units

No.	Type	Price Range	Size (sqm)	£ psm
1 x 2-bed	Terraced	£261,000	70	£3,728
1 x 2-bed	Semi detached	£263,500	72	£3,679
1 x 3-bed	Detached	£360,000	94	£3,833
5 x 4-bed	Detached	£403,000 – £462,000	109 – 127	£3,600 – £3,710

Source: Developer's Website (May 2025) [250724 Residential Market Research v0.5]

- 6.10 **Royal Gardens at Kensington Gate:** a total of 13 units were found listed at the Royal Gardens, as summarised below:

Table 6.3 – Royal Gardens by Redrow Homes Listed Units

No.	Type	Price Range	Comment
3 x 2-bed	Semi detached	£259,000 – £268,000	No garage
3 x 5-bed	Detached	£599,000 – £625,000	Garage included
3 x 4-bed	Detached	£535,000 – £563,000	Garage included
4 x 4-bed	Detached	£659,000 – £695,000	Garage included

Source: Developer's Website (May 2025) [250724 Residential Market Research v0.5]

- 6.11 **Elgar Park:** 5 detached units were identified at Elgar Park, as summarise below:

Table 6.4 – Elgar Park by Bloor Homes listed Units

No.	Type	Price Range	Comment
2 x 3-bed	Detached	£310,000 – £375,000	No garage
1 x 4-bed	Detached	£435,000	No garage
2 x 4-bed	Detached	£495,000 – £520,000	Garage included

Source: Developer's Website (May 2025) [250724 Residential Market Research v0.5]

- 6.12 **Pear Tree Fields:** a total of 11 units were found listed at Pear Tree Fields, summarised below:

Table 6.5 – Pear Tree Fields by St. Modwen Homes Listed Units

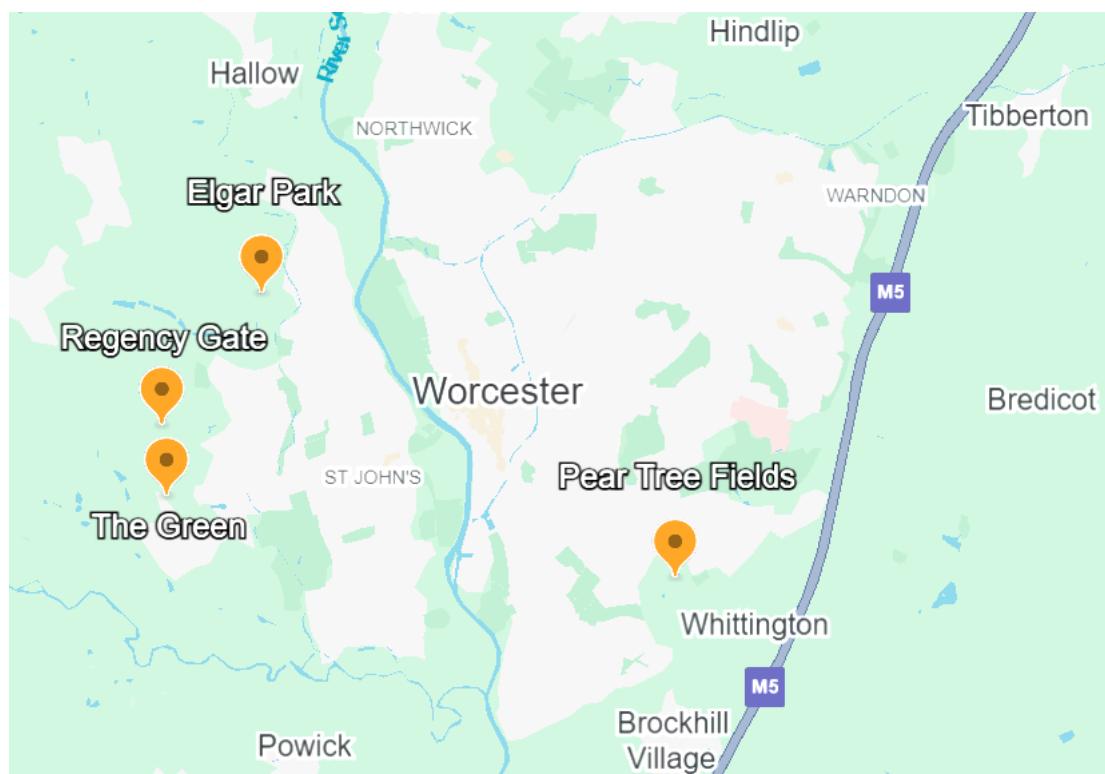
No.	Type	Price Range	Comment
2 x 2-bed	Semi detached	£265,000 – £267,500	No garage
3 x 3-bed	Semi detached	£319,995 – £335,000	No garage
1 x 3-bed	Detached	£359,995	Garage included
2 x 4-bed	Semi detached	£395,995 – £400,000	Garage included

No.	Type	Price Range	Comment
3 x 4-bed	Detached	£424,000 – £609,995	Garage included

Source: Developer's Website (May 2025) [250724 Residential Market Research v0.5]

6.13 The location of these schemes is illustrated in Figure 6.1.

Figure 6.1 – Map of Listed Development Schemes in Worcester



Source: Google Maps (2025)

Evesham

6.14 **Evesham Gate:** 8 x units were found listed at Evesham Gate, as summarised below:

Table 6.6 – Evesham Gate by Bloor Homes Listed Units

No.	Type	Price Range	Comment
2 x 2-bed	Terraced	£255,000 – £265,000	No garage
4 x 3-bed	Semi detached	£305,000 – £326,000	No garage
1 x 3-bed	Detached	£435,000	Garage included
1 x 4-bed	Detached	£405,000	Garage included

Source: Developer's Website (May 2025) [250724 Residential Market Research v0.5]

6.15 The location of this development is illustrated on the map below.

Figure 6.2 – Map of Evesham Gate Scheme



Source: Google Maps (2025)

Malvern

- 6.16 **Coppice View by Sanctuary Homes** is a residential development located in Malvern (WR14 1PW). The scheme offers a mix of 3, 4, and 5-bedroom detached homes. A total of 6 were found listed at this development, as summarised below:

Table 6.7 – Coppice View by Sanctuary Homes Listed Units

No.	Type	Price Range	Comment
1 x 3-bed	Detached	£397,000	No garage
1 x 3-bed	Detached	£377,400	Garage included
4 x 4-bed	Detached	£459,000 – £475,000	Garage included

Source: Developer's Website (May 2025) [250724 Residential Market Research v0.5]

- 6.17 **Malvern Rise:** a total of 23 units has been listed at Malvern Rise, summarised below:

Table 6.8 – Malvern Rise by Persimmon Homes Listed Units

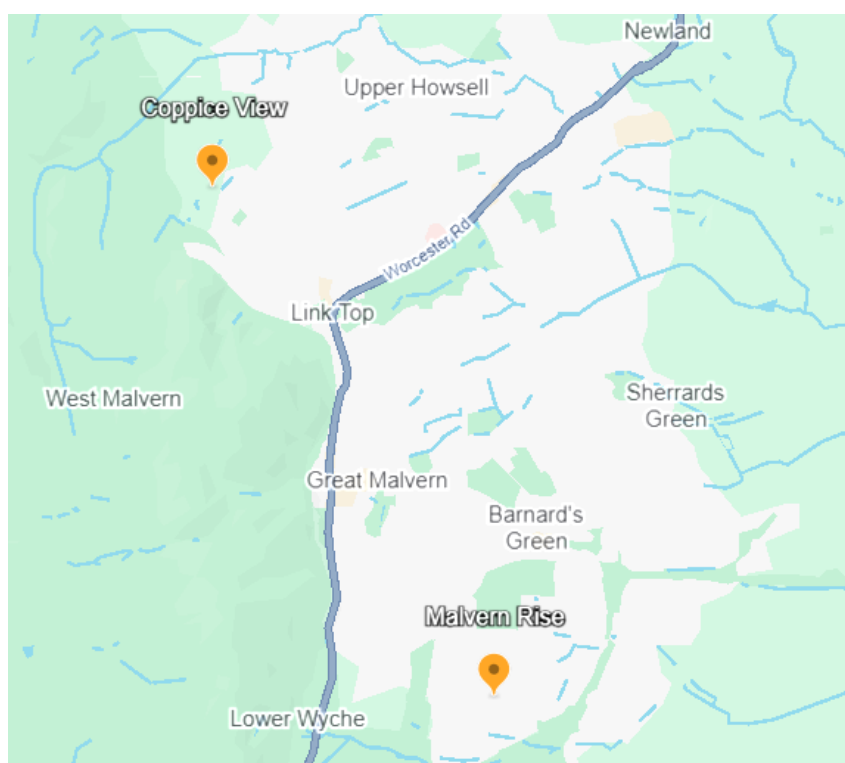
No.	Type	Price Range	Comment
1 x 2-bed	Semi detached	£265,000	No garage
3 x 3-bed	Semi detached	£308,000	No garage
5 x 3-bed	Detached	£370,000 – £385,000	Garage included

No.	Type	Price Range	Comment
1 x 4-bed	Semi detached	£368,000	No garage
12 x 4-bed	Detached	£450,000 – £495,000	Garage included
1 x 5-bed	Detached	£490,000	Garage included

Source: Developer's Website (May 2025) [250724 Residential Market Research v0.5]

6.18 The location of these schemes is illustrated in Figure 6.3.

Figure 6.3 – Map of Listed Development Schemes in Malvern



Source: Google Maps (2025)

Pershore

6.19 **The Orchards:** 2 x detached units were identified listed at The Orchards, as summarise below:

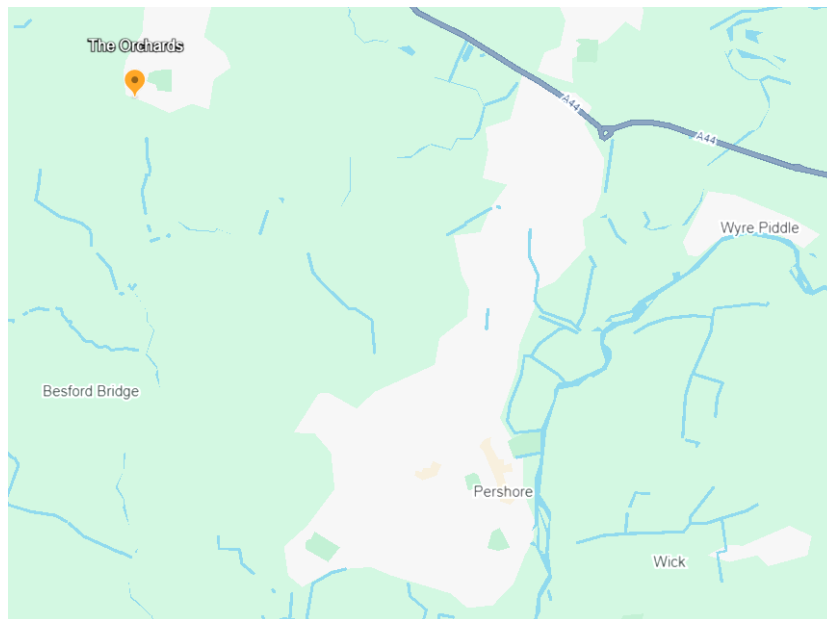
Table 6.9 – The Orchards by Sanctuary Homes Listed Units

No.	Type	Price Range	Comment
2 x 4-bed	Detached	£457,000 – £460,000	Garage included

Source: Developer's Website (May 2025) [250724 Residential Market Research v0.5]

6.20 The location of this development is illustrated on the map below.

Figure 6.4 – Map of The Orchards Scheme



Source: Google Maps (2025)

Tenbury Wells

- 6.21 **Callows Rise:** a total of 6 x listed units have been identified at this development, as summarised below:

Table 6.10 – Callows Rise by Sanctuary Homes Listed Units

No.	Type	Price Range	Comment
1 x 3-bed	Detached	£295,000	Garage included
5 x 4-bed	Detached	£375,000 – £399,500	Garage included

Source: Developer's Website (May 2025) [250724 Residential Market Research v0.5]

- 6.22 The location of this development is illustrated on the map below.

Figure 6.5 – Map of Callows Rise Scheme



Source: Google Maps (2025)

Martley

- 6.23 **Martley Fields by Lioncourt Homes** is a residential development comprising 83 homes ranging from 2 to 5 bedrooms, situated on the edge of the village of Martley, a few miles northwest of Worcester (postcode WR6 6PQ).
- 6.24 A total of 15 properties were identified as being listed for sale within the development, as summarised below with detached units including garages:

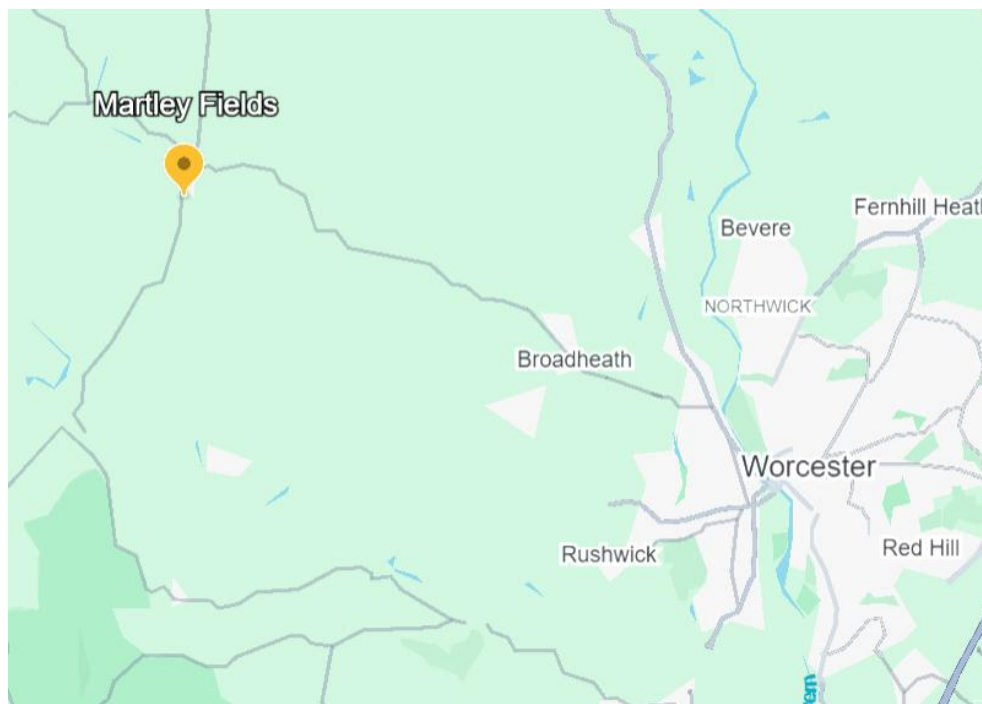
Table 6.11 – Martley Fields by Lioncourt Homes Listed Units

No.	Type	Price Range	Size (sqm)	£ psm
2 x 2-bed	Semi detached	£285,000 – £320,000	61 – 71	£3,989 – £5,227
2 x 3-bed	Semi detached	£325,000 – £350,000	85	£3,844 – £4,140
5 x 3-bed	Detached	£400,000 – £475,000	96 – 103	£4,110 – £4,276
5 x 4-bed	Detached	£460,000 – £650,000	115 – 155	£3,983 – £4,182
1 x 5-bed	Detached	£700,000	n/a	n/a

Source: Developer's Website (May 2025) [250724 Residential Market Research v0.5]

- 6.25 The location of this development is illustrated on the map below.

Figure 6.6 – Map of Martley Fields Scheme



Source: Google Maps (2025)

Flats

- 6.26 A total of 12 new-build flats were found listed on Rightmove and other online platforms within the boundaries of South Worcestershire. Of these, 10 are located in Worcester and 2 in Malvern. The data is presented below.

Table 6.12 – South Worcestershire New Build Listed Flats

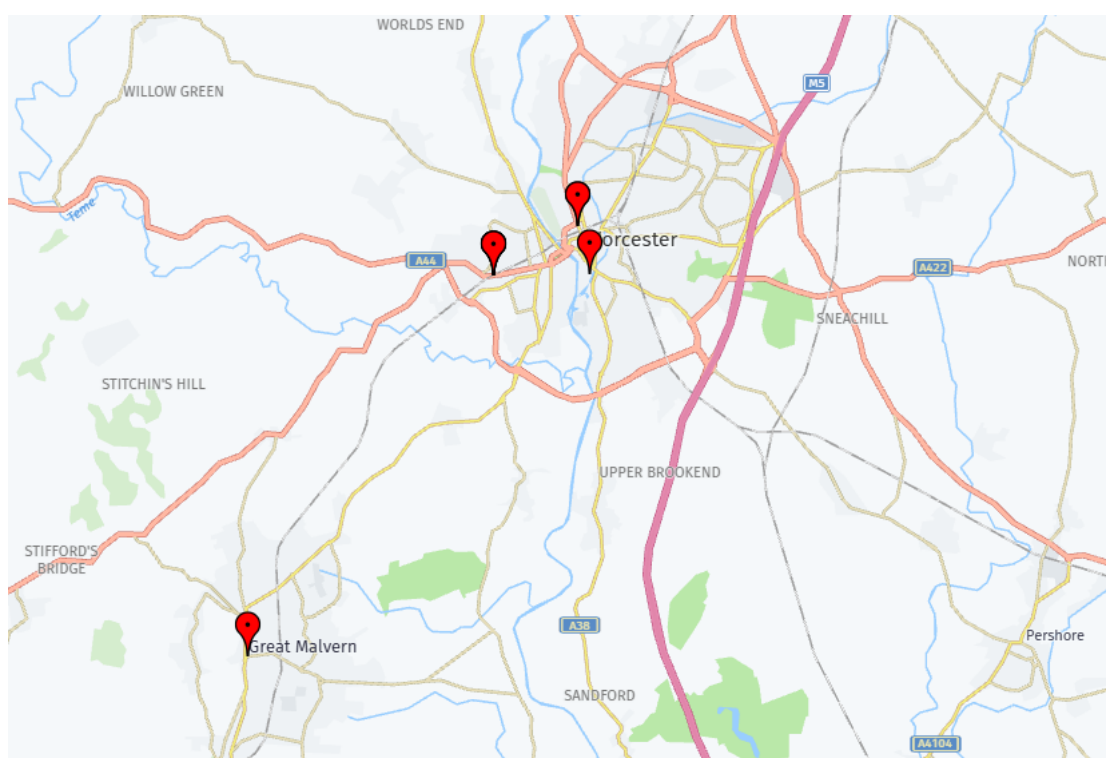
Address	Postcode	Asking Price £	Size (sqm)	£ psm	Bed
Apt 11, Vinegar House, Foregate Street, Worcester	WR1 1DJ	£300,000	65	£4,615	2
Apt 6, Vinegar House, Foregate Street, Worcester	WR1 1DJ	£325,000	87	£3,736	2
Apt 8 Vinegar House, Foregate Street, Worcester	WR1 1DJ	£145,000	31	£4,677	1
Apt 1, Throwing House, Princes Drive, Worcester	WR1 2NE	£170,000	53	£3,208	1
Apt 2, Throwing House, Princes Drive, Worcester	WR1 2NE	£250,000	70	£3,571	2
The Iceworks, 174 Bromyard Road, Worcester	WR2 5EE	£235,000	68	£3,456	2

Address	Postcode	Asking Price £	Size (sqm)	£ psm	Bed
The Iceworks, 174 Bromyard Road, Worcester	WR2 5EE	£280,000	72	£3,889	2
The Iceworks, 174 Bromyard Road, Worcester	WR2 5EE	£250,000	75	£3,333	2
The Iceworks, 174 Bromyard Road, Worcester	WR2 5EE	£215,000	58	£3,707	2
The Iceworks, 174 Bromyard Road, Worcester	WR2 5EE	£195,000	55	£3,545	2
Flat 1, Church View, Edith Walk, Malvern	WR14 2FG	£188,500	44	£4,284	1
Flat 4, Church View, Edith Walk, Malvern	WR14 2FG	£277,500	51	£5,441	2

Source: <https://www.vinegarworks.co.uk/apartments>, Rightmove and EPC (May 2025) [250724 Residential Market Research v0.5]

6.27 The geographic location of the listed flats is illustrated in Figure 6.7.

Figure 6.7 – Map of Listed Flats Location



Source: <https://www.doogal.co.uk/>

7 Residential Value Assumptions

- 7.1 Based on the above evidence, our opinion of absolute values is set out below. This takes into account the general housing value zone identified, new-build transactions, asking prices. The achieved values provide a benchmark for the assumptions whilst the asking prices allow us to 'sense-check' our assumptions. We are mindful that asking prices are often aspirational and therefore the asking prices are not always achieved.
- 7.2 Note that these values do not reflect any Garden Community/ Eco home premium.
- 7.3 Considering both achieved and asking price evidence, we have used our professional judgement to arrive at the following market values across South Worcestershire which we have adopted in our financial appraisals.

AspinallVerdi Value Assumptions (June 2025)

- 7.4 Our value assumptions are set out on the table below.

Table 7.1 – 2025 AspinallVerdi Value Assumptions

Property	Net Area (sqm) (exc. Garage)	Price £	£ psm
2 Bed House	75	£330,000	£4,400
3 Bed House	95	£415,000	£4,368
3 Bed House (with 16 sqm garage inc. in value)	95	£425,000	£4,474
4 Bed House (with garage inc. in value)	120	£510,000	£4,250
5 Bed House (with garage inc. in value)	135	£570,000	£4,222
1 Bed Flat	50	£205,000	£4,100
2 Bed Flat	65	£255,000	£3,923

Source: AspinallVerdi Analysis (June 2025) [250724 Residential Market Research v0.5]

8 Student Housing (PBSA)

- 8.1 We have undertaken a review of market reports published by national agencies followed by a market review of purpose-built student accommodation asking rents within South Worcestershire area.

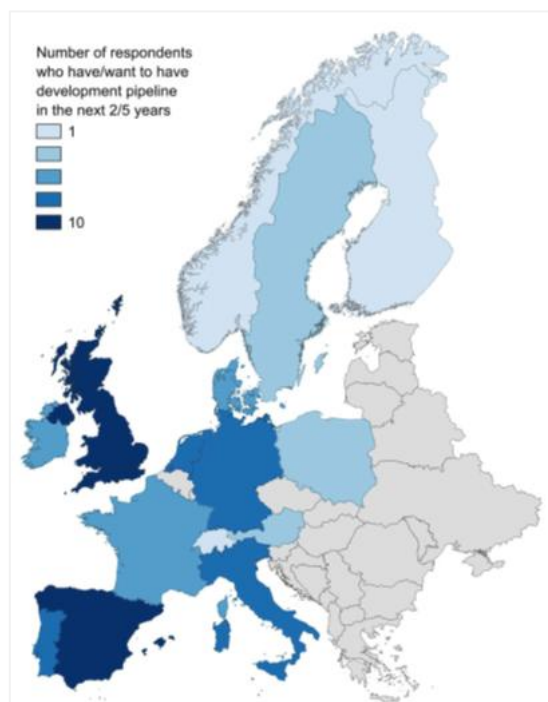
Market Overview

- 8.2 Despite economic headwinds and changes to national policy that have introduced higher academic fees, PBSA remains a highly attractive investment option. Investor appetite for the sector has grown significantly in recent years, with the UK seeing a surge in activity.

European PBSA Investment Barometer Report 2024 – Savills

- 8.3 The PBSA Investment Barometer report is based on a survey of 16 major institutional investors, fund managers, and operators, collectively representing over 132,000 PBSA beds (approximately 16% of Europe's private stock) with a combined asset value of around €25.3 billion.
- 8.4 These respondents indicated plans to expand their portfolios by 70% over the next 2 to 5 years, translating to an estimated €22 billion in new capital investment and roughly 92,500 additional beds. The survey also states that UK, alongside Spain, was among the top two most targeted markets, accounting for 14% of investor focus. While the UK is seen as a mature market, it is still viewed as a key opportunity area, with many targeting student cities beyond London where demand is high and new development potential remains.

Figure 8.1 – Investor Development Pipeline Locations Across Europe



Source: Savills (2024)

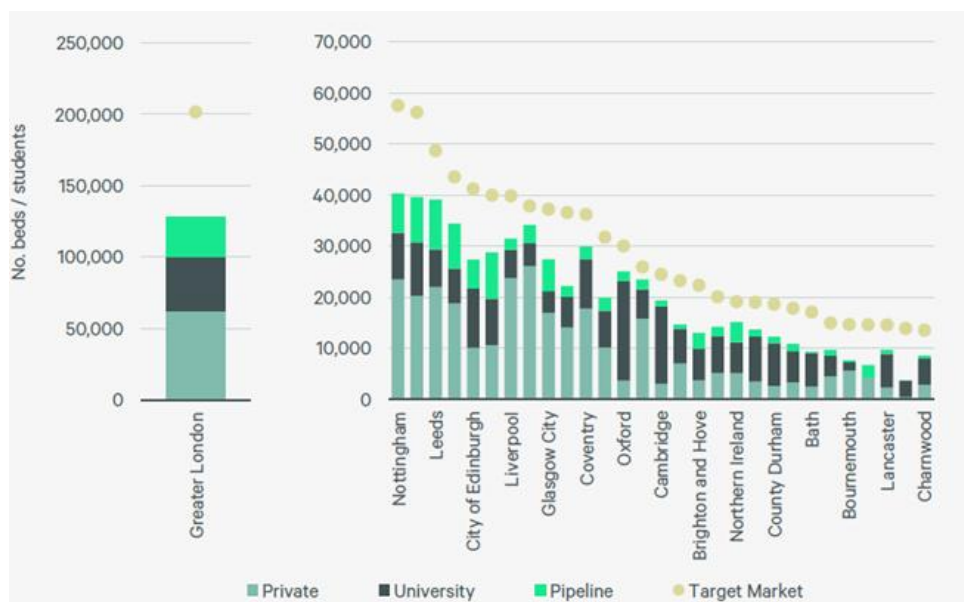
PBSA Index 2024 – CBRE

- 8.5 According to CBRE, PBSA delivered a total return of 9.8% in the year to September 2024. This significantly exceeds the 3.5% return recorded across all commercial property, marking the third consecutive year that PBSA has outperformed the wider market.
- 8.6 Capital values increased by 4.0% over the year, up from 2.4% in 2023. Smaller lot size assets (under £50 million) performed particularly well, with those in the £25–50 million range delivering total returns of 14.8% and capital growth of 8.8%. Regionally, Super Prime locations led the market, achieving the highest capital value growth at 14.7% and the strongest income growth, followed by London. In contrast, Secondary markets saw capital values decline by 3.5%.

UK Real Estate Market Outlook 2025 – CBRE

- 8.7 The UK's PBSA sector continues to face a significant supply and demand imbalance, which is expected to deepen further into 2025.
- 8.8 According to CBRE, the national shortfall of student beds is projected to reach around 620,000. While approximately 50,000 new PBSA units are expected to be delivered over the next five years, this pipeline remains heavily skewed towards larger cities with Russell Group universities. However, smaller and emerging markets are now beginning to feature in development pipelines, reflecting widening investor interest beyond traditional hotspots.

Figure 8.2 – PBSA Demand and Pipeline



Source: CBRE (December 2024)

- 8.9 Occupancy rates across the sector remain exceptionally strong. Unite, one of the UK's leading PBSA providers, reported an occupancy rate of 97.5% in the 2023/24 academic year, reinforcing the sector's resilient demand.

- 8.10 Looking ahead, rental growth is expected to continue at more sustainable levels, with forecasted increases of around 4–5% for the 2025/26 academic year. While this is a return to long-term norms, rent growth will vary by location, depending on local supply constraints and market saturation. Areas with limited new development may experience stronger upward pressure on rents.

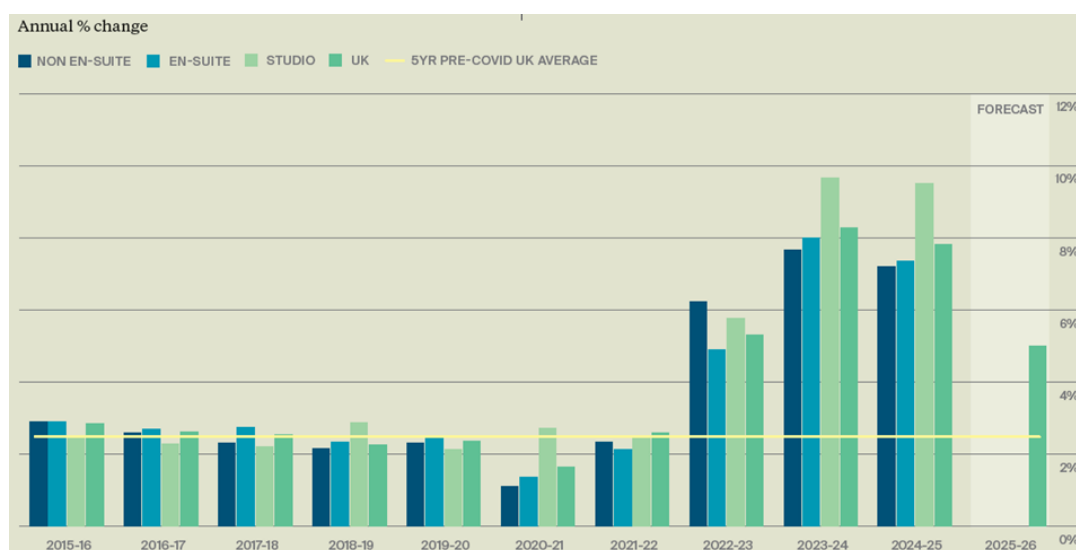
UK Property Snapshot 2025 – Colliers

- 8.11 Data from UK Property Snapshot by Colliers (March 2025) confirms that PBSA made up the largest share of total property investment in early 2025 at 30%, outperforming offices (21%) and industrial assets (19%).
- 8.12 Despite a dip in monthly volumes (£110 million in February, down from £180 million in January) cross-border investment remains strong, accounting for 54% of all transactions, up from 46% the year prior. This underscores the market's continued appeal to international investors, backed by its stable fundamentals and persistent undersupply.

UK Student Housing Market Update Q1 2025 – Knight Frank

- 8.13 Investment in UK purpose-built student accommodation was robust during the first quarter of 2025, following a quieter than expected end to 2024. In total, 18 deals completed in Q1 with a combined value of nearly £750 million. Investment activity was broadly in line with the previous year, reinforcing continued investor confidence in the sector despite wider market uncertainty.
- 8.14 A key feature of the market was the continued strength of operational asset sales, which accounted for 56% of Q1 deals – the highest share since Q4 2023. In contrast, site sales made up 28% of all transactions, showing ongoing but selective interest in development opportunities. The shift in deal structure reflects a growing preference for income producing stock, with investors becoming more cautious about development risks due to higher build costs, financing challenges, and regulatory pressures such as the Building Safety Act.

Figure 8.3 – UK PBSA Rental Growth to Gradually Return to Trend



Source: Knight Frank (Q1 2025)

- 8.15 From a delivery perspective, 16,382 new PBSA beds were completed across 63 schemes in 2024, representing a modest 3% increase on the previous year. However, this remains significantly below the pre-pandemic five-year average of 25,000 beds annually, underlining a persistent supply–demand imbalance in key university locations. Rental growth nationally is expected to range between 4% and 5% in 2025, slowly returning to the pre-Covid trend of 2–3% annually, though this varies by location and product type.

2023 AspinalVerdi PBSA Value Assumptions

- 8.16 Within the specific context of South Worcestershire, the most recent commissioned update to PBSA assumptions was prepared by AspinalVerdi in October 2023, as part of the PBSA and Small Express Retail CIL Viability Report. This assessment forms the *foundation* for our current value assumptions.
- 8.17 The 2023 report introduced a notional typology to reflect the likely form of PBSA development that could come forward locally; which we have appraised for both greenfield and brownfield scenarios in this assessment.
- 8.18 The typology assumptions from that report are set out below.

Table 8.1 – 2023 PBSA Typology Assumptions

	Greenfield / High Value Zone	Brownfield / Low Value Zone
No. of units	75	75
Development Density (dph)	150	150
Non-chargeable communal space (net-to-gross)	85%	85%

Source: AspinalVerdi PBSA and Small Express Retail CIL Viability (October 2023)

- 8.19 Accordingly, we used the following headline rent(s) for our PBSA appraisal at that time (2023).

Table 8.2 – 2023 PBSA Rental Value and Mix Assumptions

Unit Type	Unit Size Sqm	Gross Rent £ pcm	Mix (%)
Standard Halls	15	£640 pcm	25%
Cluster flat w/ Ensuite	20	£750 pcm	60%
Studio	25	£800 pcm	15%

Source: AspinalVerdi PBSA and Small Express Retail CIL Viability (October 2023)

PBSA Market Value Update

- 8.20 Worcester is home to a single major higher education institution, the University of Worcester, which serves students from across Worcestershire, Herefordshire, and beyond. As of the 2023–24 academic year, the university supported a total student population of approximately 9,184.

- 8.21 For the purposes of this viability study, we have focussed our rental values research only on Worcester as any student accommodation developed in the area is most likely to be catering for growth in Worcester City.

University of Worcester Halls

- 8.22 The University of Worcester offers a variety of on-campus accommodation options, including traditional halls, classic halls, ensuite halls, and postgraduate halls, with prices ranging as follows:

Table 8.3 – University of Worcester 2025–26 Accommodation Rates

Accommodation	Room Type	Annual £	£ per week
Traditional Halls	Single room with shared facilities	£5,240	£131
Classic Halls	Single room with shared facilities	£6,040	£151
Classic Plus Halls	Single room with shared facilities	£6,840	£171
Ensuite Halls	Ensuite room with a shared kitchen	£8,080	£202
Ensuite Plus Halls	Ensuite room with a shared kitchen	£8,640	£216
Ensuite Premium Halls	Ensuite room with a shared kitchen	£9,120	£228
Fern Halls (Non-Ensuite)	Single room in Postgraduate Hall	£9,568	£184
Fern Halls (En-suite)	Ensuite room in Postgraduate Hall	£10,504	£202

Source: <https://www.worcester.ac.uk/>

Virginia House – Private

- 8.23 Virginia House is situated in Worcester city centre, adjacent to The Hive Library and 450 metres from the University of Worcester City Campus. The scheme benefits from proximity to key academic and city amenities, making it a convenient and attractive option for students.

Figure 8.4 – Virginia House and Site Plan, Worcester



Source: <https://search.savills.com/> & <https://plan.worcester.gov.uk/> (not to scale)

- 8.24 The accommodation comprises a total of 42 units, split across three room types:

- 18 Ensuite rooms with access to shared kitchens and full use of communal facilities.
- 12 Studio Deluxe with in-room kitchenettes, alongside access to shared facilities.
- 12 Double Studios suitable for dual occupancy or students seeking additional space.

Table 8.4 – Rents at Virginia House (2025–2026), Worcester

Address	Room	Annual Fee	£ pw
Virginia House, WR1 3PA	Ensuite	£8,844	£173
Virginia House, WR1 3PA	Studio Deluxe	£9,506	£186
Virginia House, WR1 3PA	Double Studio	£12,635	£247

Source: <https://www.virginiahouse.net/>

- 8.25 All residents benefit from access to communal areas on the ground floor, including a cinema room, gym, lounge with a pool table, communal kitchen and dining area. The building also offers limited on-site parking for an additional charge. All tenancy agreements are based on a 51-week contract.
- 8.26 No information has been provided regarding the size of each room type.
- 8.27 The property is currently being marketed (on LoopNet) for sale at a guide price of £2,750,000. Based on the rental schedule and a 51-week letting period, the total annual rental income is approximately £423,810, generating a gross yield of 15.4%.
- 8.28 The net to gross ratio of this site (site coverage) is approximately at 46%.

Farrier House – Private

- 8.29 Farrier House is located on Farrier Street in Worcester City; a 4 minute (0.2 mile) walk from the University of Worcester City Campus and minutes from Foregate Street Station. The accommodation comprises 69 Premier en-suite study bedrooms and 15 kitchenette units, totalling 84 en-suite rooms across three floors.

Figure 8.5 – Farrier House and Site Plan, Worcester



Source: <https://www.farrierhouse.com/> & <https://plan.worcester.gov.uk/> (not to scale)

Table 8.5 – Rents at Farrier House (2025–2026), Worcester

Address	Room Type	Annual Fee	£ pw
Farrier House, WR1 3BH	Premier – Ensuite	£8,058	£158
Farrier House, WR1 3BH	Kitchenette – Studio	8,670	£170

Source: <https://www.farrierhouse.com/>

- 8.30 All rents are inclusive of utilities, internet, laundry, and access to gym/yoga studio at the sister building, Virginia House.
- 8.31 No information has been provided regarding the size of each room type.
- 8.32 There was no information regarding to the size of each type of room has been provided.
- 8.33 The net to gross ratio of this site is approximately at 35%.

2025 PBSA Typology and Rent Assumptions

- 8.34 Based on our review of student accommodation options in Worcester, including University managed halls and private schemes such as Virginia House and Farrier House, we have identified indicative rent levels for typical room types. These include standard en-suite cluster rooms and self-contained studio units, shown in Table 8.6.
- 8.35 In the absence of published floor area data for each room type, we have adopted industry-standard assumptions for unit sizes.

Table 8.6 – 2025 AspinallVerdi PBSA Rental Value and Mix Assumptions

Room Type	Size (sqm)	Rent £ pcm	£ pw	Mix
En-suite Cluster flat	15 (+20% communal)	£780	£195	60%
Studio	25 (+15% communal)	£900	£225	40%

Source: AspinallVerdi Analysis (June 2025)

- 8.36 As there have been no significant new-build PBSA schemes in Worcester City or the surrounding authorities, we have adopted the same assumptions used in our previous 2023 report, with the only change being that the student housing is assumed to be located on a brownfield site close to the town centre.

Table 8.7 – 2025 AspinallVerdi PBSA Typology Assumptions

	Brownfield
No. of units	75
Development Density (dph)	150
Non-chargeable communal space (net-to-gross)	85%

Source: AspinallVerdi Analysis (June 2025)

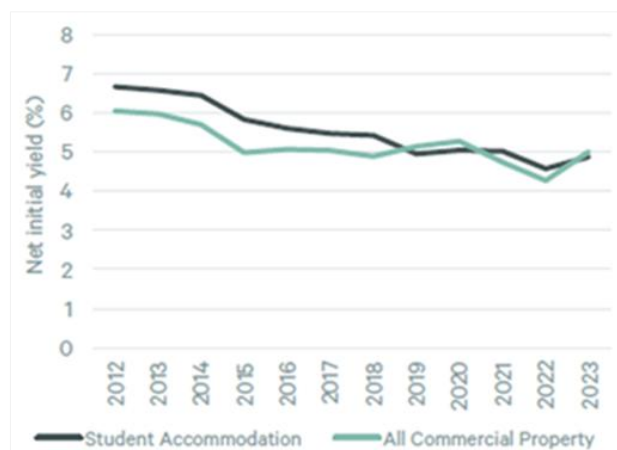
Leakage

- 8.37 These are the headline values. The landlord has various ongoing management revenue costs which must be deducted from the headline rent and form part of our appraisal model.
- 8.38 In this respect, we have allowed a **22%** deduction for leakage. This includes landlords' management, marketing, maintenance, void and capital sinking fund costs.

Yield

- 8.39 The student accommodation sector continues to demonstrate resilience, with yields remaining strong despite broader market pressures.
- 8.40 According to CBRE's 2024 PBSA Index to September 2024 (October 2024), the net initial yield for **all PBSA properties** rose to 5.1% by the end of Q3 2024, reflecting a 15-basis point increase year-on-year.

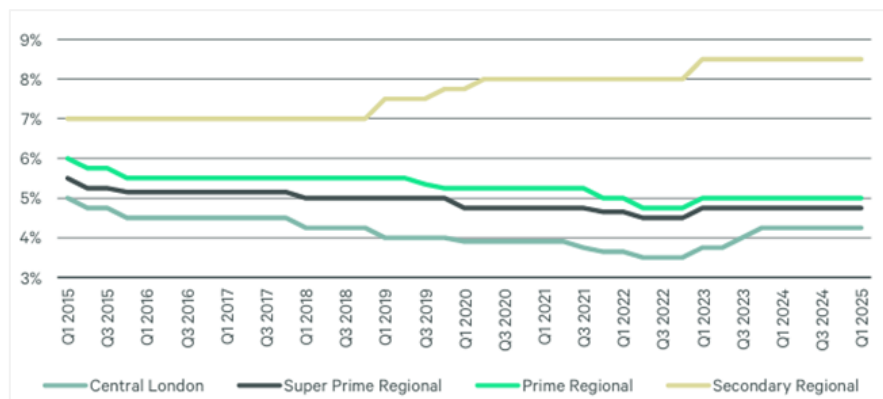
Figure 8.6 – PBSA Yield Movement



Source: CBRE (October 2024)

- 8.41 While investor appetite remains robust in core university cities, there is increasing selectivity in secondary markets. Worcester is home to a single, mid-sized university with a predominantly domestic student population (with 5.4% global diversity according to <https://unischolars.com/>), and a relatively limited PBSA supply pipeline. **As such, it is considered a secondary regional location within the national PBSA hierarchy.**
- 8.42 This status is reflected in the higher yield assumptions required by investors, particularly given the more modest rental levels and less liquid investment market.
- 8.43 The latest UK Living Statement Q1 2025 by CBRE, published in May, indicates that secondary net initial yields for Purpose-Built Student Accommodation remain stable, ranging at 8.5%. Figure 8.7 illustrates the movement in PBSA yields over time.

Figure 8.7 – PBSA Yield Movement



Source: CBRE (May 2025)

- 8.44 In line with its classification as a secondary regional market, for the purposes of appraising our student living typologies we have assumed a yield of **8.5%** based on the net income.

9 Specialist Accommodation for Older People

- 9.1 This section of the report focuses on the specialist accommodation for older people. We set out a summary of our understanding of the various types of housing for older people and undertake a review of the current market within the area.

Specialist Accommodation for Older People Defined

- 9.2 We recognise that there are various types of specialist housing for older people ranging from:
- Sheltered / Age Exclusive / Retirement Housing – This is accommodation that is built specifically for sale or rent to older people e.g. McCarthy and Stone or Churchill. They comprise self-contained units (apartments) with communal facilities and a live-in or mobile scheme manager and alarm call systems in case of emergency.
 - Extra Care / Very Sheltered / Assisted Living Housing (ECH) – This is similar to the Sheltered Housing, but is designed to enable residents to retain their independence as they grow older and their need for support and/or care increases. Residents still occupy their own self-contained home within blocks of flats, estates of bungalows or retirement ‘villages’ but often enjoy enhanced communal accommodation and occupants may also be offered individual care and assistance from support staff, within the complex, 24 hours per day.
 - Close Care or Assisted Living Housing – This is normally situated within the grounds of a care home and takes the form of self-contained, independent flats or bungalows. Units may be rented or purchased by the occupier. Residents will also have access to the care home’s other facilities and will normally have some form of direct communication with the care home, for emergencies. There may well be an arrangement whereby, the care home management will buy-back the property if it becomes necessary for them to move into the care home.
 - Care Homes / Residential care homes – Living accommodation for older people and employ staff who provide residents with personal care, such as washing and dressing. Residents normally occupy their own single room but have access to other communal facilities.
 - Care Homes with Nursing / Nursing Homes – Similar to a residential home but, they offer the full-time service of qualified nursing. Such accommodation is suited to residents who are physically or mentally less capable and require a higher level of care.
- 9.3 It is important to note that we have only modelled the Sheltered Housing and Extra Care schemes which are more likely to be developed by the private sector and are most similar to C3 Use housing.

Existing Evidence Base

- 9.4 We have reviewed the existing evidence base to formulate our assumptions and understanding of older person housing needs and provisions in South Worcestershire. This is outlined below.

SWDPR SHMA Update Nov 2021 – arc4

- 9.5 According to the 2021 SHMA, the population of the South Worcestershire area is projected to increase by 13.6% over the period 2021-2041, from around 316,000 in 2021 to around 359,000 in 2041. The report highlights a significant demographic shift, with the population aged 65 or over projected to increase by 43.2%, from approximately 75,300 in 2016 to 107,800 in 2041. This compares with an increase of 32.4% across the West Midlands and 36.7% across England over the period 2021–2041.
- 9.6 The SHMA outlines an identified need for an additional 4,836 specialist dwellings for older people across South Worcestershire by 2041. This includes 3,198 C3 planning use class units (160 per year) such as sheltered/retirement and extra care housing, and 1,638 units of residential care accommodation (82 each year). Figure 9.1 summarises the identified need for specialist older person housing over the plan period for each South Worcestershire council.

Figure 9.1 –Total and Annual Need for Specialist Housing (2021–2041)

Table 5.8 Summary of additional older person dwelling need 2021-2041						
Local Authority	C3 need 2021-2041		C2 need 2021-2041		All need 2021-2041	
	Total	Annual	Total	Annual	Total	Annual
Malvern Hills	740	37	536	27	1,276	64
Worcester	1,182	59	424	21	1,606	80
Wychavon	1,276	64	678	34	1,954	98
SWDP	3,198	160	1,638	82	4,836	242

Source: SWDP SHMA Update (November 2021, p. 81)

- 9.7 Analysis of household preferences reveals a growing desire among older households to 'right-size,' typically moving to smaller, more accessible dwellings such as bungalows or flats.

2022 AspinallVerdi Specialist Accommodation Value Assumptions

- 9.8 The most recent existing evidence of specialist accommodation assumptions was prepared by AspinallVerdi Residential Market Paper in May 2022, for the purpose of updating the South Worcestershire Development Plan (SWDP) and CIL Viability Assessment. This assessment forms the *foundation* for our current value assumptions.
- 9.9 The value assumptions at that time were based on two value zones (see Figure 3.8), as outlined below in Table 9.1 and Table 9.2.

Table 9.1 – 2022 Retirement Living / Sheltered Housing Value Assumptions

No. of Beds	Floor Area (sqm)	Higher Value Zone	Lower Value Zone
1-Bedroom	50	£295,000 (£5,900 psm)	£250,000 (£5,000 psm)
2-Bedroom	75	£375,000 (£5,000 psm)	£325,000 (£4,333 psm)

Source: AspinallVerdi Residential Market Paper (May 2022)

Table 9.2 – 2022 Extra Care Housing Value Assumptions

No. of Beds	Floor Area (sqm)	Higher Value Zone	Lower Value Zone
1-Bedroom	60	£368,750 (£6,150 psm)	£269,000 (£4,480 psm)
2-Bedroom	80	£468,750 (£5,860 psm)	£359,000 (£4,480 psm)

Source: AspinallVerdi Residential Market Paper (May 2022)

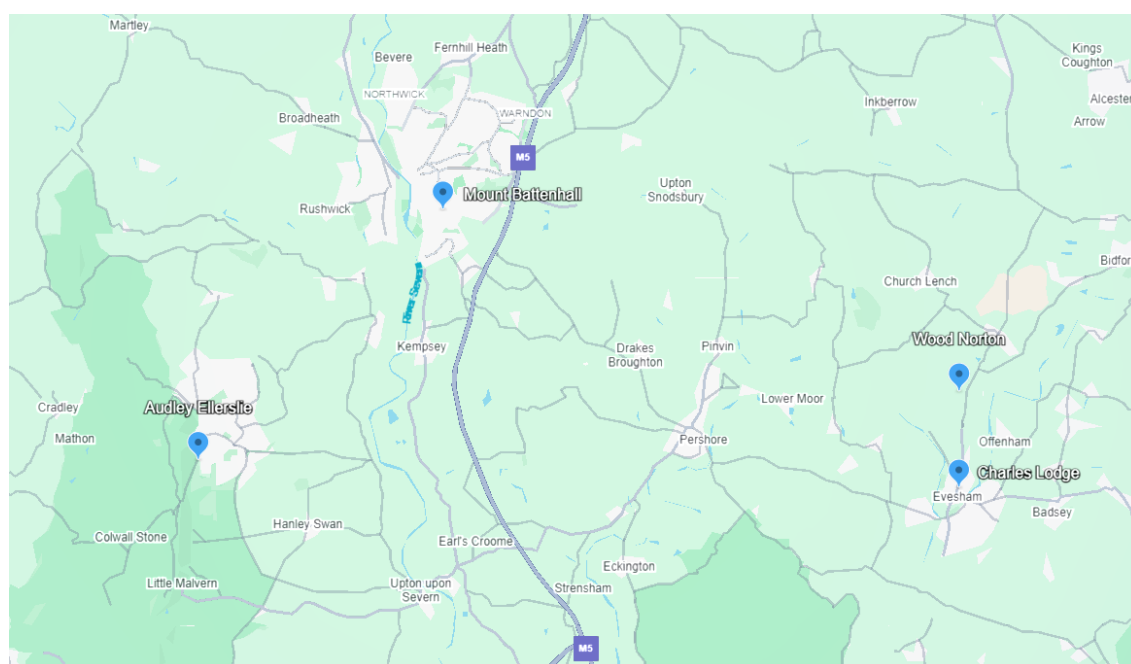
Specialist Accommodation Market Update

- 9.10 We reviewed both new-build and resale properties listed as Age Restricted/ Extra Care Housing developments on 'Rightmove', 'Zoopla', 'On The Market', etc. In addition, we reviewed the official websites of providers such as McCarthy & Stone and Churchill Retirement Living as well to identify any available retirement housing schemes within South Worcestershire area.

New Build/ Nearly New

- 9.11 Our initial review identified a total of 19 newly built listed retirement units across three retirement village schemes: **Charles Lodge** (WR11 4PF) in Evesham (sheltered), **Audley Ellerslie** (WR14 3HL) in Malvern (extra care), and **Mount Battenhall** (WR5 2JH) in Worcester (extra care). We also identified **Wood Norton Village** (WR11 4TF) in Evesham, a nearly new scheme that offers both sheltered and extra care housing options.
- 9.12 Figure 9.2 illustrates the location of these schemes within the area.

Figure 9.2 – Map of New Build Schemes in South Worcestershire



Source: Google Maps (2025)

- 9.13 Charles Lodge is a newly developed (built in 2024) retirement living scheme located on Swan Lane, Evesham. Developed by Churchill Living, the scheme comprises 49 one and two bed apartments. The scheme offers features such as a Lodge Manager, 24-hour emergency Careline support, a guest suite for visitors, and secure camera entry systems.

Figure 9.3 – Charles Lodge, Evesham



Source: <https://www.churchill-living.co.uk/>

- 9.14 The listed units include 2 x 1– bed apartments, which are currently being marketed between **£247,950 and £258,950**, while the other 2 x 2–bed units are priced from **£348,950 to £376,950** (Table 9.3). Floor area details for these units have not been provided.

Table 9.3 – Charles Lodge Sheltered Listed Units, Evesham

Address	Asking Price £	Size (sqm)	£ psm	Bed
Plot 35, Charles Lodge	£247,950	n/a	n/a	1
Plot 42, Charles Lodge	£258,950	n/a	n/a	1
Plot 1, Charles Lodge	£348,950	n/a	n/a	2
Plot 19, Charles Lodge	£376,950	n/a	n/a	2

Source: <https://www.onthemarket.com/>

Figure 9.4 – Charles Lodge Site Plan



Source: <https://plan.worcester.gov.uk/> (not to scale)

- 9.15 The net-to-gross ratio for this development is estimated at **80%**.
- 9.16 Audley Ellerslie is a retirement village for those aged 55 and over and offering on site care staff. Located on Abbey Road in Malvern and developed by Audley Group, the scheme was completed in 2019 and comprises a total of 101 units, including a mix of one, two, and three bed apartments and cottages.

Figure 9.5 – Audley Ellerslie, Malvern



Source: <https://www.audleyvillages.co.uk/>

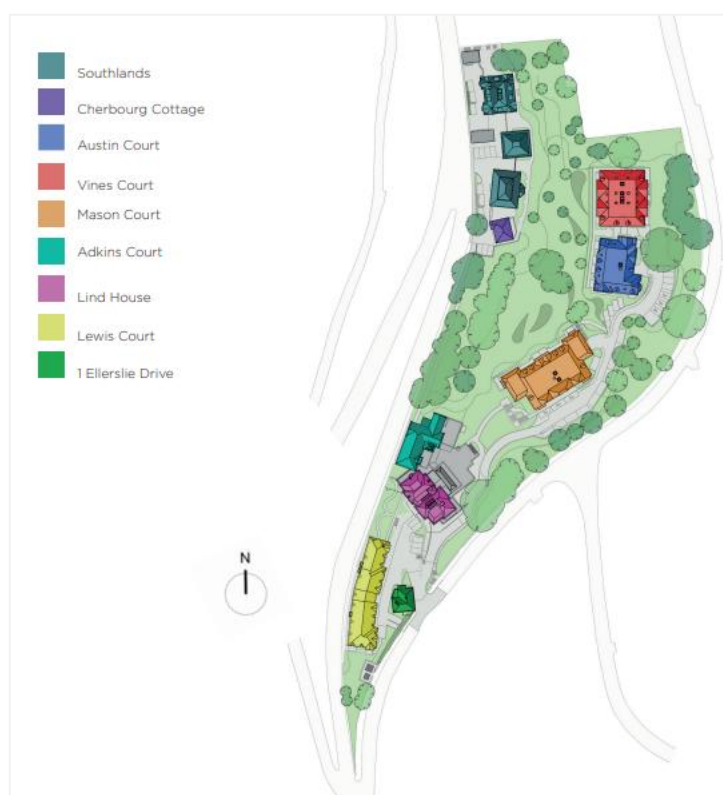
- 9.17 The listed new properties at Audley Ellerslie include 3 x 1-bed apartments, currently being marketed between **£294,950 and £350,000**, with internal floor areas ranging from **69 sqm to 76 sqm**. The remaining 2 x units are 2-bed apartments, priced at **£375,000 and £395,000**, with floor areas of **87 sqm and 90 sqm** respectively. A detailed breakdown of these listings is provided below.

Table 9.4 – Audley Ellerslie Extra Care Listed Units, Malvern

Address	Asking Price £	Size (sqm)	£ psm	Bed
15 Vines Court, Ellerslie	£395,000	90	£4,389	2
16 Vines Court, Ellerslie	£350,000	76	£4,605	1
18 Austin Court, Ellerslie	£294,950	69	£4,275	1
19 Austin Court, Ellerslie	£299,950	73	£4,109	1
15 Austin Court, Ellerslie	£375,000	87	£4,310	2

Source: <https://www.audleyvillages.co.uk/>

Figure 9.6 – Audley Ellerslie Site Plan



Source: <https://www.audleyvillages.co.uk/>

- 9.18 The net-to-gross ratio for Audley Ellerslie is estimated at 40.7%.
- 9.19 Mount Battenhall by Enterprise Retirement Living is a luxury retirement village in Worcester for people aged 60 and over, set within 6.4 acres of landscaped gardens and centred around a restored Grade II listed existing buildings with further apartments in three additional blocks.

Figure 9.7 – Mount Battenhall, Worcester



Source: <https://www.erl.uk.com/>

- 9.20 The development offers a mix of 1 and 2-bed apartments, both new-build and historic conversions, alongside cottages and villas, with properties available to buy or rent.

Figure 9.8 – Mount Battenhall Site Plan



Source: <https://www.erl.uk.com/>

- 9.21 There are currently 6 units on the market as detailed below.

Table 9.5 – Mount Battenhall Extra Care Listed Units, Worcester

Address	Asking Price £	Size (sqm)	£ psm	Bed
12, Astley Villa	£350,000	77	£4,545	1
6, Astley Villa	£290,000	61	£4,754	1
4, Astley Villa	£375,000	81	£4,630	2
22, Astley Villa	£415,000	78	£5,321	2
30, Astley Villa	£500,000	86	£5,814	2
23, Astley Villa	£310,000	63	£4,921	1

Source: <https://www.erl.uk.com/>

- 9.22 In addition to these two schemes, we also identified several listed units in Evesham belonging to the Richmond Group. **Wood Norton** village (WR11 4TF) is a luxury retirement village, offering independent and assisted living apartments, a 60-bed care home, and various amenities. It features a Wellness Spa, restaurant, café-bar, library, and activities room. Although it was unclear whether these were being marketed as new or second-hand, given their 2019 build date and the pricing, we have treated these units as nearly new.

Figure 9.9 – Wood Norton, Evesham



Source: <https://www.rightmove.co.uk/>

- 9.23 2 x 1-bed Assisted Living (extra care) units were advertised in this development, as detailed below.

Table 9.6 – Wood Norton Extra Care Listed Units, Evesham

Address	Asking Price £	Size (sqm)	£ psm	Bed
No. 23 Village Centre	£279,995	56	£5,000	1
No. 28 Village Centre	£211,500*	45	£4,700	1

Source: [Source: https://www.richmond-villages.com/](https://www.richmond-villages.com/) (*under offer)

- 9.24 The table below provides details of Independent Living (sheltered) properties currently listed for sale, along with their asking prices.

Table 9.7 – Wood Norton Sheltered Listed Units, Evesham

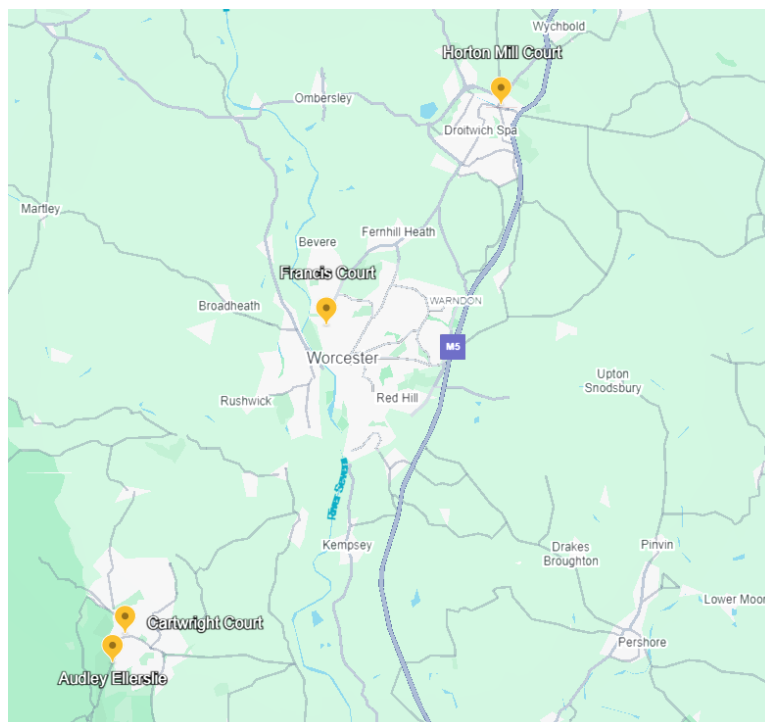
Address	Asking Price £	Size (sqm)	£ psm	Bed
No. 3 The Orchard	£499,900	98	£5,101	2
No. 42 The Avenue	£489,950	91	£5,384	2
No. 8 The Avenue	£459,000	87	£5,276	2
No. 34 The Avenue	£350,000	70	£5,000	1
No. 16 The Avenue	£349,950	71	£4,929	1

Source: <https://www.richmond-villages.com/>

Pre-owned

- 9.25 A total of 28 resale apartments were identified across four retirement schemes in South Worcestershire, comprising three McCarthy Stone developments and one by Audley Group, as detailed below:
- Francis Court (for over 60s), Worcester – Sheltered
 - Horton Mill Court (for over 70s), Droitwich – Extra care
 - Cartwright Court (for over 70s), Malvern – Extra care
 - Audley Ellerslie (for over 55), Malvern – Extra care
- 9.26 Figure 9.10 illustrates the location of these schemes within the area.

Figure 9.10 – Map of Pre-owned Schemes in South Worcestershire



Source: Google Maps (2025)

9.27 Francis Court is situated on Barbourne Road in Worcester (WR1 1RP). Completed in 2015, the development comprises 60 apartments with a mix of 1 and 2 bed units designed for residents aged 60 and over.

9.28 The available units for resale at this development are listed as follows.

Table 9.8 – Francis Court Pre-owned Listed Units, Worcester

Address	Asking Price £	Size (sqm)	£ psm	Bed
60, Francis Court	£190,000	53	£3,585	1
7, Francis Court	£215,000	51	£4,216	1
33, Francis Court	£300,000	66	£4,545	2

Source: McCarthy Stone Resales Website (May 2025)

9.29 Horton Mill Court is a Retirement Living PLUS development by McCarthy Stone, located on Hanbury Road in Droitwich Spa, Worcestershire (WR9 8GD). Completed in 2014, the scheme comprises 61 apartments designed for residents aged 70 and over.

9.30 The available units for resale at this development are listed as follows.

Table 9.9 – Horton Mill Court Pre-owned Listed Units, Droitwich Spa

Address	Asking Price £	Size (sqm)	£ psm	Bed
58, Horton Mill Court	£125,000	53	£2,358	1
50, Horton Mill Court	£130,000	51	£2,549	1
16, Horton Mill Court	£140,000	55	£2,545	1
22, Horton Mill Court	£115,000	56	£2,054	1
30, Horton Mill Court	£150,000	57	£2,632	1
29, Horton Mill Court	£150,000	57	£2,632	1
39, Horton Mill Court	£110,000	55	£2,000	1
45, Horton Mill Court	£198,000	73	£2,712	2

Source: McCarthy Stone Resales Website (May 2025)

- 9.31 Cartwright Court is another Retirement Living PLUS development by McCarthy Stone, situated on Victoria Road in Malvern (WR14 2GE). Completed in 2013, the development comprises 54 apartments, offering a mix of 1 and 2 bed units designed for residents aged 70 and over.
- 9.32 The available units for resale at this development are listed as follows.

Table 9.10 – Cartwright Court Pre-owned Listed Units, Malvern

Address	Asking Price £	Size (sqm)	£ psm	Bed
45, Cartwright Court	£199,000	66	£3,015	2
7, Cartwright Court	£170,000	53	£3,208	1
16, Cartwright Court	£194,000	66	£2,939	2
46, Cartwright Court	£150,000	55	£2,727	1
10, Cartwright Court	£194,000	80	£2,425	2
3, Cartwright Court	£170,000	55	£3,091	1
29, Cartwright Court	£140,000	52	£2,692	1
43, Cartwright Court	£150,000	50	£3,000	1
38, Cartwright Court	£189,000	67	£2,821	2
51, Cartwright Court	£210,000	71	£2,958	2
25, Cartwright Court	£170,000	49	£3,469	1

Source: McCarthy Stone Resales Website (May 2025)

- 9.33 A total of six pre-owned apartments has been identified for resale at Audley Ellerslie, as listed below.

Table 9.11 – Audley Ellerslie Pre-owned Listed Units, Malvern

Address	Asking Price £	Size (sqm)	£ psm	Bed
13 Vines Court, Ellerslie	£300,000	76	£3,947	1
10 Vines Court, Ellerslie	£495,000	89	£5,562	2
9, Lewis Court, Ellerslie	£350,000	83	£4,217	2
13 Lewis Court, Ellerslie	£475,000	83	£5,723	2
7 Austin Court, Ellerslie	£395,000	87	£4,540	2
10 Mason Court, Ellerslie	£390,000	86	£4,535	2

Source: <https://www.audleyvillages.co.uk/>

Specialist Housing Typology and Value Assumptions

- 9.34 Taking into account the asking price data outlined above, we have established the following typologies and assumptions for capital values and unit typologies for Sheltered/ Age Exclusive/ Retirement Housing and Assisted Living/ Extra Care.

Table 9.12 – Older Persons Housing Typology Assumptions

	Age Restricted / Sheltered Housing	Assisted Living / Extra- Care Housing
No. of units	50	60
Development Density (dph)	120	100
1 Bed unit size (sqm)	50	60
2 Bed unit size (sqm)	75	80
Non-chargeable communal space (net-to-gross)	85%	75%

Source: AspinallVerdi (June 2025)

- 9.35 In the previous assessment, value assumptions were differentiated across two zones. However, for this update, we have applied a single value assumption for specialist housing schemes across South Worcestershire as the schemes all tend to be in 'high-value' sought-after locations, by definition.
- 9.36 This approach is underpinned by several factors: first, the identified schemes currently being brought forward are located within areas categorised as high-value; second, the nature of these schemes means they are typically intended to serve a wider geographic catchment. Finally, our market review suggests a general strengthening of values across the area, with previously lower-value locations now showing more robust pricing. As such, the distinction between high and low-value zones is no longer considered appropriate for this typology.
- 9.37 Our value assumptions for Sheltered Housing are set out in Table 9.13.

Table 9.13 – AspinallVerdi Retirement Living /Sheltered Housing Assumptions

No. of Beds	Unit Size (sqm)	Unit Price (£)	Price (£ psm)
1–bed	50	£260,000	£5,200
2–bed	75	£350,000	£4,667

Source: AspinallVerdi Analysis (June 2025)

9.38 Our value assumptions for Extra Care Housing are set out in Table 9.14.

Table 9.14 – AspinallVerdi Extra Care Housing Assumptions

No. of Beds	Unit Size (sqm)	Unit Price (£)	Price (£ psm)
1–Bed	60	£315,000	£5,250
2–Bed	80	£418,000	£5,225

Source: AspinallVerdi Analysis (June 2025)

Empty Property Costs

9.39 It is reasonable to consider an element of Empty Property / Leakage costs in relation to older persons housing; generally, because:

- **Preference for Physical Viewing:** Older individuals often prefer to physically visit and inspect a property before making a purchase decision. They may want to ensure that the accommodation meets their specific needs and preferences, such as accessibility, safety features, or proximity to amenities. This can lead to properties sitting vacant for longer periods while potential buyers or tenants inspect them.
- **Lack of Off-Plan Purchases:** Unlike younger buyers who may be more willing to purchase properties off-plan (before construction is complete), older individuals may be more cautious and prefer to see the finished product. This can result in longer marketing periods for the properties and higher costs associated with keeping them vacant.

9.40 During this 'holding period' the developer has to cover the empty property costs. These include the cost of Council Tax on the empty units and any potential service charge shortfall (e.g. the whole development has to be managed, regardless of how many units are occupied).

9.41 The leakage costs to be applied per unit are based on £2,000 per unit per annum (average for 1- and 2- bed units) for Council Tax and Service Charge; which is halved-back during the sales period to reflect a linear sales rate.

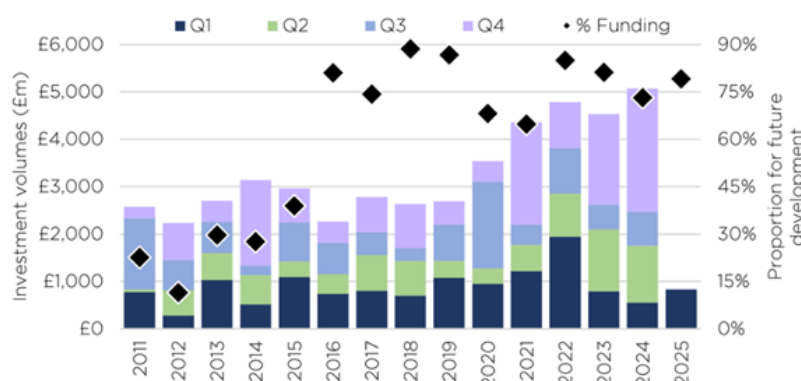
10 Build to Rent (BtR)

- 10.1 This section focuses on the Build to Rent (BtR) market in South Worcestershire. BtR is in effect its own asset class and is a subsidiary of the wider private rented sector which includes private landlords and institutional and large corporate investors. This section refers to evidence from the rented sector in general as well as BtR data specifically. Where information is specifically related to BtR we explicitly state this.

National Context

- 10.2 Savills have published their latest market update UK Build to Rent Market Update – Q1 2025 which reports the current state of the BtR market along with the level of momentum, areas where the sector is performing strongly, investment and rental growth. The report outlines the following:
- 10.3 Demand for BtR homes remains resilient across both multifamily and single-family segments, supported by affordability challenges in the for-sale market and shifting lifestyle preferences. An increasing number of local authorities are engaging more positively with BtR, helping to unlock development opportunities through the planning system.
- 10.4 Rental values across the BtR sector have continued to grow strongly, with performance led by London and the single-family housing (SFH) market. Rents for completed multifamily BtR homes increased by 6.4% year-on-year to Q1 2025, while SFH rents grew by an even stronger 7.4%, driven by constrained supply and sustained demand from families. In London, annual rental growth reached 8.0%, ahead of the 6.2% growth seen across regional markets. Despite this momentum, signs of affordability pressures are emerging in some areas, which may begin to moderate growth going forward.
- 10.5 Investor confidence in BtR is improving, with £1.1 billion invested in the sector in Q1 2025, up from £0.9 billion in the same quarter of 2024. Notably, 61% of Q1 investment targeted single-family housing, reflecting growing institutional interest in this sub-sector. There has also been a 30% year-on-year increase in forward funding deals, indicating a modest recovery in appetite for development-stage investments. However, despite this progress, development funding remains cautious, as elevated construction costs and yield pressures continue to affect scheme viability.

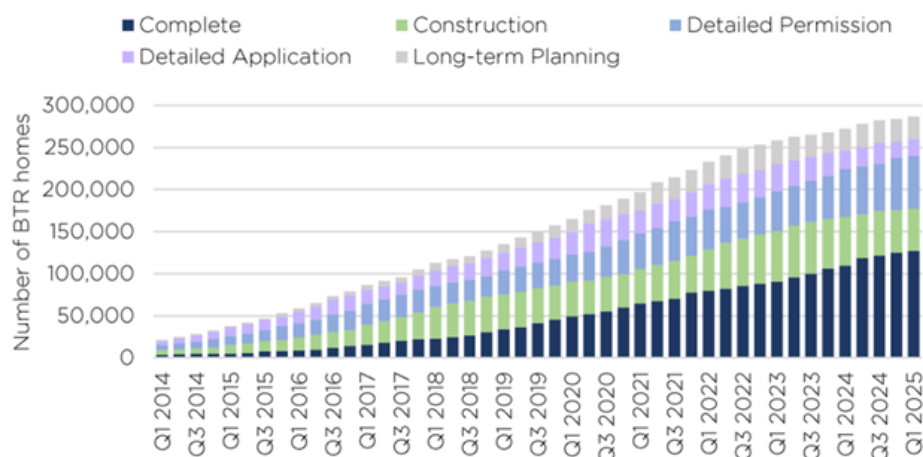
Figure 10.1 – Highest Q1 Investment Since 2022, Following a Record Q4



Source: Savills (April 2025)

- 10.6 The BtR development pipeline continues to grow, supporting the sector's long-term expansion. There are now 108,000 completed BtR homes, with a further 53,000 under construction and 113,000 with planning permission. London remains the leading delivery hub, accounting for 41% of completed homes, but growth across the regions, particularly in the North West and West Midlands, is accelerating. The single-family sector is also expanding rapidly, now making up 31% of the total BtR pipeline, up from 25% a year ago, signalling a significant shift in the structure of institutional rental delivery.

Figure 10.2 – Growth of BtR Homes in the UK (Q1 2014 – Q1 2025)



Source: Savills (April 2025)

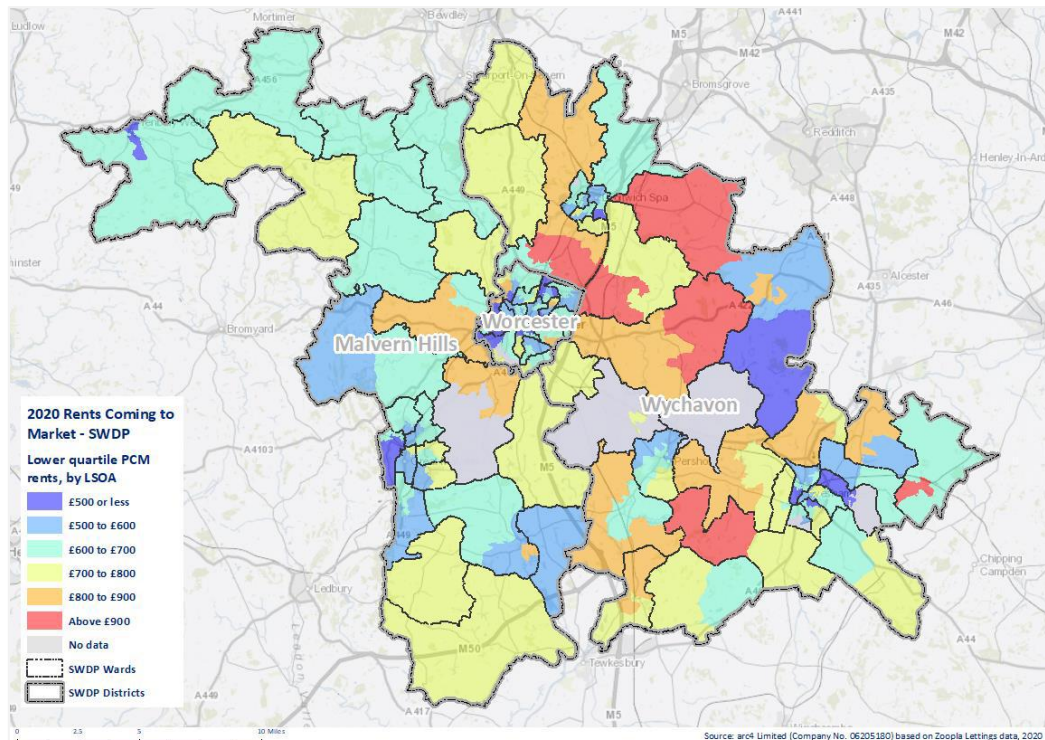
Existing Evidence Base

- 10.7 The findings below, drawn from the SHMA Update, provide insight into private rental costs across the area.

SWDP SHMA Update Nov 2021 – arc4

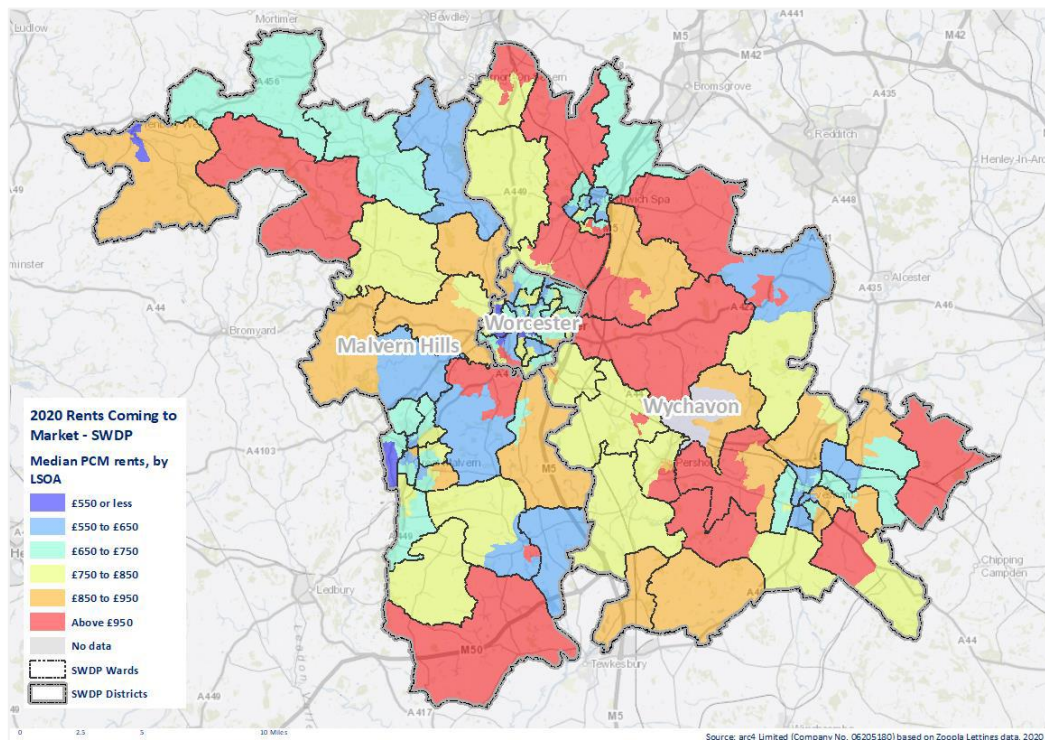
- 10.8 The SHMA presents data on private rental costs across the SWDP area, comparing trends with those in the West Midlands region and England between 2010 and 2020. Over this period, lower quartile rents increased by 11.3% and median rents by 16.7% in South Worcestershire.
- 10.9 The highest rental increases were observed in Wychavon, while the lowest occurred in Malvern Hills. The below figures reflect the localised market differences across South Worcestershire.

Figure 10.3 – SHMA 2020 Lower Quartile Rents Across South Worcestershire



Source: SWDPR SHMA Update (November 2021, p. 48)

Figure 10.4 – SHMA 2020 Median Rents Across South Worcestershire



Source: SWDPR SHMA Update (November 2021, p. 49)

- 10.10 According to SHMA, lower quartile private rents were £550 and median rents £693 across the area. These are similar to West Midlands rents but lower than those of England. With the South Worcestershire area, rents were highest in Wychavon and lowest in Worcester.

South Worcestershire Rental Market – Asking Rents

- 10.11 Our research indicates that there is limited evidence of Build to Rent activity in the area. We identified 8 x rental units that fall within the BtR category, all located in Worcester, as summarised below.

Table 10.1 – BtR Listed Units, Worcester

Type	No.	Size (sqm)	£ pcm	Average £ pcm
1 – bed flat	8	45 – 52	£875 – £950	£916
2 – bed flat	5	68 – 69	£1,100 – £1,250	£1,160

Source: Rightmove (May 2025)

- 10.12 These properties form part of the **Sheriff's Gate** (by Sherriff's Gate Developments Ltd); a major mixed-use scheme in Worcester located at a key gateway to the city centre. The scheme currently consists of 105 apartments in John Gregory Court, available to rent from £850 per calendar month, and 108 apartments in Wilson Roberts Court, coming for purchase. The development is described as Worcester's first build to rent scheme.

Table 10.2 – Sheriff's Gate development, Worcester



Source: www.nicolandco.co.uk

- 10.13 This large-scale development will ultimately deliver 468 homes, alongside a hotel, restaurants, retail and leisure facilities. The project is being delivered in three phases, with Phase 1 providing a residential building comprising 213 apartments. These include a mix of 1 and 2-bed units, with build-to-rent and private rental tenures.

- 10.14 Planning permission has also been granted for nearly 13,000 sqft of commercial space. The wider Sheriff's Gate development will transform approximately 900,000 sqft of former industrial land in the Shrub Hill area. The site is also within easy walking distance of local shops, services, and Worcestershire Royal Hospital.

ONS Rental Data

- 10.15 We have also reviewed the latest Private Rental (PR) Market Summary Statistics from ONS as a benchmark for our build-to-rent value assumptions. This provides the median monthly rental prices for the private market using data from the Valuation Office Agency to calculate the rental figure. The summary of values for each Council in South Worcestershire are summarised below.

Table 10.3 – South Worcestershire ONS Median and Average Rents (£ pcm)

Area	1 bed	2 bed	3 bed	4+ bed
Wychavon	£583	£750	£935	£1,395
Worcester	£625	£775	£890	£1,200
Malvern Hills	£600	£750	£890	£1,475

Source: ONS (December 2023)

- 10.16 The bedrooms above, according to the ONS, fall into non-self-contained single rooms with shared facilities, single rooms in a house/flat share and single rooms rented from a resident landlord.

BtR Yields

- 10.17 We have reviewed the current market yields from a range of national agencies such as Knight Frank and Lambert Smith Hampton as set out below.
- 10.18 In the context of South Worcestershire, the BtR market remains underdeveloped, with only a very limited number of BtR schemes identified across the whole area. The absence of an established BtR pipeline, coupled with the region's modest rental values suggests that South Worcestershire would be more appropriately classified as a Tier 2 regional location for BtR investment purposes.
- 10.19 Knight Frank's May Prime Yield Guide 2025 reported yields in the BtR sector which are summarised below.

Table 10.4 – Knight Frank BtR Yields

Sector	May 2025 Yield	Market Sentiment
Tier 1 Regional Cities	4.50% +	Stable
Tier 2 Regional Cities	4.75% +	Stable
Regional – Single Family Housing	4.50% +	Positive

Source: Knight Frank (May 2025)

- 10.20 The 'Built to Last' report published by Lambert Smith Hampton (May 2025) reinforces the view that Build to Rent activity remains heavily concentrated in the UK's larger

regional cities. The report also provides the following prime yield benchmarks for BtR assets:

Table 10.5 – LSH BtR Prime Yields, Q1 2025

		Stabilised Assets	Forward Funded
Multi Family	Regional Cities – Tier 1	4.50%	5.00%
	Regional Cities – Tier 2	5.00%	5.50%
Single Family	Regional Cities	4.50%	5.00%

Source: Lambert Smith Hampton (May 2025)

- 10.21 Investment yields are difficult to determine in the Build to Rent sector. Yields vary significantly by location, the quality of the stock and particularly the management approach. The landlord will be responsible for a number of costs including the operating costs and market risk. The latter has a significant impact on the net operating income (net rent). Prospects of rental growth and wider factors such as financing costs and regulatory risks often need to be reflected in the investment yield applied.
- 10.22 With the above in mind, we assume a yield of **5%**. Based on current rental market conditions, we have also assumed a single rental market covering the whole area where the BtR schemes are expected to come forward i.e. Worcester city centre.

BtR Typology and Rental Value Assumptions

- 10.23 We are assuming the unit sizes for BtR schemes will be in line with the unit sizes established for apartments to be sold on the open market, these are as follows:
- 1-bed apartment: 50 sqm
 - 2-bed apartment: 65 sqm

- 10.24 We adopted the following assumptions regarding to the BtR Typology:

Table 10.6 – 2025 AspinallVerdi BtR Typology Assumptions

	Brownfield
No. of units	75
Development Density (dph)	150
Non-chargeable communal space (net-to-gross)	85%

Source: AspinallVerdi Analysis (May 2025)

- 10.25 Based on the reviewed data, our BtR value assumptions are presented below.

Table 10.7 – Built to Rent Value Assumptions (£ pcm)

Type	Rent
1-bed apartment	£925
2-bed apartment	£1,150

Source: AspinallVerdi Analysis (May 2025)

Leakage

- 10.26 These are the headline rents. The landlord has various ongoing management revenue costs which must be deducted from the headline rent and form part of our appraisal model.
- 10.27 In this respect, we have allowed a **22%** deduction for leakage. This includes landlords' management, marketing, maintenance, void and capital sinking fund costs.

11 Transfer Values for Affordable Housing

- 11.1 The SHMA (2021) identifies a significant affordable housing need in South Worcestershire, with an annual shortfall of 906 homes. To address this, it recommends a tenure mix that reflects both local affordability pressures and a range of household needs.
- 11.2 Based on SHMA, the Councils' preferred tenure for the affordable housing units would be:
- Social Rent over Affordable Rent, and
 - Intermediate - Shared Ownership over Fixed Equity (discounted sale).
- 11.3 Following the Local Plan Examination and the hearings, the preferred tenure split for South Worcestershire is now:
- 70% Social rent, and
 - 30% other affordable home ownership.
- 11.4 We have applied the following transfer values, consistent with our latest Local Plan Viability Report (2024), as set out in table below.

Table 11.1 – Affordable Housing Transfer Values

Tenure	Affordable Housing Split	Transfer Value (% of MV)
Social Rent	70%	35-40% (37.5% for our appraisals)
Intermediate	30%	65-75% (70% for our appraisals)
	100%	

Source: AspinallVerdi (2025)

London | Leeds | Liverpool
Newcastle | Birmingham

Property | Infrastructure | Planning
Development | Regeneration

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Appendix 4 – Land Market Paper

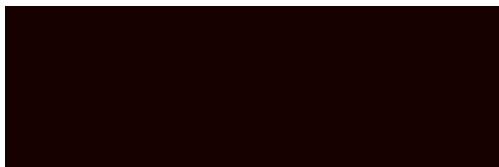
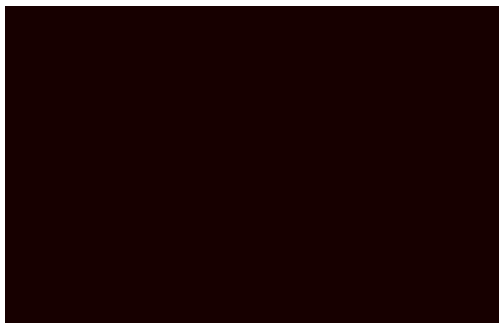
Accessible Report

Malvern Hills District Council, Worcester City Council
& Wychavon District Council

Land Value Paper

South Worcestershire CIL Review

July 2025



Quality Assurance

Date of Report	30 June 2025
Version	V2
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Prepared by	Elliot Squire, Senior Consultant
Checked by	Ben Aspinall, Managing Director
Date	21 July 2025
Authorised by	Ben Aspinall, Managing Director
Date	31 July 2025

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1 Introduction

- 1.1 This land value paper sets out our approach to land values for the CIL Viability Assessment for South Worcestershire. The (benchmark) land value assumption(s) form one of the main components of the appraisals assessing whether a CIL charge is viable. The approach to viability assessment, more generally, is discussed in our separate, full CIL Viability report.
- 1.2 This paper sets out the Benchmark Land Values (BLV) found across the South Worcestershire Districts (Malvern Hills District, Worcester City, Wychavon District); hereafter referred to as 'the Districts'. This report acts as an addendum to our main viability appraisal report. We set out below our approach to land values for the viability assessment, before reviewing land values across the Districts in order to inform our assumptions for the BLV used in the appraisals.
- 1.3 The three separate authorities have each adopted the same CIL charging schedules:
- Malvern Hills DC – Adopted 16 May 2017 (Implementation Date 5 June 2017);
 - Wychavon DC – Adopted 26 April 2017 (Implementation Date 5 June 2017); and
 - Worcester City Council – Adopted 16 May 2017 (Implementation Date 4 September 2017).
- 1.4 All three charging schedules are the same showing the same CIL charging table – even though the rates in each area are slightly different (e.g. Worcester City has £0 CIL for residential currently).
- 1.5 Following the joint Local Plan which was the subject of examination in public in March 2025, the purpose of this study is to inform the viability of the Councils revising their CIL Charging Schedule's to further align the rates across the whole South Worcestershire area. This is specifically to help fund strategic transport infrastructure which has been identified as part of the South Worcestershire Development Plan (SWDP).
- 1.6 The current plan (adopted 2016) covers the period 2006-2030. The new joint Local Plan seeks to allocate the land to meet South Worcestershire's needs up to 2041.
- 1.7 This has regard to the cumulative impact of policy costs and other development value and cost assumptions, including land value.
- 1.8 This paper includes the following sections:

2) Land Value Approach

This section summaries our approach to the BLV. It should be read in conjunction with the more detailed discussion and analysis in the main Viability report.

3) UK Land Context

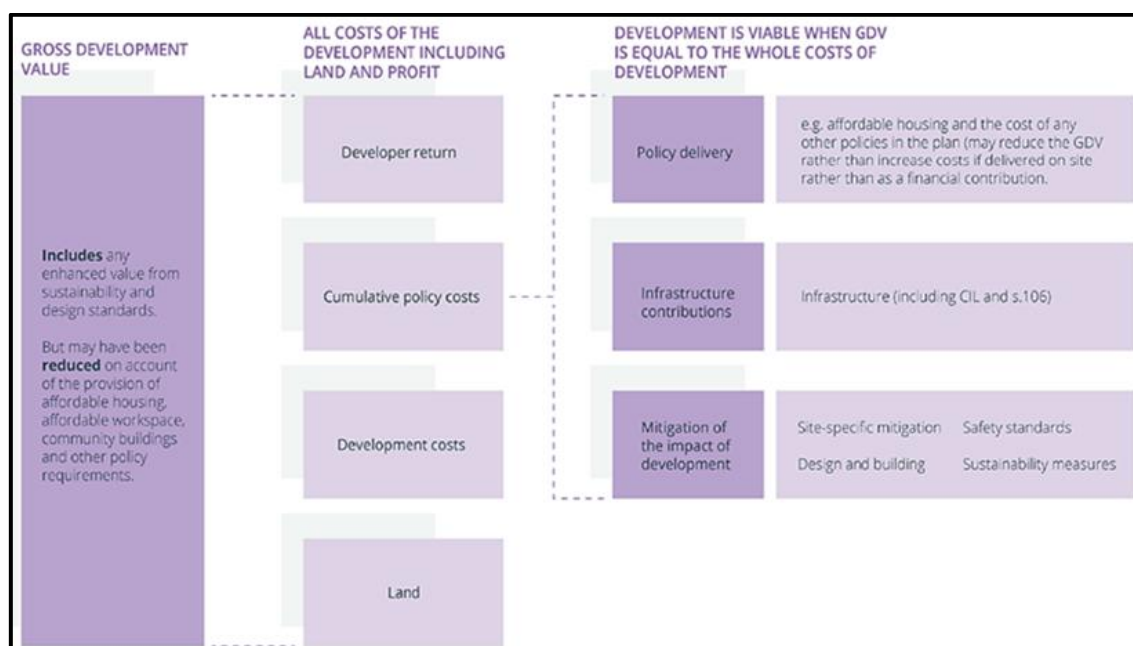
This section contextualises land values at a national and regional level. This includes development land as well as agricultural land to gain a better understanding of benchmark land values.

4) Existing Evidence Base Review	In this section we review the existing evidence base with regard to land values from previous viability studies.
5) Agricultural Land Market	This section sets out the market information for agricultural land values across the three Districts.
6) Development Land Market	This section sets out development land value evidence (i.e., from land that has either obtained planning permission or has outline planning consent for and/or is allocated for development).
7) Benchmark Land Value Assumptions	Finally, we set out our BLV assumptions. These are derived from the above research and interrogation of our confidential land value database.

2 Land Value Approach

- 2.1 In a development context, the land value is calculated using a residual approach – the Residual Land Value (RLV).
- 2.2 The RLV is calculated by the summation of the total value of the development, less the development costs, planning obligations, developers return/profit to give the land value. This is illustrated on the following diagram Figure 2.1. The RLV effectively represents the amount a developer could afford to pay for the land to deliver the proposed scheme, once costs and profit are taken into account.

Figure 2.1 - Development Viability

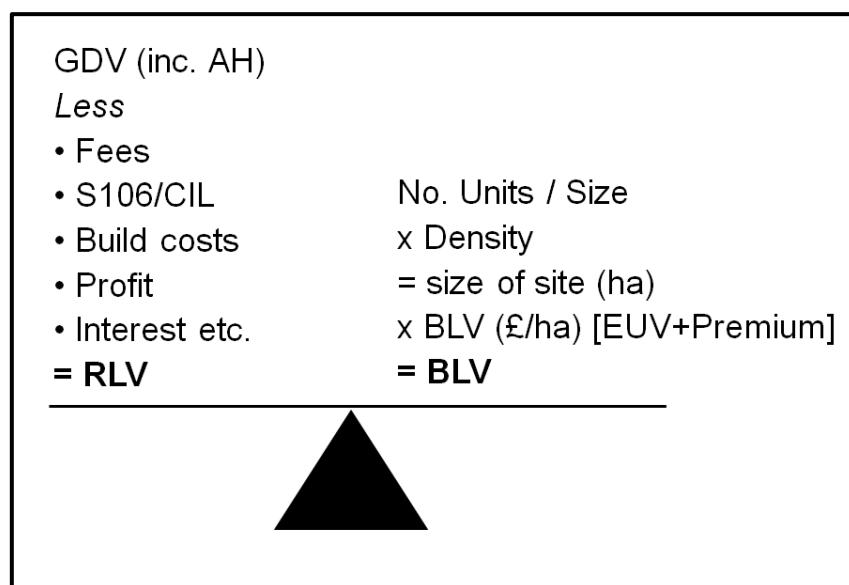


Source: RICS - Assessing viability in planning under the NPPF 2019 for England – March 2021

- 2.3 The above figure illustrates that development is only viable on a policy compliant basis if the cumulative policy costs (i.e., affordable housing, policy delivery, infrastructure contributions and mitigation measures) have sufficient 'headroom'.
- 2.4 In order to determine whether development is viable in the context of area-wide studies, the NPPF is silent on the requirements of landowners and developers. It now simply states in Paragraph 58 that, 'all viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available'.
- 2.5 The PPG Viability provides guidance on the land values and particularly benchmark land values for the purposes of viability assessment:
- How should land value be defined for the purpose of viability assessment? – 'a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner'. Paragraph: 0013
Reference ID: 10-013-20190509 Revision date: 09 05 2019

- What factors should be considered to establish benchmark land value? – ‘In plan making, the landowner premium should be tested and balanced against emerging policies.’ Paragraph: 014 Reference ID: 10-014-20190509, Revision date: 09 05 2019
 - What is meant by existing use value in viability? ‘EUV is the value of the land in its existing use. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and development types. EUV can be established in collaboration between plan makers, developers and landowners by assessing the value of the specific site or type of site using published sources of information such as agricultural or industrial land values, or if appropriate capitalised rental levels at an appropriate yield (excluding any hope value for development)’. Paragraph: 015 Reference ID: 10-015-20190509, Revision date: 09 05 2019
 - How should the premium to the landowner be defined for viability assessment? – ‘The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements.’ Paragraph: 016 Reference ID: 10-016-20190509, Revision date: 09 05 2019
- 2.6 The above PPG guidance is described in detail in the main report (section on National Policy Context). The PPG does not provide any guidance on the quantum of premiums. One therefore has to ‘triangulate’ the BLV based on market evidence.
- 2.7 In this respect, we have created a land value database of South Worcestershire land value evidence and we are able to interrogate this by evidence source, value basis and zone.
- 2.8 Hence for plans and schemes to be viable, the RLV has to be tested against the benchmark which would enable sites to come forward – the Benchmark Land Value (BLV). This is illustrated in the following diagram Figure 2.2.

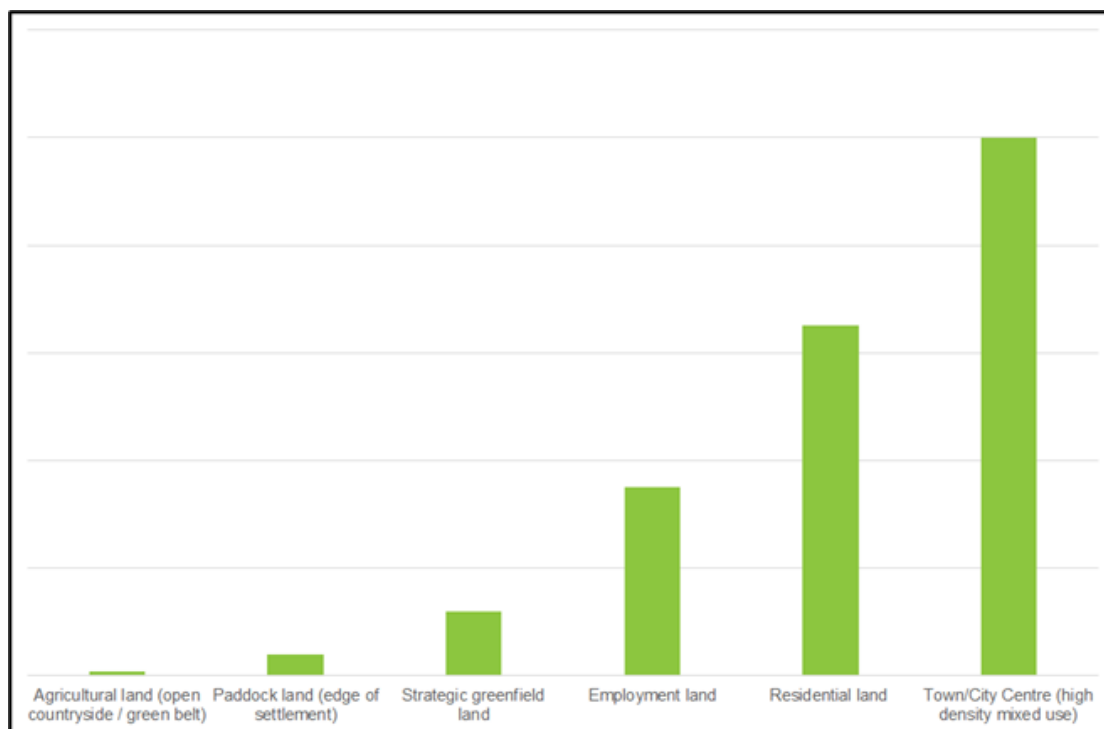
Figure 2.2 - Balance between RLV and BLV



Source: AspinallVerdi (© Copyright)

- 2.9 The fundamental question is, '*what is the appropriate BLV?*' The land market is not perfect but there is a generally accepted hierarchy of values based on the supply and demand for different uses. This is illustrated on an indicative basis in the following chart Figure 2.3.

Figure 2.3 - Indicative Land Value Hierarchy

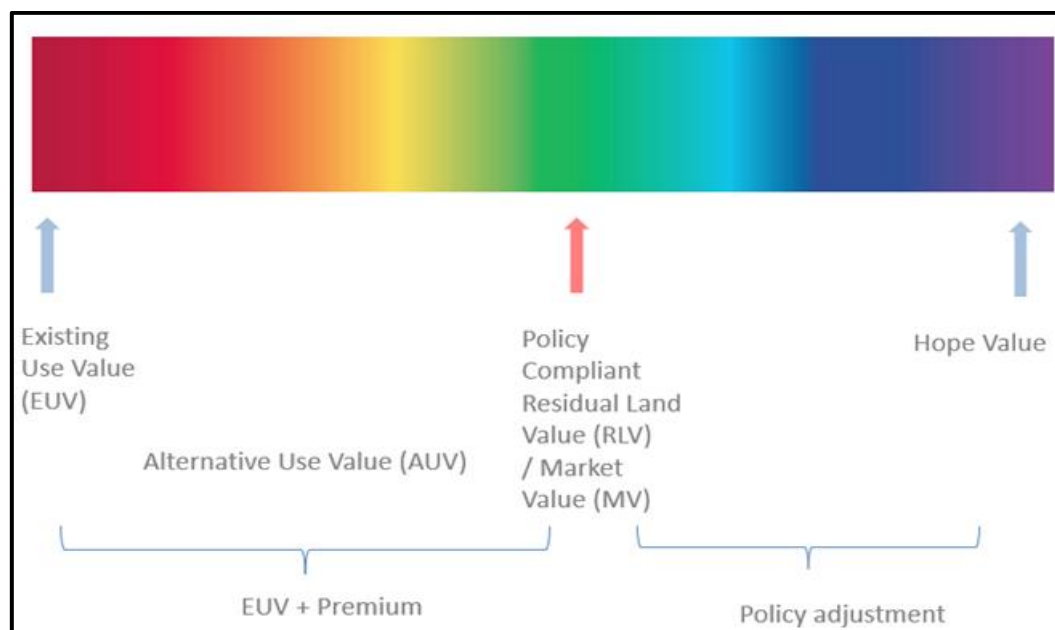


Source: AspinallVerdi (© Copyright)

- 2.10 Note that the value of individual sites depends on the specific location and site characteristics. In order for development to take place (particularly in the brownfield land context) the value of the alternative land use has to be significantly above the existing use value to cover the costs of site acquisition and all the cost of redevelopment (including demolition and construction costs) and developers profit / return for risk. In an area-wide context we can only be broad-brush in terms of the BLV as we can only appraise a representative sample of hypothetical development typologies.
- 2.11 Note also that some vendors have different motivations for selling sites and releasing land. Some investors take a very long-term view of returns, whereas other vendors could be forced sellers (e.g. when a bank forecloses).
- 2.12 Finally, 'hope value' has a big influence over land prices. Hope value is the element of value in excess of the existing use value, reflecting the prospect of some more valuable future use or development. The PPG specifically states that hope value (and the price paid) should be disregarded from the EUV. However, hope value is a fundamental part of the market mechanism and therefore is relevant in the context of the premium.
- 2.13 The diagram below (Figure 2.4) illustrates these concepts. It is acknowledged that there has to be a premium over EUV in order to incentivise the landowner to sell. This 'works' in the context of greenfield agricultural land, where the values are well

established, however, it works less well in urban areas where there is competition for land among a range of alternative uses. It begs the question EUV “*for what use?*” It is impossible to appraise every single possible permutation of the existing use (having regard to any associated legacy costs) and development potential.

Figure 2.4 - Benchmark Land Value Approaches



Source: AspinallVerdi © (Copyright)

2.14 There is very little specific guidance on premiums. The main guidance and references are set out in section 4 of the Full CIL report - Guidance on Premiums/Land Value Adjustments. The main references are:

- RICS, Assessing Viability in Planning under the National Planning Policy Framework 2019 for England, March 2021 (effective from 01 July 2021)
- Local Housing Delivery Group Chaired by Sir John Harman, 20 June 2012, Viability Testing Local Plans, Advice for planning practitioners (The Harman Report)
- HCA Transparent Viability Assumptions (August 2010)
- Planning Inspectorate, 15 May 2020, Examination of the Shared Strategic Section 1 Plan - North Essex Authorities, Inspector's Post-Hearing Letter to North Essex Authorities
- Parkhurst Road v SSCLG & LBI, Before MR JUSTICE HOLGATE Between: Parkhurst Road Limited Claimant - and - Secretary of State for Communities and Local Government and The Council of the London Borough of Islington Defendant/s, Case No: CO/3528/2017
- House of Commons Housing, Communities and Local Government Committee Land Value Capture Tenth Report of Session 2017–19 HC 766 Published on 13 September 2018 by authority of the House of Commons

- Appeal Decision, Appeal Ref: APP/Q4245/W/19/3243720, Land at Warburton Lane, Trafford by Christina Downes BSc DipTP MRTPI an Inspector appointed by the Secretary of State for Communities and Local Government Decision date: 25th January 2021
- 2.15 In this context, the Harman report *'allows realistic scope to provide for policy requirements and is capable of adjusting to local circumstances by altering the percentage of premium used in the model. The precise figure that should be used as an appropriate premium above current use value should be determined locally. But it is important that there is [Market Value] evidence that it represents a sufficient premium to persuade landowners to sell'*.¹
- 2.16 The HCA Area Wide Viability Model (Annex 1 Transparent Viability Assumptions) is the only source of specific guidance on the size of the premium. The guidance states:
*There is some practitioner convention on the required premium above EUV, but this is some way short of consensus and the views of Planning Inspectors at Examination of Core Strategy have varied. Benchmarks and evidence from planning appeals tend to be in a range of 10% to 30% above EUV in urban areas. For greenfield land, benchmarks tend to be in a range of 10 to 20 times agricultural value.*² Note that this does not make any reference to the multipliers on a net- or gross- development area basis.
- 2.17 Greater emphasis is now being placed on the existing use value (EUV) + premium approach to planning viability to break the circularity of ever-increasing land values. Due to increasing land values (partly driven by developers negotiating a reduction in policy obligations on grounds of 'viability'), we are finding that the range between existing use value (EUV) and 'Market Values' and especially asking prices is getting larger. Therefore (say) 20 x EUV and (say) 25% reduction from 'Market Value' may not 'meet in the middle' and it is therefore a matter of professional judgement what the BLV should be (based on the evidence). Our BLVs are set out in Table 7.1 at the end of this paper.
- 2.18 In order to provide comprehensive analysis, we also set out a variety of sensitivities in terms of changes to the BLV (and other) assumptions. These are shown for each of the typologies on the appraisals appended (with an explanation of how to interpret the sensitivities in the Full CIL Viability report).

¹ Viability Testing Local Plans Advice for planning practitioners - Local Housing Delivery Group - Chaired by Sir John Harman (June 2012), page 29

² HCA Area Wide Viability Model (Annex 1 Transparent Viability Assumptions), August 2010, Transparent Assumptions v3.2 06/08/10

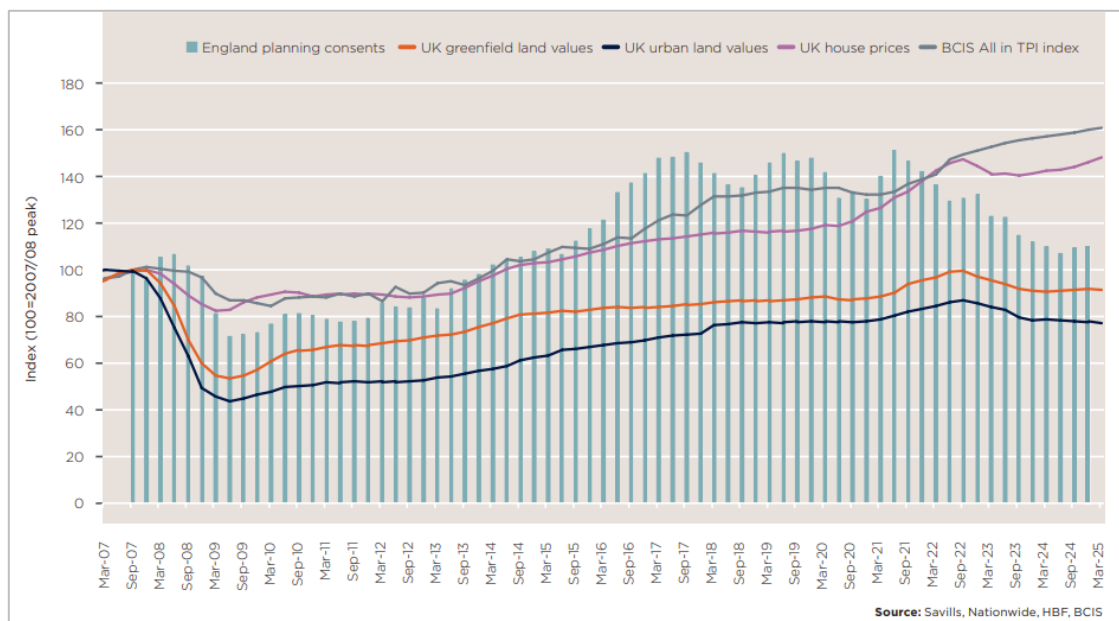
3 UK Land Context

- 3.1 This section provides some background context to residential and commercial development land values at a national and regional level. As the majority of the sites coming forward are likely to be greenfield, we have focused our analysis on greenfield agricultural land.

Development Land

- 3.2 Figure 3.1 is taken from Savills Research on the residential land market in its Q1 2025 update. The headline is that the development land market has remained steady over the last quarter, with relatively robust market sentiment, a similar number of parties bidding for sites, and little change in the value of bids.
- 3.3 Savills report UK greenfield land values softened slightly by -0.1% in Q1 2025, (0.5% in Q4 2024), taking total annual growth to 1.3%, aligning with average annual growth between 2017 and 2019. This reflects caution amongst some players, with an uncertain wider economic outlook tempering appetite for land.

Figure 3.1 – Savills UK Greenfield and Urban Residential Land Value Index



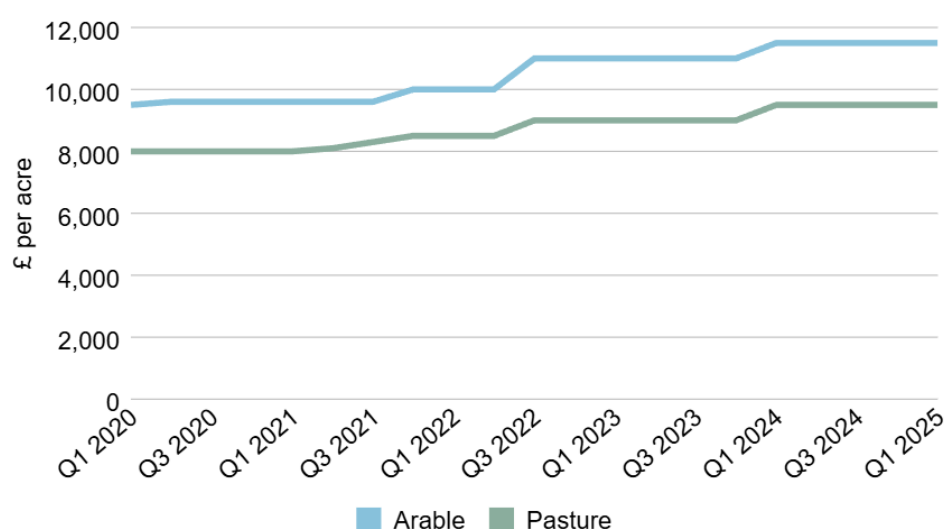
Source: Savills, 'Market in Minutes – Residential Development Land', Q1 2025.

- 3.4 Savills note that this is accompanied by early signals of more supply coming onto the market in England as we start to see the initial impact of the NPPF changes announced in December 2024 play out in the land market.
- 3.5 In contrast, urban land values fell by -1.0% over the same period, taking total annual change to -1.9% due to ongoing viability and deliverability challenges for high density flatted schemes.

Agricultural Land

- 3.6 Whilst understanding the development land market is important, with the changes to the PPG on viability, exploring agricultural land values is equally important to understand where there are new greenfield sites released for development.
- 3.7 On a regional level, agricultural land values have remained relatively stable in recent years. Figure 3.2 displays the land values in the West Midlands since Q1 2020 by land type.

Figure 3.2 - Average Agricultural Land Values Per Acre (West Midlands)



Source: Carter Jonas, Farmland Market Update, Q1 2025

- 3.8 Table 3.1 displays land values by type in the West Midlands as of Q4 2023.

Table 3.1 – West Midlands Agricultural Land Values (by type)

	Low £ / acre	Prime £ / acre	£ / acre	Average Quarterly %	Annual %
Arable	£9,500	£14,000	£11,500	0.0%	0.0%
Pasture	£7,000	£12,000	£9,500	0.0%	0.0%
Lifestyle	£12,500	£25,000	£16,000	0.0%	0.0%

Source: Carter Jonas, Farmland Market Update, Q1 2025.

- 3.9 Figure 3.2 and Table 3.1 show that arable land is typically valued higher than pasture land and that this has been the case in recent years. There is also a larger difference in the achievable value between low and prime arable land compared to pasture land.

4 Existing Evidence Base Review

- 4.1 We have undertaken a review of the existing evidence base regarding land values. This includes previous studies for SWC's as well as relevant studies for the surrounding authorities, as follows:

SWC:

- South Worcestershire Development Plan (SWDP) Viability Assessment Review (April 2020)
- South Worcestershire Development Plan (SWDP) Viability Assessment Review – Update (February 2022)
- South Worcestershire Development Plan (SWDP) and CIL Viability Assessment (July 2022)
- South Worcestershire Retail and Commercial CIL Viability Assessment (August 2022)
- South Worcestershire PBSA and Small Express Retail CIL Viability Assessment (October 2023)
- SWC DP and Strategic Sites Local Plan Viability Report (December 2024)

Other relevant studies:

- County of Herefordshire Local Plan Viability Assessment (March 2024), Three Dragons
- Tewkesbury Borough Plan Viability Assessment (September 2019), Porter PE
- Gloucester City Plan Viability Report (September 2019), Porter PE Planning Economics

South Worcestershire Development Plan (SWDP) Viability Assessment Review (April 2020)

- 4.2 AspinallVerdi was originally appointed in 2020 to assess the viability of the South Worcestershire Development Plan Review (SWDPR) and we started compiling our land value database from this point onwards.
- 4.3 The below table sets out the benchmark land values adopted within the South Worcestershire Development Plan (SWDPR) Viability Assessment Review in April 2020 assessment.

Table 4.1 - South Worcestershire Adopted Land Values (April 2020)

Typology	Location	Greenfield /Brownfield	EUV -					Uplift Multiplier x [X] x [Y]%	BLV -		Policy Adjustment - [X] %	Non-Policy Compliant Values / Asking Values -	
			(per acre) (gross)	(per ha) (gross)	Net: Gross (%)	(per acre) (net)	(per ha) (net)		(per acre) (net developable) (rounded)	(per ha) (net developable) (rounded)		(per acre) (net)	(per ha) (net) (rounded)
Residential Strategic Sites	Low Value Area	Greenfield	£8,000	£19,768	60%	£13,333	£32,947	14.0	£200,000	£494,200	60.0%	£500,000	£1,235,500
Residential Strategic Sites	High Value Area	Greenfield	£9,000	£22,239	60%	£15,000	£37,065	15.7	£250,000	£617,750	58.3%	£600,000	£1,482,600
Residential	Low Value Area	Greenfield	£8,000	£19,768	80%	£10,000	£24,710	21.5	£225,000	£555,975	62.5%	£600,000	£1,482,600
Residential	High Value Area	Greenfield	£9,000	£22,239	80%	£11,250	£27,799	23.4	£275,000	£679,525	60.7%	£700,000	£1,729,700
Residential	Low Value Area	Brownfield	£300,000	£741,300	100%	£300,000	£741,300	8.3%	£325,000	£803,075	n/a	n/a	n/a
Residential	High Value Area	Brownfield	£350,000	£864,850	100%	£350,000	£864,850	14.3%	£400,000	£988,400	n/a	n/a	n/a
The above values are for Plan-making purposes only. This table should be read in conjunction with our Financial Viability Assessment Report and the caveats therein.													
No responsibility is accepted to any other party in respect of the whole or any part of its contents.													

Source: AspinallVerdi, 2020 '200417 SWC Local Plan Viability Review v10'

South Worcestershire Development Plan Review (SWDPR) Viability Assessment Review Update (Feb 2022)

- 4.4 In February 2022, AspinallVerdi were appointed to complete an update to the Local Plan Viability Assessment. **Error! Reference source not found.** The below table sets out the benchmark land values adopted within this assessment which are updated from the previous assessment in April 2020.

Table 4.2 - South Worcestershire Adopted Land Values (Feb 2022)

Typology	Location	Greenfield /Brownfield	EUV -					Uplift Multiplier x [X] x [Y]%	BLV -	
			(per acre) (gross)	(per ha) (gross)	Net: Gross (%)	(per acre) (net)	(per ha) (net)		(per acre) (net developable) (rounded)	(per ha) (net developable) (rounded)
Residential Strategic Sites	High Value Areas	Greenfield	£9,500	£23,475	50%	£19,000	£46,949	13.5	£275,000	£679,525
Residential >/1h	Low Value Area	Greenfield	£8,500	£21,004	60%	£14,167	£35,006	14.9	£225,000	£555,975
Residential >1/h	High Value Area	Greenfield	£9,500	£23,475	60%	£15,833	£39,124	16.4	£275,000	£679,525
Residential </1h	Low Value Area	Greenfield	£8,500	£21,004	80%	£10,625	£26,254	20.2	£225,000	£555,975
Residential </1h	High Value Area	Greenfield	£9,500	£23,475	80%	£11,875	£29,343	22.2	£275,000	£679,525
Residential	Low Value Area	Brownfield	£300,000	£741,300	90%	£333,333	£823,667	20.0%	£400,000	£988,400
Residential	High Value Area	Brownfield	£350,000	£864,850	90%	£388,889	£960,944	28.6%	£500,000	£1,235,500
The above values are for Plan-making purposes only. This table should be read in conjunction with our Financial Viability Assessment Report and the caveats therein.										
No responsibility is accepted to any other party in respect of the whole or any part of its contents.										

Source: AspinallVerdi, 2022 '220201 SWC Local Plan Viability Review v14_BA review front section + costs'

- 4.5 The February 2022 update revised the April 2020 BLVs to reflect strengthened market conditions and updated land value evidence. No further changes were made in the July 2022 or December 2024 assessments, as both studies retained the February 2022 assumptions for consistency and were not instructed to revisit BLVs.

South Worcestershire Development Plan Review (SWDPR) and CIL Viability Assessment (July 2022)

- 4.6 In July 2022, we provided a report for South Worcester testing the SWDPR and viability of CIL. In this report, we assumed no change from the previous study in February 2022.

Table 4.3 – South Worcestershire Adopted BLV's (July 2022)

Typology	Location	Greenfield /Brownfield	EUV -					Uplift Multiplier x [X] x [Y]%	BLV -		Policy Adjustment - [X] %	Non-Policy Compliant Values / Asking Values -	
			(per acre) (gross)	(per ha) (gross)	Net: Gross (%)	(per acre) (net)	(per ha) (net)		(per acre) (net developable) (rounded)	(per ha) (net developable) (rounded)		(per acre) (net)	(per ha) (net) (rounded)
Residential >1h	Low Value Area	Greenfield	£8,500	£21,004	60%	£14,167	£35,006	14.9	£225,000	£555,975	62.5%	£600,000	£1,482,600
Residential >1h	High Value Area	Greenfield	£9,500	£23,475	60%	£15,833	£39,124	16.4	£275,000	£679,525	60.7%	£700,000	£1,729,700
Residential <1h	Low Value Area	Greenfield	£8,500	£21,004	80%	£10,625	£26,254	20.2	£225,000	£555,975	62.5%	£600,000	£1,482,600
Residential <1h	High Value Area	Greenfield	£9,500	£23,475	80%	£11,875	£29,343	22.2	£275,000	£679,525	60.7%	£700,000	£1,729,700
Residential	Low Value Area	Brownfield	£300,000	£741,300	90%	£333,333	£823,667	20.0%	£400,000	£988,400	n/a	n/a	n/a
Residential	High Value Area	Brownfield	£350,000	£864,850	90%	£388,889	£960,944	28.6%	£500,000	£1,235,500	n/a	n/a	n/a
The above values are for Plan-making purposes only. This table should be read in conjunction with our Financial Viability Assessment Report and the caveats therein.													
No responsibility is accepted to any other party in respect of the whole or any part of its contents.													

Source: AspinallVerdi, 2022 '220831 SWC Local Plan and CIL Viability Review v3'

South Worcestershire Retail and Commercial CIL Viability Assessment (August 2022)

- 4.7 In August 2022, we completed a report for South Worcestershire in relation to an initial CIL assessment for Retail and Commercial.
- 4.8 This report did not include a detailed land market review paper for commercial land specifically but assumed the following Benchmark Land Values:
- Brownfield Land - £450,000 per acre
 - Greenfield Land - £250,000 per acre

South Worcestershire PBSA and Small Express Retail CIL Viability Assessment (October 2023)

- 4.9 In October 2023, we completed a report for South Worcestershire in relation to an initial CIL assessment for PBSA and Small Express Retail.
- 4.10 This report did not include a detailed land market review paper for commercial land specifically but assumed the following Benchmark Land Values:
- PBSA brownfield - £400,000 per acre
 - PBSA greenfield - £275,000 per acre
 - Small express retail brownfield - £450,000 per acre
 - Small express retail greenfield - £250,000 per acre

SWC DP and Strategic Sites Local Plan Viability Report (December 2024)

- 4.11 In December 2024, we completed a report for South Worcestershire Councils in relation to the SWC Local Plan and Strategic Sites. In this report we assumed no change from July 2022.

Table 4.4 – South Worcestershire Adopted BLVs (December 2024)

Typology	Location	Existing Use	EUV -					Uplift Multiplier x [X] x [Y]%	BLV -	
			(per acre) (gross)	(per ha) (gross)	Net: Gross (%)	(per acre) (net)	(per ha) (net)		(per acre) (net developable) (rounded)	(per ha) (net developable) (rounded)
Residential Strategic Sites	High Value Areas	Greenfield	£9,500	£23,475	50%	£19,000	£46,949	13.5	£275,000	£679,525
Residential >1h	Low Value Area	Greenfield	£8,500	£21,004	60%	£14,167	£35,006	14.9	£225,000	£555,975
Residential >1h	High Value Area	Greenfield	£9,500	£23,475	60%	£15,833	£39,124	16.4	£275,000	£679,525
Residential <1h	Low Value Area	Greenfield	£8,500	£21,004	80%	£10,625	£26,254	20.2	£225,000	£555,975
Residential <1h	High Value Area	Greenfield	£9,500	£23,475	80%	£11,875	£29,343	22.2	£275,000	£679,525
Residential	Low Value Area	Brownfield	£300,000	£741,300	90%	£333,333	£823,667	20.0%	£400,000	£988,400
Residential	High Value Area	Brownfield	£350,000	£864,850	90%	£388,889	£960,944	28.6%	£500,000	£1,235,500

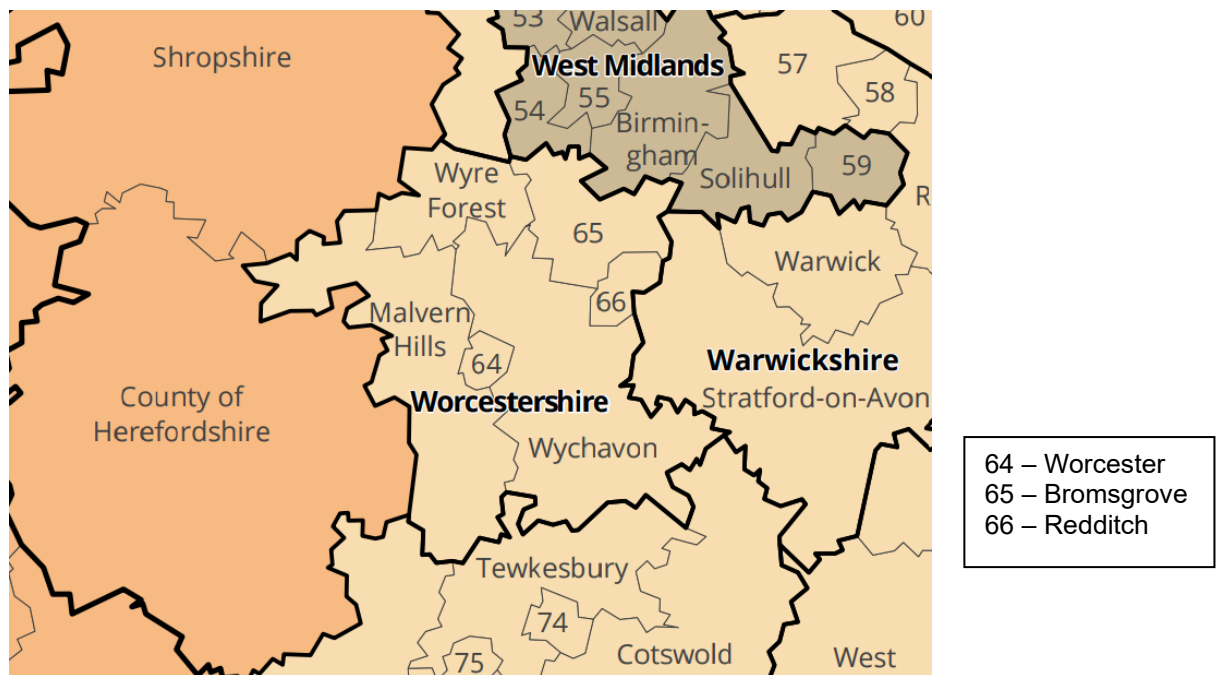
Source: AspinallVerdi, 2024 '241219 SWC DP and Stra Sites Viability Assessment Report_V2.1'

- 4.12 No changes were made to the adopted BLVs in this report, as the December 2024 commission focused solely on testing strategic sites and was not intended to revisit or update the land value evidence from earlier studies.
- 4.13 For the purposes of this CIL study, we have revisited all the land value assumption and evidence – see section 7 for our BLV assumptions.

Other Relevant Studies:

- 4.14 Property market information is not perfect and in particular, land value evidence is challenging to gather given the absence of a database of all land deals. Thus, for a high-level area wide study it is also relevant to consider other studies in adjacent authorities to provide land market context to an appropriate benchmark land value for the Districts.
- 4.15 Figure 4.1 shows the local authority district boundaries surrounding South Worcestershire.

Figure 4.1 - Map of Districts Adjacent to SWC's



Source: ONS, 2025

- 4.16 Not all of the surrounding authorities have published area wide viability assessments on their websites. We set out below the information that is published or emerging.

County of Herefordshire Local Plan Viability Assessment (March 2024), Three Dragons

- 4.17 In March 2024, Three Dragons completed land market research as part of the emerging plan in Herefordshire. Three Dragons have adopted a range of BLV to test in different typologies. The assumed BLV's are as follows:

Table 4.5 – County of Herefordshire Adopted BLV's March 2024

Site type	EUV / Acre	Premium		BLV / Acre	Based on	Application
Large greenfield 1	£11,088	10	x	£110,884	10 x agricultural	Sites>1ha
Large greenfield 2	£11,088	15	x	£166,326	15 x agricultural	Sites>1ha
Large greenfield 3	£11,088	20	x	£221,768	20 x agricultural	Sites>1ha
Small greenfield 1	£21,044	10	x	£210,437	10 x paddock value	Sites<1ha
Small greenfield 2	£21,044	15	x	£315,655	15 x paddock value	Sites<1ha
Small greenfield 3	£21,044	20	x	£420,874	20 x paddock value	Sites<1ha
Town centre brownfield 1	£350,054	10	%	£385,059	Town centre EUV + 10%	Flatted schemes
Town centre brownfield 2	£350,054	20	%	£420,064	Town centre EUV + 20%	Flatted schemes
Town centre brownfield 3	£350,054	30	%	£455,070	Town centre EUV + 30%	Flatted schemes
Standard brownfield 1	£202,343	10	%	£222,577	Brownfield EUV + 10%	Sites<1ha
Standard brownfield 2	£202,343	20	%	£242,812	Brownfield EUV + 20%	Sites<1ha
Standard brownfield 3	£202,343	30	%	£263,046	Brownfield EUV + 30%	Sites<1ha
Lower brownfield 1	£167,135	10	%	£183,849	Low value EUV + 10%	Sites>1ha
Lower brownfield 2	£167,135	20	%	£200,563	Low value EUV + 20%	Sites>1ha
Lower brownfield 3	£167,135	30	%	£217,276	Low value EUV + 30%	Sites>1ha

Source: Three Dragons, March 2024

- 4.18 The BLVs adopted by Three Dragons for Herefordshire are generally lower than the values we have assumed for South Worcestershire. While the typologies are not directly comparable and reflect different contexts, the contrast suggests that land values in South Worcestershire - particularly for residential and mixed-use sites - tend to be higher.
- 4.19 This evidence does suggest that larger greenfield sites will typically have discount in comparison to smaller greenfield sites.

Tewkesbury Borough Plan Viability Assessment (September 2019), Porter PE Planning Economics

- 4.20 In September 2019, Porter PE completed land market research as part of the emerging plan in Tewkesbury. The assumed BLV's are as follows:

Table 4.6 – Tewkesbury Adopted BLVs September 2019

Site type	EUV/Ha	EUV / Acre	Premium	-	BLV/Ha	EUV / Acre
Agricultural/greenfield	£25,000	£10,117	15	x	£375,000	£151,757
Brownfield non-residential	£500,000	£202,343	1.25	x	£625,000	£252,929

Source: Porter PE Planning Economics, 2019

- 4.21 The BLVs adopted in the Tewkesbury assessment appear to be lower than those used for South Worcestershire. However, the site typologies and assumptions differ between the two studies, so the figures are not directly comparable.

Gloucester City Plan Viability Report (September 2019), Porter PE Planning Economics

- 4.22 In September 2019, Porter PE Planning Economics completed land market research as part of the emerging plan in Gloucester. The assumed BLV's are as follows:

Table 4.7 – Gloucester Adopted BLVs September 2019

Site type	EUV/Ha	EUV / Acre	Premium	-	BLV/Ha	EUV / Acre
Agricultural/greenfield	£25,000	£10,117	15	x	£375,000	£151,757
Brownfield non-residential	£400,000	£161,875	1.25	x	£500,000	£202,343

Source: Porter PE Planning Economics, 2019

- 4.23 The BLVs adopted in the Gloucester assessment also appear to be lower than those assumed for South Worcestershire. As with Tewkesbury, the site typologies and assumptions differ, so the values are not directly comparable.

Existing BLV Evidence Base Summary

- 4.24 The below table provides a summary of the existing BLV evidence base, including previous SWC's and surrounding authority assumptions.

Table 4.8 - Existing Greenfield BLV Evidence Base

Evidence of what?	Type of Evidence	Date of Evidence	Source	Land Address/Site Name	Market Zone	Existing Use	Greenfield / Brownfield	Development Potential	Value (£/acres)
Benchmark Land Value	Existing Evidence Base	01/03/2024	ThreeDragons	County of Herefordshire Local Plan Viability Assessment - Small Greenfield 3		Agricultural	Greenfield	Residential	£420,874
Benchmark Land Value	Existing Evidence Base	01/03/2024	ThreeDragons	County of Herefordshire Local Plan Viability Assessment - Small Greenfield 2		Agricultural	Greenfield	Residential	£315,655
Benchmark Land Value	Existing Evidence Base	01/01/24	AspinallVerdi	South Worcester Councils DP and Strategic Sites LPV Report - Strategic	High Value Zone	Agricultural	Greenfield	Residential	£275,000
Benchmark Land Value	Existing Evidence Base	01/01/24	AspinallVerdi	South Worcester Councils DP and Strategic Sites LPV Report - Resi >1/h	High Value Zone	Agricultural	Greenfield	Residential	£275,000
Benchmark Land Value	Existing Evidence Base	01/01/24	AspinallVerdi	South Worcester Councils DP and Strategic Sites LPV Report - Resi < 1/h	High Value Zone	Agricultural	Greenfield	Residential	£275,000
Benchmark Land Value	Existing Evidence Base	01/01/24	AspinallVerdi	South Worcester Councils DP and Strategic Sites LPV Report - Resi >1/h	Lower Value Zone	Agricultural	Greenfield	Residential	£225,000
Benchmark Land Value	Existing Evidence Base	01/01/24	AspinallVerdi	South Worcester Councils DP and Strategic Sites LPV Report - Resi < 1/h	Lower Value Zone	Agricultural	Greenfield	Residential	£225,000
Benchmark Land Value	Existing Evidence Base	01/03/2024	ThreeDragons	County of Herefordshire Local Plan Viability Assessment - Greenfield 3		Agricultural	Greenfield	Residential	£221,768
Benchmark Land Value	Existing Evidence Base	01/03/2024	ThreeDragons	County of Herefordshire Local Plan Viability Assessment - Small Greenfield 1		Agricultural	Greenfield	Residential	£210,437
Benchmark Land Value	Existing Evidence Base	01/03/2024	ThreeDragons	County of Herefordshire Local Plan Viability Assessment - Greenfield 2		Agricultural	Greenfield	Residential	£186,326
Benchmark Land Value	Existing Evidence Base	01/09/2019	Porter PE	Tewkesbury Borough Plan Viability Assessment - Greenfield		Agricultural	Greenfield	Residential	£151,757
Benchmark Land Value	Existing Evidence Base	01/03/2024	ThreeDragons	County of Herefordshire Local Plan Viability Assessment - Large Greenfield 1		Agricultural	Greenfield	Residential	£110,884

Source: AspinallVerdi, 250604 SWC Benchmark Land Value Research_v0.1

Table 4.9 – Existing Brownfield BLV Evidence Base

Evidence of what?	Type of Evidence	Date of Evidence	Source	Land Address/Site Name	Market Zone	Existing Use	Greenfield / Brownfield	Development Potential	Value (£/acres)
Benchmark Land Value	Existing Evidence Base	01/01/24	AspinallVerdi	South Worcester Councils DP and Strategic Sites LPV Report - Resi	High Value Zone	Agricultural	Brownfield	Residential	£500,000
Benchmark Land Value	Existing Evidence Base	01/03/2024	ThreeDragons	County of Herefordshire Local Plan Viability Assessment - Town Centre		Other	Brownfield	Residential	£455,070
Benchmark Land Value	Existing Evidence Base	01/03/2024	ThreeDragons	County of Herefordshire Local Plan Viability Assessment - Town Centre		Other	Brownfield	Residential	£420,064
Benchmark Land Value	Existing Evidence Base	01/01/24	AspinallVerdi	South Worcester Councils DP and Strategic Sites LPV Report - Resi	Lower Value Zone	Agricultural	Brownfield	Residential	£400,000
Benchmark Land Value	Existing Evidence Base	01/03/2024	ThreeDragons	County of Herefordshire Local Plan Viability Assessment - Town Centre		Other	Brownfield	Residential	£385,059
Benchmark Land Value	Existing Evidence Base	01/03/2024	ThreeDragons	County of Herefordshire Local Plan Viability Assessment - Standard		Other	Brownfield	Residential	£263,046
Benchmark Land Value	Existing Evidence Base	01/09/2019	Porter PE	Tewkesbury Borough Plan Viability Assessment - Brownfield		Other	Brownfield	Commercial (Other)	£252,929
Benchmark Land Value	Existing Evidence Base	01/03/2024	ThreeDragons	County of Herefordshire Local Plan Viability Assessment - Standard		Other	Brownfield	Residential	£242,812
Benchmark Land Value	Existing Evidence Base	01/03/2024	ThreeDragons	County of Herefordshire Local Plan Viability Assessment - Standard		Other	Brownfield	Residential	£222,577
Benchmark Land Value	Existing Evidence Base	01/03/2024	ThreeDragons	County of Herefordshire Local Plan Viability Assessment - Lower Brownfield 3		Other	Brownfield	Residential	£217,276
Benchmark Land Value	Existing Evidence Base	01/09/2019	Porter PE	Gloucester City Plan Viability Report - Brownfield		Other	Brownfield	Commercial (Other)	£202,343
Benchmark Land Value	Existing Evidence Base	01/03/2024	ThreeDragons	County of Herefordshire Local Plan Viability Assessment - Lower Brownfield 2		Other	Brownfield	Residential	£200,563
Benchmark Land Value	Existing Evidence Base	01/03/2024	ThreeDragons	County of Herefordshire Local Plan Viability Assessment - Lower Brownfield 1		Other	Brownfield	Residential	£183,849
Benchmark Land Value	Existing Evidence Base	01/09/2019	Porter PE	Gloucester City Plan Viability Report - Greenfield		Other	Brownfield	Residential	£151,757

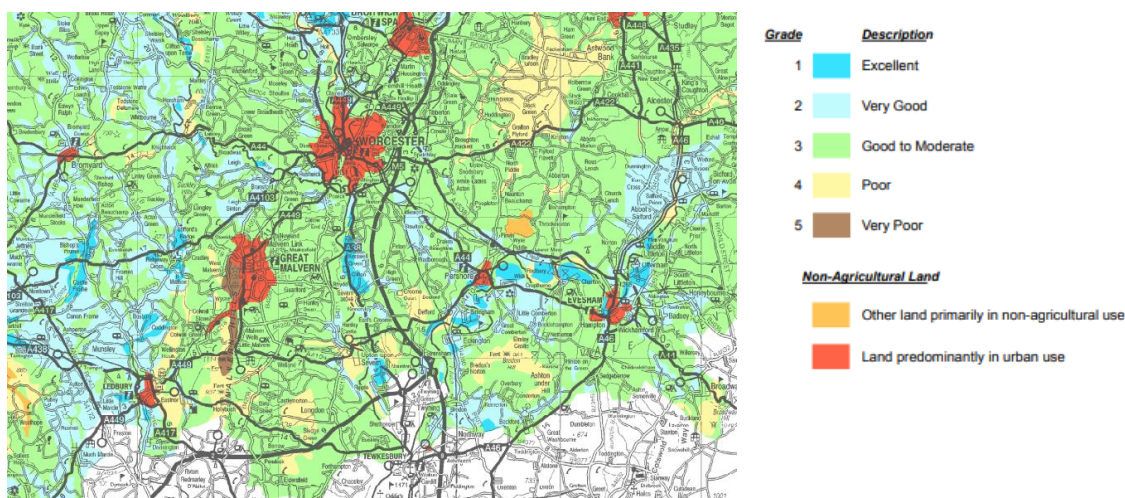
Source: AspinallVerdi, 250604 SWC Benchmark Land Value Research_v0.1

- 4.25 The table above summarises a wide range of existing BLV assumptions drawn from both past SWC viability work and relevant studies in adjacent authorities. It reflects the variation in land values by market zone, site typology, and development context. While there is some overlap in broad categories, the evidence reinforces that South Worcestershire tends to sit at the higher end of the range, particularly for strategic greenfield and brownfield residential sites.

5 Agricultural Land Market

- 5.1 When determining a value per acre / hectare (ha) for agricultural land, we have searched for transactional evidence using CoStar, Nimbus and Rightmove for current quoting prices and local agent websites. We have consulted on the land values with local agents and stakeholders.
- 5.2 Figure 5.1 illustrates the classifications of agricultural land within the West Midlands area, in particular the South Worcestershire area. The majority of the district falls within land graded no. 3 Good to Moderate.

Figure 5.1 - Agricultural Classification Map for South Worcestershire



Source: Natural England, 2025

- 5.3 We have carried out our own market research to determine a value per acre / hectare (ha) for agricultural land in South Worcestershire. We have also looked at agricultural land in neighbouring districts as we expect there to be similar values therein. These can be seen in the section below.

Agricultural Land Values

- 5.4 The table below shows land value evidence for greenfield agricultural land existing use value (EUV).
- 5.5 These are sorted by transactional evidence and asking price evidence; and large to small site area.

Table 5.1 - Agricultural Land Evidence Summary

Evidence of what?	Type of Evidence	Date of Evidence	Source	Land Address/Site Name	Site Area (acre)	Site Area (ha)	Existing Use	Greenfield / Brownfield	Development Potential	Value (£/acres)
Existing Use Value	Asking Prices	Asking	UK land and farms	Bockleton, Worcestershire, WR15 8PW	189.56		Agricultural	Greenfield	No Development Potential	£15,826
Existing Use Value	Asking Prices	Asking	UK land and farms	Moor Farm, Eardiston, Worcestershire	141.81		Agricultural	Greenfield	No Development Potential	£14,809
Existing Use Value	Asking Prices	29/01/2019	Rightmove	Land of Nafford Road, Eckington, Pershore, WR10 3DH	123.00	49.80	Agricultural	Greenfield	No Development Potential	£8,943
Existing Use Value	Asking Prices	11/05/2021	Rightmove	Church farm, Worcester, off nutcross lane	99.76	40.37	Agricultural	Greenfield	No Development Potential	£12,530
Existing Use Value	Transaction	31/03/2022	UK land and farms	Land at Moor Park, Nr Ombersley, Droitwich, Worcs. WR9 0JH	87.73		Agricultural	Greenfield	No Development Potential	£10,031
Existing Use Value	Transaction	01/02/2024	UK land and farms	Snowhill, Broadway, WR12, Worcestershire	72.13		Agricultural	Greenfield	No Development Potential	£10,398
Existing Use Value	Transaction	03/06/2023	UK land and farms	Land at Hawbridge, Stoulton, Worcestershire	65.63		Agricultural	Greenfield	No Development Potential	£9,142
Existing Use Value	Transaction	02/06/2023	UK land and farms	Berry Lane, Upton Warren, Worcestershire	53.77		Agricultural	Greenfield	No Development Potential	£12,646
Existing Use Value	Asking Prices	Asking	UK land and farms	Land at Podmore, Hartlebury, Nr Kidderminster, Worcestershire	46.70		Agricultural	Greenfield	No Development Potential	£8,501
Existing Use Value	Transaction	14/08/2024	UK land and farms	Land at Mount Pleasant, Childswickham, Worcestershire	40.13		Agricultural	Greenfield	No Development Potential	£8,722
Existing Use Value	Asking Prices	Asking	UK land and farms	Land Off Birmingham Road, Blackminster, Evesham, WR11, Worcestershire	34.74		Agricultural	Greenfield	No Development Potential	£11,514
Existing Use Value	Asking Prices	Asking	UK land and farms	ARABLELAND AND PASTURELAND AT WHITTINGTON, Worcestershire	32.00		Agricultural	Greenfield	No Development Potential	£11,250
Existing Use Value	Asking Prices	12/05/2021	Rightmove	Fossil Bank, Colwall, Worcestershire	17.10	6.92	Agricultural	Greenfield	No Development Potential	£8,772
Existing Use Value	Asking Prices	Asking	Rightmove	Stanford Bridge WR6 6RU	16.88		Agricultural	Greenfield	No Development Potential	£11,848
Existing Use Value	Asking Prices	12/05/2021	Rightmove	West malvern Road, Malvern, worcestershire	6.40	2.59	Agricultural	Greenfield	No Development Potential	£12,500

Source: AspinallVerdi, 250604 SWC Benchmark Land Value Research_v0.1

- 5.6 Our analysis has identified 15 sites which show existing use values for agricultural land. It is noteworthy to mention the relative scarcity of agricultural land transactions in the Districts, which prompted us to broaden our scope to include adjacent areas. The values (asking and transactions combined) for these listings range between £8,501 and £15,826 per acre. Brockleton and Moor Farm appear as outliers within the agricultural land asking prices dataset, being advertised at £14,809 and £15,826 per acre. It is noted in the advertising, however, that this land includes elements of outbuildings. The land is also close to the edge of the urban settlements and therefore we consider that there is likely to be hope value attached to the asking price.
- 5.7 If we exclude these 2 sites from the calculation of our average asking price in £ per acre terms, then the average asking price identified amounts to £10,523 per acre. This is more in keeping with the values identified within market reports analysed in Chapter 3 and our experience of undertaking similar assessments in other parts of the wider area.
- 5.8 From this summary table we can also infer that the size of the site, in regards EUV's does not necessarily impact the value rate, as there is no clear pattern that indicates this. Values are likely to be dictated by location and agricultural land classification.

Paddock Land Values

- 5.9 We classify paddock land as small-scale (i.e., generally less than 1 acre or thereabouts) 'pony paddock' / 'lifestyle' greenfield land which is on the edge of an existing settlement. This type of land typically has 'hope value' attached, perhaps due to a lapsed extant planning permission on the site; or a neighbouring site that has been identified as one with development potential.
- 5.10 Unlike larger agricultural holdings, paddock land typically consists of smaller, self-contained plots often situated at the fringes of settlements. These sites are frequently influenced by nearby development activity or historic planning context, which can introduce elements of hope value into their pricing.
- 5.11 An example of paddock land value is as follows;
- Romsley, Halesowen, Worcestershire – This is an agricultural listing for land on the edge of the urban settlement of Romsley. This is listed for £18,601 per acre.
- 5.12 This reflects a slight increase on the average £ per acre price identified for agricultural land asking prices. This reflects the nature of the listings, whereby the prices may be aspirational (potentially with hope value for development).
- 5.13 We do not place too much weight on paddock land values. This is because they tend to reflect some hope value which is explicitly not part of the definition of EUV (in the PPG). However, the paddock land listings provide useful supplementary evidence which starts to show the impact of the potential for residential development on a site value. This is considered in more detail in the following sections.

6 Development Land Market

- 6.1 For the purpose of this research, development land is land which has either obtained planning permission or has outline planning consent and/or is allocated for development within the Council's adopted policy documents.
- 6.2 As with agricultural land, we have utilised Nimbus and CoStar for transaction-based evidence and supplemented this where possible with stakeholder evidence of agreed prices paid for land. We have also noted sites currently listed on Rightmove and local agent websites to determine a value per acre/hectare and a value on a per unit basis. Dependent upon the availability of information and stakeholder engagement, this process tries to gauge an understanding of what typical market values are for residential land (greenfield and/or brownfield).
- 6.3 Careful consideration has to be given to whether the values are aspirational and/or may not represent policy-compliant market values. It should be noted that within our database of evidence we have carried out background research wherever possible into the planning consent the site has, and whether that is policy compliant or not. More weight is given to evidence which is policy compliant. However, it is difficult to be certain that developers have not offered values (and landowners have not asked for values) which are not sustainable in planning policy terms and therefore challenge viability at the detailed planning stage.
- 6.4 We also recognise that it is difficult to generalise what a typical greenfield or brownfield residential development site is worth across a district given that all sites are unique. It is therefore important to reiterate that this is a plan-wide study and thus the purpose of our research is to establish a suitable Benchmark Land Value for the respective typologies of development to be appraised, utilising both existing use and market values for greenfield and brownfield land.
- 6.5 The majority of the site allocations are greenfield, so we focus on greenfield development values first. Brownfield development land market research is set out after.

Greenfield Residential Development Land

- 6.6 Our search identified 6 sites which have transacted or are listed within South Worcestershire and the neighbouring areas for greenfield residential development land. We summarise the identified sites below. The transactional evidence is listed first followed by the asking price evidence. We sort the listings by site area (large to small):

Table 6.1 - Greenfield Residential Development Land Figures

Evidence of what?	Type of Evidence	Date of Evidence	Source	Land Address/Site Name	Site Area (acre)	Existing Use	Greenfield / Brownfield	Development Potential	Value/Price £	Value (£/acres)	Planning Status	Planning for [x] No. of Units	Planning Ref #	Date of Planning Status	Detail of Planning Status	Policy Compliant?	Comments
Market Value - Policy	Strategic Sites Meetings	19/10/2018	Strategic site meeting	Worcester Parkway Parcel 1	393.57	Agricultural	Greenfield	Residential	£13,000,000	£33,031							
Market Value - Policy	Strategic Sites Meetings	31/08/2011	Strategic site meeting	Worcester Parkway Parcel 2	95.80	Agricultural	Greenfield	Residential	£4,000,000	£41,752							
Market Value - Policy	Strategic Sites Meetings	04/08/2020	Strategic site meeting	Worcester Parkway Parcel 23	70.03	Agricultural	Greenfield	Residential	£525,000	£7,496							
Market Value - Policy	Strategic Sites Meetings	08/01/2021	Strategic site meeting	Worcester Parkway Parcel 3a	54.86	Agricultural	Greenfield	Residential	£4,871,727	£88,808							
Market Value - Policy	Strategic Sites Meetings	01/02/2019	Strategic site meeting	Worcester Parkway Parcel 22	22.87	Agricultural	Greenfield	Residential	£1,860,000	£81,347							
Existing Use Value	Transaction	01/11/2024	Bidwells	Hunton Park, Abbots Langley - Herefordshire	19.11	Agricultural	Greenfield	Residential	£3,000,000	£156,988	Site Allocated in Plan						
Market Value - Policy	Transaction	17/07/2018	UK land and farms	Mount Pleasant Park, Westcott Way, Pershore, WR10 1PG, Worcestershire	10.66	Agricultural	Greenfield	Residential	£2,000,000	£187,617	Outline - Approved	75	W/16/03028/OU		Planning Application number W/16/03028/OU for 75 dwellings.		
Market Value - Not-Policy	Asking Prices	25/04/2019	Agent Consultation	Farm Land on Jennett Tree Lane, Gallow End, Worcester, WR2	9.75	Agricultural	Greenfield	Residential	£600,000	£61,538							Land currently has standing farm buildings but has scope for conversion, residential and
Market Value - Policy	Strategic Sites Meetings	13/05/2016	Strategic site meeting	Worcester Parkway Parcel 15	7.07	Agricultural	Greenfield	Residential	£525,000	£74,222							
Market Value - Policy	Asking Prices	12/05/2021	Onthemarket	Wood Bavington Farm, Alcester, Warwickshire, B49	2.10	Agricultural	Greenfield	Residential	£350,000	£166,667	Full Planning - Approved	2			Planning for two residential dwellings (barn conversion)		Steel framed dutch barn set on 2.1 acres of greenfield land. Savills David Henderson 01451 832 832
Market Value - Policy	Asking Prices	21/03/2019	Rightmove	Land at Munderfield, Bromyard, HR7 4JU	2.00	Agricultural	Greenfield	Residential	£900,000	£450,000	Outline - Approved	9	Lot A (P180735/0) Lot B (P180678/0)		Outline planning on both lots for up to nine dwellings. No provision of affordable housing mentioned.	Unknown	Land has road frontage which leads into the village of Munderfield.
Market Value - Not-Policy	Asking Prices	17/05/2021	Rightmove	Easemore Road	1.33	Agricultural	Greenfield	Residential	£950,000	£714,286	Full Planning - Approved	11	18/01122/FUL	10/07/2018	Full Planning for 11 units		planning for 10 two bed detached bungalows, and 1 four bed detached house

AspinallVerdi, 250604 SWC Benchmark Land Value Research_v0.1

- 6.7 As you can see from the above a clear trend emerges where land with full or outline planning permissions tends to command higher values per acre. For example, Easemore Road, though the smallest site at 1.33 acres, is priced the highest at £714,286 per acre, due to its full planning approval for 11 units. This site however is somewhat of an outlier, achieving a high respective value per acre, this could be due to the small nature of the site.
- 6.8 In contrast, Farm Land on Jennett Tree Lane, which lacks a clear planning status, has the lowest value per acre at just £61,538, highlighting how planning certainty significantly boosts land value.
- 6.9 The data suggests a typical value range for greenfield residential sites, as evidenced by Mount Pleasant Park (£187,617 per acre), Wood Bevington Farm (£166,667 per acre), and Hunton Park (£156,986 per acre). These sites, varying in planning status but all geared toward residential use, cluster within a fairly narrow price band. This consistency indicates a standard market rate for such land types, particularly where there's either planning approval or clear allocation in the local plan, reinforcing what appears to be a typical range for greenfield residential development sites and good evidence for our Benchmark Land Value.
- 6.10 It is also apparent that larger greenfield sites typically transact at a lower £/acre than smaller sites. This is due to a range of factors including higher upfront infrastructure requirements (e.g. spine roads, drainage, utilities), greater on-site public realm and S106 obligations, and lower density of early delivery phases. As a result, larger sites exhibit reduced net developable area ratios and therefore lower land value per gross acre.

Brownfield Residential Development Land

- 6.11 Assuming a value for brownfield land is challenging, given the numerous variables. For example, existing use, site clearance costs and/ or historic legacy costs - all factors which influence the value of brownfield development land.
- 6.12 For the purpose of this study, we have evaluated brownfield sites across the Districts and the immediate surrounding areas to provide more evidence to support land values within the Districts.
- 6.13 We have identified 7 listings for brownfield sites with residential development. These sites' values were listed between £440,000 - £1,036,000 per acre.
- 6.14 Note that asking values are aspirational and do not always reflect the true value of the site.
- 6.15 Furthermore, all of these listings had the development potential for residential dwellings. Our research has shown that 2 of these listings have full planning permission approved for residential and another with outline permission.
- 6.16 It is important to acknowledge that often brownfield costs require decontamination in order to redevelop and reuse for residential purposes. This places a particular burden on viability and deliverability, due to the scale of the remediation costs this can result in a negative residual land value (RLV) which causes market failure i.e. there is no incentive for the 'polluter pays' principle if the landowner is still going to make a loss.

Brownfield Commercial Development Land

- 6.17 We identified 2 no. brownfield sites that were sold for commercial development which are shown in the below table.
- 6.18 In our analysis of commercial development land values within the Districts, we noted significant variability. The 2 parcels were £189,000 and £574,000 per acre.
- 6.19 This variation can largely be attributed to a variety of influential factors. For instance, the inherent attributes of each parcel, such as its size, topographical characteristics, proximity to key amenities, and ease of access to infrastructure, can greatly impact its development value. Furthermore, external factors, including alterations in zoning regulations, shifts in planning policies, the prevailing economic climate, and market demand for particular types of developments also contribute to the diversity in land values.
- 6.20 Whilst we have found numerous land transactions representing a range of development potential, we have analysed those achieving the higher rate per acre and it is evident that the higher values per acre are sites where distribution parks and infrastructure links increase the value significantly.

Table 6.2 – Brownfield Land Value Evidence with Development Potential for Commercial Uses

Evidence of what?	Type of Evidence	Date of Evidence	Source	Land Address/Site Name	Site Area (acres)	Existing Use	Greenfield / Brownfield	Development Potential	Value/Price £	Value (£/acres)	Planning Status	Planning Ref #	Detail of Planning Status
Existing Use Value	Transaction	15/05/2023	CoStar	Northway Ln - Tewkesbury GL20 8JG	3.29	Commercial (Other)	Brownfield	Commercial (B Uses)	£1,889,044	£574,178			
Market Value - Policy Compliant	Transaction		CoStar	Great Western Avenue, Worcester, Worcestershire, WR5 1DU	2.55	Commercial (Other)	Brownfield	Commercial (Other)	£800,000	£313,725	Full Planning - Approved	P18D0480	Full planning permission for the development of 1,393 sqm of floorspace for use classes B1, B8 and D1 with associated infrastructure.
Market Value - Not-Policy Compliant	Transaction	08/02/2017	CoStar	St Johns Street, Bromsgrove, Worcestershire, B61 7AB	1.78	Commercial (Other)	Brownfield	Commercial (B Uses)	£2,700,000	£1,516,854			
Existing Use Value	Transaction	05/04/2017	CoStar	Minster Road, Kidderminster, Worcestershire, DY11 7EU	1.75	Commercial (Other)	Brownfield	Commercial (B Uses)	£400,000	£228,571			
Market Value - Policy Compliant	Asking Prices	25/05/2021	CoStar	The Paddock, Pershore, WR10 3HJ	1.32	Commercial (Other)	Brownfield	Commercial (Other)	£250,000	£189,394			
Market Value - Policy Compliant	Transaction		CoStar	Crab Apple Way, Evesham, Worcestershire, WR11 1GP	0.46	Commercial (B Uses)	Brownfield	Commercial (Other)	£259,950	£565,109	Full Planning - Approved	18/02620/FUL	Full planning permission for the construction of a commercial building for uses B1, B2 and B8 as an extension to the development approved in the previous application
Market Value - Policy Compliant	Transaction	18/09/2017	CoStar	Land plot at Hoo Farm Industrial Estate, Matthew Lane, Kidderminster, DY11 7RA	0.40	Commercial (Other)	Brownfield	Commercial (other)	£323,223	£808,058	Full Planning - Approved	13/0396/FULL	Full planning permission for the extension of the existing warehouse (B8).
Market Value - Policy Compliant	Asking Prices	16/08/2018	Rightmove	New Road, Rubery, Worcestershire, B45	0.31	Residential	Brownfield	Commercial (Other)	£400,000	£1,290,323	Full Planning - Approved	17/01485/FUL	Detailed planning consent for the development of 9 two bedrooomed dwellings. No affordable housing required.

Source: AspinallVerdi, 250604 SWC Benchmark Land Value Research_v0.1

Brownfield Land Summary

- 6.21 In our assessment of development land values within South Worcestershire, we have adopted a more conservative approach to valuation, which has resulted in estimates that are lower than some observed values. This conservative stance is derived from several key factors:
- we have assumed that brownfield land which is 'ripe' for redevelopment has reach the end of its economic life for its existing use. Therefore, the land would incur holding costs and, in some cases, could even be a liability.
 - we have given significant weight to the inherent attributes of the land comparables, such as its size, topography, proximity to amenities, and access to infrastructure, which fundamentally determine the land's value for development.
 - we have incorporated a comprehensive understanding of the existing market conditions, including current demand and supply dynamics for various types of developments, and the prevailing economic climate (we have 29 data points in our land value database for the Districts).
 - we have factored in changes in regulations and planning policies that may impact future land use and consequently, the land's value.
- 6.22 These methodological choices have led to our BLV assumptions providing a more stable and realistic estimate of development land values within the Districts.

7 Benchmark Land Value Assumptions

- 7.1 The below table sets out our Benchmark Land Value Assumptions for the respective site typologies. These are based on a combination of the agricultural and development land evidence set out in Sections 5 and 6. In particular, we draw on market evidence from recent transactions, site listings, and adopted BLVs from nearby authorities.
- 7.2 In setting BLVs for greenfield sites, we have made a distinction between smaller and larger typologies. Evidence from the land value database suggests that larger greenfield allocations typically attract a discount on a £/acre basis. This reflects the infrastructure burden (schools, roads, utilities). Conversely, smaller greenfield parcels, often infill or edge-of-settlement plots can command a premium due to lower upfront costs and quicker delivery. These market dynamics are reflected in the value bands shown are consistent with adjacent authority assumptions.
- 7.3 We have also considered 'net to gross' ratios which are derived from case studies and site allocations analysed in detail within the residential market report. Our net-to-gross assumptions reflect typical site development patterns. Larger strategic greenfield sites tend to achieve a net developable area of 60%, accounting for internal roads, green infrastructure, drainage corridors, and school/community facilities. Smaller sites are generally more efficient, with net-to-gross ratios closer to 80%, as they typically require fewer on-site infrastructure allowances.
- 7.4 For greenfield typologies, the bottom-up approach is based on the net value per acre/hectare for agricultural land (existing use value (EUV)). This EUV is 'grossed up' to reflect a net developable to gross site area ratio of 60-80%.
- 7.5 For residential and commercial typologies on brownfield land, the benchmark land value is based on a 25% premium over perceived EUVs. This is a modest premium intended to cover transaction costs and limited incentivisation, given that often brownfield sites would be considered contaminated, in need of site remediation and therefore a liability.
- 7.6 Our *commercial* typology on greenfield land assumes a net to gross ratio of 90%.
- 7.7 These updated Benchmark Land Value (BLV) assumptions represent a refinement to the approach used in the December 2024 assessment. Whereas the previous assessments applied two value areas, we now adopt a single value area approach across the South Worcestershire authorities. This reflects the consistency in the latest evidence which we have cross referenced with our residential market paper.
- 7.8 Importantly, while the overall BLV levels remain broadly in line with the previous study, our assumptions now differentiate more clearly between smaller and larger greenfield sites. Informed by the evidence presented in Sections 5 and 6, we adopt a higher BLV for smaller greenfield sites and a lower BLV for larger sites.
- 7.9 Note that EUVs for brownfield sites are sensitive to the particular use (i.e., the EUV could be lower if the site has a use which is obsolete, or which is not an existing lawful use).
- 7.10 These are the minimum values that we would assume for the purpose of our hypothetical viability appraisals, and they act as the benchmark to test the RLVs of schemes to determine whether sites would come forward for development.

- 7.11 We have provided the BLV, both as a per net developable acre and then as a gross acre by utilising our net to gross assumptions.

Table 7.1 – South Worcestershire Councils Benchmark Land Value Assumptions, June 2025

Scheme Typology	Site Type	Location	EUV -		Uplift Multiplier (gross)	BLV -					Uplift Multiplier (net) (for info.)
			£ per acre gross	£ per ha gross	x [X] x [Y]%	£ per acre gross	£ per ha gross	Net: Gross (%)	£ per acre net	£ per ha net	x [X] x [Y]%
Residential – Large Greenfield Site (>1 hectare)	Greenfield	District Wide	£8,500	£21,004	15.3	£130,000	£321,230	60%	£216,667	£535,383	25.5
Residential – Small Greenfield Site (<1 hectare)	Greenfield	District Wide	£8,500	£21,004	21.2	£180,000	£444,780	80%	£225,000	£555,975	26.5
Residential – Brownfield Site	Brownfield	District Wide	£350,000	£864,850	14.3%	£400,000	£988,400	90%	£444,444	£1,098,222	27.0%
Commercial – Greenfield Site	Greenfield	District Wide	£8,500	£21,004	21.2	£180,000	£444,780	90%	£200,000	£494,200	23.5
Commercial – Brownfield Site	Brownfield	District Wide	£350,000	£864,850	14.3%	£400,000	£988,400	90%	£444,444	£1,098,222	27.0%
These BLVs are for CIL/Local Plan making purposes only. This should be read in conjunction with our main Viability Report and the caveats therein. No responsibility is accepted to any party in respect of the whole or any part of its contents.											
The land value for site specific viability appraisals should be thoroughly evidenced having regard to the existing use value of the particular site (as is best practice in the PPG).											

Source: AspinallVerdi: 250604 SWC Benchmark Land Value Research_v0.2

Benchmark Land Value Caveats

- 7.12 It is important to note that the BLVs contained herein are for 'high-level' CIL / Plan-making viability purposes and the appraisals should be read in the context of the BLV sensitivity table (contained within the appraisals). It is important to emphasise that the adoption of a particular BLV £ in the base-case appraisal typologies in no way implies that this figure can be used by applicants to negotiate site specific planning applications. Where sites have obvious abnormal costs, these costs should be deducted from the value of the land (PPG in Viability, Paragraph: 013 Reference ID: 10-013-20190509). The land value for site specific viability appraisals should be thoroughly evidenced having regard to the existing use value of the site (as is best practice in the PPG). This report is for plan-making purposes and is 'without prejudice' to future site-specific planning applications.
- 7.13 Furthermore, we are not saying that land can *only* be acquired in the SWC's area for these BLVs. As the appraisals show, there is often a surplus between the RLV and BLV, in particular on green belt sites, which could be put to a stronger land bid or retained as profit. Conversely, if a site has high abnormal costs, then the land may be worth less than the BLV presented. Furthermore, the sensitivity scenarios show the impact on the surplus (i.e., the difference between RLV and BLV) for various levels of BLV and profit (%).

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Appendix 5 – Commercial Market Paper

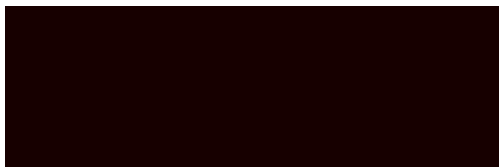
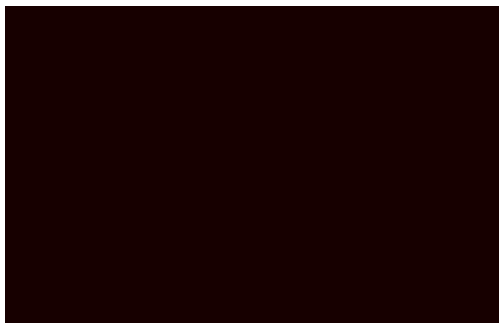
Accessible Report

Malvern Hills District Council, Worcester City Council
& Wychavon District Council

Commercial & Retail Market Paper

South Worcestershire CIL Review

August 2025



Quality Assurance

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Checked by	Ben Aspinall, Managing Director
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Authorised by	Ben Aspinall, Managing Director
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1 Commercial Market Review

- 1.1 AspinallVerdi has been appointed by South Worcestershire Council's (SWC's) (comprising Malvern Hills District Council, Wychavon District Council and Worcester City Council, the Councils) to undertake a Community Infrastructure Levy (CIL) Viability Assessment. This assessment is intended to support the Council in developing a robust, evidence-based updated CIL Charging Schedule. The purpose of the overarching study is to test the viable levels at which CIL charging rates can be adopted.
- 1.2 This retail and commercial paper provides the background to the value assumptions made in assessing the viability of the commercial development typologies. This information will also be used to assess headroom for CIL on retail and commercial development.
- 1.3 We have undertaken analysis of property data for recorded transactions and available properties in the area through databases such as CoStar and LoopNet. These resources indicate the volume of transactions and also record rents, sales values and yields, allowing assumptions to be formed on the values used in our financial appraisals.
- 1.4 The structure of this Commercial Paper is as follows:
 - Section 2: National and Regional Market Overview – outlines trends in the UK commercial market to provide context for the market analysis, with a particular focus on the commercial market.
 - Section 3: Existing Evidence Base – follows on from the national context to provide a review of previous local studies to set the scene for AspinallVerdi's market assessment and provide a greater understanding of the local property market.
 - Section 4: South Worcestershire Retail Market – Analysis of the South Worcestershire Retail market.
 - Section 5: South Worcestershire Office Market – Analysis of the South Worcestershire Office market.
 - Section 6: South Worcestershire Industrial & Logistics Market – Analysis of the South Worcestershire Industrial & Logistics (I&L) market.
 - Section 7: Cost Assumptions – Commercial Construction Cost Assumptions from BCIS.
 - Section 8: Preliminary Appraisals – sets out some preliminary 'thumb-nail' appraisals on a £ psm basis. This is to test whether there is potential to carry out full viability testing for the various retail and commercial uses.
 - Section 9: Summary and Conclusions – Summary of the value assumptions and our conclusions in respect of the scope for CIL.

2 National and Regional Market Overview

- 2.1 This section reviews the overarching trends within the national commercial property market, including the retail, office, industrial and logistics sectors.

Bank of England Business Conditions – Q2 2025

- 2.2 The Bank of England (BOE) regularly publishes a summary of business conditions based on their Agency network's discussions with many businesses from across the UK every reporting period. Their most recent summary was from Q2 2025, which had the following headlines:
- Consumer confidence remains weak and given this, most expect another weak year with low volume growth.
 - Investment intentions seem subdued but broadly stable and not quite at the lows seen in previous months.
 - Expectations for export sales have softened as tariffs, shifts in global trade flows and ongoing uncertainty impact demand.
 - Construction output remains modestly down on the same period last year. Uncertainty is weighing more on contacts' expectations, with any meaningful pickup in output now expected in 2026.
 - Credit supply continues to improve gently, despite recent heightened financial market volatility. Credit demand remains weak due to low capital expenditure but has risen for working capital.
 - Employment intentions remain mildly negative as higher labour costs and demand uncertainty weigh on contacts' recruitment plans.
 - Inflation in raw materials and imported finished goods is modestly positive, but there is limited evidence yet of tariffs having an impact on supply chain pricing.
 - Sentiment in the housing market continues to improve overall. Investors in commercial real estate remain cautious in the face of further economic uncertainty.
- 2.3 Regarding the commercial property market, the BOE reports that:
- 'Investors and occupiers continue to demand prime space, while less desirable locations continue to struggle. There is some optimism that investor conditions will improve with property values close to their floor and banks indicating increased willingness to lend. Contacts expect occupier demand for prime office and industrial space to continue.'*

RICS UK Commercial Property Monitor – Q1 2025

- 2.4 The RICS publishes a quarterly UK Commercial Property Monitor. The most recent edition at the time of writing is the Q1 2025 study and this provides a national overview of the commercial property market. The report notes the following headlines:
- Office and industrial sectors saw a marginal pick-up in occupier demand.
 - Investment enquiries improved slightly amid more stable credit conditions.

- Prime office and industrial assets are expected to deliver solid rental and capital value growth, while many alternative sectors also display positive projections.
- 2.5 The RICS reports that market conditions remain generally subdued, although there are faint signs of improvement. Tax changes, domestic economic uncertainty, and global trade tensions continue to weigh on occupier and investor decisions. Despite this, 35% of survey respondents believe the market is now in the early stages of an upturn.
- 2.6 Across the occupier market, tenant demand remains largely flat at the all-property level, with a net balance of +1% (up from 0% in Q4). At a sector level:
- Industrial occupier demand increased slightly, with a balance of +9% (up from +7% in Q4 2024).
 - Office demand also rose to +6% in Q1 2025 (from +3% in Q4 2024).
 - Retail saw a deeper decline, falling to -13% (from -12%).
- 2.7 RICS report that the availability of space increased across all core sectors in Q1 2025, with the most noticeable rise occurring in retail. While industrial availability also grew, the increase was more modest. The use of tenant incentives also continued to rise, although RICS does not provide specific details regarding measures such as rent-free periods, fit-out contributions, or flexible lease terms.
- 2.8 Over the next 12 months, rental expectations across the commercial sector remain mixed. Prime industrial and office rents are forecast to rise by 2.2% and 2.1% respectively, while prime retail rents are expected to remain flat or decline slightly. In contrast, secondary office and retail rents are projected to fall more sharply by 2.6% and 3.2% respectively.
- 2.9 Regionally, Central London's prime office market is set to outperform, with rents anticipated to increase by nearly 5%, while Scotland and the North East show the strongest rental growth prospects for prime retail. On the investment side, market sentiment has shown slight improvement, with the net balance for investor demand rising to +4% in Q1 2025 (up from -4% in Q4 2024). Industrial and office investment enquiries increased to +18% and +1% respectively, though retail remains weak at -11%. Overseas investor interest also picked up modestly in the industrial and office sectors.
- 2.10 Capital value expectations are similarly sector-dependent: modest gains of around 2% are anticipated for prime industrial and office assets, whereas prime retail values are expected to remain flat. Secondary office and retail assets are forecast to see further declines of up to 2.5%. While caution persists, optimism is gradually returning to the commercial market, supported by falling inflation, expected interest rate cuts, and the continued resilience of prime assets.

RICS Economy and Property Market Update – May 2025

- 2.11 The RICS publishes its UK Economy and Property Market Update which provides economic commentary and research into the commercial property sector. The latest edition (at the time of writing) is May 2025. The report provides the following summary:
- 'Despite some rowing back in the tariff war, geopolitics continues to cast a shadow over the economic picture in the UK. On top of this, business sentiment has been adversely affected by the increase in NI contributions and uncertainty as to whether more tax increases lie in store. Meanwhile, the uplift in construction activity to deliver*

on the ambitions around both infrastructure and housing is not yet showing sign of materialising.'

- 2.12 The report highlights that although recent trade agreements with the US and India offer marginal optimism, they are not expected to materially impact growth, with UK exports to the US under new deals accounting for less than 1% of total exports. Peak inflation is now expected to reach 3.5% in the short term (slightly lower than previous forecasts) and to return to the 2% target by early 2027 (earlier than the February prediction). Monetary policy is expected to be eased gradually, with markets still pricing in further interest rate cuts over 2025.
- 2.13 The report reflects a subdued commercial property market, as supported by the Q1 UK Commercial Property Monitor. Investment volumes fell sharply in Q1 2025, down 36% compared to Q4 2024. While activity in the office sector increased modestly, caution persists due to domestic tax policy changes and global economic uncertainty. Nevertheless, a growing share of respondents (39%, up from 37%) view the market as entering an upturn, supported by improving credit conditions and a modest recovery in investment enquiries.
- 2.14 Beyond the core commercial sectors, capital value expectations remain broadly positive for prime office and industrial markets. Data centres, student housing, aged care, and multifamily assets continue to lead sentiment in the alternatives sector. The government has reiterated its focus on data centres as a strategic infrastructure priority. However, planning delays and environmental concerns continue to hamper the potential for rapid delivery, acting as a barrier to growth in this segment.

Savills UK Commercial / Industrial Market Outlook – 2025

- 2.15 Savills have published numerous articles/blogs on the UK Commercial Market generally and regarding particular sectors therein. These are covered in this section.
- 2.16 In their publication '**Market in Minutes: UK Commercial**' (June 2025), Savills report that investor sentiment in the UK commercial market remains cautiously optimistic, despite ongoing inflationary pressures and geopolitical uncertainty. Prime yields held stable for the fourth consecutive month at 5.91%, with five sub-sectors showing downward pressure and seven now recording lower yields compared to a year ago.
- 2.17 While the Bank of England has held its base rate at 4.25% [at the time of writing], hopes for interest rate cuts later in the year remain, with potential to ease borrowing costs and improve lending conditions. However, Savills warn that worsening global tensions could disrupt investor confidence and supply chains, leading to further inflation and delaying monetary easing.
- 2.18 In the retail warehouse sector, value focused grocery chains like Aldi, Lidl, and Iceland continue to drive lettings activity. Although out of town grocery openings are still below the long-term average, demand is strong especially for well-located retail park units. Recent insolvencies (e.g. Carpetright, Homebase) temporarily released stock to the market, but vacancy rates have since returned to 4.7%. Savills highlight that supply, not demand, is the main constraint to growth in this segment, with the limited number of lettable units restricting expansion for active occupiers.

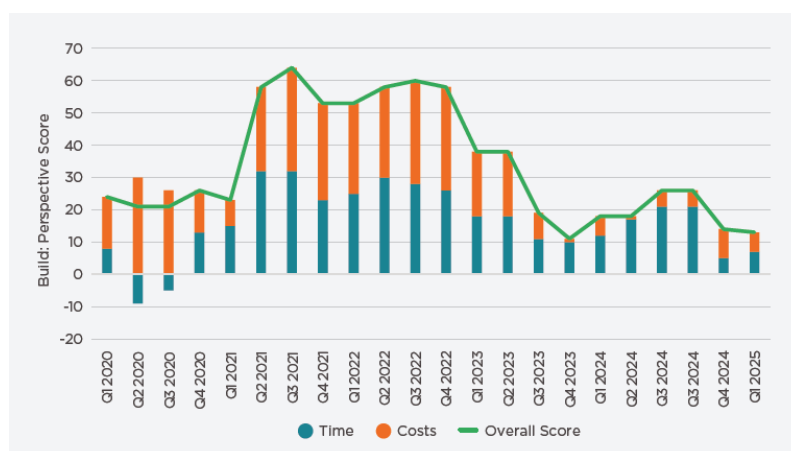
Figure 2.1 – Savills Prime Yields

	June 2024	May 2025	June 2025
West End Offices	4.00%	3.75%	3.75%
City Offices	5.25%	5.25%↓	5.25%↓
South East Offices	7.75%↑	7.50%	7.50%
Provincial Offices	7.00%	6.75%	6.75%
High Street Retail	6.75%↓	6.50%	6.50%
Shopping centres	8.25%↓	7.50%↓	7.50%↓
Retail Warehouse (open A1)	5.50%	5.25%	5.25%
Retail Warehouse (restricted)	6.00%	5.75%	5.75%
Foodstores (OMR)	5.50%↓	5.50%↓	5.50%↓
Ind/ Distribution (OMR)	5.00%	5.00%	5.00%
Industrial Multi-lets	5.00%	5.00%	5.00%
Leisure Parks	8.00%	8.00%↓	8.00%↓
London Leased (core) Hotels	4.50%↓	4.50%	4.50%
Regional Pubs (RPI)	5.75%	6.50%↓	6.50%↓

Source: Savills Research (June 2025)

- 2.19 In their another publication '**Savills Build: Perspective' (May 2025)**, Savills report that overall market conditions across the UK construction sector remain stable, despite a backdrop of increasing global uncertainty and regulatory pressure. Although construction output declined in early 2025, the pace of decline slowed by March, and both build costs and project timescales held broadly steady.

Figure 2.2 – Build Costs and Project Timescales



Source: Savills Research (May 2025)

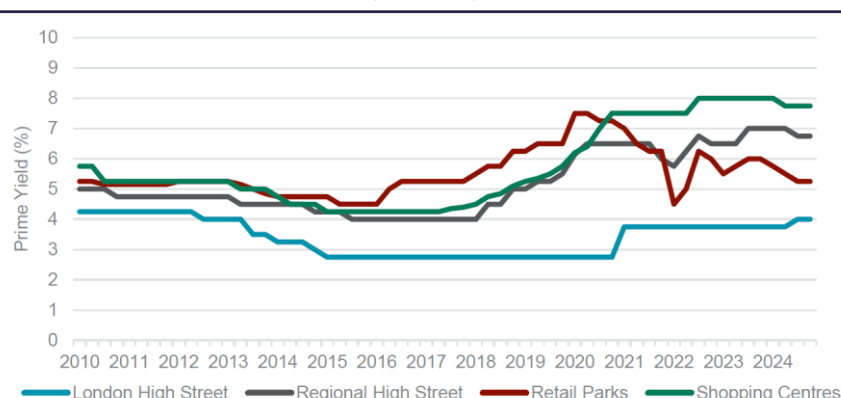
- 2.20 In the **office sector**, Savills observe a tale of two markets. In Central London, 2025 is expected to see a record amount of office space completed, and nearly half of it is already taken before completion. There's strong demand for modern, sustainable offices, and rents for the best buildings are rising quickly. In the regions, it's harder to make new developments stack up financially, so most activity is focused on refurbishing existing buildings. This has limited impact for CIL as CIL is only charged on new floorspace.
- 2.21 In the **industrial and logistics sector**, Savills say demand is still healthy, but activity has slowed compared to the pandemic years. Vacancy rates have reached their highest levels since 2011, suggesting investor caution. However, long-term demand drivers remain intact, particularly for energy efficient and automation ready space. Tender prices are forecast to rise 2.5% to 3.5% annually between 2025 and 2027, and while inflationary pressures have eased, labour and compliance costs continue to weigh on the sector.
- 2.22 Regarding the **retail sector**, Savills note encouraging signs of recovery. While footfall remains below pre pandemic levels, retail parks have led a modest resurgence. Retail sales saw a 1.7% rise in January 2025, and consumer confidence is gradually improving. Vacancy rates are stabilising across all retail formats: 4.6% in retail warehouses, 17.2% on the high street, and 13.8% in shopping centres. Retailers are increasingly investing in tech enabled fit-outs, incorporating AI and automation to reduce operational costs. Build and fit-out costs have levelled off but remain approximately 39% higher than pre-Covid levels. There is growing interest in reconfiguring or redeveloping existing assets, especially for experiential and flexible retail formats.
- 2.23 In the **science and lab space sector**, Savills say demand is strong in places like Oxford, even though funding for lab tenants has been harder to secure recently. More landlords are now offering fully fitted lab space so tenants don't have to spend time and money doing it themselves. Smaller companies especially prefer ready to use labs with shared services. Costs are rising a bit faster than in the office sector because labs require complex systems, and there's a shortage of specialised subcontractors. Delays in getting equipment are also affecting how quickly projects can be delivered.

Cushman & Wakefield UK Commercial / Industrial Market Reports – 2025

- 2.24 Cushman & Wakefield (C&W) have published numerous articles/blogs on the UK Commercial Market generally and regarding particular sectors therein. These are covered in this section.
- 2.25 C&Ws '**Retail & Leisure Market Beat' Q1 2025** highlights the continued strength of the retail and leisure sector. Demand remained firm across retail warehouse parks, shopping centres, and prime high street locations, despite ongoing economic headwinds. Retail warehouse parks continued to outperform, driven by strong interest from discount and value led retailers. Investor appetite also remained healthy.

Figure 2.3 – C&W Retail Net Initial Yield

PRIME YIELD BY TYPE (NIY %)



Source: C&W, 2025 Q1

- 2.26 Activity in the retail warehouse segment was particularly strong during Q1 2025. Much of the take up was led by value focused operators who acted quickly to secure units made available through recent Company Voluntary Arrangements (CVAs) and administrations. Vacancy remained low at approximately 4.7%, with limited supply rather than weak demand, acting as the main constraint on further lettings. While investment volumes were slightly below the highs seen in 2024, the market remained active, supported by sustained interest from institutional investors seeking long-term income and redevelopment opportunities.
- 2.27 C&Ws **‘Regional & South East Offices Market Beat’ Q1 2025** indicates that the polarisation between Grade A and secondary office space across UK regional cities continues to deepen. Occupier demand remains firmly focused on well located, high quality, ESG compliant space in core areas, keeping prime vacancy rates low in several key markets. However, availability remains elevated for secondary space, with limited demand and rising obsolescence challenges. Prime headline rents continued to edge upward, supported by constrained supply and a limited pipeline of new development.
- 2.28 C&Ws **‘Logistic & Industrial Market Beat’ Q1 2025** highlights a steady occupier market, with total take-up of approximately 7.5 million sqft across the UK. This represented a slowdown from the exceptional activity recorded in 2021–2022, but remained broadly in line with long-term pre-pandemic averages. Demand was once again polarised by size, with large-scale “big box” units over 100,000 sqft continuing to attract the greatest share of activity, particularly from third-party logistics providers and retailers seeking to strengthen their supply chains.
- 2.29 Prime rents edged upward in several regions, underpinned by constrained supply of best-in-class stock. At the national level, prime logistics rents averaged £11.82 psf, with London achieving the highest levels at £29 psf. Investors remained selective but active, with continued appetite for modern, well-located assets offering secure income. Yields were broadly stable during the quarter, with UK average prime equivalent yields standing at 5.35%, ranging from 4.60% in London to 6.15% in Wales.

Figure 2.4 – C&W Logistic and Industrial Market Statistic Q1 2025

	Availability (sq ft)	Grade A (sq ft)	Spec Grade A U/C (sq ft)	Prime Rent (£ / sq ft)	Prime Equivalent Yield
London	3,902,127	2,937,177	495,052	29.00	4.60%
South East & East	10,066,162	8,349,154	2,152,370	23.50	4.90%
North West	10,751,636	6,199,034	2,551,187	11.00	4.80%
West Midlands	9,001,407	6,785,708	999,535	11.00	5.00%
East Midlands	14,596,717	11,192,549	1,311,324	10.50	5.15%
Yorks & Humberside	8,209,922	6,313,179	913,476	9.00	5.15%
South West	4,637,865	2,886,714	511,515	9.50	5.30%
North East	1,776,417	1,091,168	-	7.75	5.90%
Wales	2,882,405	85,978	-	8.55	6.15%
Scotland	2,504,609	1,136,429	202,230	9.50	6.00%
UK Total / Average	68,329,267	46,977,090	9,136,689	11.82	5.35%

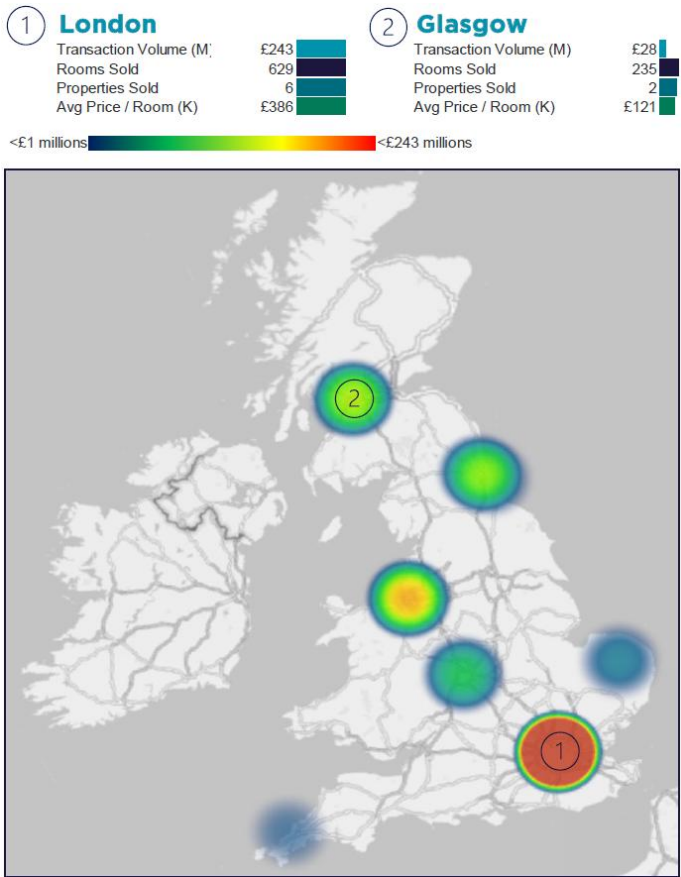
Source: C&W (2025)

2.30 C&Ws ‘UK Hospitality Market Beat’ Q1 2025 reports the following headlines:

- **Investment Activity:** Investment volumes totalled £461 million, marking a 72% decline compared to Q1 2024, following a record year. However, the number of transactions increased to 28 deals, indicating strong interest in smaller, single-asset opportunities.
- **Prime Yields:** Yields remained stable across most markets, ranging from 5.0% to 6.0%, with slight compression in prime, supply–constrained locations.
- **Supply and Demand:** Hotel room supply grew by just 1.3% year-on-year, with 1,105 new rooms delivered in Q1. Demand growth slightly outpaced supply at 1.6%, which is expected to support occupancy levels and pricing in the short term.
- **Performance:** Hotel performance indicators softened slightly, with RevPAR down -1.1% compared to Q1 2024. The slowdown reflects the normalisation of demand following the post Covid travel rebound. Operating costs, especially payroll and energy, continue to pressure profit margins.
- **Future Projections:** The market is expected to see greater pricing alignment between buyers and sellers over the course of 2025. Transaction activity is likely to focus more on single assets rather than large portfolio deals, with investor attention concentrated on high quality, well-located properties in key city markets.

2.31 In terms of ‘hot spots’ regionally, these are mainly focused on other major cities, as shown in Figure 2.5.

Figure 2.5 – C&W Hotel Transactions Heat Map (Q1 2025)



Source: C&W (2025)

3 Existing Evidence Base

- 3.1 A number of existing studies have been reviewed to inform the commercial market context for this CIL Viability Assessment. These documents provide an overview of the recent policy direction, commercial market performance, and employment land requirements in South Worcestershire, and have been used to frame our assumptions and appraisals.
- 3.2 We have undertaken a review of the existing evidence base pertaining to the commercial property market in South Worcestershire, including the following:
- Malvern Hills, Worcester City and Wychavon (SWCs) CIL Charging Schedule 2017 – SWCs
 - SW Economic Development Needs Assessment (EDNA 2022) & Addendum Report (EDNA 2024) – BE Group
 - Malvern Hills Science and Technology Park (MHSTP) (May 2023) – Carter Jonas
 - South Worcestershire Retail & Town Centre Study 2024 Update (June 2024) – Alder King
 - Worcestershire Commercial Property Market Report 2025 – GJS
 - SW Retail and Commercial Market Paper 2022 – AspinallVerdi
 - SW PBSA and Small Express Retail CIL Viability Assessment Addendum (2023) – AspinallVerdi

South Worcestershire CIL Charging Schedule (2017) – SWCs

- 3.3 Malvern Hills and Wychavon District Council implemented CIL charging from 5th June 2017, Worcester implemented their charging schedule from 4th September 2017.
- 3.4 The rates chargeable for the different types of development in each of the charging authorities are summarised below.

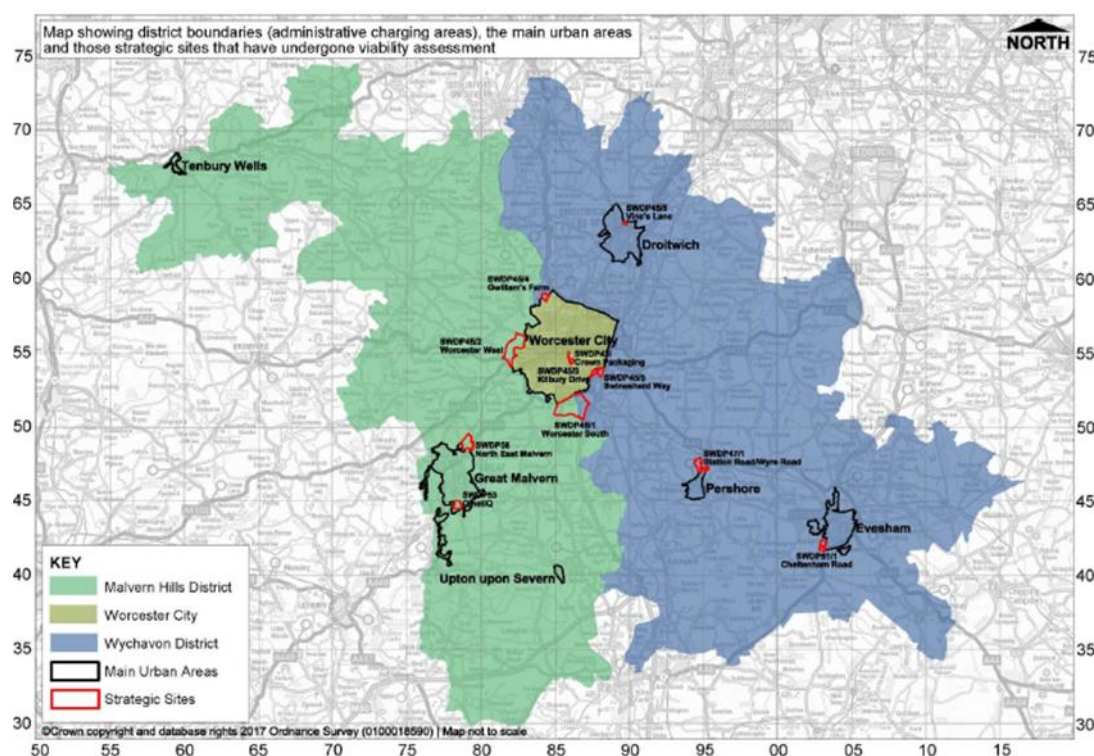
Figure 3.1 – 2017 CIL Rates (£ psm) for each Charging Authority

Use Type	Malvern Hills	Worcester City	Wychavon
Residential – Main Urban Areas	£0 (Malvern, Upton upon Severn and Tenbury Wells)	£0	£0 (Droitwich, Evesham and Pershore)
Residential – All other Areas except for the Strategic Sites listed in Table 2	£40	£0	£40
Student Accommodation	£100	£100	£100
Food Retail (Supermarkets)	£60	£60	£60
Retail Warehouses	£60	£60	£60
Shops	£0	£0	£0
Hotels	£0	£0	£0
Industrial and Office	£0	£0	£0
All Other Uses (including Education, Health and Community uses)	£0	£0	£0

Source: SWCs CIL Charging Schedule 2017

- 3.5 As you can see from the above, CIL is currently only charged on Food Retail (Supermarkets) and Retail Warehouses (other than residential / student accommodation uses).
- 3.6 The CIL Charging Schedule also includes a map showing the different charging authorities, the strategic sites and main urban areas. This is displayed in Figure 3.2.

Figure 3.2 – South Worcestershire Administrative Charging Areas



Source: SWCs CIL Charging Schedule 2017

- 3.7 The CIL rates are increased each year on 1 January, based on the RICS CIL Index. To update the rates, the original 2017 figures are multiplied by the ratio of the latest index to the 2017 index. For 2025, this ratio is approximately 1.37.
- 3.8 Accordingly, the indexed figures are £54.80 psm for residential (non-strategic areas), £137.00 for psm student accommodation, and £82.20 psm for both food supermarkets and retail warehouses, with all other categories remaining at £0 psm, as they had no charge in the 2017 schedule.

SW EDNA 2022 & EDNA Addendum 2024 – BE Group

- 3.9 South Worcestershire EDNA 2022 and later the Addendum report provides a good insight of market demand, supply and the employment land needs with the area.
- 3.10 In terms of property market, EDNA 2022 found that:
- Over the past decade, there have been significantly more transactions involving industrial units than office space.
 - Office market activity declined as a result of the pandemic, with ongoing uncertainty as businesses reassess their space needs.
 - Industrial and warehousing vacancies have fallen since 2018, suggesting limited supply is constraining the market, while office vacancies have risen sharply.

- 3.11 Based on these findings the study identified that the small (200 – 1,000 sqm) to mid-sized units (2,000 – 3,000 sqm), predominantly industrial, are likely to have the highest level of demand in South Worcestershire.
- 3.12 The 2024 EDNA Addendum report reaffirms key trends observed in earlier assessments, namely the dominance of the industrial sector and persistent challenges in the office market. While industrial demand remains strong, the report warns of growing pressure due to limited supply and constrained development land, especially for small to mid-sized units. Office development remains weak, with city centre stock outdated and underperforming.

Worcester Parkway ENA Update (August 2022) – Savills

- 3.13 The Employment Needs Assessment (ENA) for Worcestershire Parkway (Savills, 2022) was commissioned to assess the scale and nature of employment land required to support the proposed new settlement. The report takes a combined regional and local approach, considering industrial & logistics (I&L) and office markets, and projects future demand in the context of wider policy objectives and post-Covid market trends.
- 3.14 Wychavon accommodates the largest industrial and logistics (I&L) market in South Worcestershire, with regional significance due to its strategic M5 access and proximity to Birmingham, Bristol, and London. Demand has consistently outpaced supply, with availability falling below the 8% market equilibrium since 2014 and now at a critically low 1.1%, suppressing demand and forcing some businesses to relocate elsewhere at higher cost and with longer travel times. This imbalance has fuelled strong rental growth, which in turn has improved the viability of new development. Market activity is dominated by larger premises, with demand focused on Big Box and Mid Box units, and warehouse and distribution (B8) use accounting for around two-thirds of take-up, followed by manufacturing (B2) and light industrial (B1c).
- 3.15 By contrast, Wychavon's office market is comparatively weak and small, with an inventory of less than 1 million sqft. Availability is around 4.8%, below equilibrium but reflecting structural weakness rather than strong demand. Rents average £13 per sqft, well below the £30 per sqft generally required to make new development viable, which has resulted in a stagnant market with little new supply since 2019. Demand is mainly for smaller, multi-let properties, with activity concentrated in professional, scientific, and technical services.
- 3.16 Looking ahead, the ENA projects that future demand will outstrip available supply. Across Wychavon, a 20-year requirement of 249.5 ha of employment land is forecast against a supply of 238.7 ha, leaving a shortfall of 10.8 ha. For I&L uses in particular, demand is expected to continue growing above historic trends, driven by e-commerce, supply chain restructuring, and the area's excellent connectivity to the M5. In contrast, office demand is expected to remain limited, as the market is not strong enough to generate significant growth independently. Instead, most future need will come from the new residential community at Worcestershire Parkway, with the 5,000 planned homes over the plan period supporting only around 27,200 sqft of office space, likely in the form of smaller, flexible workspaces rather than large-scale office developments.

Malvern Hills Science and Technology Park (May 2023) – Carter Jonas

- 3.17 The Malvern Hills Science and Technology Park (MHSTP) Report (2023) assesses the current role and future potential of the park as a specialist employment location within

South Worcestershire. It highlights the park's strategic importance, noting that it anchors Malvern's established strengths in technology, defence, cyber, and wider innovation sectors. The study positions MHSTP as a key driver of high-value employment and inward investment in the local economy.

- 3.18 The report finds that there is strong and growing demand for high-quality, flexible space, particularly offices, research and development facilities, and laboratory space suited to small and medium-sized enterprises in innovation-led industries. However, it also identifies a critical constraint in that the existing park has very limited land available for expansion. Without further provision, there is a risk that businesses may be forced to relocate outside the area, weakening the established technology cluster.

SW Retail & Town Centre Study (June 2024) – Alder King

- 3.19 The Alder King Retail and Town Centre Study (2024) provides an updated assessment of the role and performance of town centres across South Worcestershire. It highlights the ongoing structural change in retailing, driven by online shopping and shifts in consumer behaviour, which has led to consolidation among national multiples and a weaker outlook for new retail floorspace.
- 3.20 The study finds that comparison goods retail has limited scope for growth, while convenience goods remain relatively stable but are dominated by large-format operators. Worcester continues to perform as the dominant centre due to its scale and diversity, whereas smaller centres face higher vacancy rates and reduced footfall, underlining the challenges of sustaining vitality in less resilient locations. It also records the ongoing contraction of financial and business services (such as banks), with growth instead in retail service uses like hairdressers and food-to-go operators, which tend to occupy smaller units and can alter the balance of centres.
- 3.21 A key theme of the study is the increasing importance of leisure and service-based uses such as cafés, restaurants, gyms and experiential activities which are now essential in driving footfall and sustaining the relevance of centres. These uses also respond to policy priorities for mixed and vibrant centres, though viability remains a challenge: rents and yields in many South Worcestershire centres are relatively low, meaning that the pipeline for new retail development is limited, with most future investment likely to be in smaller-scale refurbishments, re-use of vacant units, or leisure-led redevelopments rather than speculative new retail floorspace.

Worcestershire Commercial Property Market Report 2025 – GJS

- 3.22 The GJS report provides a snapshot of how the market is actually performing in Worcestershire area. According to the report, the industrial sector continues to dominate commercial activity across Worcestershire, with demand outpacing supply, particularly for small to mid-sized units. Vacancy rates remain low, creating competitive conditions for occupiers and driving further rental growth. Investment appetite remains strong, although constrained by the limited availability of stock, while the development pipeline is not sufficient to fully ease pressures in the short term.
- 3.23 The report states that the office sector remains subdued, with occupier demand continuing to fall short of pre-pandemic levels. Take-up is limited and focused almost entirely on modern, flexible, and sustainable space, while older stock is struggling, particularly in town and city centres where much of the space is outdated and underperforming. Rental levels are largely static, with downward pressure on

secondary accommodation, and vacancy levels remain higher than before the pandemic. The report underlines that the structural weakness of the office sector is a persistent challenge and is likely to be limited without significant refurbishment or repositioning of existing stock.

SW Retail and Commercial Market Paper 2022 – AspinallVerdi

- 3.24 The South Worcestershire Retail and Commercial Market Paper (July 2022), prepared by AspinallVerdi, was commissioned to inform viability baselines and market assumptions.
- 3.25 The study concluded that large-format and discount food retail, and retail warehouse schemes show strong viability, with capital values well above total development costs. In contrast, high street retail, offices, and industrial/logistics uses showed only marginal viability, offering little room for additional cost burdens such as CIL.
- 3.26 The table below provides the summary of the 2022 AspinallVerdi thumbnail test, presenting the key assumptions and viability conclusions for each retail and commercial typology assessed.

Table 3.1 – 2022 AspinallVerdi Preliminary VA Key Assumptions and Results

Typology	Rent (psf)	Yield	Capital Value (psm)	Cost (psm)	Conclusion
Small (Express) Convenience Retail	£20	6.5%	£2,915	£2,143	Viable
Food Retail (Discount Supermarket)	£21	4%	£5,319	£2,143	Viable
Food Retail (Large Supermarket)	£20	4%	£4,863	£2,143	Viable
Retail Warehouse	£16	6%	£2,539	£1,258	Viable
Shops (High Street)	£18	7.5%	£2,158	£1,937	Marginal
Offices (Grade A)	£18.50	5.5%	£3,220	£2,837	Marginal
Industrial/ Logistics	£7	5%	£1,347	£1,154	Marginal

Source: AspinallVerdi (2022)

- 3.27 The initial market testing in this paper then informed which typologies were taken forward for detailed CIL assessment in the Retail and Commercial CIL Viability Report 2022. Typologies that showed strong viability such as express retail, discount supermarkets, and retail warehouses were selected for further appraisal to explore the potential for increasing CIL. In contrast, those with marginal or negative viability, including high street shops, offices, and industrial/logistics uses, were not taken forward, as even modest additional costs like CIL could undermine delivery.

SW Purpose Built Student Accommodation (PBSA) and Small Express Retail CIL VA Addendum Report 2023 – AspinallVerdi

- 3.28 The South Worcestershire PBSA and Small Express Retail CIL Viability Assessment Addendum Report (September 2023) was commissioned to update the costs, values, and viability assumptions used in the 2022 Retail and Commercial Market Paper.

- 3.29 The study found that whilst prime high street retail in regional cities continues to attract competitive yields, the Herefordshire & Worcestershire express retail market has softened, with rents generally lower than national averages and limited new-build convenience store development. Achieved rents ranged from £11 to £45 psf for most transactions.
- 3.30 The adopted value assumptions for the viability testing of convenience retail (express stores) were £25 psf with a 6.5% yield and a 12-month rent-free/void period. This represented a £5 psf increase from the 2022 baseline but retained the same yield and rent-free assumption, reflecting both market evidence and the expectation that major supermarket operators would occupy such units on competitive lease terms.
- 3.31 The analysis concluded that express retail viability is sensitive to location, tenant covenant, and lease length, with prime occupiers supporting stronger rental tones. However, the overall market remains more subdued than national benchmarks, and the risk profile suggests that general high street units could attract yields of 7–7.5%, particularly outside of prime locations.

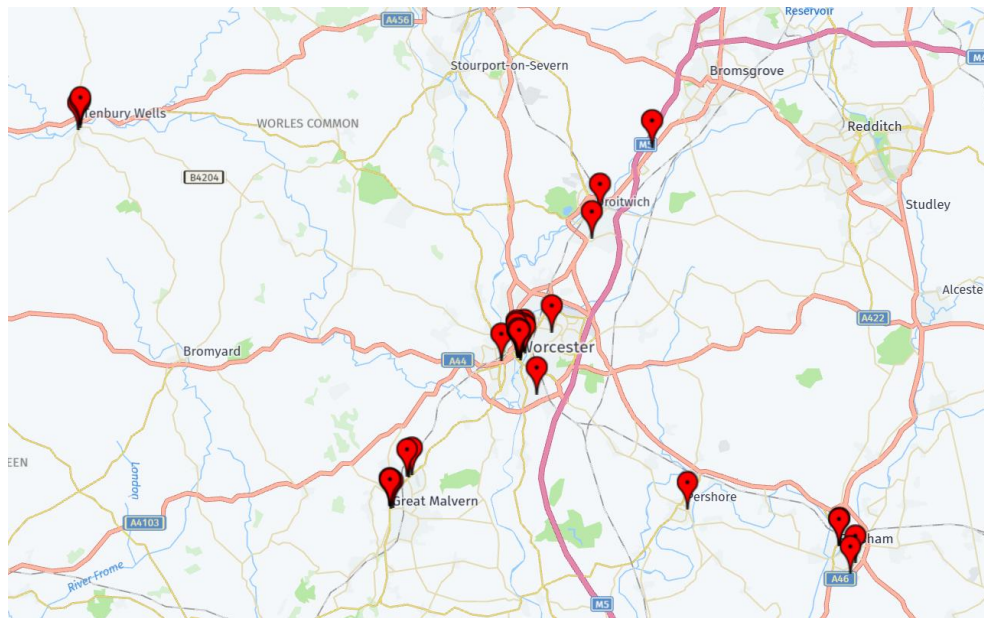
4 South Worcestershire Retail Market

- 4.1 This section reviews the retail market in South Worcestershire area. We have reviewed CoStar for any retail achieved lease deals and asking rents evidence. Our search period extends back to update our previous research from Q4 2022. We have also considered any available investment yield evidence available throughout this period.

Retail Achieved Deals

- 4.2 Figure 4.1 shows the location of retail units which have been let since October 2022. In total, our search identified total of 48 rental transactions across Malvern Hills, Worcester/ Worcester Central and Wychavon submarket.

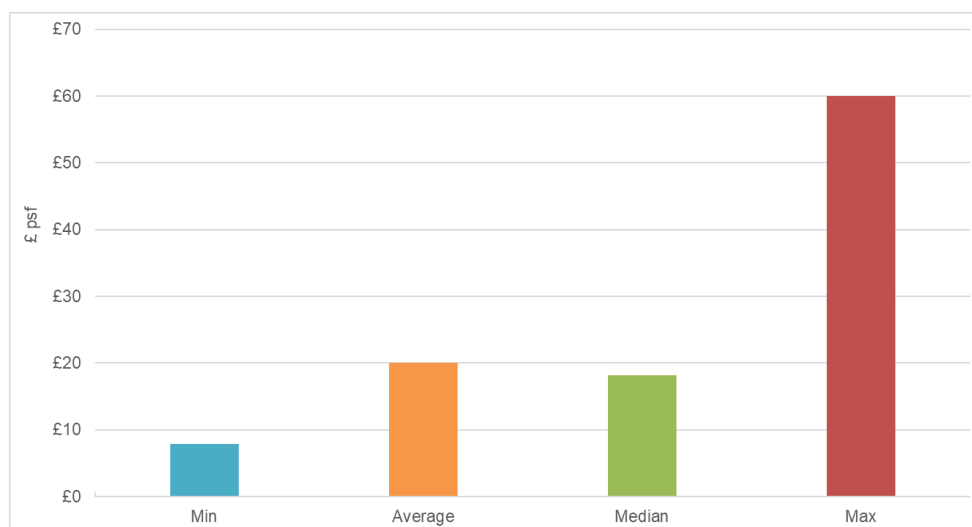
Figure 4.1 – Retail Lease Deals Map



Source: Doogal (2025)

- 4.3 The range of achieved £ per square foot (£ psf) rents for all retail rent achieved deals is illustrated in Figure 4.2.

Figure 4.2 – South Worcestershire Retail Achieved Rental Values £ psf



Source: AspinallVerdi '250804 Industrial and Commercial Market Research_v3'

4.4 We split the achieved rent data into three categories:

- high street shops, typically located in town or city centres;
- food and beverage retail, including restaurants and coffee shops; and
- out-of-town retail, which includes discount or large supermarkets and retail warehouses often situated in retail parks or alongside major roads.

High Street Shops

- 4.5 We analysed 36 rental transactions for high street retail units. Unit sizes range from 355 sqft to 4,926 sqft, with the majority falling between 500 and 1,200 sqft.
- 4.6 Rents vary significantly, with a minimum of £8 psf and a maximum of £45 psf. The average rent is £18 psf (£198 psm), and the median is £17 psf (£183 psm), suggesting that most transactions cluster around the mid-to-high teens psf.
- 4.7 The highest rent of £45 psf is associated with a small prime unit (445 sqft) in Worcester City centre, reflecting the premium achievable for compact, high-footfall premises in sought-after locations. Larger units tend to achieve lower rents per sqft but command higher total rental values.
- 4.8 Lease structures in the evidence are primarily FRI (Full Repairing and Insuring) leases, where the tenant is responsible for all repairs, maintenance, and building insurance for the duration of the term. This structure is standard in the high street retail market and is used in the majority of transactions in our dataset, including most lettings in Worcester and Malvern.
- 4.9 A smaller number of lettings are recorded as IRO (Internal Repairing Only). These are typically associated with shorter lease lengths (around 3 years) and smaller units in secondary locations, such as parts of Tenbury Wells, where landlords may be more flexible to attract tenants.

- 4.10 Lease terms range from 3 to 10 years. Of the 36 transactions, 10 included a rent-free period, ranging from 2 to 12 months. Shorter incentives (2 – 4 months) were typically associated with mid-sized units in good-condition, centrally located properties with established tenant demand. Longer incentives were linked to larger spaces or less prime locations — for example, a 12-month rent-free period was agreed on a 10-year FRI lease for a 3,421 sqft unit on Worcester High Street let to iSmart, reflecting the landlord's need to secure occupation in a competitive environment.
- 4.11 Time on market data was available for 25 out of the 36 cases. The average marketing period was 12.9 months, with a median of 10 months. The shortest recorded time was 1 month, and the longest was 55 months. This indicates a mixed market where well-located units can let quickly, but secondary units may remain available for years before securing occupation.

Food and Beverage

- 4.12 We reviewed 8 rental transactions for restaurant and café units across the area, with unit sizes range from 422 sqft to 5,383 sqft most of them falling between 450 and 2,000 sqft.
- 4.13 Rents vary from £11 psf to £36 psf, with an average of £23 psf (£242 psm) and a median of £21 psf (£228 psm). The highest rent of £36 psf was achieved for a compact (469 sqft) unit on Foregate Street, Worcester, let to The Coffee Nook on a 6-year FRI lease, reflecting the premium achievable in high-footfall, central locations for smaller, fitted premises. Larger premises, such as the 5,383 sqft unit on Worcester High Street let to Greggs at £19 psf, achieve lower rents per sqft.
- 4.14 Lease lengths range from 5 to 15 years, with FRI terms common for most transactions. Three of the eight transactions included a rent-free incentive: 2 months for the Foregate Street unit (The Coffee Nook) on a 6-year lease, and 3 months for H&H 10 Limited at 31-33 New St in Worcester City centre.
- 4.15 Time on market data was available for 3 of the 8 cases. The average marketing period among those with recorded data is 8.5 months, with the shortest recorded period of 7 months, and the longest of 10 months.

Out of Town Retail

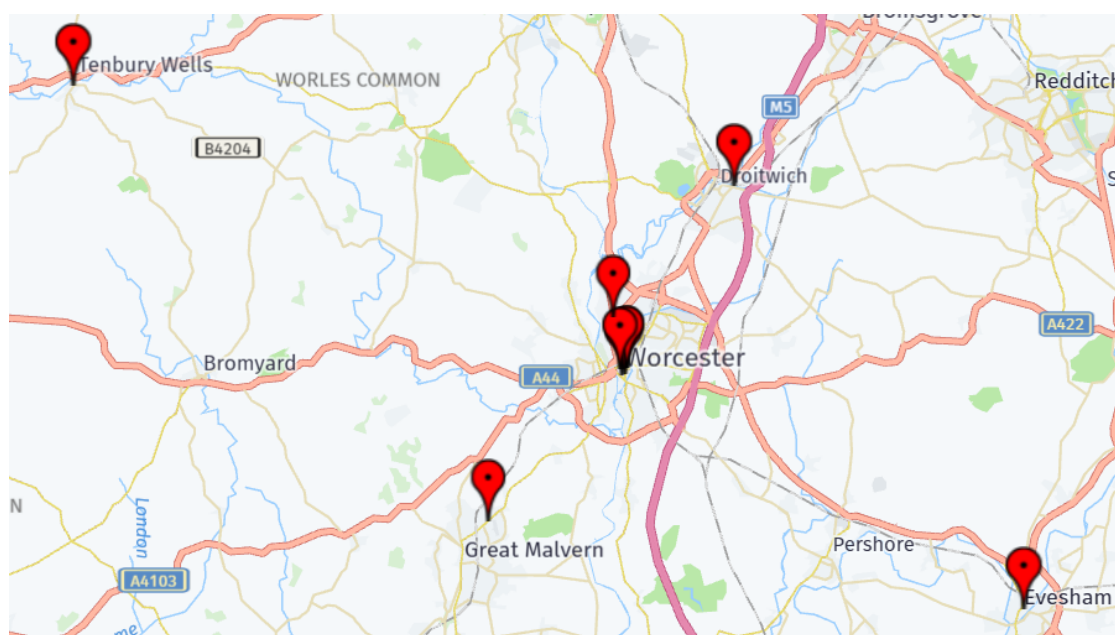
- 4.16 We analysed 4 rental transactions for out-of-town retail premises, with unit sizes vary widely from 1,800 sqft to 48,926 sqft, with the median at 5,125 sqft.
- 4.17 Rents range from £10 psf to £60 psf, with an average of £30 psf (£325 psm) and a median of £25 psf (£273 psm).
- 4.18 The highest rent of £60 psf was achieved for a newly built 1,800 sqft Costa Coffee drive-through at Copcut Business Park in Droitwich, reflecting the premium achievable for purpose-built, branded Food and Beverage (F&B) units with strong covenant tenants in high-traffic roadside locations.
- 4.19 The Sainsbury's convenience store in the same location achieved £28 psf on a 15-year lease, consistent with its role as an anchor foodstore operator and highlighting the strength of covenant and demand for roadside retail provision.

- 4.20 Larger format stores achieve significantly lower rents per sqft, with the lowest at £10 psf for a 48,926 sqft retail warehouse in Evesham let to The Range on a 16-year FRI lease.
- 4.21 Lease terms are long, ranging from 15 to 16 years where stated, consistent with typical out-of-town retail investment profiles.
- 4.22 Two of the four transactions included rent-free incentives of 3 months for the 4,250 sqft Sainsbury's and 24 months for the large-format retail warehouse in Evesham let to The Range, the latter reflecting its size, fit-out requirements, and landlord competition for occupation.
- 4.23 All evidence is on FRI terms. The tenant mix consists of strong national operators, including Sainsbury's and Costa Coffee drive-thru, Lakeland Limited, and The Range.
- 4.24 The only transaction that records marketing duration, belongs to The Range (48,926 sqft) with 24 months being on the market before letting.

Retail Availability

- 4.25 We reviewed 12 currently available retail listings across the area, with unit sizes range from 390 sqft to 4,898 sqft, most between 1,000 and 2,200 sqft.

Figure 4.3 – Retail Lease Availability



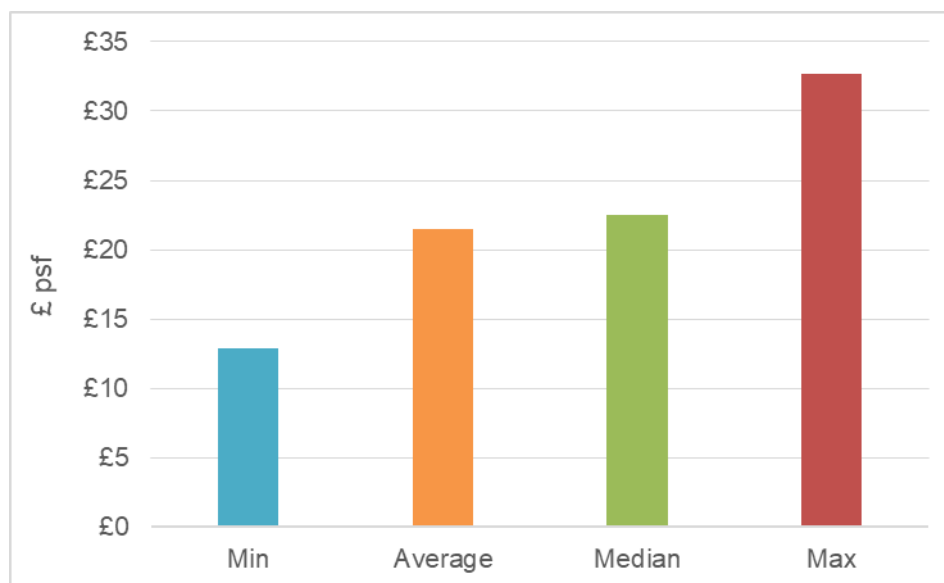
Source: Doogal (2025)

- 4.26 The available stock shows a mix of standard high street shops, specialist-use spaces (e.g., financial services premises such as a former bank), and larger-format units within mixed-use city centre schemes such as St Martin's Quarter in Worcester
- 4.27 Quoting rents range from £13 psf to £33 psf, with both the average and median at £21 psf. The highest quoting rent of £33 psf is for a 1,427 sqft high street retail unit in Worcester city centre, reflecting its central pedestrianised pitch, modern specification,

and proximity to public transport links. The lowest rent of £13 psf is for a smaller high street unit in Tenbury Wells, in a more secondary location.

- 4.28 The range of asking rents £ per square foot (£ psf) rents for the above listings is illustrated in Figure 4.4.

Figure 4.4 – Retail Asking Rents £ psf



Source: AspinallVerdi '250804 Industrial and Commercial Market Research_v3'

- 4.29 Locations in Worcester Central dominate the supply, including several units within prime and secondary pitches. Notably, the listings show a concentration in St Martin's Quarter, a modern retail development close to Worcester's retail core, where two units of 3,230 sqft and 1,020 sqft are being marketed at £25 psf.
- 4.30 The largest available unit is a 4,898 sqft shop in Droitwich at £19 psf.
- 4.31 Overall, the availability profile indicates a relatively broad range of unit sizes and asking rents, with prime locations in Worcester achieving stronger quoting rents, while secondary and market town stock is positioned more competitively to attract occupiers.

Retail Pipeline

- 4.32 The South Worcestershire Development Plan Review (SWDPR) sets out where new retail provision is expected to come forward. The largest opportunities are within the strategic settlement allocations: Worcestershire Parkway (SWDPR 51) requires the creation of new centres to serve its resident and working populations.
- 4.33 At Worcestershire Parkway, a main town centre and a series of neighbourhood centres will be planned through a Spatial Framework SPD and design codes, bringing forward convenience retail, services and F&B at the heart of the new community.
- 4.34 Provision for sites like Rushwick (SWDPR 53), is more tightly defined, requiring centrally located convenience floorspace limited to day-to-day needs, alongside new community facilities.

- 4.35 Beyond the new settlements, the Plan also makes provision for retail and mixed-use within site allocations at Worcester, Malvern Hills and Wychavon.
- 4.36 In Worcester, the Opportunity Zones such as Shrub Hill and Angel Place are identified for mixed-use regeneration, where retail and leisure can form part of the mix for redevelopment.
- 4.37 In Malvern Hills, allocations are primarily residential but allow for small-scale local retail and service uses as part of mixed-use schemes.
- 4.38 In Wychavon, the Canal Basin in Droitwich is explicitly identified for mixed-use including retail and leisure, alongside other smaller allocations where local shops and services may be delivered.
- 4.39 A review of recent market activity and completions confirms that retail development in the large/ discounted supermarket and drive-thru formats are active across South Worcestershire.
- 4.40 At Copcut Business Park in Droitwich, the scheme completed in early 2025, with Sainsbury's opening in May 2025, following planning consent granted in September 2023. The development provides a Sainsbury's convenience store and a Costa Coffee drive-thru, both secured on long leases, and highlights the strength of occupier and investor demand for roadside retail formats.
- 4.41 In Worcester, the Planning Inspectorate upheld an appeal in 2024, granting permission for a Starbucks drive-thru at Elgar Retail Park in Blackpole. The scheme, now consented as of July 2025, reflects the continuing expansion of drive-thru F&B formats in established retail park locations.
- 4.42 Additional pipeline schemes include a new Aldi foodstore in Pershore (approved in September 2024) and a proposed Lidl at Bromyard Road, Worcester (application ref. 25/00439/FUL) with submitted plans showing a 23,500 sqft floor area. In Droitwich, proposals for a drive-thru unit at St Andrews Shopping Centre (approved in February 2025) further reinforce operator interest in new foodstore provision across the districts.
- 4.43 In Worcester city centre, the Shrub Hill Quarter SPD was adopted in September 2024, establishing a long-term framework for mixed-use regeneration across 14 hectares. Within this area, planning approval has already been granted for a major retail-led redevelopment at Pheasant Street/Tallow Hill, involving demolition of existing industrial and bus depot uses and delivery of approximately 110,500 sqft of retail floorspace, including a large foodstore, non-food retail units, and associated infrastructure. As this scheme has already been granted planning permission, it would not be captured by any future CIL on these uses.
- 4.44 Taken together, these examples show that retail and F&B development is already being delivered (Sainsbury's, Costa) and continues to come through the planning system (Starbucks, Aldi, Lidl, Shrub Hill). The activity involves both roadside/drive-thru formats and regeneration sites.
- 4.45 Consultation with the Councils also identified the key locations for employment and commercial growth include Worcester 6 Phase 2 (Junction 6 of the M5), Vale Park South in Evesham, and the proposed employment land designations at Worcestershire Parkway in the SWDPR. While primarily employment-led, the scale of this site means it is expected to generate significant demand for associated retail, F&B, and service uses over the plan period.

- 4.46 Please note in the absence of evidence/ active proposals in the leisure and hotel sector, this sector has not been taken forward in our assessment of future commercial development.

Retail Yields

- 4.47 Knight Frank in their Prime Yield Guide – July 2025 reports the following yields for the retail sector:

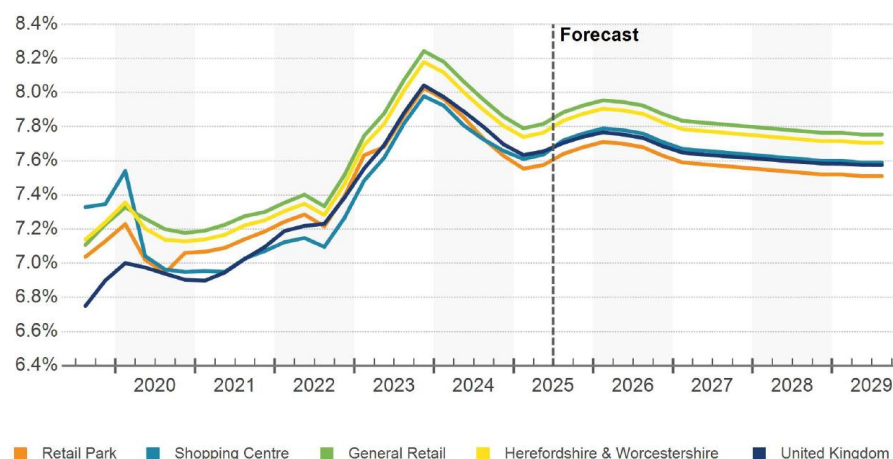
Table 4.1 – Knight Frank Retail Yields (July 2025)

Category	Sub-Category	Yield
High Street Retail	Prime Towns	6.50%
	Regional Cities	7.00%
	Good Secondary	10.00%
Foodstore (20-year leases, 5 yearly reviews)		5.75%
Discount Foodstore (20-year leases, 5 yearly indexation)		4.50%
Good Secondary Estates		6.50% – 7.00%

Source: Knight Frank (2025)

- 4.48 Cushman & Wakefield in their Marketbeat Investment – July 2025 reports a yield of 6.50% for Prime Retail Centres and 10% for secondary town centre retail.
- 4.49 Savills report in their Markets in Minutes Report (July 2025) have reported yields for Foodstores at 5.50% and High Street Retail at 6.50% (see Figure 2.1).
- 4.50 CoStar's Retail Market Report for Herefordshire & Worcestershire, published in July 2025, shows a market yield of 7.8% over the past 12 months for the whole area, with general retail showing a yield of 7.9%, while retail parks have a yield of 7.6%. This is summarised in Figure 4.5.

Figure 4.5 – CoStar Retail Yields 2025



Source: CoStar (2025)

- 4.51 The breakdown of retail market yields by each submarket within South Worcestershire area based on the sales transactions of last year is as follows:

Table 4.2 – Retail Submarket Yield Over the Past 12 Months

Submarket	Yield
Worcester	7.2%
Wychavon	7.7%
Malvern Hills	7.8%

Source: CoStar (2025)

- 4.52 We also identified 9 retail investment sales within above mentioned submarket on CoStar which reported net initial yields.
- 4.53 The transactions range a mix of asset types including large and discounted supermarkets and high street retail units with yields ranging from 5.75% to 8.94%.
- 4.54 The large-format/ discounted supermarket transactions included Tesco Superstore on Mill Wood Drive, Worcester at 6.60%, Waitrose on London Road, Worcester at 5.75%, and Sainsbury's on Tolley Way, Droitwich at 6.00%.
- 4.55 In contrast, high street shop transactions including Specsavers in Evesham (7.70%), Office Shoes in Worcester (7.50%), Floral Roundabout in Worcester (7.25%), a retail unit in Worcester (8.94%) and Reindeer Court Shopping Centre in Worcester (7.27%) generally exhibited higher yields.

Retail Value Assumptions

- 4.56 Based on our review of available evidence, we propose to test the following:

Table 4.3 – Retail Value Assumptions

Type	Rent (psf)	Yield	Total Rent Free and Void Period
Small (Express) Convenience Retail	£25	7.00%	3-month
Large/ Discount Supermarket	£23	6.00%	3-month
Retail Warehouse	£18	6.50%	12-month
Shops (High Street)	£20	7.50%	18-month
Drive-Thru Café/Restaurant	£30	6.00%	3-month

Source: AspinallVerdi '250804 Industrial and Commercial Market Research_v3'

- 4.57 We have assumed the above rent-free incentives/void periods for each retail sector based on what we found and discussed earlier. We have allowed for 6.80% Purchasers Costs on the investment value.
- 4.58 In identifying which commercial sectors to test for CIL, we have followed the commission brief to consider both existing and any emerging sectors.
- 4.59 The pipeline evidence shows clear momentum in the drive-thru F&B and supermarket sectors, with schemes already completed and further sites progressing through the planning system. These are expanding locally and therefore provide realistic development scenarios for testing. Small-scale convenience retail is also expected to come forward as part of the new settlements, for example at Worcestershire Parkway,

where local centres will be planned to serve new residential communities. However, due to limited evidence of recent transactions for express retail in the local market, we have retained the value assumptions adopted in our 2023 report for this sub-sector.

- 4.60 By contrast, there is no evidence of new retail warehouse or hotel schemes in the pipeline. Given this absence, the likelihood of significant new development of these kinds being brought forward in South Worcestershire is low, and the CIL potential for this sub-sector is therefore limited at this time.

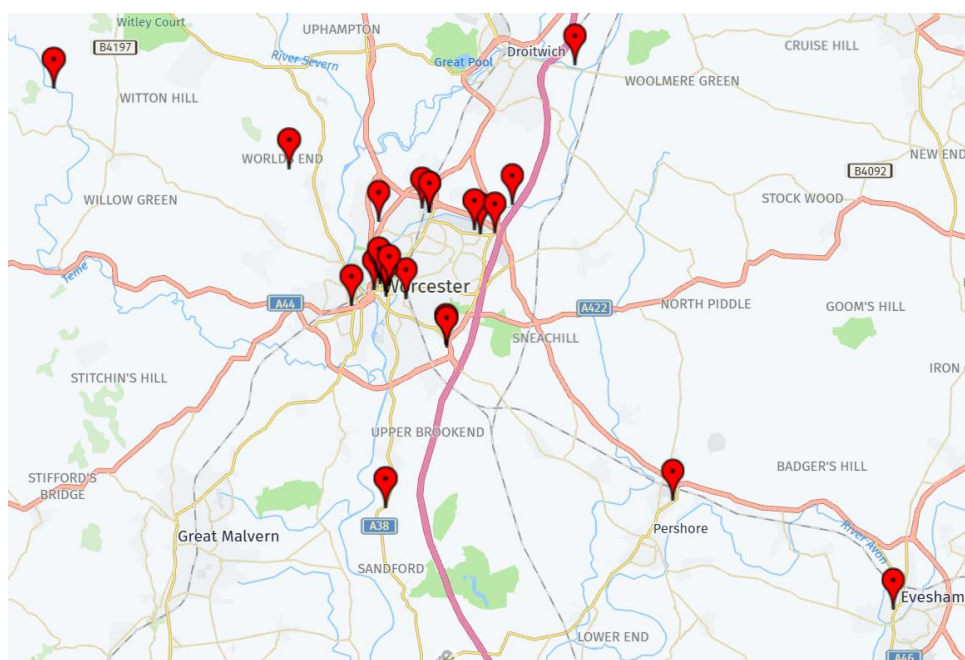
5 South Worcestershire Office Market

- 5.1 Following on from the retail market, this section considers the office market evidence for South Worcestershire.
- 5.2 We have reviewed CoStar for any office-space achieved lease deals and asking rents evidence. Our search period for any achieved deals extends to Q4 2022. We have also considered any available investment yield evidence available throughout this period.

Office Achieved Deals

- 5.3 Figure 5.1 shows the location of office spaces that have let within South Worcestershire boundaries since late 2022. It illustrates that the achieved deals are concentrated around Worcester City. The wider area has little office deals taking place.

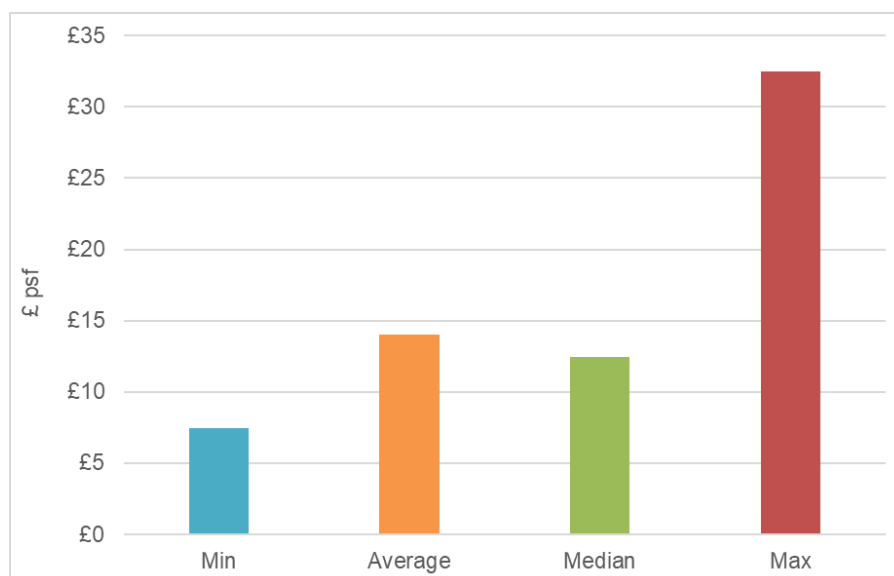
Figure 5.1 – Office Lease Deals Map



Source: Doogal (2025)

- 5.4 The range of achieved £ per square foot (£ psf) rents for the above deals is illustrated in Figure 5.2.

Figure 5.2 – Office Achieved Rental Values £ psf



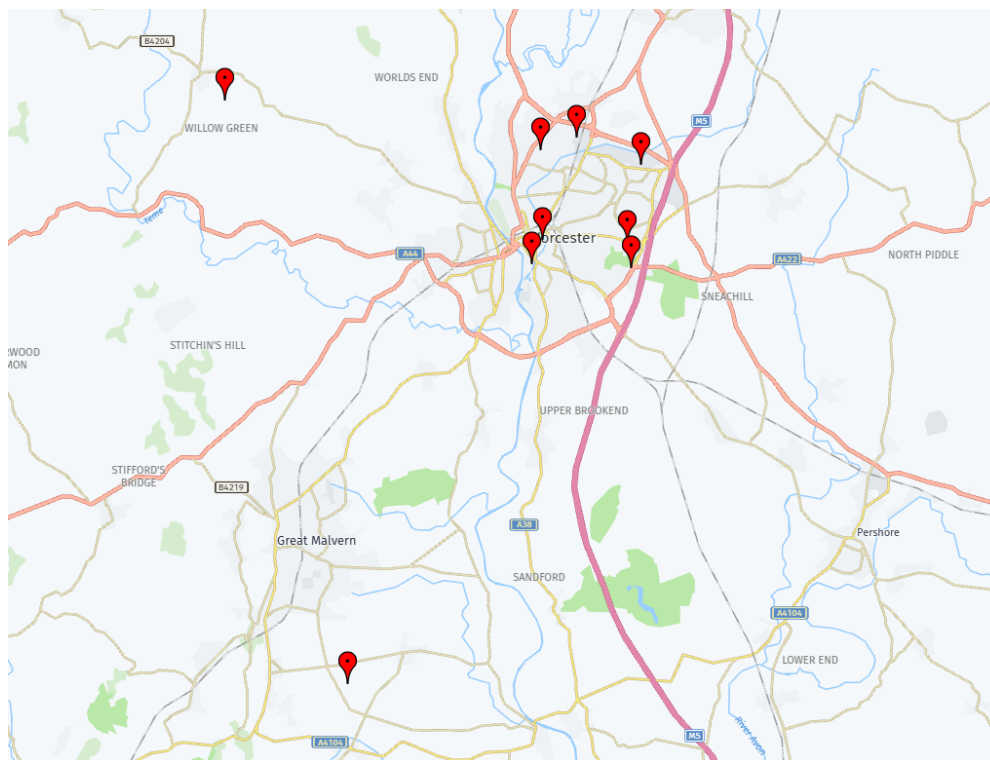
Source: AspinallVerdi '250804 Industrial and Commercial Market Research_v3'

- 5.5 In total, we identified 42 transactions recorded across the area. The office spaces ranged in size from 195 sqft to 7,951 sqft, with the majority between 700 and 2,500 sqft.
- 5.6 Most of the stock is classified as Grade B, with only one recorded Grade C offices. No new-build or Grade A spaces have been identified.
- 5.7 Rents range from £7 psf to £33 psf, with an average of £14 psf (£151 psm) and a median of £12 psf (£129 psm). This indicates that most lettings cluster in the low-to-mid teens psf. The highest rent of £33 psf is for a very small 268 sqft Grade B office reflecting the premium paid for compact, turnkey premises in certain submarkets.
- 5.8 Lease terms are predominantly Full Repairing and Insuring (FRI) agreements, which account for 36 of the 42 transactions. This may reflect the reporting of letting rather than the reporting of flexi-license agreements which are unreported.
- 5.9 Lease lengths range from 2 to 10 years, with the majority between 3 and 5 years. Around 25% of leases were for 10 years, generally for larger and better-located premises.
- 5.10 Rent-free incentives were recorded in 9 of the 41 transactions, ranging from 1 month to 12 months. Shorter incentives (1–4 months) were typically associated with smaller or well-located offices, while longer incentives were linked to larger units or properties requiring more time to let. For example, a 12-month rent-free period was agreed on a 10-year lease for a 3,799 sqft property at John Comyn in Worcester Central.
- 5.11 Time on market varies considerably. While some properties were let within a few weeks, others remained advertised for over a year. Short marketing periods tended to be associated with smaller, competitively priced units in Worcester Central, whereas properties in peripheral locations or with larger floor areas experienced longer voids.

Office Availability

- 5.12 Based on the latest CoStar data (July 2025), office availability in South Worcestershire area shows a range of sizes, specifications, and rental levels across both central and outlying locations.

Figure 5.3 – Office Lease Availability

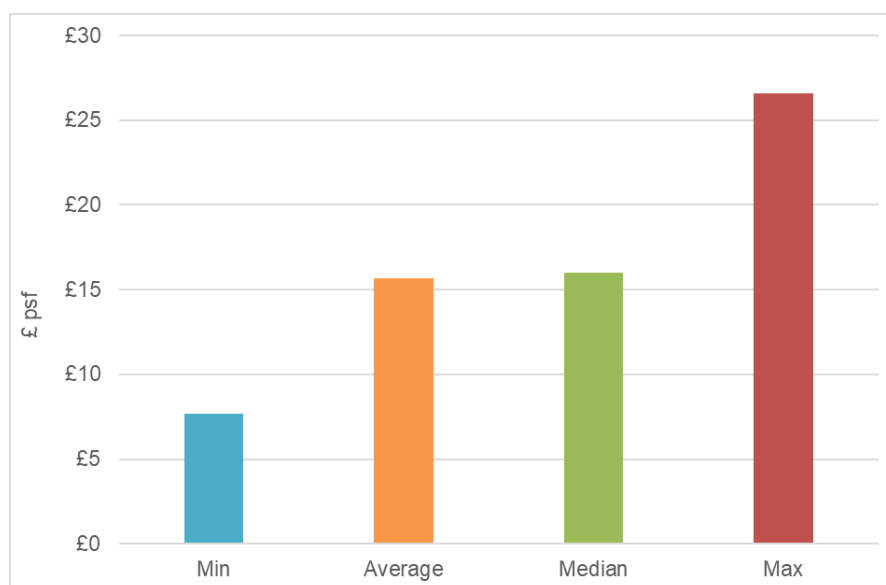


Source: Doogal (2025)

- 5.13 The supply includes a variety of settings: city centre offices close to retail and transport hubs, business park premises with good motorway access, and rural locations offering courtyard layouts and parking.
- 5.14 The current office availability shows a predominance of Grade B and Grade C space, with no Grade A stock on the market. This highlights the limited supply of high-quality, modern office accommodation in the area. It also reflects the lack of viability for new office developments.
- 5.15 Grade B offices in Worcester Central dominate the listings, with sizes ranging from small suites such as The Painting House (466 sqft at £26.58 psf) to larger spaces like Wildwood Triangle (3,990 sqft at £17.50 psf) and Kings Court (3,050 sqft at £19.00 psf). These tend to offer modern or good secondary accommodation with on-site parking and proximity to motorway access.
- 5.16 Grade C space is also well-represented, typically at lower rents, such as Hopehouse Lane in Martley (£7.66 psf) and Polysec House at Blackpole (£16.16 psf). These buildings vary from converted agricultural premises to older purpose-built offices, often with basic specifications.

- 5.17 Outside Worcester City, options such as Willow End Park in Malvern Hills (£9.02 psf) cater to occupiers seeking lower-cost space in business park settings.
- 5.18 Overall, asking rents span from £7.66 psf for basic, rural conversions to over £26 psf for small, centrally located suites.
- 5.19 Similar to the achieved office deals, the range of asking £ per square foot (£ psf) rents for the above listings is illustrated in Figure 5.4.

Figure 5.4 – Office Asking Rents £ psf



Source: AspinallVerdi '250804 Industrial and Commercial Market Research_v3'

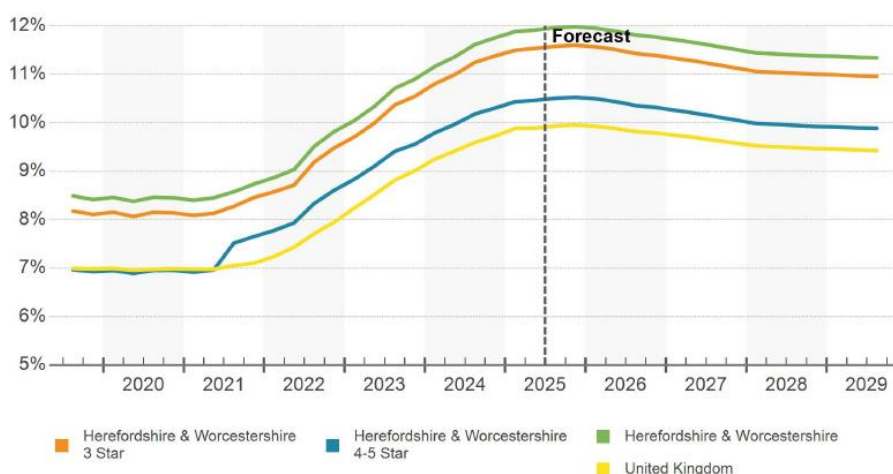
Office Pipeline

- 5.20 Alongside retail, SWDPR 51: Worcestershire Parkway identifies approximately 50 hectares of employment land for Class E(g), B2 and B8 uses, the majority close to Junction 7 of the M5 and further provision near the A44.
- 5.21 The strategic allocations represent the largest pipeline opportunities for future office activity in South Worcestershire. The scale of Parkway suggests that new business space, ranging from flexible offices to hybrid and light industrial units, will form part of delivery as the settlements come forward. Besides, beyond the plan period, the future area of search at Throckmorton offers more opportunities to provide employment land.
- 5.22 However, there has been a lack of recent market activity in the office sector, with limited new development in recent years. The only notable approval (in March 2023) for a standalone office building is at Worcester Parkway Business Park (adjacent to Crucible Business Park, Norton, ref. W/22/02593/FUL), where consent has been granted for a multi-storey Class E(g)(i) office building with shared facilities and flexible layouts.
- 5.23 There is no evidence of significant new build office activity on redevelopment sites in the town centres. This is partly due to the high opportunity cost of existing town centre use values; the high cost of demolition and redevelopment; and the weak rental market which make these schemes unviable.

Office Yields

- 5.24 We identified 7 office investment sales on CoStar which reported net initial yields. They are all in Worcester and Pershore, all of which are Grade B or C, with no evidence of Grade A office investment sales.
- 5.25 The largest Grade B transactions include Acorn House in Worcester (16,174 sqft, yield 11.50%), Marmion House in Worcester (16,592 sqft, yield 11.29%), and Apex House in Worcester (19,196 sqft, yield 8.88%).
- 5.26 Smaller Grade B sales include Tadcaster House in Pershore (5,660 sqft, yield 7.35%), a unit in Berkeley Business Park (5,068 sqft, yield 5.76%), and 24 Foregate Street in Worcester (7,819 sqft, yield 4.66%). The only Grade C evidence is another unit in Berkeley Business Park (5,064 sqft, yield 5.76%).
- 5.27 CoStar published an Office Market Report for Herefordshire & Worcestershire, published in July 2025, shows a market yield of 11.9% over the past 12 months for the whole area.

Figure 5.5 – CoStar Office Yields 2025



Source: CoStar (2025)

- 5.28 The breakdown of office market yields by each submarket within South Worcestershire area based on the sales transactions of last year is as follows:

Table 5.1 – Office Submarket Yield Over the Past 12 Months

Submarket	Yield
Worcester	12.10%
Wychavon	12.00%
Malvern Hills	—

Source: CoStar (2025)

- 5.29 Please note that no sale transactions were recorded within the Malvern Hills submarket, and therefore a market yield could not be reported for this area.

- 5.30 We also have substantiated the above evidence by referring to published databases and market reports for office yield evidence. Knight Frank in their Prime Yield Guide – July 2025 reports the following yields for the office sector:

Table 5.2 – Knight Frank Office Yields (July 2025)

Category	Yield
Regional Cities (10 years)	6.50%
Major Regional Cities (5 years)	7.50%
Secondary, Regional Cities	11.00%

Source: Knight Frank (2025)

- 5.31 Cushman & Wakefield in their Marketbeat Investment – July 2025 reports a yield of 9.00% for Prime Regional out of town offices.

Office Value Assumptions

- 5.32 Based on our review of available evidence, we propose to test the following assumptions for new-build Offices.

Table 5.3 – Office Value Assumption

Type	Rent (psf)	Yield	Total Rent Free and Void Period
Office (Grade-A)	£20	8.5%	6-month

Source: AspinallVerdi '250804 Industrial and Commercial Market Research_v3'

- 5.33 This equates to approximately £225 psf capital value.
- 5.34 We have assumed 6 months rent-free incentives/void periods incentives for the Office use based on what we found and discussed earlier.
- 5.35 We have allowed for 6.80% Purchasers Costs on the investment value.

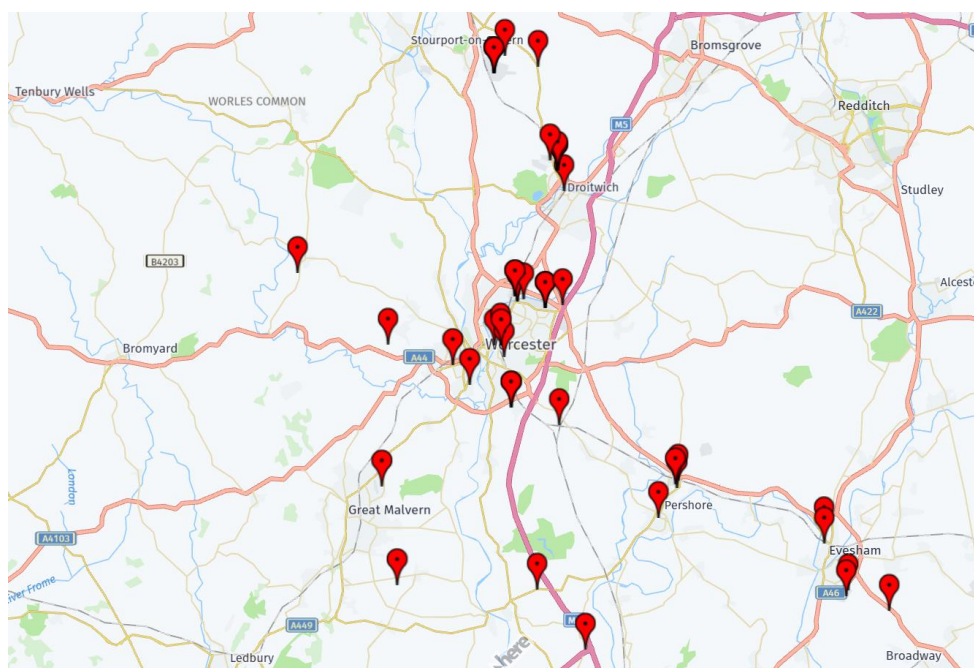
6 South Worcestershire Industrial & Logistics Market

- 6.1 Following on from the retail and office market evidence gathered, this section identifies the industrial market evidence for South Worcestershire.
- 6.2 We have reviewed CoStar for any Industrial & Logistics (I&L) achieved lease deals and asking rents evidence. Our search period for any achieved deals extends to Q4 2022. We have also considered any available investment yield evidence available throughout this period.

Industrial & Logistics Achieved Deals

- 6.3 Figure 6.1 shows the location of industrial units which have let across the area since February 2023. In total, our search identified 55 achieved rental transactions. These are a mix of general I&L spaces (Use Class - B2/B8) and light industrial spaces (Use Class - E).

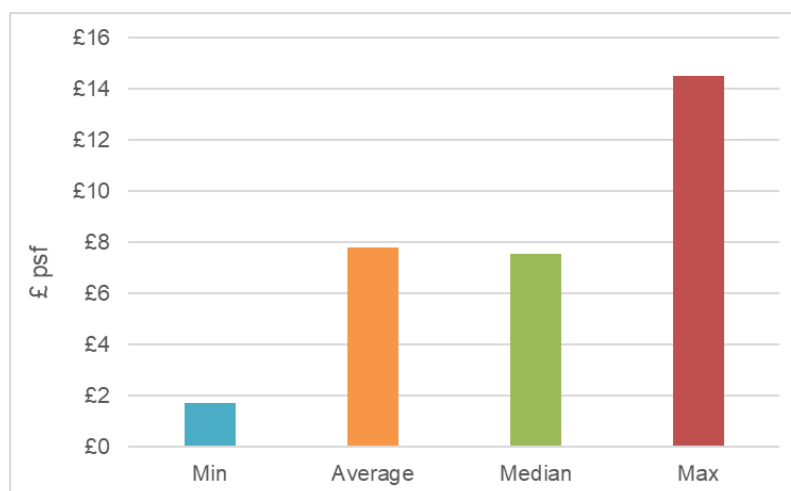
Figure 6.1 – Industrial Lease Deals Map



Source: Doogal (2025)

- 6.4 The range of achieved £ per square foot (£ psf) rents for the above deals is illustrated in Figure 6.2.

Figure 6.2 – South Worcestershire I&L Achieved Rental Values £ psf



Source: AspinallVerdi '250804 Industrial and Commercial Market Research_v3'

Small/Medium Industrial

- 6.5 We reviewed 23 rental transactions for small industrial units up to 10,000 sqft across Worcester, Wychavon, Malvern Hills, Pershore and Evesham. Unit sizes ranged from 2,157 sqft to 8,205 sqft, with the majority falling between 2,500 and 6,000 sqft. The median unit size was 3,110 sqft.
- 6.6 Rents ranged from £5 psf to £12 psf, with an average and median of £8 psf.
- 6.7 The lowest rent (£5 psf) was recorded for larger or more basic stock in semi-rural locations, such as Adler & Allen Ltd at Hampton Lovett (8,205 sqft) in Wychavon; and The Stone Bake Oven Company (3,680 sqft) at Earls Croome in Malvern Hills.
- 6.8 The highest rent (£12 psf) was achieved for smaller, fitted, or trade-focused premises in Worcester, including Shipston Close unit (Pit Stop Centres, 2,157 sqft) and McKenzie Way unit (HFD Ltd, 5,340 sqft), reflecting strong demand for well-fitted, accessible stock.
- 6.9 The evidence demonstrates a clear relationship between unit size, specification and location:
- Smaller, centrally located, or fitted units commanded rents at the upper end of £10 – £12 psf.
 - Standard, mid-sized stock in established industrial estates typically achieved £6 – £9 psf.
 - Larger, basic or rural units sat at the lower end of the range at £5 psf.
- 6.10 Lease terms typically ranged from 2 to 20 years, with the majority between 5 and 10 years. The average lease term was 7 years, with a median of 5 years. Lease structures were predominantly FRI.
- 6.11 Rent-free incentives were generally limited. Most transactions recorded no rent-free period, although a few notable cases included:

- Angling Direct at Bromwich Rd, Worcester (2,865 sqft, 10-year lease, £9 psf) – 6 months rent-free.
 - Decanter Events Ltd at Hartlebury Trading Estate, Hartlebury (3,266 sqft, 5-year lease, £8 psf) – 3 months rent-free.
 - HFD Ltd at McKenzie Way, Worcester (5,340 sqft, 10-year lease, £12 psf) – 6 months rent-free.
 - CityFibre at Country Wide Trade Estate, Worcester (5,522 sqft, 20-year lease, £11 psf) – 24 months rent-free.
- 6.12 The average rent-free period was 10 months (based on 4 transactions that provide the rent-free incentives), but the median remained nil, indicating incentives are the exception rather than the rule.
- 6.13 Time on market data was available for most units, with a median of 6 months and an average of 7 months. Centrally located, specialist-use units tended to let more quickly (e.g. Malvern Hills Veterinary Practice, Hanley Road, 4,154 sqft, let after just 1 month), while secondary, shell-condition space such as West Stone, Droitwich took over a year to secure tenants.

Medium/Large Industrial

- 6.14 We reviewed 14 rental transactions for mid-sized industrial units between 10,000 and 50,000 sqft across Worcester, Wychavon, Malvern Hills, Rushock, Evesham, and Droitwich. Unit sizes ranged from 10,458 sqft to 47,291 sqft, with the majority between 15,000 and 30,000 sqft. The median size was 22,973 sqft.
- 6.15 Rents ranged from £2 psf to £9 psf, with an average and median of £7 psf.
- 6.16 The lowest rent (£2 psf) was recorded at Rylands Lane, Droitwich (42,134 sqft let to Warwick Holdings Ltd), reflecting peripheral location, age, and low specification suited to storage rather than active production.
- 6.17 At the upper end, modern, high-specification premises achieved £9 psf, such as the 47,291 sqft Wainwright Road unit in Worcester let to Athena Worksurface Fabrications Ltd and the Nemesis Ltd facility at Norton Road (40,287 sqft), demonstrating sustained demand for prime distribution and manufacturing space near motorway corridors.
- 6.18 The dataset indicates a clear split between older secondary units and modern stock:
- Modern/new-build facilities with secure yards and strong motorway access consistently commanded £8–£9 psf.
 - Standard, mid-market space in business parks or central locations achieved around £5–£7 psf.
 - Large, basic or peripheral units transacted at a significant discount (£2–£4 psf).
- 6.19 Lease structures were dominated by FRI terms, with the lengths were typically 10–15 years. The average and median lease length were both at 10 years.
- 6.20 50% of transactions (7 out of 14) included a rent-free period, highlighting the role of incentives in this market segment. Incentives ranged from 2 to 7 months.
- 6.21 Time on market averaged 12 months, with a median of 10 months. Modern units in strong locations generally let within 4–8 months, while secondary and peripheral stock could take significantly longer (e.g. Obex, Norton Road, 46,573 sqft, 28 months).

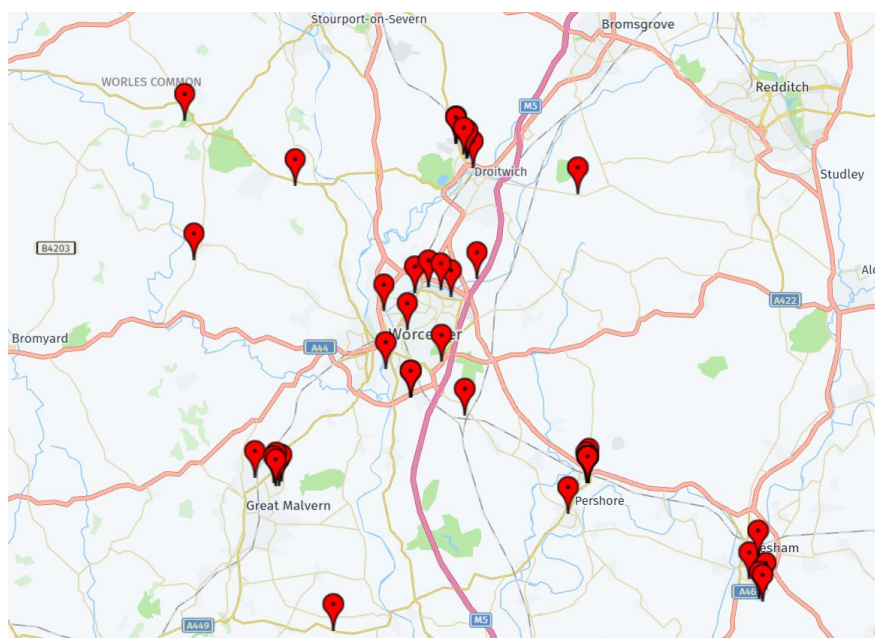
Logistics

- 6.22 We reviewed 2 rental transactions for large industrial/logistics units over 50,000 sqft in Worcester. The units ranged from 90,000 sqft to 180,121 sqft, with an average and median size of 135,061 sqft.
- 6.23 Rents varied between £2 psf and £6 psf, with an average and median of £4 psf. The lower rent (£2 psf) was achieved at Williamson Road, Worcester (90,000 sqft let to Springpack and the higher rent (£6 psf) was achieved at Pershore Lane, Worcester (180,121 sqft let to Alliance Flooring Distribution).
- 6.24 Lease structures were long, reflecting the investment nature of the sector. The Springpack unit was let on a 10-year FRI lease, while Alliance Flooring secured a 15-year lease on FRI terms.
- 6.25 No rent-free incentives were recorded in either case, which is notable given the scale of the units.
- 6.26 Time on market data highlights the slower letting profile of large logistics units. The Springpack unit was let after 17 months, while the Alliance Flooring unit required 49 months to secure occupation.

Industrial & Logistics Availability

- 6.27 We have analysed the current availabilities of I&L units across South Worcestershire. At the time of our search, we identified 48 industrial spaces listed as available to let on CoStar and LoopNet, as shown in Figure 6.3.

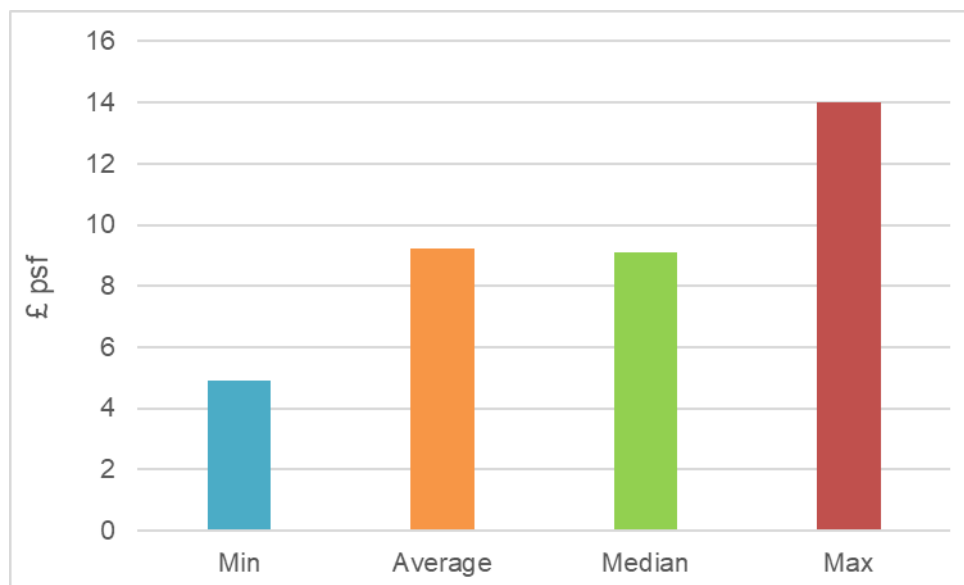
Figure 6.3 – I&L Lease Availability



Source: Doogal (2025)

- 6.28 The range of asking £ per square foot (£ psf) rents for the above vacant units is illustrated in Figure 6.4.

Figure 6.4 – I&L Asking Rents £ psf



Source: AspinallVerdi '250804 Industrial and Commercial Market Research_v3'

- 6.29 Unit sizes now span 500 to 169,285 sqft, with an average of 13,498 sqft and a median of 4,025 sqft. The majority of available stock sits within the 2,000 – 15,000 sqft band, although a small number of very large units (e.g. Droitwich 170, West Stone at 169,285 sqft) extend the upper range.
- 6.30 Quoting rents range from about £5 psf to £14 psf, with an average and median of £9 psf.
- 6.31 The lowest quoting rent at £4.92 psf was recorded at Spring Lane, Malvern (12,700 sqft), reflecting an older manufacturing building in a secondary location.
- 6.32 The top end of the small-unit market (and also the whole industrial unit market) is anchored by Pershore's Keytec 7 Enterprise Centre, where multiple 500–605 sqft units are guided at £14 psf. These units are steel portal frame with roller shutter loading, separate pedestrian access, c.5.5 m eaves and allocated parking, supporting strong £ psf for turnkey starter space. At the upper end of the small-unit size, the highest rent of £14 psf was also quoted at Kempton Road, Pershore for a 4,420 sqft size unit, within the same business park. This modern 2015-built unit combines high specification with compact size to achieve a premium £ psf.
- 6.33 The new-build logistics examples demonstrate why larger floorplates can still achieve top-quartile £ psf when the specification is right. For example:
- Indurent Park Broomhall, Worcester. EPC A, roof-mounted PV as standard, smart metering, LED, first-floor offices with lift, 8–10 m clear internal height, docks and level access, and B2/B8 consent. Units 6 and 7 at 31,885 and 40,199 sqft quote £9.50 and £9.25 psf respectively, notwithstanding their size.
 - Trinity, Vale Park, Evesham. EPC A, BREEAM Very Good, 10 m clear height, FM2 floors, 50 kN/sqm loading, 2 docks plus level doors per unit, 37–50 m yards and EV charging. Unit C at about 53,879 sqft is guided at £8 psf, reflecting prime regional logistics with strong A46 and motorway access.

- 6.34 Hence, the dataset shows no clean linear size–rent gradient. Rents coalesce into bands that are better explained by specification, build year, estate positioning, and connectivity, with size acting as a secondary influence. In practice:
- Modern micro and small units with simple loading and presentable finishes consistently set the £12–£14 psf.
 - Typical 5,000 to 25,000 sqft estate stock clusters around £7–£8 psf, rising toward £9–£10 psf only where specification and location are clearly superior.
 - 25,000+ sqft logistics splits into a two-tier market: legacy sheds around £5–£6.50 psf versus new logistics at £8–£10 psf where ESG-led features, dock provision and estate profile support stronger pricing.

Industrial & Logistics Pipeline

- 6.35 The SWDPR makes significant provision for industrial and logistics (I&L) uses, with the largest allocations at the new settlements. SWDPR 51: Worcestershire Parkway identifies around 50 hectares of employment land for Class E(g), B2 and B8 uses, focused near Junction 7 of the M5 with further land by the A44, offering prime motorway access for distribution and manufacturing. Looking beyond the plan period, the future area of search at Throckmorton may provide further opportunities for starter units that can be delivered as light industrial/R&D (Research and Development). Its scale and location will position it as a strong candidate for new I&L activity.
- 6.36 Beyond Worcestershire Parkway, the Plan also provides a network of additional allocations and reallocations across the Districts. These include new employment land around Malvern and Droitwich, as well as intensification opportunities at long-established estates such as Hartlebury Trading Estate, Vale Park, Stonebridge Cross and Keytec East.
- 6.37 Recent planning proposals and activities confirm that industrial and logistics (I&L) has been the strongest performing commercial sector locally, with occupier demand focused on warehousing, logistics and manufacturing. A diverse mix of schemes has come forward across the Districts.
- 6.38 In Malvern, proposals include the expansion of Severn House for nine new Class E(g) (i,ii and iii) business units (ref. M/25/00459/OUT) and the redevelopment of a former garden centre site at Kempsey to deliver new employment units, a farm shop, live/work units and renewable energy infrastructure (M/24/01266/FUL approved in 2024). At Tenbury Business Park, consent has been granted (in July 2025, ref. M/25/00034/FUL) for a new commercial property combining B8 warehousing with ancillary retail (E(a)) and service uses (E(c)(iii)). The scheme illustrates how new industrial space is increasingly being delivered in blending storage and distribution with trade counter or service functions within smaller market towns as well as strategic estates. Most recently, an application has also been submitted at The Hop Store, Newland (ref. M/25/00836/FUL) for a new cold storage warehouse, reflecting demand for specialist logistics facilities linked to food and temperature-controlled distribution.
- 6.39 At Copcut, Droitwich Spa in Wychavon, planning permission has been granted for a mixed-use scheme including a Sainsbury's foodstore, a Costa Coffee drive-thru, and an EV charging hub, alongside substantial new employment floorspace (ref. W/22/00796/FUL). This includes a 1,672 sqm industrial unit (E(g)(ii), E(g)(iii), B2) and a 3,809 sqm industrial unit (E(g)(ii), E(g)(iii), B2 and B8 self-storage). While the retail

elements have been noted in the retail pipeline, the scheme also makes a significant contribution to the industrial and logistics pipeline.

- 6.40 The pipeline also reflects the strength of food-related logistics. At Kanes Foods in Middle Littleton, Evesham (ref. W/24/00165/FUL), retrospective consent has been granted for a new ambient warehouse and modular freezer, replacing outdated facilities and providing resilient storage capacity to support one of the Vale's largest food producers. Alongside this, the pipeline also includes new warehousing at Vale Park, Evesham (ref. W/25/00777/FUL), where Elision UK Ltd has submitted an application for a 1,239 sqm B8 building to expand their distribution and storage operations. A further scheme has been submitted at Keytec East Business Park, Pershore (ref. W/23/02523/FUL) for a new 1,404 sqm industrial building split into five bays with flexible B2/B8 uses. The proposal is designed to provide smaller-format industrial space within an established business park to support SME occupiers.
- 6.41 At Worcester Six Business Park (Pershore Lane, Tibberton), Reserved Matters approval was granted in November 2023 (ref. W/23/01549/RM) for two large employment buildings with flexible E(g)(i)/B2/B8 uses, together with a fuel island, vehicle wash, substation and associated infrastructure.
- 6.42 Other permissions include a new industrial and logistics unit at Bramley Drive, Evesham (ref. W/23/00611/FUL), specialist casting and inhibition buildings at Roxel UK Rocket Motors, Hartlebury (ref. W/22/02747/RM), and new development at Site 7, Rushock, where both outline and full permissions (refs. W/22/02731/OUT and W/22/02730/FUL) provide for over 8,900 sqm of E(g)(iii)/B2/B8 floorspace. At Torton (Ikon Estate, ref. W/22/01186/FUL), consent has also been secured for a mixed-use commercial building (E/B2/B8), continuing the incremental expansion of Hartlebury and surrounding employment areas.
- 6.43 Collectively, these schemes illustrate how demand is being met through a mix of major business park delivery, site-specific expansions, and incremental estate growth.

Industrial Yields

- 6.44 Knight Frank in their Prime Yield Guide – July 2025 reports the following yields for the industrial and warehouse sector:

Table 6.1 – Knight Frank Industrial Yields (July 2025)

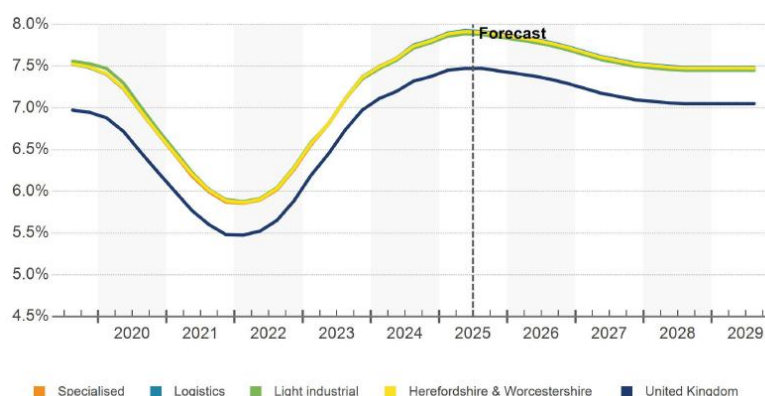
Category	Yield
Prime Distribution / Warehousing (15-year leases)	5.25%
Secondary Distribution (10-year leases)	6.00%
Good Modern Rest of UK Estates	5.00% – 5.25%
Good Secondary Estates	6.50% – 7.00%

Source: Knight Frank (2025)

- 6.45 Cushman & Wakefield in their Marketbeat Investment – July 2025 reports the yield of 5.00% – 5.75% for Distribution/Warehousing and 5.25% for Prime regional Multi Let Industrial.

- 6.46 Savills report in their Markets in Minutes Report (July 2025) yields for Industrial/Distribution (Open Market Rent) and Industrial multi-lets both at 5% (Figure 2.1).
- 6.47 CoStar's Industrial Market Report for Herefordshire & Worcestershire, published in July 2025, shows a market yield of 7.9% over the past 12 months for the whole area, shown in Figure 6.5.

Figure 6.5 – CoStar I&L Yields 2025



Source: CoStar (2025)

- 6.48 The breakdown of market yields by each submarket within South Worcestershire area based on the sales transactions of last year is as follows:

Table 6.2 – I&L Submarket Yield Over the Past 12 Months

Submarket	Yield
Worcester	7.8%
Wychavon	7.8%
Malvern Hills	8.1%

Source: CoStar (2025)

- 6.49 We also identified 15 Industrial investment sales within above mentioned submarket on CoStar which reported net initial yields.
- 6.50 Unit sizes range from 6,467 sqft to 202,442 sqft, with an average of 30,284 sqft and a median of 14,476 sqft. Capital values range between £428,236 and £16.85m, reflecting a wide spectrum of stock from small secondary industrial units through to large distribution warehouses.
- 6.51 Yields achieved are relatively tight, ranging between 5.90% and 7.35%, with an average of 6.7% and a median of 7.4%.
- 6.52 For smaller units (up to 10,000 sqft), yields ranged from 5.90% to 7.35%, with the lowest recorded in Worcester and the highest in Pershore.
- 6.53 For medium-sized units (10,000–50,000 sqft), yields again fell within the 5.90%–7.35% range. This included evidence in Evesham (at 6.15%), Worcester (at 5.90%), and Pershore (at 7.35%).

- 6.54 Yields achieved are relatively tight, ranging between 5.90% and 7.35%, with an overall average of 6.7% and a median of 7.4%. Lower yields were typically associated with Worcester transactions.
- 6.55 The largest unit (202,442 sqft at Egghill, Droitwich, Wychavon) transacted at a yield of 5.93%.

Industrial & Logistics Value Assumptions

- 6.56 Based on our review of available evidence, we propose to test the following assumptions for industrial and logistics.

Table 6.3 – I&L Value Assumptions

Type	Rent (psf)	Yield	Total Rent Free and Void Period
Small to Medium Industrial (Up to 10,000 sqft)	£14	6.50%	–
Medium to Large Industrial (10,000 – 50,000 sqft)	£12	5.50%	6–month
Logistics (Over 50,000 sqft)	£9	5.00%	6–month

Source: AspinallVerdi '250804 Industrial and Commercial Market Research_v3'

- 6.57 We have also allowed for 6.80% Purchasers Costs on the investment value.

7 Cost Assumptions

- 7.1 This section briefly summarises the construction costs that we have assumed within our preliminary commercial appraisals herein. This illustrates the BCIS Q2 2025 costs for industrial, commercial and retail property.

Table 7.1 – BCIS Construction Cost Assumptions

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample	
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest		
New build								
284. Warehouses/stores								
Generally (15)	1,102	446	685	878	1,124	5,189	47	
Up to 500m2 GFA (15)	2,145	748	1,132	1,379	2,718	5,189	7	
500 to 2000m2 GFA (15)	1,005	530	751	914	1,104	1,845	16	
Over 2000m2 GFA (15)	863	446	650	738	925	2,436	24	
284.1 Advance warehouses/stores (15)	838	461	680	790	1,056	1,189	9	
284.2 Purpose built warehouses/stores								
Generally (15)	1,170	446	691	891	1,194	5,189	36	
Up to 500m2 GFA (15)	2,550	748	1,379	2,159	3,276	5,189	5	
500 to 2000m2 GFA (15)	1,001	530	741	906	1,119	1,845	15	
Over 2000m2 GFA (15)	898	446	660	738	1,065	2,436	16	
320. Offices								
Generally (15)	2,395	1,161	1,817	2,363	2,807	3,731	30	
Air-conditioned								
Generally (15)	2,278	1,403	1,958	2,338	2,723	2,819	11	

Building function (Maximum age of projects)	£/m ² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
1-2 storey (15)	2,100	1,403	1,918	2,084	2,287	2,809	6
3-5 storey (15)	2,461	1,578	-	2,723	-	2,819	4
6 storey or above (20)	2,702	2,031	2,429	2,604	2,800	3,819	7
Not air-conditioned							
Generally (15)	2,503	1,161	1,813	2,505	3,128	3,731	14
1-2 storey (15)	2,692	1,582	2,151	2,624	3,337	3,731	11
3-5 storey (20)	2,242	1,161	1,648	2,077	2,703	3,993	23
6 storey or above (25)	2,773	2,156	-	2,868	-	3,201	4
341.1 Retail warehouses							
Generally (25)	1,137	577	859	1,002	1,211	3,248	43
Up to 1000m ² (25)	1,226	816	912	1,038	1,169	3,248	11
1000 to 7000m ² GFA (25)	1,151	577	906	1,006	1,298	2,325	28
344, Hypermarkets, supermarkets							
Generally (35)	1,898	796	1,333	1,694	2,528	3,307	32
Up to 1000m ² (35)	1,977	1,337	-	1,714	-	3,145	4
1000 to 7000m ² GFA (35)	1,890	796	1,237	1,690	2,536	3,307	26
345, Shops							
Generally (30)	1,868	715	1,016	1,532	2,310	4,954	14
1-2 storey (30)	1,890	715	1,012	1,480	2,405	4,954	13

Source: BCIS (2025)

- 7.2 In the sensitivity tables in section 8 below we have approximated the total gross cost of the typologies £ per square metre based on BCIS median construction costs, plus:

Item	BCIS median construction costs
• Contingency	+5%
• External works	+15%
• Professional Fees	+10%
• Disposal Costs	+3%
• Profit (on Cost)	-15%

- 7.3 These represent a proxy for total costs, before land value, finance / interest and any S106/S278 costs or CIL.

8 Preliminary Appraisals

- 8.1 In this section, we set out the preliminary ‘thumb-nail’ viability results of the retail and commercial development typologies.
- 8.2 The sensitivity tables below show the capital value £ psm of the various commercial and retail schemes for different rents and yields. We then compare this to the build costs (£ psm) based on the costs in section 7 – excluding land value, and finance / interest and any S106/S278 costs or CIL.
- 8.3 Where the sensitivity tables are ‘green’, this shows that the capital value £ psm is greater than the costs £ psm (excluding land value, and finance / interest and any S106/S278 costs or CIL); and where the sensitivity tables are ‘red’ this shows that the capital value £ psm is less than the costs £ psm.
- 8.4 We then apply professional judgement as to the ‘boundary’ between green and red to establish whether a particular typology is worth assessing in more detail for the potential to charge CIL.

Small (Express) Convenience Retail

- 8.5 In order to illustrate the sensitivity and risk of commercial development we have created a sensitivity table (see Table 8.1) to illustrate the capital value of small convenient retail schemes for different rents and yields. The value assumptions contained within Table 4.3 are our baseline assumptions.

Table 8.1 – Small (Express) Convenience Retail Sensitivity Table

		Rent (£ psf) £25.00									
Capital Value (£ psm)	3,536	£21.00	£22.00	£23.00	£24.00	£25.00	£26.00	£27.00	£28.00	£29.00	£30.00
4.75%		4,403	4,613	4,822	5,032	5,242	5,451	5,661	5,871	6,080	6,290
5.00%		4,180	4,379	4,578	4,777	4,976	5,175	5,374	5,573	5,772	5,972
5.25%		3,979	4,168	4,357	4,547	4,736	4,926	5,115	5,305	5,494	5,684
5.50%		3,795	3,976	4,157	4,337	4,518	4,699	4,880	5,060	5,241	5,422
5.75%		3,628	3,801	3,973	4,146	4,319	4,492	4,665	4,837	5,010	5,183
Yield (%)	6.00%	3,475	3,640	3,805	3,971	4,136	4,302	4,467	4,633	4,798	4,964
7.00%		3,333	3,492	3,651	3,810	3,968	4,127	4,286	4,445	4,603	4,762
6.25%		3,203	3,356	3,508	3,661	3,813	3,966	4,118	4,271	4,424	4,576
6.75%		3,083	3,229	3,376	3,523	3,670	3,817	3,963	4,110	4,257	4,404
7.00%		2,971	3,112	3,254	3,395	3,536	3,678	3,819	3,961	4,102	4,244
7.25%		2,866	3,003	3,139	3,276	3,412	3,549	3,685	3,822	3,958	4,095
7.50%		2,769	2,901	3,033	3,165	3,297	3,428	3,560	3,692	3,824	3,956
7.75%		2,678	2,806	2,933	3,061	3,188	3,316	3,443	3,571	3,698	3,826
8.00%		2,593	2,716	2,840	2,963	3,087	3,210	3,333	3,457	3,580	3,704
8.25%		2,513	2,632	2,752	2,871	2,991	3,111	3,230	3,350	3,470	3,589
8.50%		2,437	2,553	2,669	2,785	2,901	3,017	3,133	3,249	3,366	3,482
8.75%		2,366	2,479	2,591	2,704	2,817	2,929	3,042	3,155	3,267	3,380

Source: AspinallVerdi ‘250831 South Worcestershire CIL Preliminary Appraisal_v2’

- 8.6 The red box highlighted is the capital value of this scenario – at £3,536 psm.
- 8.7 We calculate that the total gross cost of this convenience retail scenario is £2,343 psm. This is based on BCIS General median construction costs, plus external works, contingency, professional fees, disposal and profit (at 15% on cost) – before land value, and finance / interest and any S106/S278 costs or CIL.

- 8.8 The gross development value (£3,536 psm) is c.£1,193 psm higher than the total cost of £2,343 psm. This indicates that without accounting for the price of the land and any potential CIL or S106 costs the scheme is viable and enjoys a reasonable buffer.
- 8.9 The inclusion of further costs will likely have an effect on viability and deliverability. This type of development has been highly attractive with many occupiers such as Tesco, Sainsburys, Co-op etc expanding with smaller convenience stores throughout the UK in the last few years.
- 8.10 These stores typically come forward in urban or suburban neighbourhoods with strong footfall and benefit from reliable covenant strength. In the South Worcestershire context, the scale of housing proposed at the strategic allocations and urban extensions (e.g. Worcestershire Parkway, Rushwick, Mitton SUE, etc) creates clear potential for similar formats to be delivered as part of planned local and neighbourhood centres.
- 8.11 The sensitivity table also illustrates the ‘upside’ of increasing rents and reducing yields, providing a much bigger buffer affording greater viability however this is dependent upon covenant strength, location, land acquisition price, site specific constraints and driving construction costs down.
- 8.12 As our above preliminary analysis shows that these scheme typologies are potentially viable, we submit this typology to a full viability appraisal where we assess in more detail the potential to apply CIL on this typology. Note that CIL is currently charged on all Food Retail (Supermarkets) at £82.20 psm in any event.

Large/ Discount Supermarket

- 8.13 Sensitivity Table 8.2 illustrates the capital value of new-build Large/ Discounted Supermarkets for different rents and yields. The value assumptions contained within Table 4.3 are our baseline assumptions.

Table 8.2 – Large/ Discount Supermarket Sensitivity Table

Capital Value (£ psm)		Rent (£ psf) £23.00									
		£19.00	£20.00	£21.00	£22.00	£23.00	£24.00	£25.00	£26.00	£27.00	£28.00
	4.00%	4,739	4,989	5,238	5,488	5,737	5,987	6,236	6,486	6,735	6,984
	4.25%	4,458	4,692	4,927	5,162	5,396	5,631	5,866	6,100	6,335	6,569
	4.50%	4,208	4,429	4,650	4,872	5,093	5,315	5,536	5,758	5,979	6,201
	4.75%	3,984	4,193	4,403	4,613	4,822	5,032	5,242	5,451	5,661	5,871
	5.00%	3,782	3,981	4,180	4,379	4,578	4,777	4,976	5,175	5,374	5,573
Yield (%)	5.25%	3,600	3,789	3,979	4,168	4,357	4,547	4,736	4,926	5,115	5,305
	6.00%	5.50%	3,434	3,615	3,795	3,976	4,157	4,337	4,518	4,699	5,060
		5.75%	3,282	3,455	3,628	3,801	3,973	4,146	4,319	4,492	4,665
		6.00%	3,144	3,309	3,475	3,640	3,805	3,971	4,136	4,302	4,467
		6.25%	3,016	3,175	3,333	3,492	3,651	3,810	3,968	4,127	4,286
		6.50%	2,898	3,051	3,203	3,356	3,508	3,661	3,813	3,966	4,118
		6.75%	2,789	2,936	3,083	3,229	3,376	3,523	3,670	3,817	3,963
		7.00%	2,688	2,829	2,971	3,112	3,254	3,395	3,536	3,678	3,819
		7.25%	2,593	2,730	2,866	3,003	3,139	3,276	3,412	3,549	3,685
		7.50%	2,505	2,637	2,769	2,901	3,033	3,165	3,297	3,428	3,560
		7.75%	2,423	2,551	2,678	2,806	2,933	3,061	3,188	3,316	3,443
		8.00%	2,346	2,469	2,593	2,716	2,840	2,963	3,087	3,210	3,333

Source: AspinallVerdi ‘250831 South Worcestershire CIL Preliminary Appraisal_v2’

- 8.14 The red box highlighted is the capital value of this scenario – at £3,805 psm.

- 8.15 We calculate that the total gross cost of this large/discounted supermarket is £2,590 psm. This is based on BCIS General median construction costs, plus external works, contingency, professional fees, disposal and profit (at 15% on cost) – before land value.
- 8.16 The gross development value (£3,805 psm) is c. £1,215 psm higher than the total cost of £2,590 psm. This indicates that without accounting for the price of the land and any potential CIL or S106 costs the scheme is viable and enjoys a reasonable buffer. The scale and format tested reflect supermarket operators such as Aldi or Lidl, who have actively expanded across the UK in recent years.
- 8.17 This type of development is already being delivered and or planned in South Worcestershire area (e.g. existing Sainsbury's at Copcut Business Park (Opened in May 2025) in Droitwich, LIDL current planning application (ref: 25/00439/FUL) in Worcester, approved plan (September 2024) for ALDI in Pershore).
- 8.18 The sensitivity table also illustrates the 'upside' of increasing rents and reducing yields, providing a much bigger buffer affording greater viability however this is dependent upon covenant strength, location, land acquisition price, site specific constraints and driving construction costs down.
- 8.19 As our above preliminary analysis shows that these scheme typologies are potentially viable, we submit this typology to a full viability appraisal where we assess in more detail the potential to apply CIL on this typology. Note that CIL is currently charged on all Food Retail (Supermarkets) at £82.20 psm in any event.

Retail Warehouse

- 8.20 Sensitivity Table 8.3 illustrates the capital value of new-build Retail Warehouse for different rents and yields. The value assumptions contained within Table 4.3 are our baselines assumptions.

Table 8.3 – Retail Warehouse Sensitivity Table

		Rent (£ psf) £18.00									
Capital Value (£ psm)	2,610	£14.00	£15.00	£16.00	£17.00	£18.00	£19.00	£20.00	£21.00	£22.00	£23.00
	4.25%	3,179	3,406	3,633	3,860	4,087	4,314	4,541	4,768	4,995	5,222
	4.50%	2,994	3,208	3,422	3,636	3,850	4,064	4,278	4,492	4,706	4,919
	4.75%	2,829	3,032	3,234	3,436	3,638	3,840	4,042	4,244	4,446	4,648
	5.00%	2,681	2,872	3,064	3,255	3,447	3,638	3,830	4,021	4,213	4,404
	5.25%	2,547	2,728	2,910	3,092	3,274	3,456	3,638	3,820	4,002	4,184
Yield (%)	5.50%	2,424	2,598	2,771	2,944	3,117	3,290	3,463	3,637	3,810	3,983
	6.50%	5.75%	2,313	2,478	2,643	2,808	2,974	3,139	3,304	3,469	3,634
		6.00%	2,211	2,368	2,526	2,684	2,842	3,000	3,158	3,316	3,474
		6.25%	2,116	2,268	2,419	2,570	2,721	2,872	3,024	3,175	3,326
		6.50%	2,030	2,175	2,320	2,465	2,610	2,755	2,900	3,045	3,189
		6.75%	1,949	2,089	2,228	2,367	2,506	2,645	2,785	2,924	3,063
		7.00%	1,875	2,009	2,142	2,276	2,410	2,544	2,678	2,812	2,946
		7.25%	1,805	1,934	2,063	2,192	2,321	2,450	2,579	2,708	2,837
		7.50%	1,740	1,865	1,989	2,113	2,237	2,362	2,486	2,610	2,735
		7.75%	1,680	1,800	1,919	2,039	2,159	2,279	2,399	2,519	2,639
		8.00%	1,623	1,739	1,854	1,970	2,086	2,202	2,318	2,434	2,550
		8.25%	1,569	1,681	1,793	1,905	2,018	2,130	2,242	2,354	2,466

Source: AspinallVerdi '250831 South Worcestershire CIL Preliminary Appraisal_v2'

- 8.21 The red box highlighted is the capital value of this scenario – at £2,610 psm.

- 8.22 We calculate that the total gross cost of the retail warehouse is £1,532 psm. This is based on BCIS General median construction costs, plus external works, contingency, professional fees, disposal and profit (at 15% on cost) – before land value.
- 8.23 The gross development value (£2,610 psm) is c. £1,077 psm higher than the total cost of £1,532 psm. This indicates that without accounting for the price of the land and any potential CIL or S106 costs the scheme is viable and enjoys a reasonable buffer. The scale and format tested reflect the typical characteristics of retail warehouses, being large single-storey units with extensive parking provision, usually located on edge-of-town retail parks and designed for the sale of bulky comparison goods such as DFS, B&M, The Range, etc.
- 8.24 Although there has been no recent activity of this type in the local market, the scale of planned employment land in the new strategic developments means there remains potential for retail warehouse formats to come forward as part of future schemes, subject to planning ‘town centre first’ policies.
- 8.25 The sensitivity table also illustrates the ‘upside’ of increasing rents and reducing yields, providing a much bigger buffer affording greater viability however this is dependent upon covenant strength, location, land acquisition price, site specific constraints and driving construction costs down.
- 8.26 As our above preliminary analysis shows that these schemes are potentially viable, we submit this typology to a full viability appraisal where we assess in more detail the potential to apply CIL on this typology. Note that CIL is currently charged on Retail Warehouses at £82.20 psm.

Shops (High Street)

- 8.27 Sensitivity Table 8.4 illustrates the capital value of new-build Shops for different rents and yields. The value assumptions contained within Table 4.3 are our baseline assumptions.

Table 8.4 – Shops Sensitivity Table

Capital Value (£ psm)	2,385	Rent (£ psf) £20.00									
		£16.00	£17.00	£18.00	£19.00	£20.00	£21.00	£22.00	£23.00	£24.00	£25.00
	5.50%	2,690	2,858	3,026	3,194	3,363	3,531	3,699	3,867	4,035	4,203
	5.75%	2,563	2,723	2,883	3,043	3,203	3,363	3,524	3,684	3,844	4,004
	6.00%	2,446	2,599	2,751	2,904	3,057	3,210	3,363	3,516	3,669	3,821
	6.25%	2,338	2,484	2,631	2,777	2,923	3,069	3,215	3,361	3,507	3,653
	6.50%	2,239	2,379	2,519	2,659	2,799	2,939	3,079	3,219	3,358	3,498
Yield (%)	6.75%	2,147	2,281	2,415	2,550	2,684	2,818	2,952	3,086	3,221	3,355
	7.50%	2,062	2,191	2,320	2,448	2,577	2,706	2,835	2,964	3,093	3,222
	7.25%	1,982	2,106	2,230	2,354	2,478	2,602	2,726	2,850	2,974	3,097
	7.50%	1,908	2,027	2,147	2,266	2,385	2,505	2,624	2,743	2,862	2,982
	7.75%	1,839	1,954	2,069	2,184	2,299	2,413	2,528	2,643	2,758	2,873
	8.00%	1,774	1,885	1,996	2,106	2,217	2,328	2,439	2,550	2,661	2,772
	8.25%	1,713	1,820	1,927	2,034	2,141	2,248	2,355	2,462	2,569	2,676
	8.50%	1,655	1,759	1,862	1,966	2,069	2,173	2,276	2,379	2,483	2,586
	8.75%	1,601	1,701	1,801	1,901	2,001	2,101	2,201	2,302	2,402	2,502
	9.00%	1,550	1,647	1,744	1,840	1,937	2,034	2,131	2,228	2,325	2,422
	9.25%	1,501	1,595	1,689	1,783	1,877	1,971	2,064	2,158	2,252	2,346
	9.50%	1,456	1,547	1,638	1,728	1,819	1,910	2,001	2,092	2,183	2,274

Source: AspinallVerdi ‘250831 South Worcestershire CIL Preliminary Appraisal_v2’

- 8.28 The red box highlighted is the capital value of this scenario – at £2,385 psm.

- 8.29 We calculate that the total gross cost of the high street shop is £2,343 psm. This is based on BCIS General median construction costs, plus external works, contingency, professional fees, disposal and profit (at 15% on cost) – before land value.
- 8.30 The gross development value (£2,385 psm) is only c. £42 psm above the total cost of £2,343 psm. This indicates that, while technically viable, the scheme provides only the most limited buffer before land value, CIL or S106 costs are taken into account.
- 8.31 The sensitivity table illustrates the ‘upside’ of increasing rents and reducing yields, providing a much bigger buffer affording greater viability however this is dependent upon covenant strength, location, land acquisition price, site specific constraints and driving construction costs down. Given the current headroom is so limited, the scheme remains highly vulnerable to even modest additional costs, and once land assembly, demolition, or planning obligations (CIL and S106) are factored in, it is likely to prove only marginally viable at best.
- 8.32 In practice, high street retail uses are unlikely to come forward in the Plan period as a meaningful CIL-liable typology as they are typically delivered as part of change-of-use schemes or minor refurbishments rather than new-build development. Also, given the challenging economic conditions (e.g. inflation and disposable income), and relatively high existing use values (EUVs) in retail centres, any new-build high street retail would be unlikely to support additional developer contributions such as CIL.
- 8.33 We note that CIL is not currently charged on ‘Shops’; and we anticipate that once the cost of the land assembly and demolition is factored-in, there is unlikely to be any surplus. We also do not want to stymie town centre regeneration projects.
- 8.34 Accordingly, this typology is not taken forward to full viability testing.

Drive-Thru Café/Restaurant

- 8.35 Sensitivity Table 8.5 illustrates the capital value of new-build Drive-thru for different rents and yields. The value assumptions contained within Table 4.3 are our baseline assumptions.

Table 8.5 – Drive-Thru Café/Restaurant Sensitivity Table

Capital Value (£ psm)		Rent (£ psf) £30.00									
		£26.00	£27.00	£28.00	£29.00	£30.00	£31.00	£32.00	£33.00	£34.00	£35.00
	4.00%	6,486	6,735	6,984	7,234	7,483	7,733	7,982	8,232	8,481	8,731
	4.25%	6,100	6,335	6,569	6,804	7,039	7,273	7,508	7,743	7,977	8,212
	4.50%	5,758	5,979	6,201	6,422	6,643	6,865	7,086	7,308	7,529	7,751
	4.75%	5,451	5,661	5,871	6,080	6,290	6,499	6,709	6,919	7,128	7,338
	5.00%	5,175	5,374	5,573	5,772	5,972	6,171	6,370	6,569	6,768	6,967
Yield (%)	5.25%	4,926	5,115	5,305	5,494	5,684	5,873	6,062	6,252	6,441	6,631
	6.00%	4,699	4,880	5,060	5,241	5,422	5,603	5,783	5,964	6,145	6,325
	5.75%	4,492	4,665	4,837	5,010	5,183	5,356	5,528	5,701	5,874	6,047
	6.00%	4,302	4,467	4,633	4,798	4,964	5,129	5,295	5,460	5,626	5,791
	6.25%	4,127	4,286	4,445	4,603	4,762	4,921	5,080	5,238	5,397	5,556
	6.50%	3,966	4,118	4,271	4,424	4,576	4,729	4,881	5,034	5,186	5,339
	6.75%	3,817	3,963	4,110	4,257	4,404	4,551	4,697	4,844	4,991	5,138
	7.00%	3,678	3,819	3,961	4,102	4,244	4,385	4,527	4,668	4,810	4,951
	7.25%	3,549	3,685	3,822	3,958	4,095	4,231	4,368	4,504	4,641	4,777
	7.50%	3,428	3,560	3,692	3,824	3,956	4,088	4,220	4,351	4,483	4,615
	7.75%	3,316	3,443	3,571	3,698	3,826	3,953	4,081	4,208	4,336	4,463
	8.00%	3,210	3,333	3,457	3,580	3,704	3,827	3,951	4,074	4,198	4,321

Source: AspinallVerdi ‘250831 South Worcestershire CIL Preliminary Appraisal_v2’

- 8.36 The red box highlighted is the capital value of this scenario – at £4,964 psm.
- 8.37 We calculate that the total gross cost of a Drive-Thru unit is £2,343 psm. This is based on BCIS General median construction costs, plus external works, contingency, professional fees, disposal and profit (at 15% on cost) – before land value.
- 8.38 The gross development value (£4,964 psm) is c. £2,621psm higher than the total cost of £2,343 psm. This indicates that without accounting for the price of the land and any potential CIL or S106 costs the scheme is viable and enjoys a very strong buffer. The scale and format tested reflect operators such as Costa or Starbucks.
- 8.39 The sensitivity table also illustrates the ‘upside’ of increasing rents and reducing yields, providing a much bigger buffer affording greater viability however this is dependent upon covenant strength, location, land acquisition price, site specific constraints and driving construction costs down.
- 8.40 As our above preliminary analysis shows that these schemes are potentially very viable, we therefore submit this typology to a full viability appraisal where we assess in more detail the potential to apply CIL on this typology. This is a new typology which is not currently within the CIL charging schedule.

Office (Grade A)

- 8.41 To illustrate the capital value of new-build grade A offices for different rents and yields, we have created a sensitivity Table 8.6. The value assumptions contained within Table 5.3 are our baseline assumptions.

Table 8.6 – Office (Grade A) Sensitivity Table

Capital Value (£ psm)		Rent (£ psf) £20.00									
		£16.00	£17.00	£18.00	£19.00	£20.00	£21.00	£22.00	£23.00	£24.00	£25.00
	6.75%	2,308	2,453	2,597	2,741	2,885	3,030	3,174	3,318	3,463	3,607
	7.00%	2,223	2,362	2,501	2,640	2,779	2,918	3,057	3,196	3,335	3,474
	7.25%	2,144	2,278	2,412	2,546	2,680	2,813	2,947	3,081	3,215	3,349
	7.50%	2,069	2,199	2,328	2,457	2,587	2,716	2,846	2,975	3,104	3,234
	7.75%	2,000	2,125	2,250	2,375	2,500	2,625	2,750	2,875	3,000	3,125
Yield (%)	8.00%	1,935	2,056	2,177	2,298	2,419	2,540	2,661	2,782	2,903	3,024
	8.50%	1,874	1,991	2,108	2,225	2,343	2,460	2,577	2,694	2,811	2,928
		1,817	1,930	2,044	2,157	2,271	2,384	2,498	2,611	2,725	2,838
	8.75%	1,762	1,872	1,983	2,093	2,203	2,313	2,423	2,533	2,643	2,754
	9.00%	1,711	1,818	1,925	2,032	2,139	2,246	2,353	2,460	2,567	2,674
	9.25%	1,663	1,767	1,871	1,974	2,078	2,182	2,286	2,390	2,494	2,598
	9.50%	1,617	1,718	1,819	1,920	2,021	2,122	2,223	2,324	2,425	2,526
	9.75%	1,573	1,672	1,770	1,868	1,967	2,065	2,163	2,262	2,360	2,458
	10.00%	1,532	1,628	1,723	1,819	1,915	2,011	2,106	2,202	2,298	2,394
	10.25%	1,493	1,586	1,679	1,772	1,866	1,959	2,052	2,146	2,239	2,332
	10.50%	1,455	1,546	1,637	1,728	1,819	1,910	2,001	2,092	2,183	2,274
	10.75%	1,419	1,508	1,597	1,686	1,774	1,863	1,952	2,040	2,129	2,218

Source: AspinallVerdi ‘250831 South Worcestershire CIL Preliminary Appraisal_v2’

- 8.42 The red box highlighted is the capital value of this scenario – at £2,271 psm.
- 8.43 We calculate that the total gross cost of the office scenario is £3,614 psm. This is based on BCIS General median construction costs, plus external works, contingency, professional fees, disposal and profit (at 15% on cost) – before land value, and finance / interest and any S106/S278 costs or CIL.

- 8.44 The gross development value (£2,271 psm) is c. £1,344 psm lower than the total cost of £3,614 psm. This indicates that even without accounting for the price of the land and any potential CIL or S106 costs the scheme is unviable. This finding is consistent with wider market evidence which does not show any recent activity for office use.
- 8.45 The sensitivity table illustrates the ‘upside’ of increasing rents and reducing yields, leading towards viability for the scheme, however these would need significant “upside” and are also dependent upon covenant strength, location, land acquisition price, site specific constraints and driving construction costs down.
- 8.46 We consider any speculative office development most likely to come forward within the strategic employment land allocations, particularly at Worcestershire Parkway. The remaining activity is either for existing second-grade office space or for renovated office spaces in rural locations.
- 8.47 We would therefore not recommend apply a CIL levy on new-build office development as this would simply undermine delivery. This is no change from the current situation where there is no CIL on offices in the current Charging Schedule.

Small to Medium Industrial (Up to 10,000 sqft)

- 8.1 In order to illustrate the sensitivity and risk of industrial developments with areas/units less than 10,000 sqft (c.1,000 sqm) the Sensitivity Table 8.7 has been provided. The value assumptions contained within Table 6.3 are our baselines assumptions.

Table 8.7 – Small to Medium Industrial Sensitivity Table

Capital Value (£ psm)		Rent (£ psf) £14.00									
		£10.00	£11.00	£12.00	£13.00	£14.00	£15.00	£16.00	£17.00	£18.00	£19.00
	2,171										
	4.50%	2,240	2,464	2,688	2,912	3,136	3,360	3,583	3,807	4,031	4,255
	4.75%	2,122	2,334	2,546	2,758	2,971	3,183	3,395	3,607	3,819	4,031
	5.00%	2,016	2,217	2,419	2,620	2,822	3,024	3,225	3,427	3,628	3,830
	5.25%	1,920	2,112	2,304	2,496	2,688	2,880	3,072	3,264	3,456	3,647
	5.50%	1,832	2,016	2,199	2,382	2,565	2,749	2,932	3,115	3,298	3,482
Yield (%)	5.75%	1,753	1,928	2,103	2,279	2,454	2,629	2,804	2,980	3,155	3,330
6.50%	6.00%	1,680	1,848	2,016	2,184	2,352	2,520	2,688	2,856	3,024	3,192
	6.25%	1,613	1,774	1,935	2,096	2,258	2,419	2,580	2,741	2,903	3,064
	6.50%	1,551	1,706	1,861	2,016	2,171	2,326	2,481	2,636	2,791	2,946
	6.75%	1,493	1,642	1,792	1,941	2,090	2,240	2,389	2,538	2,688	2,837
	7.00%	1,440	1,584	1,728	1,872	2,016	2,160	2,304	2,448	2,592	2,736
	7.25%	1,390	1,529	1,668	1,807	1,946	2,085	2,224	2,363	2,502	2,641
	7.50%	1,344	1,478	1,613	1,747	1,881	2,016	2,150	2,284	2,419	2,553
	7.75%	1,300	1,431	1,561	1,691	1,821	1,951	2,081	2,211	2,341	2,471
	8.00%	1,260	1,386	1,512	1,638	1,764	1,890	2,016	2,142	2,268	2,394
	8.25%	1,222	1,344	1,466	1,588	1,710	1,832	1,955	2,077	2,199	2,321
	8.50%	1,186	1,304	1,423	1,541	1,660	1,779	1,897	2,016	2,134	2,253

Source: AspinallVerdi ‘250831 South Worcestershire CIL Preliminary Appraisal_v2’

- 8.2 The red box highlighted is the capital value of this scenario – at £2,171 psm.
- 8.3 We calculate that the total gross cost of this small to medium industrial scenario is £1,397 psm. This is based on BCIS General median construction costs, plus external works, contingency, professional fees, disposal and profit (at 15% on cost) – before land value, and finance / interest and any S106/S278 costs or CIL.
- 8.4 The gross development value (£2,171 psm) is c.£773 psm higher than the total cost of £1,397 psm. This indicates that without accounting for the price of the land and any potential CIL or S106 costs the scheme is viable but with a limited buffer.

- 8.5 The sensitivity table also illustrates the ‘upside’ of increasing rents and reducing yields, providing a much bigger buffer affording greater viability however this is dependent upon covenant strength, location, land acquisition price, site specific constraints and driving construction costs down.
- 8.6 As our above preliminary analysis shows that these schemes are potentially viable, we submit this typology to a full viability appraisal where we assess in more detail the potential to apply CIL on this typology. Currently, there is no CIL on industrial uses in the CIL Charging Schedule. Our more detailed appraisals will test whether there is potential for this to change and for any CIL to be charged on this use.

Medium to Large Industrial (10,000 – 50,000 sqft)

- 8.7 In order to illustrate the sensitivity and risk of industrial developments with areas/units between 10,000 sqft – 50,000 sqft (c.1,000 sqm – 5,000 sqm) the Sensitivity Table 8.8 has been provided. The value assumptions contained within Table 6.3 are our baselines assumptions.

Table 8.8 – Medium to Large Industrial Sensitivity Table

Capital Value (£ psm)	2,138	Rent (£ psf) £12.00									
		£8.00	£9.00	£10.00	£11.00	£12.00	£13.00	£14.00	£15.00	£16.00	£17.00
	3.50%	2,263	2,546	2,829	3,112	3,395	3,678	3,961	4,244	4,527	4,810
	3.75%	2,110	2,374	2,637	2,901	3,165	3,428	3,692	3,956	4,220	4,483
	4.00%	1,975	2,222	2,469	2,716	2,963	3,210	3,457	3,704	3,951	4,198
	4.25%	1,857	2,089	2,321	2,553	2,785	3,017	3,249	3,482	3,714	3,946
	4.50%	1,751	1,970	2,189	2,408	2,627	2,846	3,065	3,284	3,503	3,722
Yield (%)	4.75%	1,657	1,864	2,071	2,279	2,486	2,693	2,900	3,107	3,314	3,521
	5.00%	1,572	1,769	1,965	2,162	2,358	2,555	2,751	2,948	3,145	3,341
	5.25%	1,495	1,682	1,869	2,056	2,243	2,430	2,617	2,804	2,991	3,178
	5.50%	1,426	1,604	1,782	1,960	2,138	2,317	2,495	2,673	2,851	3,030
	5.75%	1,362	1,532	1,702	1,873	2,043	2,213	2,383	2,554	2,724	2,894
	6.00%	1,303	1,466	1,629	1,792	1,955	2,118	2,281	2,444	2,607	2,770
	6.25%	1,250	1,406	1,562	1,718	1,875	2,031	2,187	2,343	2,499	2,656
	6.50%	1,200	1,350	1,500	1,650	1,800	1,950	2,100	2,250	2,400	2,550
	6.75%	1,154	1,298	1,443	1,587	1,731	1,876	2,020	2,164	2,308	2,453
	7.00%	1,112	1,250	1,389	1,528	1,667	1,806	1,945	2,084	2,223	2,362
	7.25%	1,072	1,206	1,340	1,474	1,608	1,742	1,876	2,010	2,144	2,278
	7.50%	1,035	1,164	1,293	1,423	1,552	1,681	1,811	1,940	2,069	2,199

Source: AspinallVerdi ‘250831 South Worcestershire CIL Preliminary Appraisal_v2’

- 8.8 The red box highlighted is the capital value of this scenario – at £2,138 psm.
- 8.9 We calculate that the total gross cost of a medium to large industrial unit is £1,128 psm. This is based on BCIS General median construction costs, plus external works, contingency, professional fees, disposal and profit (at 15% on cost) – before land value, and finance / interest and any S106/S278 costs or CIL.
- 8.10 The gross development value (£2,138 psm) is c. £1,010 psm higher than the total cost of £1,128 psm. This indicates that without accounting for the price of the land and any potential CIL or S106 costs the scheme is viable but with a limited buffer.
- 8.11 The sensitivity table also illustrates the ‘upside’ of increasing rents and reducing yields, providing a much bigger buffer affording greater viability however this is dependent upon covenant strength, location, land acquisition price, site specific constraints and driving construction costs down.

- 8.12 As our above preliminary analysis shows that these schemes are viable, we submit this typology to a full viability appraisal where we assess in more detail the potential to apply CIL on this typology. Currently, there is no CIL on industrial uses in the CIL Charging Schedule. Our more detailed appraisals will test whether there is potential for this to change and for any CIL to be charged on this use.

Logistics (Over 50,000 sqft)

- 8.13 In order to illustrate the sensitivity and risk of industrial developments with logistic units with over 50,000 sqft floor area (c. 5,000 sqm) the Sensitivity Table 8.9 has been provided. The value assumptions contained within Table 6.3 are our baselines assumptions.

Table 8.9 – Logistics Sensitivity Table

		Rent (£ psf) £9.00									
Capital Value (£ psm)	1,769	£5.00	£6.00	£7.00	£8.00	£9.00	£10.00	£11.00	£12.00	£13.00	£14.00
	3.00%	1,655	1,985	2,316	2,647	2,978	3,309	3,640	3,971	4,302	4,633
	3.25%	1,525	1,830	2,135	2,441	2,746	3,051	3,356	3,661	3,966	4,271
	3.50%	1,415	1,698	1,980	2,263	2,546	2,829	3,112	3,395	3,678	3,961
	3.75%	1,319	1,582	1,846	2,110	2,374	2,637	2,901	3,165	3,428	3,692
	4.00%	1,235	1,482	1,728	1,975	2,222	2,469	2,716	2,963	3,210	3,457
Yield (%)	4.25%	1,161	1,393	1,625	1,857	2,089	2,321	2,553	2,785	3,017	3,249
	4.50%	1,095	1,314	1,533	1,751	1,970	2,189	2,408	2,627	2,846	3,065
	4.75%	1,036	1,243	1,450	1,657	1,864	2,071	2,279	2,486	2,693	2,900
	5.00%	983	1,179	1,376	1,572	1,769	1,965	2,162	2,358	2,555	2,751
	5.25%	935	1,122	1,309	1,495	1,682	1,869	2,056	2,243	2,430	2,617
	5.50%	891	1,069	1,247	1,426	1,604	1,782	1,960	2,138	2,317	2,495
	5.75%	851	1,021	1,192	1,362	1,532	1,702	1,873	2,043	2,213	2,383
	6.00%	815	978	1,141	1,303	1,466	1,629	1,792	1,955	2,118	2,281
	6.25%	781	937	1,094	1,250	1,406	1,562	1,718	1,875	2,031	2,187
	6.50%	750	900	1,050	1,200	1,350	1,500	1,650	1,800	1,950	2,100
	6.75%	721	866	1,010	1,154	1,298	1,443	1,587	1,731	1,876	2,020
	7.00%	695	834	973	1,112	1,250	1,389	1,528	1,667	1,806	1,945

Source: AspinallVerdi '250831 South Worcestershire CIL Preliminary Appraisal_v2'

- 8.14 The red box highlighted is the capital value of this scenario – at £1,769 psm.
- 8.15 We calculate that the total gross cost of Logistic unit is £1,128 psm. This is based on BCIS General median construction costs, plus external works, contingency, professional fees, disposal and profit (at 15% on cost) – before land value, and finance / interest and any S106/S278 costs or CIL.
- 8.16 The gross development value (£1,769 psm) is c. £640 psm higher than the total cost of £1,128 psm. This indicates that without accounting for the price of the land and any potential CIL or S106 costs the scheme is viable but with a very limited buffer.
- 8.17 The sensitivity table also illustrates the 'upside' of increasing rents and reducing yields, providing a much bigger buffer affording greater viability however this is dependent upon covenant strength, location, land acquisition price, site specific constraints and driving construction costs down.
- 8.18 As our above preliminary analysis shows that these schemes are potentially viable, we submit this typology to a full viability appraisal where we assess in more detail the potential to apply CIL on this typology. Currently, there is no CIL on industrial uses in

the CIL Charging Schedule. Our more detailed appraisals will test whether there is potential for this to change and for any CIL to be charged on this use.

9 Summary and Conclusions

- 9.1 Our preliminary appraisal testing indicates that some commercial typologies in South Worcestershire, particularly the retail formats such as large supermarkets, convenience stores, and drive-thru retail, have the potential to support developer contributions including CIL, with an adequate viability buffer under baseline assumptions.
- 9.2 However, typologies such as offices appear less viable based on current rents, yields, and build costs. Given this, we will be bringing forward for detailed appraisal modelling only those typologies which demonstrate a viability buffer.
- 9.3 High street retail uses (e.g. Class E shops in town centres) are unlikely to come forward in the plan period as a meaningful CIL-liable typology as they are typically delivered as part of change-of-use schemes or minor refurbishments rather than new-build development. Also, given the challenging economic conditions (e.g. inflation and disposable income), and relatively high existing use values (EUVs) in retail centres, any new-build high street retail would be unlikely to support additional developer contributions such as CIL.
- 9.4 Office development also appears unviable at current market values and build costs, and should similarly remain nil-rated to avoid discouraging delivery.
- 9.5 Industrial and logistics uses have been tested in our preliminary appraisals as three separate typologies reflecting size and development format. Smaller light industrial units (under 10,000 sqft) and medium/large units (10,000–50,000 sqft) both demonstrated viability. Larger logistics units (over 50,000 sqft) were also found to be viable, albeit with less headroom. On this basis, all three typologies are taken forward for full appraisal testing.
- 9.6 This is summarised on the table below:

Typologies carried forward to full CIL viability testing (see main CIL viability report)	Typologies which have been determined not to be viable for CIL (based on the thumb nail £ psm appraisals herein)
Small (Express) Convenience Retail	Offices (Grade A) Shops (High Street)
Large / Discount Supermarket	
Retail Warehouse	
Drive-Thru Café/Restaurant	
Small to Medium Industrial	
Medium to Large Industrial	
Logistics	

London | Leeds | Liverpool
Newcastle | Birmingham

Property | Infrastructure | Planning
Development | Regeneration

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Appendix 6 – BCIS Costs

£/M2 STUDY

Description: Rate per m2 gross internal floor area for the building Cost including prelims.

Last updated: 20-Sep-2025 07:33

Rebased to Worcestershire (100; sample 111)

MAXIMUM AGE OF RESULTS: 5 YEARS

Building function (Maximum age of projects)	£/m ² gross internal floor area						Sample	
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest		
New build								
810. Housing, mixed developments (5)	1,782	862	1,530	1,732	1,959	4,010	294	
810.1 Estate housing								
Generally (5)	1,749	790	1,451	1,727	1,932	3,520	185	
Single storey (5)	2,042	1,355	1,728	1,908	2,212	3,520	31	
2-storey (5)	1,695	790	1,422	1,701	1,897	2,702	150	
3-storey (5)	1,518	1,163	-	1,518	-	1,874	4	
810.12 Estate housing semi detached								
Generally (5)	1,865	1,129	1,634	1,803	1,985	3,520	52	
Single storey (5)	1,995	1,355	1,735	1,908	1,982	3,520	17	
2-storey (5)	1,800	1,129	1,425	1,747	2,002	2,702	34	
810.13 Estate housing terraced								
Generally (5)	1,570	938	1,383	1,467	1,803	2,184	11	
2-storey (5)	1,611	938	1,416	1,538	1,847	2,184	10	
816. Flats (apartments)								
Generally (5)	2,059	1,076	1,628	1,961	2,387	3,865	146	
1-2 storey (5)	2,024	1,076	1,619	1,988	2,408	3,546	29	

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample	
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest		
3-5 storey (5)	2,017	1,085	1,628	1,893	2,258	3,865	102	
6 storey or above (5)	2,417	1,524	2,123	2,522	2,667	3,070	15	
843. Supported housing								
Generally (5)	2,246	1,535	1,660	2,050	2,718	3,272	11	
2-storey (5)	2,315	1,555	1,655	2,179	2,964	3,272	6	
843.1 Supported housing with shops, restaurants or the like (5)	2,626	1,702	2,591	2,871	2,933	3,279	9	

£/M2 STUDY

Description: Rate per m2 gross internal floor area for the building Cost including prelims.

Last updated: 20-Sep-2025 07:33

Rebased to Worcestershire (100; sample 111)

MAXIMUM AGE OF RESULTS: 10 YEARS

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample	
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest		
New build								
810. Housing, mixed developments (10)	1,623	862	1,386	1,550	1,772	4,010	744	
810.1 Estate housing								
Generally (10)	1,630	790	1,339	1,550	1,795	5,439	462	
Single storey (10)	1,865	1,064	1,508	1,744	2,010	5,439	89	
2-storey (10)	1,552	790	1,325	1,512	1,732	2,702	357	
3-storey (10)	1,751	1,154	1,302	1,558	2,034	3,243	13	
4-storey or above (10)	3,330	2,645	-	2,952	-	4,394	3	
810.11 Estate housing detached (10)	2,656	1,297	1,970	2,323	2,992	5,439	8	
810.12 Estate housing semi detached								
Generally (10)	1,659	922	1,375	1,575	1,879	3,520	123	
Single storey (10)	1,772	1,231	1,486	1,754	1,928	3,520	42	
2-storey (10)	1,603	922	1,363	1,518	1,779	2,702	79	
810.13 Estate housing terraced								
Generally (10)	1,694	938	1,322	1,535	1,924	4,394	40	
2-storey (10)	1,554	938	1,322	1,515	1,700	2,272	32	
3-storey (10)	1,999	1,163	1,298	2,034	2,258	3,243	5	

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample	
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest		
816. Flats (apartments)								
Generally (10)	1,862	984	1,516	1,722	2,138	3,865	414	
1-2 storey (10)	1,843	1,076	1,471	1,678	2,291	3,546	88	
3-5 storey (10)	1,836	984	1,499	1,717	2,059	3,865	278	
6 storey or above (10)	2,052	1,341	1,670	1,956	2,394	3,070	48	
843. Supported housing								
Generally (10)	2,096	1,243	1,649	1,973	2,440	3,527	47	
Single storey (10)	2,267	1,782	-	2,304	-	2,676	4	
2-storey (10)	2,189	1,243	1,665	2,111	2,701	3,527	23	
3-storey (10)	1,886	1,276	1,581	1,767	2,125	2,746	12	
4-storey or above (10)	2,058	1,352	1,619	2,026	2,206	3,262	8	
843.1 Supported housing with shops, restaurants or the like (10)	2,347	1,389	1,767	2,591	2,875	3,279	19	
856.2 Students' residences, halls of residence, etc (10)	2,331	1,359	1,932	2,387	2,575	3,823	31	

£/M2 STUDY

Description: Rate per m2 gross internal floor area for the building Cost including prelims.

Last updated: 09-Aug-2025 07:26

Rebased to 2Q 2025 (401) and Worcestershire (100; sample 111)

MAXIMUM AGE OF RESULTS: DEFAULT PERIOD

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample	
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest		
New build								
284. Warehouses/stores								
Generally (15)	1,102	446	685	878	1,124	5,189	47	
Up to 500m2 GFA (15)	2,145	748	1,132	1,379	2,718	5,189	7	
500 to 2000m2 GFA (15)	1,005	530	751	914	1,104	1,845	16	
Over 2000m2 GFA (15)	863	446	650	738	925	2,436	24	
284.1 Advance warehouses/stores (15)	838	461	680	790	1,056	1,189	9	
284.2 Purpose built warehouses/stores								
Generally (15)	1,170	446	691	891	1,194	5,189	36	
Up to 500m2 GFA (15)	2,550	748	1,379	2,159	3,276	5,189	5	
500 to 2000m2 GFA (15)	1,001	530	741	906	1,119	1,845	15	
Over 2000m2 GFA (15)	898	446	660	738	1,065	2,436	16	
320. Offices								
Generally (15)	2,395	1,161	1,817	2,363	2,807	3,731	30	
Air-conditioned								
Generally (15)	2,278	1,403	1,958	2,338	2,723	2,819	11	

Building function (Maximum age of projects)	£/m ² gross internal floor area						Sample	
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest		
1-2 storey (15)	2,100	1,403	1,918	2,084	2,287	2,809	6	
3-5 storey (15)	2,461	1,578	-	2,723	-	2,819	4	
6 storey or above (20)	2,702	2,031	2,429	2,604	2,800	3,819	7	
Not air-conditioned								
Generally (15)	2,503	1,161	1,813	2,505	3,128	3,731	14	
1-2 storey (15)	2,692	1,582	2,151	2,624	3,337	3,731	11	
3-5 storey (20)	2,242	1,161	1,648	2,077	2,703	3,993	23	
6 storey or above (25)	2,773	2,156	-	2,868	-	3,201	4	
341.1 Retail warehouses								
Generally (25)	1,137	577	859	1,002	1,211	3,248	43	
Up to 1000m2 (25)	1,226	816	912	1,038	1,169	3,248	11	
1000 to 7000m2 GFA (25)	1,151	577	906	1,006	1,298	2,325	28	
344. Hypermarkets, supermarkets								
Generally (35)	1,898	796	1,333	1,694	2,528	3,307	32	
Up to 1000m2 (35)	1,977	1,337	-	1,714	-	3,145	4	
1000 to 7000m2 GFA (35)	1,890	796	1,237	1,690	2,536	3,307	26	
345. Shops								
Generally (30)	1,868	715	1,016	1,532	2,310	4,954	14	
1-2 storey (30)	1,890	715	1,012	1,480	2,405	4,954	13	

Appendix 7 – Stakeholder Consultation Slides



South Worcestershire Council's (SWCs, WCC, MHDC, WYDC) CIL Viability Assessment Stakeholder Workshop

Ben Aspinall MRTPI, MRICS, RICS Registered Valuer, RICS Accredited Civil Commercial Mediator, Managing Director

Matthew Scott MRTPI, MRICS, Associate Director

Andisheh Amouzadeh MSc, Consultant

Monday 6 October, 15:30 – 17:00

House-keeping

- We would like this to be interactive
- Ask questions - Raise Hand / use Chat
- Mute microphone when not speaking
- Slides will be circulated

1. Introduction
2. CIL Viability Context
3. Methodology
4. Research and Emerging Assumptions
5. Feedback and Next Steps

About AspinallVerdi



- Specialist Property Development Consultants
- RICS GP and P&D Surveyors / RTPI
- Local Plan / Affordable Housing Viability
- CIL Viability Studies
- RTPI England Policy Panel / RICS FVIP Panel
- Homes England Property Panel
- Financial Viability Appraisals for S106
- Market Studies to support change of use
- Heritage - Conservation Deficit / Enabling Dev. Appraisals
- London | Leeds | Liverpool | Newcastle | Birmingham



Aim and Objectives of the Study

CIL Viability Study

- Following on from the work recently undertaken on Local Plan Viability, this study will establish recommendations on the viability of CIL rates

- February 2019 – Land Market Paper / Residential Market Paper
- March 2019 – Initial Viability Report
- December 2019 – Stakeholder Workshop
- May 2021 - Land Market / Residential Market Update
- May 2021 – Strategic Site 1-2-1 Engagement [Proforma]
- May 2021 – Viability Report Update
- Oct 2021 – Strategic Site Headroom appraisals
- April 2022 - Residential Market Update
- May 2022 – Strategic Site IDP Costs
- June 2022 – Strategic Site Appraisals [DRAFT]
- April 2022 – Retail / Commercial Report (for CIL)
- June 2022 – Stakeholder Workshop
- July 2022 – Local Plan and CIL Viability Report + Strategic Sites Report
- July 2023 – PBSA and Small Retail Addendum Report
- September 2024 – Residential Market Update
- September 2024 – Local Plan Viability Report

Purpose of the Workshop

- To explain our methodology and emerging assumptions
- To engage and receive feedback
- We will then refine and revise the assumptions
- Run viability appraisals
- Make recommendations to SWC re CIL

1. Introduction
2. CIL Viability Context
3. Methodology
4. Research and Emerging Assumptions
5. Feedback and Next Steps

NPPF (July 2021)

2012 Para 173. *Pursuing sustainable development requires careful attention to viability and costs in plan-making and decision-taking.....To ensure viability, the costs of any requirements likely to be applied to development (affordable housing, infrastructure contributions etc.) should, when taking account of the normal cost of development, provide **competitive returns to a willing land owner and willing developer to enable the development to be deliverable***

2021 Para 58. Where up-to-date policies have set out the contributions expected from development, ***planning applications that comply with them should be assumed to be viable.....***

.....All viability assessments, including any undertaken at the plan-making stage, should *reflect the recommended approach in national planning guidance*, including standardised inputs, and should be made publicly available.

2021 Para 34. Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure). Such policies should not undermine the ***deliverability*** of the plan.

Includes sections on:

- Viability and plan making
- Viability and decision taking
- Standardised inputs to viability assessment

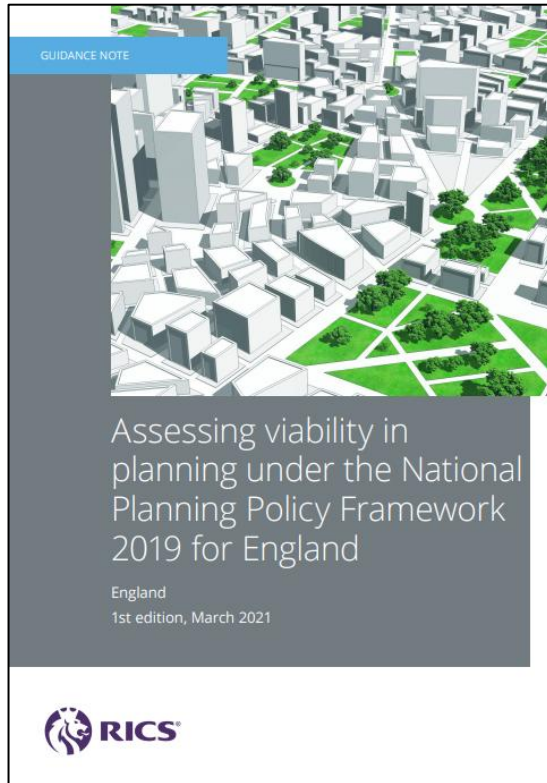
- Policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, ***including the cost implications of the Community Infrastructure Levy (CIL) and section 106***
- Policy requirements should be ***clear so that they can be accurately accounted for in the price paid for land***. To provide this certainty, affordable housing requirements should be expressed as a single figure rather than a range
- ***Different requirements*** may be set for ***different types*** or location of site or types of development

- Paragraph 010 - What are the principles for carrying out a viability assessment? - *strike a balance*
- Paragraph 011 - How should gross development value be defined for the purpose of viability assessment? - *Sales values evidence; rents and yields*
- Paragraph 012 - How should costs be defined for the purpose of viability assessment? - *All costs; including abnormals*
- Paragraph 013 - How should land value be defined for the purpose of viability assessment? - *‘existing use value plus’ (EUV+).*
- Paragraph 018 -How should a return to developers be defined for the purpose of viability assessment? - *15-20% of gross development value (GDV)*

- Strike an ***appropriate balance***
- The levy is expected to have a positive economic effect on development
- Use '***appropriate available evidence***' to inform their draft charging schedule – '*unlikely to be fully comprehensive*'
- No requirement for CIL rate to exactly mirror the evidence
- But, appropriate to ensure that a 'buffer' or margin is included
- Regulations allow charging authorities to apply **differential rates** in a flexible way.... BUT, avoid undue complexity
- Charging authorities can set differential rates that reflect differences in ***land value uplift*** created i.e. greenfield and brownfield

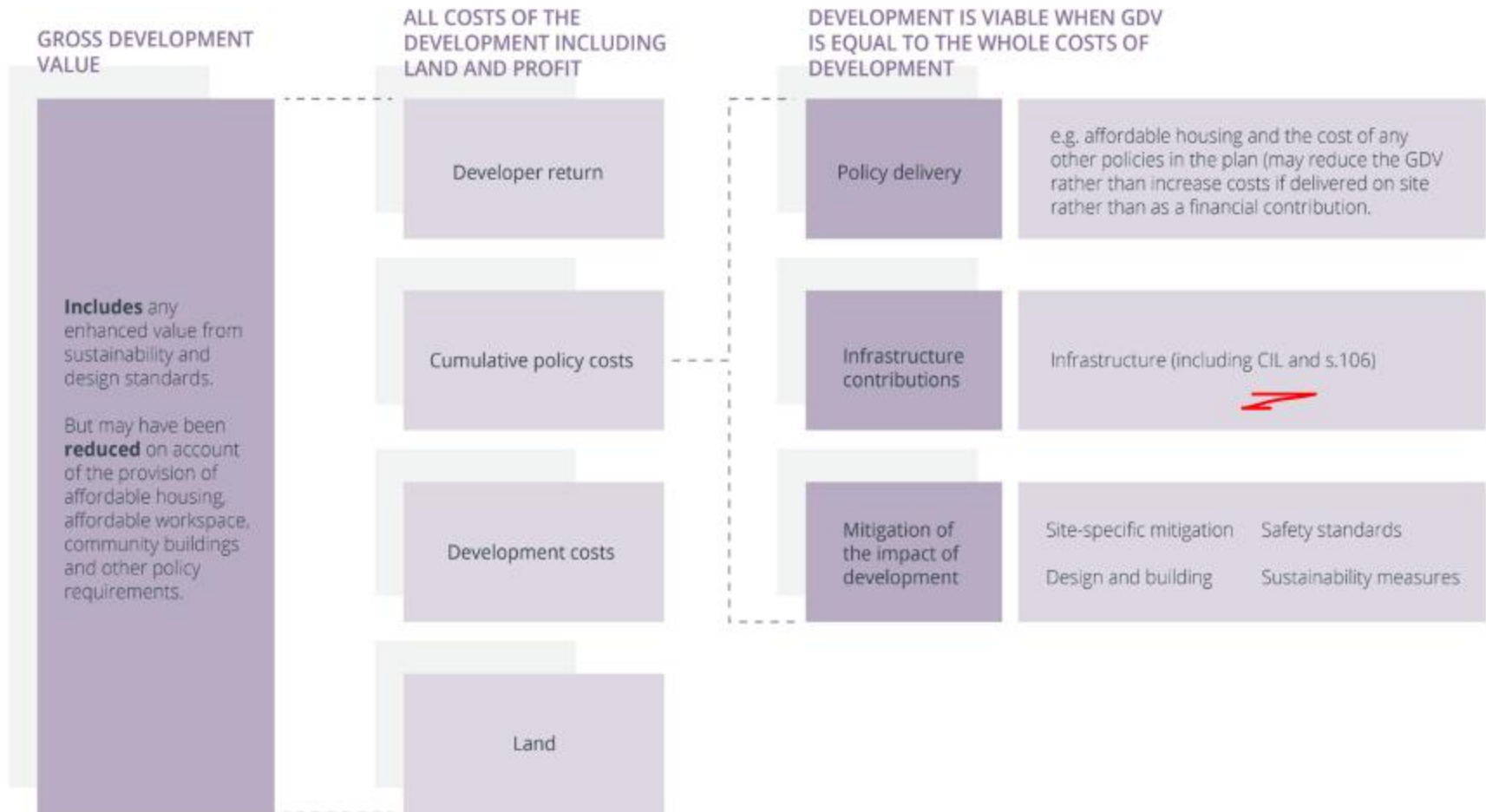
1. Introduction
2. CIL Viability Context
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RICS AVIP from 1 July 2021



- Best Practice for RICS Members
- Includes viability testing CIL
- Differential rates: Geographical zones; Types of development; Scale of development, Uplift in land value where, e.g. the site typologies are *greenfield or brownfield*
- Differential rates can be set for strategic sites - higher or lower - taking into account the requirement to deliver specific elements of infrastructure
- The impact of the CIL should be considered alongside the impact of other policy requirements.

AVIP – Residual Valuation Framework



Appropriate Balance

Too low -

not enough funding for the Authority to deliver the required infrastructure to support the future development

Too high -

‘choking-off’ development such that economic growth and development is prevented



Regulation 14 CIL – “appropriate balance”

Best Practice Model

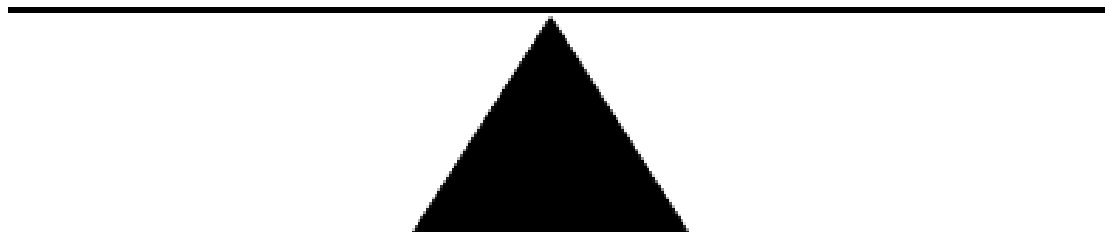
GDV (inc. AH)

Less

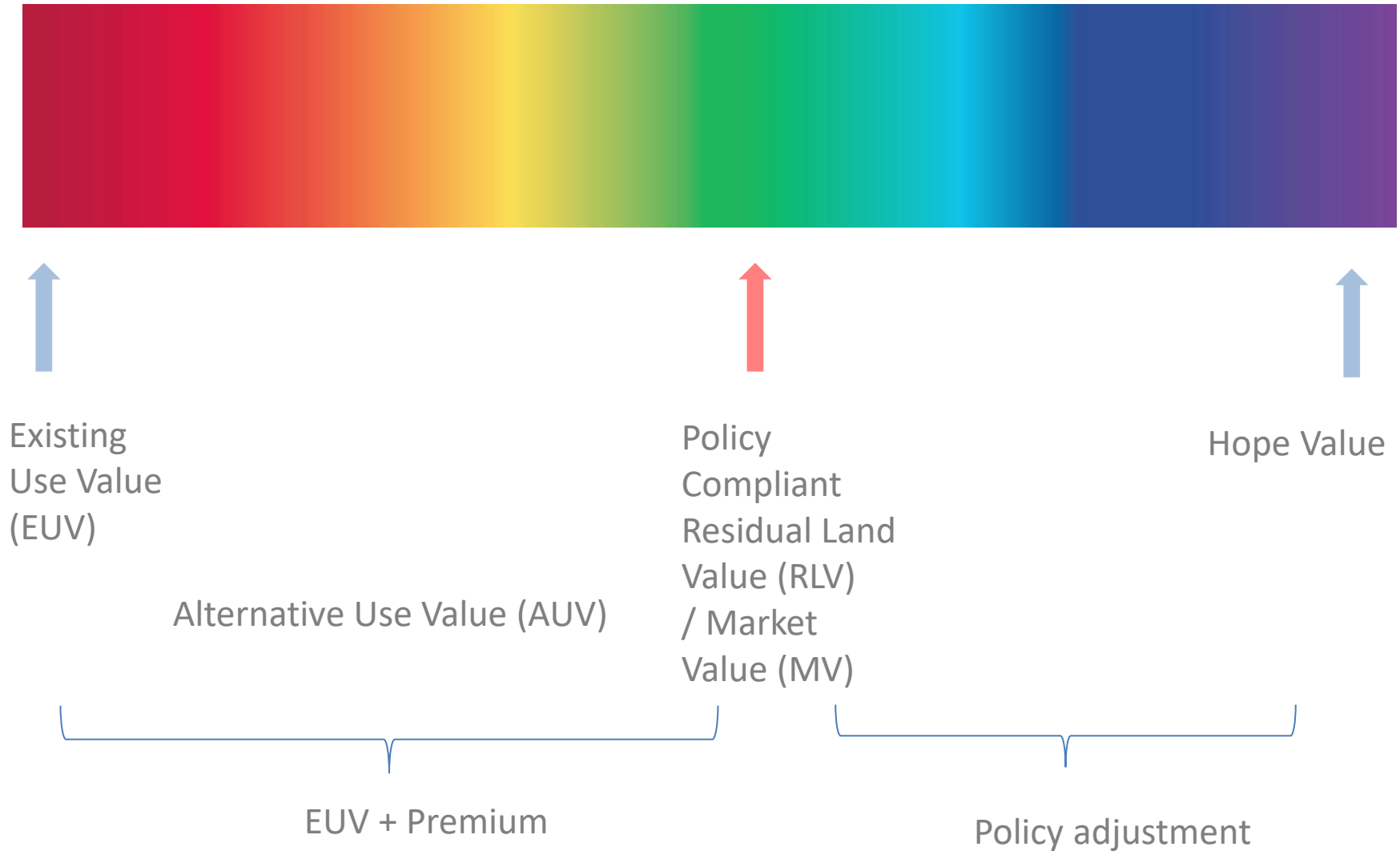
- Fees
- S106/CIL
- Build costs
- Profit
- Interest etc.

= RLV

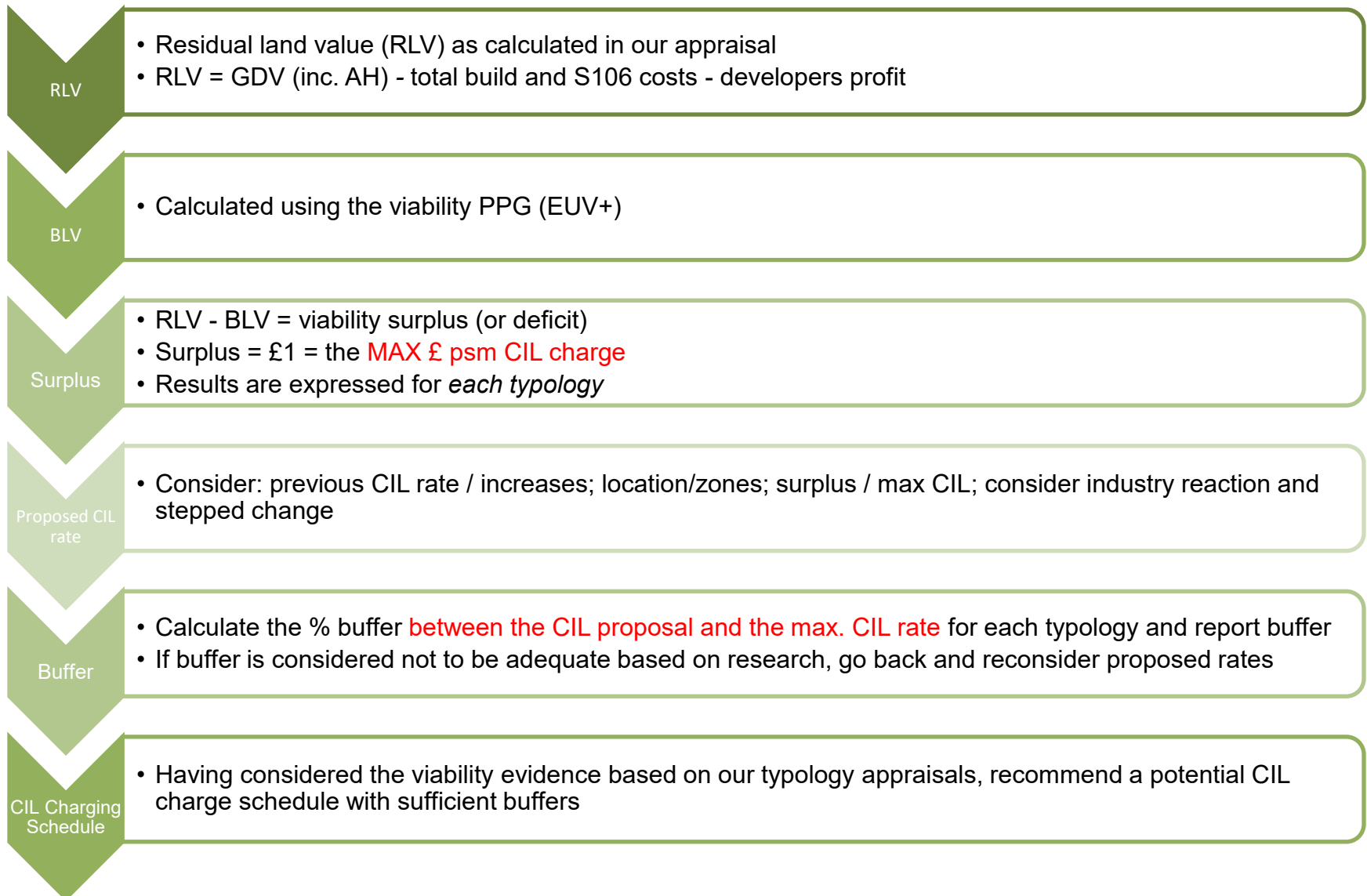
No. Units / Size
x Density
= size of site (ha)
x BLV (£/ha)
= BLV



BLV Summary



Buffered Approach



1. Introduction
2. Local Plan Viability Context
3. Methodology
4. Research and Emerging Assumptions
5. Feedback and Next Steps

Documents to be issued at the end

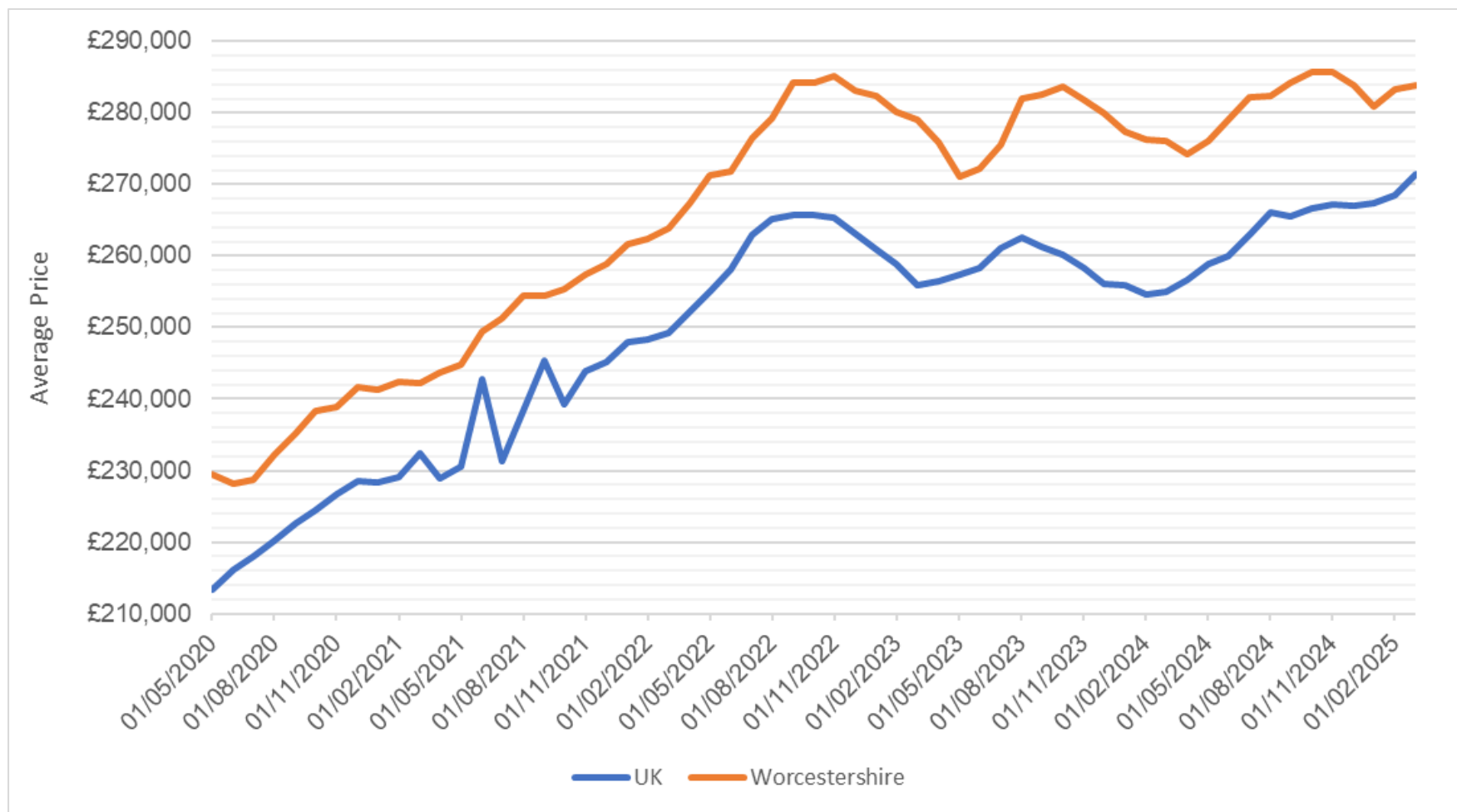
You should receive the following draft papers –

- Residential Market review paper – with residential values evidence base
- Commercial Market Paper
- Land Market review paper – contains BLV evidence base
- Typologies matrix – sets out hypothetical schemes to be tested
- + these presentation slides

Residential Values Market Research Paper

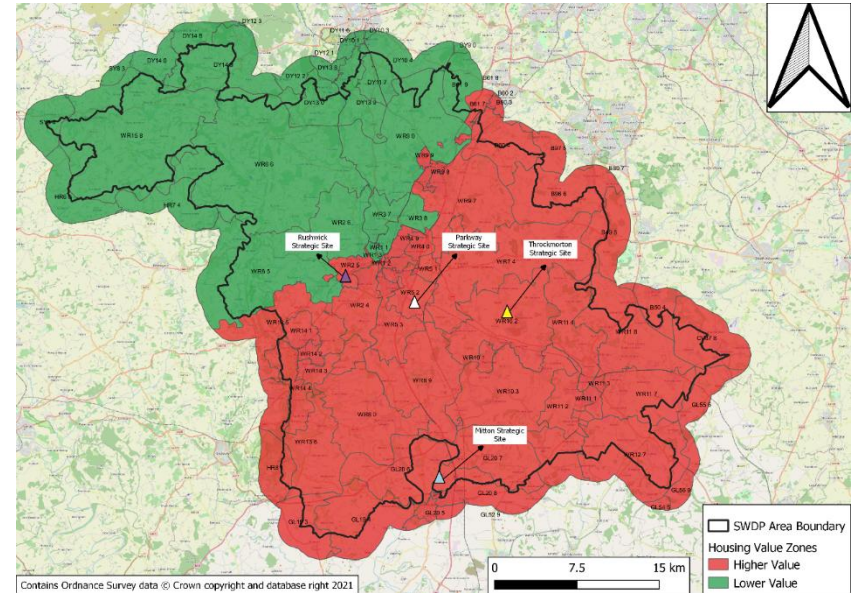
- Worcestershire Market Overview
- New Build Achieved Values
- Second Hand Achieved Values
- New Build Asking Prices
- Market Housing Value Assumptions
- Affordable Housing Transfer Values
- Student Housing Value Assumptions
- Build to Rent Value Assumptions
- Specialist Accommodation for Older People Value Assumptions

Average House Prices in Worcestershire



Value Zoning

- Previous Value Zones are shown on the right.
- Current research, and consideration of affordable housing policy (not differentiated across the area), has led us to conclude that a zoning approach will not be applied
- CIL will be set at a viable level across the study area
- However, will be differentiated across brownfield and greenfield.



SWC Value Assumptions – July 2025

Property	Net Area (sqm) (exc. Garage)	Price £	£ psm
2 Bed House	75	£330,000	£4,400
3 Bed House	95	£415,000	£4,368
3 Bed House (with 16 sqm garage inc. in value)	95	£425,000	£4,474
4 Bed House (with garage inc. in value)	120	£510,000	£4,250
5 Bed House (with garage inc. in value)	135	£570,000	£4,222
1 Bed Flat	50	£205,000	£4,100
2 Bed Flat	65	£255,000	£3,923

Affordable Housing Transfer Values

Table 11.1 – Affordable Housing Transfer Values

Tenure	Affordable Housing Split	Transfer Value (% of MV)
First Homes	25%	70% (capped at £250,000 per unit)
Social Rent	69%	35-40% (37.5% for our appraisals)
Intermediate	6%	65-75% (70% for our appraisals)
	100%	

Source: AspinallVerdi (2025)

- As tested in the Local Plan Viability Testing.

Site Typologies

- Site Based on allocations from SWC
- Carried Forward from Local Plan Approach
- brownfield or greenfield,
- size of site
- See Typologies Matrix

- The characteristics used to group sites should reflect the nature of typical sites that may be developed within the plan area and the type of development proposed for allocation in the plan.
- Unit Mix from SHMA
- Unit sizes based on Nationally Described Space Standards – and Market Evidence.
- See Typologies Matrix

Garage Assumptions

- 3 bed houses - 50% have garages
- 4 bed houses - 100% have garages
- 5 bed houses - 100% have garages

Affordable Housing Assumptions

- Policy target:
 - 40% for Greenfield Land
 - 30% for Brownfield Land
- Tenure mix and value:

Tenure	Affordable Housing Split	% <u>of</u> Open Market Value
First Homes	25%	70% (capped at £250,000)
Social Rented	69%	35-40% (say 37.5% for our appraisals)
Intermediate (Affordable Home Ownership)	6%	70%

Build-to-Rent Assumptions

Table 10.6 – Built to Rent Value Assumptions (£ pcm)

Type	Rent
1-bed apartment	£925
2-bed apartment	£1,150

Source: AspinallVerdi Analysis (May 2025)

- Testing allows for:
 - 22% leakage
 - 5% NIY
- Typology Testing Assumes:
 - Typical scheme size – 75 units
 - Development Density – 150 dph
 - Gross to net – 85%

Student Housing Assumptions

Room Type	Size (sqm)	Rent £ pcm	£ pw	Mix
En-suite Cluster flat	15 (+20% communal)	£780	£195	60%
Studio	25 (+15% communal)	£900	£225	40%

- Testing allows for:
 - 22% leakage
 - 8.5% NIY
- Typology Testing Assumes:
 - Typical scheme size – 75 units
 - Development Density – 150 dph
 - Gross to net – 60%

Retirement Living Assumptions

Table 9.13 – AspinallVerdi Retirement Living /Sheltered Housing Assumptions

No. of Beds	Unit Size (sqm)	Unit Price (£)	Price (£ psm)
1–bed	50	£260,000	£5,200
2–bed	75	£350,000	£4,667

Source: AspinallVerdi Analysis (June 2025)

Table 9.14 – AspinallVerdi Extra Care Housing Assumptions

No. of Beds	Unit Size (sqm)	Unit Price (£)	Price (£ psm)
1–Bed	60	£315,000	£5,250
2–Bed	80	£418,000	£5,225

Source: AspinallVerdi Analysis (June 2025)

Retirement Living Assumptions

Table 9.12 – Older Persons Housing Typology Assumptions

	Age Restricted / Sheltered Housing	Assisted Living / Extra- Care Housing
No. of units	50	60
Development Density (dph)	120	100
1 Bed unit size (sqm)	50	60
2 Bed unit size (sqm)	75	80
Non-chargeable communal space (net-to-gross)	85%	75%

Source: AspinallVerdi (June 2025)

- Testing allows for:
 - Empty Property / Leakage Costs - £2,000 per unit

Commercial Market Overview

- Our market report includes high-level “thumbnail” appraisals.
- These use generic assumptions (based on local market analysis) to assess whether the studied uses are likely to be able to support CIL.
- If these appraisals conclude that the use could potentially sustain a CIL charge, we carry the use forward for full appraisal testing.
- This table sets out our early findings:

Use	Viability	Carried Forward to Testing
Express Convenience Retail	Potentially Viable	Yes
Large / Discount Supermarket	Potentially Viable	Yes
Retail Warehousing	Potentially Viable	Yes
High-Street Shops	Unlikely	No
Drive Thru Café/Restaurant	Potentially Viable	Yes
Office (Grade A)	Unviable	No
Industrial	Potentially Viable	Yes

Retail Market Value Assumptions

Table 4.3 – Retail Value Assumptions

Type	Rent (psf)	Yield	Total Rent Free and Void Period
Small (Express) Convenience Retail	£25	7.00%	3–month
Large/ Discount Supermarket	£23	6.00%	3–month
Retail Warehouse	£18	6.50%	12–month
Shops (High Street)	£20	7.50%	18–month
Drive-Thru Café/Restaurant	£30	6.00%	3–month

Source: AspinallVerdi '250804 Industrial and Commercial Market Research_v3'

Industrial and Logistics Market Value Assumptions

Table 6.3 – I&L Value Assumptions

Type	Rent (psf)	Yield	Total Rent Free and Void Period
Small to Medium Industrial (Up to 10,000 sqft)	£14	6.50%	—
Medium to Large Industrial (10,000 – 50,000 sqft)	£12	5.50%	6–month
Logistics (Over 50,000 sqft)	£9	5.00%	6–month

Source: AspinallVerdi '250804 Industrial and Commercial Market Research_v3'

Cost Assumptions – Initial Payments

Item	Comments
Planning Application Professional Fees and reports	Allowance for typology, generally 5 times statutory planning fees (x3 for larger sites). This is based on feedback received at previous stakeholder workshops.
Statutory Planning Fees	Based on national formula
Site-Specific S106/S278 (Typologies only)	Site Specific Allowance for typology – note that this is in addition to external works costs (see below). The appraisals include an allowance of between £7,936 and £36,405 per residential dwelling depending on size and type of development. This is based on S106 monitoring data and anticipated policy costs provided by the Councils.
CIL	Current rates – Initially, to test whether there is scope to amend the rates.

Cost Assumptions – Construction

Item	Build Cost	Comments
Demolition / Site Clearance	£123,550 per ha (£50,000 per acre)	For brownfield typologies we have made an allowance for site clearance / demolition
Site Infrastructure Costs – generic Typologies		Included. in External Works

Cost Assumptions – Construction(2)

Item	Build Cost	Comments
Estate Housing	£1,451 lower quartile £1,727 median	Worcestershire BCIS: Lower quartile adopted for schemes over 50no. Units Median adopted for schemes with fewer than 49no. Units.
Flats	£1,628 lower quartile £1,893 Median	Worcestershire BCIS: Lower quartile adopted for schemes over 50no. Units with Generally 3-5 Storeys Median adopted for schemes with fewer than 49no. Units with Generally 3-5 Storeys
BTR	£1,893 psm	Worcestershire BCIS Median Generally 3-5 Storeys.
PBSA	£2,387 psm	Worcestershire BCIS Median Student Accommodation
Retirement Housing	£1,893 psm	Worcestershire BCIS Median 3-5 Storeys

Cost Assumptions – Construction(3)

Item	Build Cost	Comments
Express Retail	£1,532 psm	Worcestershire BCIS Median Generally
Supermarket	£1,694 psm	For Large and Discount Supermarkets. Worcestershire BCIS Hypermarket/Supermarket Median Generally
Drive Thru	£1,532 psm	Worcestershire BCIS Median Generally
Industrial (Up to 10,000 sqft)	£914 psm	Worcestershire BCIS Median Warehouses/Stores 500 – 2,000 sqm.
Industrial (10,000 – 50,000 sqft)	£738 psm	Worcestershire BCIS Median Warehouses/Stores over 2,000 sqm.
Industrial (Over 50,000)	£738 psm	Worcestershire BCIS Median Warehouses/Stores over 2,000 sqm.

Cost Assumptions – Construction(4)

Item	Build Cost	Comments
External Works	15%	For the purposes of our appraisal, we have used 15% for external works. Externals will include, inter alia: plot infrastructure, driveways, gardens, boundary walls/fences, service connections and phase infrastructure, estate roads, lighting, street furniture, signage, utilities, drainage, landscaping, SUDs, amenity space etc.
Garages	£8,500 per garage	This cost has been increased from £6,000 per garage space (x2 for a double garage) to £8,500 as a consequence of stakeholder feedback. This sum is within the range of the feedback received.

Design Requirement Cost Assumptions

Item	Cost	Comments
Net Biodiversity Costs (BNG)	£268 per unit – brownfield £1,003 per unit – greenfield £14,334 / ha (non-residential)	Reflects policy EN3b - cost taken from DEFRA Biodiversity Net Gain and Local Nature Recovery Strategies, Impact Assessment (IA), Date: 15/10/2019
Part M4(2) dwelling standard (Accessible and Adaptable Dwellings)	£625 per unit	M4(2) Category 2 – Accessible and Adaptable housing Based on DCLG Housing Standards Review, Final Implementation Impact Assessment, March 2015, paragraphs 153 and 157. This applies to all units – Market and Affordable.
Part M4 (3)(2)(a) dwelling standard (Wheelchair Adaptable Dwellings)	£12,133 per unit	M4(3) Category 3 - Wheelchair Adaptable dwellings Based on DCLG Housing Standards Review, Final Implementation Impact Assessment, March 2015, paragraphs 153 and 157. This applies to 5% of all units – Market and Affordable on sites of 20 dwellings or more [with a corresponding 5% decrease in Part M4(2) units]

Design Requirement Cost Assumptions(2)

Item	Cost	Comments
Part L/ Future Homes Standard	£5,816 per unit for houses and £2,712 per unit for apartments	This cost is to cover the new Building Regulations which come into effect from June 2022. This is based upon MHCLG, The Future Homes Standard 2019 Consultation on changes to Part L (conservation of fuel and power) and Part F (ventilation) of the Building Regulations for new dwellings: Impact Assessment, Date: 1/10/2019 - Option 2 - 'Fabric plus technology'. This would be a 31% reduction in CO2 from new dwellings, compared to the current standards. and Currie and Brown/AECOM, A report for the Committee on Climate Change The costs and benefits of tighter standards for new buildings, Final report, 2019 This also reflects stakeholder feedback received from strategic site promoters.

Design Requirement Cost Assumptions(3)

Item	Cost	Comments
Water efficiency Greywater and efficiency	£2,683 per house £909 per flat	Based on the Council's Water Cycle Study - see section 4, page 45 for costs for rainwater harvesting, plus the document also refers to the £9 water efficiency measures.
Broadband Infrastructure	£747 per unit	This is a development cost that is only applicable to schemes of 20 units or less as it will be covered by Openreach on larger schemes. Cost is £747 on small sites of 20 or less.

Other Cost Assumptions

Item	Assumption	Comments
Contingency	3% - greenfield typologies 5% - brownfield typologies	We have applied 3% contingency to all the build and infrastructure costs for greenfield sites and 5% for brownfield sites. We have increased the contingency to reflect the additional risks of brownfield development sites. These are industry standard allowances. More site due diligence should take place for brownfield sites and abnormal costs deducted from the land value.
Professional Fees	Residential 6.5% Commercial 10%	These are construction related professional fees as opposed to the 'Planning Application Professional Fees and Reports' professional fees included above at the feasibility stage.
OMS Marketing and Promotion	3% (Marketing & Disposal)	% of Open Market Sale GDV. Note that the marketing and promotion costs have to be considered 'in-the-round' with the sales values and gross profit (where developers have internal sales functions).

Other Cost Assumptions(2)

Item	Assumption	Comments
Sale Agent	1%	% of Open Market Sale GDV.
Sale Legal	0.5%	% of Open Market Sale GDV.
Letting Agent	10%	
Letting Legal	5%	
Sales Legal - Affordable	0.25%	% of affordable housing GDV. We have amended this to be based on a ratio which reflects the size of the scheme. This % is based on stakeholder feedback. In reality we would anticipate the affordable units would be sold 'en-block' which would reduce/fix the fees.
Land Acquisition Costs	1.0% Acquisition Agent 0.5% Acquisition Legal	

Profit Assumptions

Item	Assumption	Comments
Residential Profit on Market Sales	20% on GDV	With sensitivities between 15% and 21%
Residential Profit on Affordable Housing	6% on GDV	
Commercial Profit	15% on cost	

Interest and Timing Assumptions

Item	Cost / Timing	Comments
Debit Interest	7%	Applies to 100% of cashflow to include Finance Fees etc.
Site acquisition	day-one	In reality for larger sites the land will be drawn-down in phases/tranches. Therefore, interest is only calculated on land for 1 year.
Initial payments	c 6 months	for 6 months after site acquisition to start on site depending on the size of the typology.
Construction	4 per month	assumed build out rate – per outlet.
Sales rates	4 per month	lagging construction by 3 months for OMS and 1 month for affordable housing.

BLV – Working Assumptions

Scheme Typology	Site Type	EUV -	Uplift Multiplier (gross)	BLV -			Uplift Multiplier (net) (for info.)
		£ per acre gross	x [X] x [Y]%	£ per acre gross	Net: Gross (%)	£ per acre net	x [X] x [Y]%
Residential – Large Greenfield Site (>1 hectare)	Greenfield	£8,500	15.3	£130,000	65%	£200,000	23.5
Residential – Small Greenfield Site (<1 hectare)	Greenfield	£8,500	21.2	£180,000	75%	£240,000	28.2
Residential – Brownfield Site	Brownfield	£350,000	14.3%	£400,000	100%	£400,000	14.3%
Commercial – Greenfield Site	Greenfield	£8,500	21.2	£180,000	100%	£180,000	21.2
Commercial – Brownfield Site	Brownfield	£350,000	14.3%	£400,000	100%	£400,000	14.3%

- We would welcome more comparable land value evidence for all land uses (including any minimum land value clauses within agreed option agreements).
- We need specific details of:
 - the existing use (greenfield / brownfield);
 - transaction date;
 - net and gross site area;
 - price paid;
 - planning consent (including affordable housing % and S106 details)
 - abnormal costs
- ***Any confidential information will be treated as such***

1. Introduction
2. CIL Viability Context
3. Methodology
4. Research and Emerging Assumptions
5. Feedback and Next Steps

Feedback

Send written observations/evidence to –

Hannah Davies MRTPI

Principal Planning Policy Officer - Malvern Hills and Wychavon
District Councils

email: Hannah.Davies@wychavon.gov.uk

Deadline for evidence – Friday 17 October 2025

Next Steps

1. Review workshop feedback
2. Refine assumptions
3. Run appraisals
4. Prepare recommendations / report to members
5. Publication of Viability Report – for public consultation
6. Examination

Any final questions?

Please participate / provide feedback

Appendix 8 – Stakeholder Feedback Matrix

Item	Date	Comment Feedback	Consultee	AspinallVerdi comments
S106	Workshop 06/10/2025	What Section 106 assumptions were used?	Michael Martin-White	Section 106 assumptions vary depending on the size and typology of the site. They range from around £7–8k per unit to £35.5k per dwelling. A detailed typologies matrix will be issued after the presentation showing breakdowns for education, transport, and other obligations.
Profit Level	Workshop 06/10/2025	Why use 20% profit on market housing and 6% on affordable housing?	Robert Csondor	The 20% profit on market housing comes from the Planning Practice Guidance (PPG) range of 15–20%. Previously, stronger markets leaned toward 17.5%, but recently assessments have tended toward 20%. 6% on affordable housing is consistent with PPG and past work, unless robust evidence is provided to justify a higher figure. This results in a blended profit in the 15-20% PPG range.
Profit Level	Workshop 06/10/2025	Shouldn't profit assumptions be higher given current market conditions?	Robert Csondor & Nicola Inchbald	For plan-level work, sticking within the PPG's 15–20% range ensures consistency and dependability at examination.
Beta Model	Workshop 06/10/2025	Why not use IRR (Internal Rate of Return) or more detailed cash flow metrics?	Nicola Inchbald	IRR or ROCE metrics aren't typically used for CIL or plan-level work because those are high-level tests, not detailed site appraisals.
Yield	Workshop 06/10/2025	Are industrial yields too optimistic (set at 5%)? Nicola mentioned they're seeing 8% in real funding markets now, even for strong sectors.	Nicola Inchbald	Yes, the current draft uses 5% yields for larger industrial schemes. The team agreed this was valuable feedback and would review their yield assumptions. We have applied 5% of large logistics schemes, but 5.5%-6.5% for smaller typologies.
BNG	Workshop 06/10/2025	How are Brownfield and Greenfield differences treated, particularly regarding Biodiversity Net Gain (BNG)?	Robert Csondor	The differentiation in land values between Greenfield and Brownfield already accounts for existing use value differences.

South Worcestershire Councils – CIL Viability
Stakeholder Feedback and Analysis

Item	Date	Comment Feedback	Consultee	AspinallVerdi comments
BNG	Workshop 06/10/2025	Why using DEFRA Study for BNG Assessment?	Richard Pitt	The DEFRA Impact Assessment remains the only nationally consistent and methodologically transparent source for estimating BNG costs at this plan-making stage.
Brownfield	Workshop 06/10/2025	Could Brownfield sites have zero CIL rates to encourage redevelopment?	Robert Csondor	This might emerge naturally because CIL headroom for Brownfield sites is much lower.
Value Zoning	Workshop 06/10/2025	Why move to Greenfield vs Brownfield zoning instead of high/low value zones?	AspinallVerdi	AV explained that value differences within South Worcestershire aren't significant enough to justify fine-grained zoning and requested any feedback/ advice regarding this approach. Participants generally agreed this approach 'makes more sense'.
Viability Buffer	Feedback received 07/11/2025	AV has not set a buffer level yet. CBRE argues for a 50% viability buffer due to static values, inflation, stretched affordability and modest contingency/profit assumptions. Cites DCLG and Lichfields research to justify higher buffers in current market conditions.	Sophie Borrowdale - CBRE	The buffer is a matter of judgement and will be reviewed on a typology-by-typology basis in the full CIL Viability Study.
Residential Value	Feedback received 07/11/2025	AV moved away from zonal values to area-wide values. CBRE says AV's values are too high and not justified by market evidence. Indexed market data shows only 3.42% increase, whereas AV applied -3% to +14%. CBRE's analysis of 181 transactions shows median	Sophie Borrowdale - CBRE	Residential value assumptions have been derived from a comprehensive analysis of HM Land Registry price-paid data, supplemented by evidence of new-build asking prices and achieved sales across South Worcestershire. Values used in the assessment therefore represent balanced, evidence-based averages appropriate for plan-level viability testing. See our Residential Market report. We have received no other feedback from house-builders on this point.

Item	Date	Comment Feedback	Consultee	AspinallVerdi comments
		£322/ft ² , whereas AV often exceeds this.		
Affordable Housing Transfer Value	Feedback received 07/11/2025	AV uses blanket % of market value, which CBRE says is misleading. CBRE argues values should be calculated using rental income, management allowances and yields. CBRE's calculation shows 22–28% transfer values, far below AV's 37.5%. Notes difficulty disposing of S106 units to RPs without grant. Asks for clarity on First Homes (no longer required in policy) and on "other intermediate".	Sophie Borrowdale - CBRE	We note the feedback, but at this plan-wide stage we adopt a simplified and proportionate approach by applying a percentage of market value as a proxy transfer value. This method is consistent with other whole-plan viability studies and allows comparability across typologies without requiring detailed investment appraisal modelling. Tenure assumptions reflect national policy and emerging local policy requirements. The affordable housing tenure mix has been revised in response to the outcomes of the Local Plan hearings (after the workshop), and these changes are now fully reflected in our Residential Market Paper. We have received no other feedback from house-builders on this point.
S106	Feedback received 07/11/2025	AV's range of £7,946 to £36,405 per unit is too broad. CBRE wants clearer, up-to-date, evidenced S106 assumptions. Clarity needed on what is S106 vs CIL.	Sophie Borrowdale - CBRE	This is a plan-wide typology-based exercise rather than site-specific viability testing. Standardised S106 assumptions are clearly set out in the typologies matrix. The purpose of CIL is to help fund strategic infrastructure, and the full CIL Viability Assessment will distinguish between items funded through S106 versus those funded through CIL to avoid double counting.
Build Costs	Feedback received 07/11/2025	AV uses BCIS Median for <49 units and LQ for >50 units. CBRE says: Sample sizes must be robust. Using LQ for >50 units is inconsistent with AV's own	Sophie Borrowdale - CBRE	BCIS has been reviewed and applied on a consistent basis, aligning with accepted practice. BCIS samples have been reviewed to ensure they are robust, and all costs have been rebased to Worcestershire location. We have applied a 5-year maximum age for BCIS data wherever sufficient sample information is available. In cases where the 5-year dataset does not provide adequate coverage, the default BCIS period has been used. Further detail will be provided in the full CIL Viability Report.

South Worcestershire Councils – CIL Viability
Stakeholder Feedback and Analysis

Item	Date	Comment Feedback	Consultee	AspinallVerdi comments
		Birmingham study (threshold was 100 units). BCIS is backward-looking and currently risky. Recommend BCIS median, 5-year dataset.		We acknowledge the consultee's observation regarding the threshold at which BCIS Lower Quartile (LQ) costs are applied. This approach aligns with the Government's <i>Planning Reform Working Paper: Reforming Site Thresholds</i> (May 2025), which introduces a new 'medium site' category for schemes of 10–49 homes; separating them from 'major' developments of 50+ units.
External Work	Feedback received 07/11/2025	AV assumes 15% external works. CBRE says: 15–20% is more realistic. AV has not included separate site infrastructure costs like primary roads, utilities, drainage etc. CBRE believes this is a major gap and misleading.	Sophie Borrowdale - CBRE	A clear distinction is maintained between normal external works—allowed for within the appraisal—and site-specific abnormal or opening-up costs, which should be reflected in the benchmark land value rather than added to build costs. This approach is consistent with PPG guidance to avoid double counting. It is important to note that the strategic sites which carry significant infrastructure costs are excluded from CIL.
Garage Assumption	Feedback received 07/11/2025	AV uses £8,500 per single garage, which CBRE says is too low. Local evidence shows £10,000+ single and £18,000+ double.	Sophie Borrowdale - CBRE	We have adopted a standardised per-unit allowance for garages, consistent with typical industry assumptions. We have received no other feedback from house-builders on this point.
BNG	Feedback received 07/11/2025	AV uses 2019 DEFRA Impact Assessment costs. CBRE says these should be indexed using BCIS TPI or replaced with current local credit costs.	Sophie Borrowdale - CBRE	We note the comments regarding the DEFRA cost base. As with other plan-wide assessments, the DEFRA Impact Assessment provides the most transparent national starting point.
M4(2), M4(3)	Feedback received 07/11/2025	AV uses 2015 cost data. CBRE recommends indexed higher allowances:	Sophie Borrowdale - CBRE	Recent plan-level viability studies and industry evidence indicate that many M4(2) requirements are becoming embedded within modern construction methods and reflected within BCIS costs. We

South Worcestershire Councils – CIL Viability
Stakeholder Feedback and Analysis

Item	Date	Comment Feedback	Consultee	AspinallVerdi comments
		M4(2): £1,400 per apartment and £800 per house M4(3): £11,600 per apartment and £15,500 per house		are therefore content with these allowances over and above current day BCIS costs. We have received no other feedback from house-builders on this point.
Part L/F	Feedback received 07/11/2025	AV's costs are too low. CBRE recommends: £11,700 per house £9,700 per apartment Based on updated DLUHC impact assessments indexed to present day.	Sophie Borrowdale - CBRE	Our allowances reflect current Building Regulation requirements and assume these are partly embedded in BCIS. This is an allowance for FHS 2025 based on the Local Plan viability evidence from 2024. At the time of writing the 2025 uplift has not come into force, so this provides a level of contingency / buffer.
EV Charging	Feedback received 07/11/2025	AV is silent. CBRE suggests £800 per housing unit.	Sophie Borrowdale - CBRE	Part S requirements for EV charging are now a requirement and therefore the costs are already embedded in BCIS cost data.
Building safety Levy	Feedback received 07/11/2025	To apply from 1 Oct 2026. Rates vary by district and land type. CBRE says these must be included or sensitivity tested.	Sophie Borrowdale - CBRE	The levy is expected to come into effect from October 2026, but its implementation remains subject to confirmation. We have therefore excluded it and reflected this in the buffer judgement. We have received no other feedback from house-builders on this point.
Contingency	Feedback received 07/11/2025	AV: 3% greenfield, 5% brownfield. CBRE: 5% minimum, otherwise a larger viability buffer is needed.	Sophie Borrowdale - CBRE	We have applied 3% on greenfield and 5% on brownfield sites, consistent with our approach in other authorities. Contingency forms part of the wider set of appraisal assumptions together with land value, buffer and developer profit. We have received no other feedback from house-builders on this point.

South Worcestershire Councils – CIL Viability
Stakeholder Feedback and Analysis

Item	Date	Comment Feedback	Consultee	AspinallVerdi comments
Professional Fee	Feedback received 07/11/2025	AV: 6.5% construction + planning fee uplift. CBRE: 7–10% overall, reflecting both pre- and post-planning.	Sophie Borrowdale - CBRE	Professional fees adopted are consistent with the scale and complexity of a plan-wide typology exercise. We have allowed for separate Planning application professional fees and construction professional fees. We have received no other feedback from house-builders on this point.
Developer Profit	Feedback received 07/11/2025	AV: 20% market, 6% affordable. CBRE: 20% for all tenures in the current high-risk market.	Sophie Borrowdale - CBRE	Profit levels align with accepted PPG-compliant ranges and reflect typical returns observed in current market conditions.
Sales Rate	Feedback received 07/11/2025	AV: 4 units per month per outlet, 3-month lag. CBRE: too optimistic. Sales lag should be 6–9 months.	Sophie Borrowdale - CBRE	Sales and delivery rates are based on typical market expectations across comparable areas. The important point is that for residential development the cashflow pace i.e. costs expended is dictated in part by the sales rates. We have received no other feedback from house-builders on this point.
Interest Rate	Feedback received 07/11/2025	AV: 7%. CBRE: at least 7.5% on 100% of costs given BoE base rate and SONIA.	Sophie Borrowdale - CBRE	Our interest assumptions reflect recent trends in development finance and will be reviewed to ensure they remain representative of current lending conditions. We have received no other feedback from house-builders on this point.
BLV	Feedback received 07/11/2025	AV: £8,500 per acre. CBRE: too low. Cites RICS/RAU data showing typical values £10,000–£12,000 per acre.	Sophie Borrowdale - CBRE	EUV for agricultural land is based on published evidence and aligns with established viability practice. PPG requires that EUV must exclude hope value. BLV will be reviewed in the full study using a range of evidence including land market reports and option agreement information where provided. See our Land Market Paper.

South Worcestershire Councils – CIL Viability
Stakeholder Feedback and Analysis

Item	Date	Comment Feedback	Consultee	AspinallVerdi comments
				We have received no other feedback from house-builders on this point.

S:_Client Projects\1812 South Worcestershire Plan Viability and CIL Review_SWC\2510 Stakeholder Feedback Matrix (for CIL)\251215 Stakeholder CIL Feedback Matrix_v0.4.docx

Appendix 9 – Residential Appraisals

251201 SWC_Residential Appraisals_CIL_v3_A_E

Appraisal Ref: **A** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: **Location / Value Zone: Area Wide**
 Notes/Comments: **Median BCIS, No AH, Current CIL: £54.80**
 No Units: **7**
 Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			7 Units						
AH Policy requirement (% Target)			0%						
Open Market Sale (OMS) housing			100%						
AH tenure split %			Open Market Sale (OMS)						
			Affordable Rent: 0.0%						
			Social Rent: 70.0% 70.0% % Rented						
			First Homes: 0.0%						
			Other Intermediate (LCHO/Sub-Market etc.): 30.0% 0.0% % of total (>10% First Homes PPG 023)						
			100% 100.0%						
CIL Rate (£ psm)			539.13 £ psm						
Unit Mix -									
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
2 bed House	35.0%	2.5	50.0%	0.0	35%	2.5			
3 bed House	20.0%	1.4	25.0%	0.0	20%	1.4			
3 bed House (with garage)	20.0%	1.4	25.0%	0.0	20%	1.4			
4 bed House (with garage)	25.0%	1.8	0.0%	0.0	25%	1.8			
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	7.0	100.0%	0.0	100%			
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
2 bed House	184	1,978	0	0	184	1,978			
3 bed House	133	1,432	0	0	133	1,432			
3 bed House (with garage)	155	1,673	0	0	155	1,673			
4 bed House (with garage)	238	2,562	0	0	238	2,562			
5 bed House (with garage)	0	0	0	0	0	0			
1 bed Flat	0	0	0	0	0	0			
2 bed Flat	0	0	0	0	0	0			
3 bed Flat	0	0	0	0	0	0			
		710	7,644	0	0	710			
AH % by floor area:		0.00% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)			
2 bed House	330,000	4,400	409	4,400	409	808,500			
3 bed House	415,000	4,368	406	4,368	406	581,000			
3 bed House (with garage)	425,000	4,474	416	3,829	356	595,000			
4 bed House (with garage)	510,000	4,250	395	3,750	348	892,500			
5 bed House (with garage)	570,000	4,222	392	3,775	351	0			
1 bed Flat	205,000	4,100	381	3,485	324	0			
2 bed Flat	255,000	3,923	364	3,335	310	0			
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0			
						2,877,000			
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Site Typology:

Notes/Comments:

Houses

Location / Value Zone:

Median BCIS, No AH, Current CIL: £54.80

No Units:

Greenfield/Brownfield:

7

Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
2 bed House	2.5	@	330,000		808,500
3 bed House	1.4	@	415,000		581,000
3 bed House (with garage)	1.4	@	425,000		595,000
4 bed House (with garage)	1.8	@	510,000		892,500
5 bed House (with garage)	0.0	@	570,000		-
1 bed Flat	0.0	@	205,000		-
2 bed Flat	0.0	@	255,000		-
3 bed Flat	0.0	@	0		-
	7.0				2,877,000
Affordable Rent GDV -					
2 bed House	0.0	@	123,750		-
3 bed House	0.0	@	155,625		-
3 bed House (with garage)	0.0	@	159,375		-
4 bed House (with garage)	0.0	@	191,250		-
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	123,750		-
3 bed House	0.0	@	155,625		-
3 bed House (with garage)	0.0	@	159,375		-
4 bed House (with garage)	0.0	@	191,250		-
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	231,000		-
3 bed House	0.0	@	250,000		-
3 bed House (with garage)	0.0	@	250,000		-
4 bed House (with garage)	0.0	@	250,000		-
5 bed House (with garage)	0.0	@	250,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	231,000		-
3 bed House	0.0	@	290,500		-
3 bed House (with garage)	0.0	@	297,500		-
4 bed House (with garage)	0.0	@	357,000		-
5 bed House (with garage)	0.0	@	399,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential				7	2,877,000
AH on-site cost analysis:				EMV (no AH) less £GDV (inc. AH)	
				0 £ psm (total GIA sqm)	
				0 £ per unit (total units)	
Grant				7 units @	-
Total GDV					2,877,000

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses

Site Typology:

Location / Value Zone:

Area Wide

Notes/Comments:

Median BCIS, No AH, Current CIL: £54.80

No Units:

7

Greenfield/Brownfield:

Greenfield

DEVELOPMENT COSTS

Initial Payments -

Statutory Planning Fees (Residential)	01-Apr-25	(capped at £411,885)	4,116 £	(4,116)
Planning Application Professional Fees, Surveys and reports		(capped at £1,500,000)	20,580 £	(20,580)
CIL (Mkrt only inc. garages)	Max	710 sqm	539.13 £ psm	(382,864)

CIL analysis:

13.31% % of GDV

54,695 £ per unit (total units)

Site Specific S106	Year 1		0	-
(strategic site cashflow yrs 1-15)	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	-

Site Specific S106 (installment)	7 units @		7,936 per unit	(55,552)

Sub-total

(55,552)

S106 analysis:

238,080 £ per ha

1.93% % of GDV

7,936 £ per unit (total units)

AH Commuted Sum	710 sqm (total)		£ psm	-

Comm. Sum analysis:

0.00% % of GDV

Construction Costs -

Site Clearance, Demolition & Remediation	0.23 ha @		£ per ha (if brownfield)	-

Strategic Site Infra. 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	-
	Years 1-15	7 units @		-
	Sub-total			-

Infra. Costs analysis:

- £ per ha

0.00% % of GDV

0 £ per unit (total units)

2 bed House	184 sqm @		1,727 psm	(317,336)
3 bed House	133 sqm @		1,727 psm	(229,691)
3 bed House (EXC. garage)	133 sqm @		1,727 psm	(229,691)
4 bed House (EXC. garage)	210 sqm @		1,727 psm	(362,670)
5 bed House (EXC. garage)	- sqm @		1,727 psm	-
1 bed Flat	- sqm @		1,893 psm	-
2 bed Flat	- sqm @		1,893 psm	-
3 bed Flat	- sqm @		1,893 psm	-
Garages for 3B House	1.4 16.0 22 sqm @		531 psm	(11,900)
Garages for 4B House	1.8 16.0 28 sqm @		531 psm	(14,875)
Garages for 5B House	- 16.0 0 sqm @		531 psm	-

Total GIA check:

710 £ per garage

£8,500

External works	1,166,163 @		15.0%	(174,924)

Ext. Works analysis:

24,989 £ per unit (total units)

Policy Costs on design -

Net Biodiversity costs		7 units @		1,003 £ per unit	(7,021)
M4(2) Category 2 Housing	Aff units	- units @	100% @	625 £ per unit	-
M4(3) Category 3 Housing	Aff units (>20 units)	- units @	0% @	12,133 £ per unit	-
M4(2) Category 2 Housing	OMS units	7 units @	100% @	625 £ per unit	(4,375)
M4(3) Category 3 Housing	OMS units (>20 units)	7 units @	0% @	12,133 £ per unit	-
Part L/FHS - Houses		7 units @		5,816 £ per unit	(40,712)
Part L/FHS - Flats		- units @		2,712 £ per unit	-

Part L/FHS analysis:

3.5% % of BCIS costs

EV Charging Points - Houses	7 units @		0 £ per unit	-
EV Charging Points - Flats	- units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency - Houses	7 units @		2,683 £ per unit	(18,781)
Water Efficiency - Flats	- units @		909 £ per unit	-
Broadband infrastructure	(< 20 units only) 7 units @		747 £ per unit	(5,229)
	Sub-total			(70,889)

Policy Costs analysis: (design costs only)

10,127 £ per unit (total units)

6.1% % of BCIS costs

Contingency (on construction)	1,417,206 @		3.0%	(42,516)

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology: Houses
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: Median BCIS, No AH, Current CIL: £54.80
 No Units: 7
 Greenfield/Brownfield: Greenfield

Professional Fees	1,417,206 @	6.5%		(92,118)
Disposal Costs -				
OMS Marketing and Promotion	2,877,000 OMS @	3.00%	12,330 £ per unit	(86,310)
Residential Sales Agent Costs	2,877,000 OMS @	1.00%	4,110 £ per unit	(28,770)
Residential Sales Legal Costs	2,877,000 OMS @	0.50%	2,055 £ per unit	(14,385)
Affordable Sale Legal Costs	- AH @	0.25%	0 £ per unit	-
Empty Property Costs (SC, Council Tax proxy)	7 units (1/2 back during sales period)	0	0 £ per unit PA (£ per	-
Disposal Cost analysis:			18,495 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00% APR	0.565% pcm		(15,403)
Developers Profit -				
Profit on OMS	2,877,000	20.00%		(575,400)
Margin on AH	0	6.00% on AH values		-
Profit analysis:	2,877,000	20.00% blended GDV	(575,400)	
	2,159,821	26.64% on costs	(575,400)	
TOTAL COSTS				(2,735,221)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				141,779
SDLT	141,779 @	HMRC formula		-
Acquisition Agent fees	141,779 @	1.0%		(1,418)
Acquisition Legal fees	141,779 @	0.5%		(709)
Interest on Land	141,779 @	7.00%		(9,925)
Residual Land Value				129,728
RLV analysis:	18,533 £ per plot	555,977 £ per ha (net)	225,001 £ per acre (net)	
		444,782 £ per ha (gross)	180,001 £ per acre (gross)	
			4.51% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0 dph (net)			
Site Area (net)	0.23 ha (net)	0.58 acres (net)		
Net to Gross ratio	80%			
Site Area (gross)	0.29 ha (gross)	0.72 acres (gross)		
Density analysis:	3,044 sqm/ha (net)	13,258 sqft/ac (net)		
	24 dph (gross)			
Benchmark Land Value (net)	18,533 £ per plot	555,975 £ per ha (net)	225,000 £ per acre (net)	129,728
BLV analysis:		444,780 £ per ha (gross)	180,000 £ per acre (gross)	

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

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses

Site Typology:

Location / Value Zone:

Area Wide

No Units:

7

Notes/Comments:

Median BCIS, No AH, Current CIL: £54.80

Greenfield/Brownfield:

Greenfield

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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

TABLE 1		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		1	10%	15%	20%	25%	30%	35%	40%
Max CIL £ psm 539.13 (recommended CIL) (120.00)	0.00	460,547	396,441	332,233	268,024	203,792	138,374	71,699	
	10.00	450,876	387,277	323,607	259,938	196,215	131,094	64,949	
	20.00	441,206	378,112	314,982	251,851	188,638	123,814	58,198	
	30.00	431,535	368,948	306,356	243,765	181,061	116,534	51,448	
	40.00	421,836	359,783	297,731	235,679	173,483	109,254	44,697	
	50.00	412,132	350,619	289,106	227,592	165,824	101,974	37,946	
	60.00	402,429	341,454	280,480	219,497	157,984	94,694	31,196	
	70.00	392,725	332,290	271,855	211,379	150,144	87,414	24,445	
	80.00	383,021	323,125	263,229	203,260	142,304	80,109	17,695	
	90.00	373,318	313,961	254,604	195,142	134,463	72,796	10,897	
	100.00	363,614	304,796	245,978	187,023	126,623	65,483	3,996	
	110.00	353,910	295,632	237,353	178,905	118,783	58,170	(2,906)	
	120.00	344,207	286,467	228,708	170,786	110,943	50,857	(9,815)	
	130.00	334,503	277,303	220,048	162,473	103,103	43,544	(16,752)	
	140.00	324,800	268,138	211,388	154,073	95,263	36,231	(23,688)	
	150.00	315,096	258,974	202,728	145,673	87,395	28,918	(30,625)	
	160.00	305,392	249,809	194,069	137,273	79,519	21,604	(37,561)	
	170.00	295,689	240,624	185,409	128,873	71,643	14,291	(44,498)	
	180.00	285,985	231,423	176,749	120,473	63,768	6,843	(51,435)	
	190.00	276,281	222,222	168,083	112,073	55,892	(634)	(58,371)	
	200.00	266,578	213,021	159,123	103,673	48,016	(8,135)	(65,308)	
	210.00	256,870	203,820	150,163	95,242	40,140	(15,650)	(72,245)	
	220.00	247,128	194,619	141,202	86,804	32,265	(23,165)	(79,187)	
	230.00	237,386	185,418	132,242	78,366	24,389	(30,679)	(86,163)	
	240.00	227,643	176,217	123,282	69,927	16,513	(38,194)	(93,139)	
	250.00	217,901	166,972	114,322	61,489	8,539	(45,709)	(100,115)	

TABLE 2

TABLE 2		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 539.13 (recommended CIL) (120.00)	0.00		588,647	580,242	571,836	563,431	555,026	546,620	538,215
	10.00		577,902	569,497	561,091	552,686	544,280	535,875	527,469
	20.00		567,157	558,752	550,346	541,941	533,535	525,130	516,724
	30.00		556,412	548,007	539,601	531,196	522,790	514,385	505,979
	40.00		545,667	537,261	528,856	520,450	512,045	503,640	495,234
	50.00		534,922	526,516	518,111	509,705	501,300	492,894	484,489
	60.00		524,177	515,771	507,366	498,960	490,555	482,149	473,744
	70.00		513,431	505,026	496,620	488,215	479,810	471,404	462,990
	80.00		502,686	494,281	485,875	477,470	469,064	460,643	452,209
	90.00		491,941	483,536	475,130	466,725	458,295	449,861	441,427
	100.00		481,196	472,791	464,382	455,947	447,513	439,079	430,645
	110.00		470,451	462,034	453,600	445,166	436,731	428,297	419,863
	120.00		459,686	451,252	442,818	434,384	425,950	417,516	409,081
	130.00		448,904	440,470	432,036	423,602	415,168	406,734	398,300
	140.00		438,123	429,688	421,254	412,820	404,386	395,952	387,518
	150.00		427,341	418,907	410,473	402,038	393,604	385,170	376,736
	160.00		416,559	408,125	399,691	391,257	382,822	374,388	365,954
	170.00		405,777	397,343	388,909	380,475	372,041	363,607	355,172
	180.00		394,995	386,561	378,127	369,693	361,259	352,825	344,391
	190.00		384,214	375,779	367,345	358,911	350,477	342,043	333,609
	200.00		373,432	364,998	356,564	348,129	339,695	331,261	322,827
	210.00		362,650	354,216	345,782	337,348	328,913	320,479	312,045
	220.00		351,868	343,434	335,000	326,566	318,132	309,698	301,263
	230.00		341,086	332,652	324,218	315,784	307,350	298,916	290,482
	240.00		330,305	321,870	313,436	305,002	296,568	288,134	279,690
	250.00		319,523	311,089	302,655	294,220	285,786	277,333	268,865

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses

Site Typology:

Location / Value Zone:

Area Wide

No Units:

7

Notes/Comments:

Median BCIS, No AH, Current CIL: £54.80

Greenfield/Brownfield:

Greenfield

TABLE 3

		Profit							
		20%							
Balance (RLV - BLV £ per acre (n))		1	15%	16%	17%	18%	19%	20%	21%
CIL £psm 539.13 (recommended CIL) (120.00)	0.00		804,460	761,297	718,135	674,972	631,810	588,647	545,485
	10.00		793,715	750,552	707,390	664,227	621,065	577,902	534,740
	20.00		782,970	739,807	696,645	653,482	610,320	567,157	523,995
	30.00		772,224	729,062	685,899	642,737	599,574	556,412	513,249
	40.00		761,479	718,317	675,154	631,992	588,829	545,667	502,504
	50.00		750,734	707,572	664,409	621,247	578,084	534,922	491,759
	60.00		739,989	696,826	653,664	610,502	567,339	524,177	481,014
	70.00		729,244	686,081	642,919	599,756	556,594	513,431	470,269
	80.00		718,499	675,336	632,174	589,011	545,849	502,686	459,524
	90.00		707,754	664,591	621,429	578,266	535,104	491,941	448,779
	100.00		697,008	653,846	610,683	567,521	524,358	481,196	438,034
	110.00		686,263	643,101	599,938	556,776	513,613	470,451	427,288
	120.00		675,499	632,336	589,174	546,011	502,849	459,686	416,524
	130.00		664,717	621,554	578,392	535,229	492,067	448,904	405,742
	140.00		653,935	610,773	567,610	524,448	481,285	438,123	394,960
	150.00		643,153	599,991	556,828	513,666	470,503	427,341	384,178
	160.00		632,371	589,209	546,046	502,884	459,722	416,559	373,397
	170.00		621,590	578,427	535,265	492,102	448,940	405,777	362,615
	180.00		610,808	567,645	524,483	481,320	438,158	394,995	351,833
	190.00		600,026	556,864	513,701	470,539	427,376	384,214	341,051
	200.00		589,244	546,082	502,919	459,757	416,594	373,432	330,269
	210.00		578,462	535,300	492,137	448,975	405,813	362,650	319,488
	220.00		567,681	524,518	481,356	438,193	395,031	351,868	308,706
	230.00		556,899	513,736	470,574	427,411	384,249	341,086	297,924
	240.00		546,117	502,955	459,792	416,630	373,467	330,305	287,142
	250.00		535,335	492,173	449,010	405,848	362,685	319,523	276,360

TABLE 4

		BLV (£ per acre (n))							
		1	100,000	125,000	150,000	175,000	200,000	225,000	250,000
Balance (RLV - BLV £ per acre (n))									
CIL £psm 539.13 (recommended CIL) (120.00)	0.00		713,647	688,647	663,647	638,647	613,647	588,647	563,647
	10.00		702,902	677,902	652,902	627,902	602,902	577,902	552,902
	20.00		692,157	667,157	642,157	617,157	592,157	567,157	542,157
	30.00		681,412	656,412	631,412	606,412	581,412	556,412	531,412
	40.00		670,667	645,667	620,667	595,667	570,667	545,667	520,667
	50.00		659,922	634,922	609,922	584,922	559,922	534,922	509,922
	60.00		649,177	624,177	599,177	574,177	549,177	524,177	499,177
	70.00		638,431	613,431	588,431	563,431	538,431	513,431	488,431
	80.00		627,686	602,686	577,686	552,686	527,686	502,686	477,686
	90.00		616,941	591,941	566,941	541,941	516,941	491,941	466,941
	100.00		606,196	581,196	556,196	531,196	506,196	481,196	456,196
	110.00		595,451	570,451	545,451	520,451	495,451	470,451	445,451
	120.00		584,686	559,686	534,686	509,686	484,686	459,686	434,686
	130.00		573,904	548,904	523,904	498,904	473,904	448,904	423,904
	140.00		563,123	538,123	513,123	488,123	463,123	438,123	413,123
	150.00		552,341	527,341	502,341	477,341	452,341	427,341	402,341
	160.00		541,559	516,559	491,559	466,559	441,559	416,559	391,559
	170.00		530,777	505,777	480,777	455,777	430,777	405,777	380,777
	180.00		519,995	494,995	469,995	444,995	419,995	394,995	369,995
	190.00		509,214	484,214	459,214	434,214	409,214	384,214	359,214
	200.00		498,432	473,432	448,432	423,432	398,432	373,432	348,432
	210.00		487,650	462,650	437,650	412,650	387,650	362,650	337,650
	220.00		476,868	451,868	426,868	401,868	376,868	351,868	326,868
	230.00		466,086	441,086	416,086	391,086	366,086	341,086	316,086
	240.00		455,305	430,305	405,305	380,305	355,305	330,305	305,305
	250.00		444,523	419,523	394,523	369,523	344,523	319,523	294,523

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses

No Units:

7

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Median BCIS, No AH, Current CIL: £54.80

Balance (RLV - BLV £ per acre (n))	Density (dph) (net)		30					
	1	30	35	40	45	50	55	60
0.00		588,647	724,255	859,863	995,471	1,131,079	1,266,687	1,402,295
10.00		577,902	711,719	845,536	979,353	1,113,170	1,246,987	1,380,805
20.00		567,157	699,183	831,209	963,236	1,095,262	1,227,288	1,359,314
30.00		556,412	686,647	816,883	947,118	1,077,353	1,207,589	1,337,824
40.00		545,667	674,111	802,556	931,000	1,059,445	1,187,889	1,316,334
50.00		534,922	661,575	788,229	914,883	1,041,536	1,168,190	1,294,843
60.00		524,177	649,039	773,902	898,765	1,023,628	1,148,490	1,273,353
70.00		513,431	636,503	759,575	882,647	1,005,719	1,128,791	1,251,863
80.00		502,686	623,967	745,248	866,529	987,810	1,109,092	1,230,373
90.00		491,941	611,431	730,922	850,412	969,902	1,089,392	1,208,882
100.00		481,196	598,895	716,595	834,294	951,993	1,069,693	1,187,392
110.00		470,451	586,359	702,268	818,176	934,085	1,049,993	1,165,902
120.00		459,696	573,801	687,915	802,029	916,144	1,030,258	1,144,372
130.00		448,904	561,222	673,539	785,857	898,174	1,010,491	1,122,809
140.00		438,123	548,643	659,164	769,684	880,204	990,725	1,101,245
150.00		427,341	536,064	644,788	753,511	862,235	970,958	1,079,682
160.00		416,559	523,486	630,412	737,339	844,265	951,192	1,058,118
170.00		405,777	510,907	616,036	721,166	826,295	931,425	1,036,554
180.00		394,995	498,328	601,661	704,993	808,326	911,658	1,014,991
190.00		384,214	485,749	587,285	688,820	790,356	891,892	993,427
200.00		373,432	473,170	572,909	672,648	772,386	872,125	971,864
210.00		362,650	460,592	558,533	656,475	754,417	852,358	950,300
220.00		351,868	448,013	544,158	640,302	736,447	832,592	928,736
230.00		341,086	435,434	529,782	624,130	718,477	812,825	907,173
240.00		330,305	422,855	515,406	607,957	700,508	793,058	885,609
250.00		319,523	410,277	501,030	591,784	682,538	773,292	864,046

Balance (RLV - BLV £ per acre (n))	Build cost		100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
	1	90%	95%	100%	105%	110%	115%	120%
0.00		811,535	700,273	588,647	477,019	364,969	252,707	139,098
10.00		800,821	689,528	577,902	466,237	354,187	241,883	127,847
20.00		790,106	678,783	567,157	455,455	343,406	231,058	116,596
30.00		779,391	668,038	556,412	444,673	332,624	220,233	105,345
40.00		768,677	657,293	545,667	433,891	321,842	209,409	94,094
50.00		757,962	646,547	534,922	423,110	311,060	198,584	82,843
60.00		747,247	635,802	524,177	412,328	300,278	187,759	71,592
70.00		736,533	625,057	513,431	401,546	289,462	176,934	60,341
80.00		725,818	614,312	502,686	390,764	278,637	166,035	49,091
90.00		715,103	603,567	491,941	379,982	267,812	154,820	37,826
100.00		704,389	592,822	481,196	369,201	256,988	143,569	26,518
110.00		693,674	582,077	470,451	358,419	246,163	132,318	15,209
120.00		682,957	571,331	459,686	347,637	235,338	121,067	3,697
130.00		672,212	560,586	448,904	336,855	224,513	109,816	(7,864)
140.00		661,467	549,841	438,123	326,073	213,689	98,565	(19,426)
150.00		650,722	539,096	427,341	315,292	202,864	87,314	(30,987)
160.00		639,977	528,351	416,559	304,510	192,039	76,063	(42,548)
170.00		629,232	517,606	405,777	293,728	181,215	64,812	(54,109)
180.00		618,486	506,861	394,995	282,917	170,390	53,562	(65,705)
190.00		607,741	496,115	384,214	272,092	159,263	42,311	(77,331)
200.00		596,996	485,370	373,432	261,268	148,040	31,023	(88,958)
210.00		586,251	474,625	362,650	250,443	136,789	19,714	(100,584)
220.00		575,506	463,880	351,868	239,618	125,538	8,302	(112,210)
230.00		564,761	453,135	341,086	228,794	114,287	(3,259)	(123,837)
240.00		554,016	442,354	330,305	217,969	103,036	(14,820)	(135,463)
250.00		543,270	431,572	319,523	207,144	91,785	(26,381)	(147,090)

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses

No Units:

7

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Median BCIS, No AH, Current CIL: £54.80

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 539.13 (recommended CIL) (120.00)	0.00		260,228	424,648	588,647	752,554	916,085	1,079,616	1,243,129
	10.00		249,436	413,866	577,902	741,828	905,370	1,068,901	1,232,432
	20.00		238,611	403,084	567,157	731,083	894,655	1,058,186	1,221,717
	30.00		227,787	392,303	556,412	720,338	883,941	1,047,472	1,211,003
	40.00		216,962	381,521	545,667	709,593	873,226	1,036,757	1,200,288
	50.00		206,137	370,739	534,922	698,847	862,511	1,026,042	1,189,573
	60.00		195,313	359,957	524,177	688,102	851,797	1,015,328	1,178,858
	70.00		184,488	349,175	513,431	677,357	841,082	1,004,613	1,168,144
	80.00		173,663	338,394	502,686	666,612	830,367	993,898	1,157,429
	90.00		162,650	327,612	491,941	655,867	819,653	983,184	1,146,714
	100.00		151,450	316,830	481,196	645,122	808,938	972,469	1,136,000
	110.00		140,250	306,048	470,451	634,377	798,223	961,754	1,125,285
	120.00		129,050	295,266	459,686	623,631	787,509	951,040	1,114,570
	130.00		117,847	284,485	448,904	612,886	776,794	940,325	1,103,856
	140.00		106,596	273,703	438,123	602,141	766,067	929,610	1,093,141
	150.00		95,345	262,904	427,341	591,396	755,322	918,895	1,082,426
	160.00		84,094	252,080	416,559	580,651	744,577	908,181	1,071,712
	170.00		72,843	241,255	405,777	569,906	733,831	897,466	1,060,997
	180.00		61,592	230,430	394,995	559,161	723,086	886,751	1,050,282
	190.00		50,341	219,606	384,214	548,415	712,341	876,037	1,039,568
	200.00		39,090	208,781	373,432	537,670	701,596	865,322	1,028,853
	210.00		27,839	197,956	362,650	526,925	690,851	854,607	1,018,138
	220.00		16,588	187,132	351,868	516,180	680,106	843,893	1,007,424
	230.00		5,132	176,307	341,086	505,435	669,361	833,178	996,709
	240.00		(6,429)	165,385	330,305	494,690	658,616	822,463	985,994
	250.00		(17,990)	154,185	319,523	483,943	647,870	811,749	975,280

TABLE 8		Grant (£ per unit)							
Balance (RLV - BLV £ per acre (n))		1	0	5,000	10,000	15,000	20,000	25,000	30,000
CIL £psm 539.13 (recommended CIL) (120.00)	0.00		588,647	641,681	694,715	747,672	800,555	853,438	906,321
	10.00		577,902	630,936	683,969	736,957	789,840	842,723	895,606
	20.00		567,157	620,191	673,224	726,243	779,126	832,009	884,892
	30.00		556,412	609,446	662,479	715,513	768,411	821,294	874,177
	40.00		545,667	598,700	651,734	704,768	757,696	810,579	863,462
	50.00		534,922	587,955	640,989	694,022	746,982	799,865	852,748
	60.00		524,177	577,210	630,244	683,277	736,267	789,150	842,033
	70.00		513,431	566,465	619,499	672,532	725,552	778,435	831,318
	80.00		502,686	555,720	608,753	661,787	714,821	767,721	820,604
	90.00		491,941	544,975	598,008	651,042	704,076	757,006	809,889
	100.00		481,196	534,230	587,263	640,297	693,330	746,291	799,174
	110.00		470,451	523,484	576,518	629,552	682,585	735,577	788,460
	120.00		459,686	512,739	565,773	618,806	671,840	724,862	777,745
	130.00		448,904	501,994	555,028	608,061	661,095	714,129	767,030
	140.00		438,123	491,249	544,283	597,316	650,350	703,383	756,316
	150.00		427,341	480,504	533,537	586,571	639,605	692,638	745,601
	160.00		416,559	469,759	522,792	575,826	628,860	681,893	734,886
	170.00		405,777	458,987	512,047	565,081	618,114	671,148	724,172
	180.00		394,995	448,205	501,302	554,336	607,369	660,403	713,436
	190.00		384,214	437,423	490,557	543,591	596,624	649,658	702,691
	200.00		373,432	426,642	479,812	532,845	585,879	638,913	691,946
	210.00		362,650	415,860	469,067	522,100	575,134	628,167	681,201
	220.00		351,868	405,078	458,288	511,355	564,389	617,422	670,456
	230.00		341,086	394,296	447,506	500,610	553,644	606,677	659,711
	240.00		330,305	383,514	436,724	489,865	542,898	595,932	648,966
	250.00		319,523	372,733	425,942	479,120	532,153	585,187	638,220

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

251201 SWC_Residential Appraisals_CIL_v3_A_E

Appraisal Ref: **B** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: **Location / Value Zone: Area Wide** No Units: **10**
 Notes/Comments: **Median BCIS, Marginal at the current CIL rate of £54.80** Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			10 Units						
AH Policy requirement (% Target)			40%						
Open Market Sale (OMS) housing			60%						
AH tenure split %			Open Market Sale (OMS)						
			Affordable Rent: 0.0%						
			Social Rent: 70.0% 70.0% % Rented						
			First Homes: 0.0%						
			Other Intermediate (LCHO/Sub-Market etc.): 30.0% 12.0% % of total (>10% First Homes PPG 023)						
			100% 100.0%						
CIL Rate (£ psm)			54.80 £ psm						
Unit Mix -									
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
2 bed House	35.0%	2.1	50.0%	2.0	41%	4.1			
3 bed House	20.0%	1.2	25.0%	1.0	22%	2.2			
3 bed House (with garage)	20.0%	1.2	25.0%	1.0	22%	2.2			
4 bed House (with garage)	25.0%	1.5	0.0%	0.0	15%	1.5			
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	6.0	100.0%	4.0	100%			
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
2 bed House	158	1,695	150	1,615	308	3,310			
3 bed House	114	1,227	95	1,023	209	2,250			
3 bed House (with garage)	133	1,434	111	1,195	244	2,629			
4 bed House (with garage)	204	2,196	0	0	204	2,196			
5 bed House (with garage)	0	0	0	0	0	0			
1 bed Flat	0	0	0	0	0	0			
2 bed Flat	0	0	0	0	0	0			
3 bed Flat	0	0	0	0	0	0			
		609	6,552	356	3,832	965	10,384		
AH % by floor area:		36.90% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)			
2 bed House	330,000	4,400	409	4,400	409	1,353,000			
3 bed House	415,000	4,368	406	4,368	406	913,000			
3 bed House (with garage)	425,000	4,474	416	3,829	356	935,000			
4 bed House (with garage)	510,000	4,250	395	3,750	348	765,000			
5 bed House (with garage)	570,000	4,222	392	3,775	351	0			
1 bed Flat	205,000	4,100	381	3,485	324	0			
2 bed Flat	255,000	3,923	364	3,335	310	0			
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0			
						3,966,000			
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:
Site Typology:
Notes/Comments:

Houses

Location / Value Zone:

Area Wide

No Units:

Greenfield/Brownfield:

10

Greenfield

Median BCIS, Marginal at the current CIL rate of £54.80

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
2 bed House	2.1	@	330,000		693,000
3 bed House	1.2	@	415,000		498,000
3 bed House (with garage)	1.2	@	425,000		510,000
4 bed House (with garage)	1.5	@	510,000		765,000
5 bed House (with garage)	0.0	@	570,000		-
1 bed Flat	0.0	@	205,000		-
2 bed Flat	0.0	@	255,000		-
3 bed Flat	0.0	@	0		-
	6.0				2,466,000
Affordable Rent GDV -					
2 bed House	0.0	@	123,750		-
3 bed House	0.0	@	155,625		-
3 bed House (with garage)	0.0	@	159,375		-
4 bed House (with garage)	0.0	@	191,250		-
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	1.4	@	123,750		173,250
3 bed House	0.7	@	155,625		108,938
3 bed House (with garage)	0.7	@	159,375		111,563
4 bed House (with garage)	0.0	@	191,250		-
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	2.8				393,750
First Homes GDV -					
2 bed House	0.0	@	231,000		-
3 bed House	0.0	@	250,000		-
3 bed House (with garage)	0.0	@	250,000		-
4 bed House (with garage)	0.0	@	250,000		-
5 bed House (with garage)	0.0	@	250,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.6	@	231,000		138,600
3 bed House	0.3	@	290,500		87,150
3 bed House (with garage)	0.3	@	297,500		89,250
4 bed House (with garage)	0.0	@	357,000		-
5 bed House (with garage)	0.0	@	399,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	1.2	4.0			315,000
Sub-total GDV Residential				10	3,174,750
AH on-site cost analysis:				820 £ psm (total GIA sqm)	791,250
				EMV (no AH) less £GDV (inc. AH)	79,125 £ per unit (total units)
Grant				10 units @ per unit	-
Total GDV					3,174,750

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology: Houses
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: Median BCIS, Marginal at the current CIL rate of £54.80
 No Units: 10
 Greenfield/Brownfield: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25			(capped at £411,885)	6,350 £				(6,350)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	25,400 £				(25,400)
CIL (Mkrt only inc. garages)	Max		609 sqm	54.80 £ psm					(33,357)
CIL analysis:									
			1.05% % of GDV		3,336 £ per unit (total units)				
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	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				-
Site Specific S106 (installment)			10 units @		27,660 per unit				(276,600)
Sub-total								(276,600)	
S106 analysis:									
		829,800 £ per ha		8.71% % of GDV	27,660 £ per unit (total units)				
AH Commuted Sum			965 sqm (total)		£ psm				-
Comm. Sum analysis:									
				0.00% % of GDV					
Construction Costs -									
Site Clearance, Demolition & Remediation			0.33 ha @		£ per ha (if brownfield)				-
Strategic Site Infra. 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				-
	Years 1-15								-
Sub-total			10 units @						-
Infra. Costs analysis:									
		- £ per ha		0.00% % of GDV	0 £ per unit (total units)				
2 bed House			308 sqm @		1,727 psm				(531,053)
3 bed House			209 sqm @		1,727 psm				(360,943)
3 bed House (EXC. garage)			209 sqm @		1,727 psm				(360,943)
4 bed House (EXC. garage)			180 sqm @		1,727 psm				(310,860)
5 bed House (EXC. garage)			- sqm @		1,727 psm				-
1 bed Flat			- sqm @		1,893 psm				-
2 bed Flat			- sqm @		1,893 psm				-
3 bed Flat			- sqm @		1,893 psm				-
Garages for 3B House	2.2	16.0	35 sqm @		531 psm				(18,700)
Garages for 4B House	1.5	16.0	24 sqm @		531 psm				(12,750)
Garages for 5B House	-	16.0	0 sqm @		531 psm				-
Total GIA check:									
			965	£ per garage	£8,500				
External works			1,595,249 @		15.0%				(239,287)
Ext. Works analysis:									
					23,929 £ per unit (total units)				
Policy Costs on design -									
Net Biodiversity costs			10 units @		1,003 £ per unit				(10,030)
M4(2) Category 2 Housing	Aff units		4 units @	100% @	625 £ per unit				(2,500)
M4(3) Category 3 Housing	Aff units (>20 units)		4 units @	0% @	12,133 £ per unit				-
M4(2) Category 2 Housing	OMS units		6 units @	100% @	625 £ per unit				(3,750)
M4(3) Category 3 Housing	OMS units (>20 units)		6 units @	0% @	12,133 £ per unit				-
Part L/FHS - Houses			10 units @		5,816 £ per unit				(58,160)
Part L/FHS - Flats			- units @		2,712 £ per unit				-
Part L/FHS analysis:									
					3.6% % of BCIS costs				
EV Charging Points - Houses			10 units @		0 £ per unit				-
EV Charging Points - Flats			- units @		0 £ per 4 units				-
Water Efficiency - Houses			10 units @		2,683 £ per unit				(26,830)
Water Efficiency - Flats			- units @		909 £ per unit				-
Broadband infrastructure	(< 20 units only)		10 units @		747 £ per unit				(7,470)
Sub-total								(101,270)	
Policy Costs analysis: (design costs only)									
					10,127 £ per unit (total units)				
					6.3% % of BCIS costs				
Contingency (on construction)			1,943,276 @		3.0%				(58,298)

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology: Houses
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: No Units: 10
Greenfield/Brownfield: Greenfield
Median BCIS, Marginal at the current CIL rate of £54.80

Professional Fees	1,943,276 @	6.5%		(126,313)
Disposal Costs -				
OMS Marketing and Promotion	2,466,000 OMS @	3.00%	7,398 £ per unit	(73,980)
Residential Sales Agent Costs	2,466,000 OMS @	1.00%	2,466 £ per unit	(24,660)
Residential Sales Legal Costs	2,466,000 OMS @	0.50%	1,233 £ per unit	(12,330)
Affordable Sale Legal Costs	708,750 AH @	0.25%	177 £ per unit	(1,772)
Empty Property Costs (SC, Council Tax proxy)	10 units (1/2 back during sales period)	0	0 £ per unit PA (£ per	-
Disposal Cost analysis:			11,274 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00% APR	0.565% pcm		(21,259)
Developers Profit -				
Profit on OMS	2,466,000	20.00%		(493,200)
Margin on AH	708,750	6.00% on AH values		(42,525)
Profit analysis:	3,174,750	16.87% blended GDV	(535,725)	
	2,603,595	20.58% on costs	(535,725)	
TOTAL COSTS				(3,139,320)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				35,430
SDLT	35,430 @	HMRC formula		-
Acquisition Agent fees	35,430 @	1.0%		(354)
Acquisition Legal fees	35,430 @	0.5%		(177)
Interest on Land	35,430 @	7.00%		(2,480)
Residual Land Value				32,419
RLV analysis:	3,242 £ per plot	97,256 £ per ha (net)	39,359 £ per acre (net)	
		77,805 £ per ha (gross)	31,487 £ per acre (gross)	
			1.02% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0 dph (net)			
Site Area (net)	0.33 ha (net)	0.82 acres (net)		
Net to Gross ratio	80%			
Site Area (gross)	0.42 ha (gross)	1.03 acres (gross)		
Density analysis:	2,894 sqm/ha (net)	12,607 sqft/ac (net)		
	24 dph (gross)			
Benchmark Land Value (net)	18,533 £ per plot	555,975 £ per ha (net)	225,000 £ per acre (net)	185,325
BLV analysis:		444,780 £ per ha (gross)	180,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	(458,719) £ per ha (net)	(185,641) £ per acre (net)		(152,906)

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses

No Units:

10

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Median BCIS, Marginal at the current CIL rate of £54.80

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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 £ per acre (n))	(185,641)	10%	15%	20%	25%	30%	35%	40%
0.00		249,579	185,163	120,747	56,143	(10,624)	(78,304)	(147,413)
10.00		239,837	175,962	112,087	47,908	(18,539)	(85,861)	(154,389)
20.00		230,095	166,761	103,417	39,469	(26,455)	(93,419)	(161,365)
30.00		220,352	157,560	94,718	31,031	(34,371)	(100,976)	(168,341)
40.00		210,610	148,359	86,019	22,593	(42,287)	(108,533)	(175,317)
50.00		200,868	139,158	77,320	14,155	(50,203)	(116,090)	(182,292)
60.00		191,126	129,957	68,621	5,716	(58,119)	(123,647)	(189,268)
70.00		181,384	120,756	59,922	(2,761)	(66,206)	(131,204)	(196,244)
80.00		171,641	111,545	51,223	(11,242)	(74,303)	(138,762)	(203,220)
90.00		161,899	102,303	42,254	(19,724)	(82,442)	(146,319)	(210,196)
100.00		152,157	93,060	33,253	(28,205)	(90,580)	(153,876)	(217,172)
110.00		142,415	83,817	24,253	(36,686)	(98,719)	(161,433)	(224,148)
120.00		132,672	74,574	15,252	(45,167)	(106,857)	(168,990)	(231,692)
130.00		122,930	65,332	6,232	(53,649)	(114,996)	(176,547)	(239,316)
140.00		113,149	56,089	(2,815)	(62,214)	(123,134)	(184,105)	(246,940)
150.00		103,363	46,726	(11,861)	(70,885)	(131,273)	(191,662)	(254,564)
160.00		93,576	37,163	(20,908)	(79,603)	(139,411)	(199,219)	(262,188)
170.00		83,790	27,600	(29,955)	(88,323)	(147,550)	(206,776)	(269,812)
180.00		74,003	18,036	(39,001)	(97,043)	(155,688)	(214,333)	(277,436)
190.00		64,217	8,440	(48,048)	(105,763)	(163,827)	(221,891)	(285,060)
200.00		54,431	(1,172)	(57,095)	(114,482)	(171,965)	(229,861)	(292,683)
210.00		44,448	(10,784)	(66,315)	(123,202)	(180,104)	(238,120)	(300,307)
220.00		34,322	(20,396)	(75,602)	(131,922)	(188,242)	(246,379)	(307,931)
230.00		24,196	(30,008)	(84,903)	(140,642)	(196,381)	(254,638)	(315,555)
240.00		14,041	(39,620)	(94,204)	(149,362)	(204,519)	(262,898)	(323,179)
250.00		3,863	(49,232)	(103,505)	(158,081)	(212,658)	(271,157)	(330,803)

TABLE 2

TABLE 2		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV £ per acre (n))		(185,641)	100%	110%	120%	130%	140%	150%	160%
CIL £psm 54.80 (recommended CIL) (54.80)	0.00	(147,413)	(179,112)	(210,811)	(244,137)	(278,781)	(313,425)	(348,068)	
	10.00	(154,389)	(186,088)	(217,787)	(251,761)	(286,405)	(321,048)	(355,692)	
	20.00	(161,365)	(193,064)	(224,763)	(259,385)	(294,029)	(328,672)	(363,316)	
	30.00	(168,341)	(200,040)	(232,365)	(267,009)	(301,652)	(336,296)	(370,940)	
	40.00	(175,317)	(207,016)	(239,989)	(274,633)	(309,276)	(343,920)	(378,587)	
	50.00	(182,292)	(213,992)	(247,613)	(282,256)	(316,900)	(351,544)	(386,254)	
	60.00	(189,268)	(220,967)	(255,237)	(289,880)	(324,524)	(359,168)	(393,921)	
	70.00	(196,244)	(228,217)	(262,860)	(297,504)	(332,148)	(366,792)	(401,588)	
	80.00	(203,220)	(235,841)	(270,484)	(305,128)	(339,772)	(374,416)	(409,255)	
	90.00	(210,196)	(243,464)	(278,108)	(312,752)	(347,396)	(382,082)	(416,922)	
	100.00	(217,172)	(251,088)	(285,732)	(320,376)	(355,020)	(389,749)	(424,589)	
	110.00	(224,148)	(258,712)	(293,356)	(328,000)	(362,644)	(397,416)	(432,256)	
	120.00	(231,692)	(266,336)	(300,980)	(335,624)	(370,267)	(405,083)	(439,923)	
	130.00	(239,316)	(273,960)	(308,604)	(343,248)	(377,911)	(412,750)	(447,590)	
	140.00	(246,940)	(281,584)	(316,228)	(350,871)	(385,577)	(420,417)	(455,257)	
	150.00	(254,564)	(289,208)	(323,852)	(358,495)	(393,244)	(428,084)	(462,924)	
160.00	(262,188)	(296,832)	(331,475)	(366,119)	(400,911)	(435,751)	(470,591)		
170.00	(269,812)	(304,456)	(339,099)	(373,743)	(408,578)	(443,418)	(478,258)		
180.00	(277,436)	(312,079)	(346,723)	(381,406)	(416,245)	(451,085)	(485,925)		
190.00	(285,060)	(319,703)	(354,347)	(389,073)	(423,912)	(458,752)	(493,592)		
200.00	(292,683)	(327,327)	(361,971)	(396,740)	(431,579)	(466,419)	(501,259)		
210.00	(300,307)	(334,951)	(369,595)	(404,407)	(439,246)	(474,086)	(508,926)		
220.00	(307,931)	(342,575)	(377,234)	(412,074)	(446,913)	(481,753)	(516,593)		
230.00	(315,555)	(350,199)	(384,901)	(419,741)	(454,580)	(489,420)	(524,260)		
240.00	(323,179)	(357,823)	(392,568)	(427,408)	(462,247)	(497,087)	(531,927)		
250.00	(330,803)	(365,447)	(400,235)	(435,075)	(469,914)	(504,754)	(539,594)		

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses

No Units:

10

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Median BCIS, Marginal at the current CIL rate of £54.80

TABLE 3		Profit	20%						
Balance (RLV - BLV £ per acre (n))		(185,641)	15%	16%	17%	18%	19%	20%	21%
CIL £psm 54.80 (recommended CIL) (54.80)	0.00		(11,489)	(38,284)	(65,230)	(92,624)	(120,019)	(147,413)	(174,808)
	10.00		(18,312)	(45,108)	(72,206)	(99,600)	(126,995)	(154,389)	(181,784)
	20.00		(25,135)	(51,931)	(79,182)	(106,576)	(133,970)	(161,365)	(188,759)
	30.00		(31,959)	(58,763)	(86,157)	(113,552)	(140,946)	(168,341)	(195,735)
	40.00		(38,782)	(65,739)	(93,133)	(120,528)	(147,922)	(175,317)	(202,711)
	50.00		(45,605)	(72,715)	(100,109)	(127,504)	(154,898)	(182,292)	(209,687)
	60.00		(52,429)	(79,691)	(107,085)	(134,479)	(161,874)	(189,268)	(216,663)
	70.00		(59,272)	(86,666)	(114,061)	(141,455)	(168,850)	(196,244)	(223,639)
	80.00		(66,248)	(93,642)	(121,037)	(148,431)	(175,826)	(203,220)	(231,136)
	90.00		(73,224)	(100,618)	(128,013)	(155,407)	(182,801)	(210,196)	(238,760)
	100.00		(80,199)	(107,594)	(134,988)	(162,383)	(189,777)	(217,172)	(246,384)
	110.00		(87,175)	(114,570)	(141,964)	(169,359)	(196,753)	(224,148)	(254,008)
	120.00		(94,151)	(121,546)	(148,940)	(176,335)	(203,729)	(231,692)	(261,632)
	130.00		(101,127)	(128,522)	(155,916)	(183,310)	(210,705)	(239,316)	(269,256)
	140.00		(108,103)	(135,497)	(162,892)	(190,286)	(217,681)	(246,940)	(276,879)
	150.00		(115,079)	(142,473)	(169,868)	(197,262)	(224,657)	(254,564)	(284,503)
	160.00		(122,055)	(149,449)	(176,844)	(204,238)	(232,249)	(262,188)	(292,127)
	170.00		(129,030)	(156,425)	(183,819)	(211,214)	(239,872)	(269,812)	(299,751)
	180.00		(136,006)	(163,401)	(190,795)	(218,190)	(247,496)	(277,436)	(307,375)
	190.00		(142,982)	(170,377)	(197,771)	(225,181)	(255,120)	(285,060)	(314,999)
	200.00		(149,958)	(177,352)	(204,747)	(232,805)	(262,744)	(292,683)	(322,623)
	210.00		(156,934)	(184,328)	(211,723)	(240,429)	(270,368)	(300,307)	(330,247)
	220.00		(163,910)	(191,304)	(218,699)	(248,053)	(277,992)	(307,931)	(337,870)
	230.00		(170,886)	(198,280)	(225,737)	(255,676)	(285,616)	(315,555)	(345,494)
	240.00		(177,861)	(205,256)	(233,361)	(263,300)	(293,240)	(323,179)	(353,118)
	250.00		(184,837)	(212,232)	(240,985)	(270,924)	(300,864)	(330,803)	(360,742)

TABLE 4		BLV (£ per acre (n))							
Balance (RLV - BLV £ per acre (n))		(185,641)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm 54.80 (recommended CIL) (54.80)	0.00		(22,413)	(47,413)	(72,413)	(97,413)	(122,413)	(147,413)	(172,413)
	10.00		(29,389)	(54,389)	(79,389)	(104,389)	(129,389)	(154,389)	(179,389)
	20.00		(36,365)	(61,365)	(86,365)	(111,365)	(136,365)	(161,365)	(186,365)
	30.00		(43,341)	(68,341)	(93,341)	(118,341)	(143,341)	(168,341)	(193,341)
	40.00		(50,317)	(75,317)	(100,317)	(125,317)	(150,317)	(175,317)	(200,317)
	50.00		(57,292)	(82,292)	(107,292)	(132,292)	(157,292)	(182,292)	(207,292)
	60.00		(64,268)	(89,268)	(114,268)	(139,268)	(164,268)	(189,268)	(214,268)
	70.00		(71,244)	(96,244)	(121,244)	(146,244)	(171,244)	(196,244)	(221,244)
	80.00		(78,220)	(103,220)	(128,220)	(153,220)	(178,220)	(203,220)	(228,220)
	90.00		(85,196)	(110,196)	(135,196)	(160,196)	(185,196)	(210,196)	(235,196)
	100.00		(92,172)	(117,172)	(142,172)	(167,172)	(192,172)	(217,172)	(242,172)
	110.00		(99,148)	(124,148)	(149,148)	(174,148)	(199,148)	(224,148)	(249,148)
	120.00		(106,692)	(131,692)	(156,692)	(181,692)	(206,692)	(231,692)	(256,692)
	130.00		(114,316)	(139,316)	(164,316)	(189,316)	(214,316)	(239,316)	(264,316)
	140.00		(121,940)	(146,940)	(171,940)	(196,940)	(221,940)	(246,940)	(271,940)
	150.00		(129,564)	(154,564)	(179,564)	(204,564)	(229,564)	(254,564)	(279,564)
	160.00		(137,188)	(162,188)	(187,188)	(212,188)	(237,188)	(262,188)	(287,188)
	170.00		(144,812)	(169,812)	(194,812)	(219,812)	(244,812)	(269,812)	(294,812)
	180.00		(152,436)	(177,436)	(202,436)	(227,436)	(252,436)	(277,436)	(302,436)
	190.00		(160,060)	(185,060)	(210,060)	(235,060)	(260,060)	(285,060)	(310,060)
	200.00		(167,683)	(192,683)	(217,683)	(242,683)	(267,683)	(292,683)	(317,683)
	210.00		(175,307)	(200,307)	(225,307)	(250,307)	(275,307)	(300,307)	(325,307)
	220.00		(182,931)	(207,931)	(232,931)	(257,931)	(282,931)	(307,931)	(332,931)
	230.00		(190,555)	(215,555)	(240,555)	(265,555)	(290,555)	(315,555)	(340,555)
	240.00		(198,179)	(223,179)	(248,179)	(273,179)	(298,179)	(323,179)	(348,179)
	250.00		(205,803)	(230,803)	(255,803)	(280,803)	(305,803)	(330,803)	(355,803)

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses

No Units:

10

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Median BCIS, Marginal at the current CIL rate of £54.80

TABLE 5		Density (dph) (net)		30					
Balance (RLV - BLV £ per acre (n))		(185,641)	30	35	40	45	50	55	60
CIL £psm 54.80 (recommended CIL) (54.80)	0.00		(147,413)	(134,482)	(121,551)	(108,620)	(95,689)	(82,758)	(69,826)
	10.00		(154,389)	(142,621)	(130,852)	(119,084)	(107,315)	(95,547)	(83,778)
	20.00		(161,365)	(150,759)	(140,153)	(129,547)	(118,942)	(108,336)	(97,730)
	30.00		(168,341)	(158,898)	(149,454)	(140,011)	(130,568)	(121,125)	(111,682)
	40.00		(175,317)	(167,036)	(158,756)	(150,475)	(142,194)	(133,914)	(125,633)
	50.00		(182,292)	(175,175)	(168,057)	(160,939)	(153,821)	(146,703)	(139,585)
	60.00		(189,268)	(183,313)	(177,358)	(171,403)	(165,447)	(159,492)	(153,537)
	70.00		(196,244)	(191,452)	(186,659)	(181,866)	(177,074)	(172,281)	(167,488)
	80.00		(203,220)	(199,590)	(195,960)	(192,330)	(188,700)	(185,070)	(181,440)
	90.00		(210,196)	(207,729)	(205,261)	(202,794)	(200,327)	(197,859)	(195,392)
	100.00		(217,172)	(215,867)	(214,562)	(213,258)	(211,953)	(210,648)	(209,344)
	110.00		(224,148)	(224,006)	(223,864)	(223,721)	(223,579)	(223,437)	(223,295)
	120.00		(231,692)	(232,808)	(233,923)	(235,038)	(236,154)	(237,269)	(238,385)
	130.00		(239,316)	(241,702)	(244,088)	(246,474)	(248,860)	(251,246)	(253,632)
	140.00		(246,940)	(250,597)	(254,253)	(257,910)	(261,567)	(265,224)	(268,880)
	150.00		(254,564)	(259,491)	(264,419)	(269,346)	(274,273)	(279,201)	(284,128)
	160.00		(262,188)	(268,386)	(274,584)	(280,782)	(286,980)	(293,178)	(299,376)
	170.00		(269,812)	(277,280)	(284,749)	(292,218)	(299,686)	(307,155)	(314,624)
	180.00		(277,436)	(286,175)	(294,914)	(303,653)	(312,393)	(321,132)	(329,871)
	190.00		(285,060)	(295,069)	(305,079)	(315,089)	(325,099)	(335,109)	(345,119)
	200.00		(292,683)	(303,964)	(315,245)	(326,525)	(337,806)	(349,086)	(360,367)
	210.00		(300,307)	(312,859)	(325,410)	(337,961)	(350,512)	(363,063)	(375,615)
	220.00		(307,931)	(321,753)	(335,575)	(349,397)	(363,219)	(377,040)	(390,862)
	230.00		(315,555)	(330,648)	(345,740)	(360,833)	(375,925)	(391,018)	(406,110)
	240.00		(323,179)	(339,542)	(355,905)	(372,268)	(388,632)	(404,995)	(421,358)
	250.00		(330,803)	(348,437)	(366,070)	(383,704)	(401,338)	(418,972)	(436,606)
TABLE 6		Build cost		(where 100% is a 5% increase, and 95% is a 5% decrease etc.)					
Balance (RLV - BLV £ per acre (n))		(185,641)	90%	95%	100%	105%	110%	115%	120%
CIL £psm 54.80 (recommended CIL) (54.80)	0.00		78,586	(32,488)	(147,413)	(266,725)	(393,351)	(520,585)	(647,838)
	10.00		72,092	(39,273)	(154,389)	(274,349)	(401,018)	(528,252)	(655,549)
	20.00		65,597	(46,058)	(161,365)	(281,973)	(408,685)	(535,919)	(663,259)
	30.00		59,076	(52,843)	(168,341)	(289,597)	(416,352)	(543,586)	(670,969)
	40.00		52,552	(59,656)	(175,317)	(297,221)	(424,019)	(551,253)	(678,680)
	50.00		45,880	(66,593)	(182,292)	(304,845)	(431,686)	(558,920)	(686,390)
	60.00		39,129	(73,529)	(189,268)	(312,468)	(439,353)	(566,587)	(694,100)
	70.00		32,379	(80,479)	(196,244)	(320,092)	(447,020)	(574,254)	(701,811)
	80.00		25,628	(87,455)	(203,220)	(327,716)	(454,687)	(581,921)	(709,521)
	90.00		18,878	(94,431)	(210,196)	(335,340)	(462,354)	(589,588)	(717,231)
	100.00		12,127	(101,406)	(217,172)	(342,964)	(470,021)	(597,255)	(724,942)
	110.00		5,376	(108,382)	(224,148)	(350,588)	(477,688)	(604,922)	(732,652)
	120.00		(1,374)	(115,358)	(231,692)	(358,212)	(485,355)	(612,589)	(740,362)
	130.00		(8,125)	(122,334)	(239,316)	(365,836)	(493,022)	(620,256)	(748,073)
	140.00		(14,880)	(129,310)	(246,940)	(373,460)	(500,688)	(627,923)	(755,783)
	150.00		(21,665)	(136,286)	(254,564)	(381,121)	(508,355)	(635,590)	(763,493)
	160.00		(28,450)	(143,262)	(262,188)	(388,788)	(516,022)	(643,257)	(771,204)
	170.00		(35,235)	(150,237)	(269,812)	(396,455)	(523,689)	(650,960)	(778,914)
	180.00		(42,020)	(157,213)	(277,436)	(404,122)	(531,356)	(658,670)	(786,624)
	190.00		(48,805)	(164,189)	(285,060)	(411,789)	(539,023)	(666,381)	(794,335)
	200.00		(55,590)	(171,165)	(292,683)	(419,456)	(546,690)	(674,091)	(802,045)
	210.00		(62,464)	(178,141)	(300,307)	(427,123)	(554,357)	(681,801)	(809,755)
	220.00		(69,401)	(185,117)	(307,931)	(434,790)	(562,024)	(689,512)	(817,466)
	230.00		(76,338)	(192,093)	(315,555)	(442,457)	(569,691)	(697,222)	(825,176)
	240.00		(83,303)	(199,068)	(323,179)	(450,124)	(577,358)	(704,932)	(832,886)
	250.00		(90,279)	(206,044)	(330,803)	(457,791)	(585,025)	(712,643)	(840,597)

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses

No Units:

10

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Median BCIS, Marginal at the current CIL rate of £54.80

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		(185,641)	90%	95%	100%	105%	110%	115%	120%
CIL £psm 54.80 (recommended CIL) (54.80)	0.00		(372,501)	(256,322)	(147,413)	(41,719)	60,976	160,108	258,939
	10.00		(380,168)	(263,946)	(154,389)	(48,504)	54,452	153,613	252,470
	20.00		(387,835)	(271,570)	(161,365)	(55,289)	47,846	147,118	246,001
	30.00		(395,502)	(279,194)	(168,341)	(62,157)	41,095	140,624	239,532
	40.00		(403,169)	(286,818)	(175,317)	(69,093)	34,345	134,129	233,063
	50.00		(410,836)	(294,442)	(182,292)	(76,046)	27,594	127,634	226,594
	60.00		(418,503)	(302,066)	(189,268)	(83,022)	20,843	121,139	220,125
	70.00		(426,170)	(309,689)	(196,244)	(89,998)	14,093	114,644	213,653
	80.00		(433,836)	(317,313)	(203,220)	(96,973)	7,342	108,150	207,158
	90.00		(441,503)	(324,937)	(210,196)	(103,949)	584	101,655	200,663
	100.00		(449,170)	(332,561)	(217,172)	(110,925)	(6,201)	95,159	194,168
	110.00		(456,837)	(340,185)	(224,148)	(117,901)	(12,987)	88,634	187,674
	120.00		(464,504)	(347,809)	(231,692)	(124,877)	(19,772)	82,110	181,179
	130.00		(472,171)	(355,433)	(239,316)	(131,853)	(26,557)	75,586	174,684
	140.00		(479,838)	(363,057)	(246,940)	(138,829)	(33,342)	69,061	168,189
	150.00		(487,505)	(370,686)	(254,564)	(145,804)	(40,127)	62,537	161,694
	160.00		(495,172)	(378,363)	(262,188)	(152,780)	(46,912)	56,013	155,199
	170.00		(502,839)	(386,030)	(269,812)	(159,756)	(53,697)	49,460	148,705
	180.00		(510,506)	(393,697)	(277,436)	(166,732)	(60,529)	42,710	142,210
	190.00		(518,173)	(401,364)	(285,060)	(173,708)	(67,465)	35,959	135,715
	200.00		(525,840)	(409,031)	(292,683)	(180,684)	(74,437)	29,209	129,220
	210.00		(533,507)	(416,698)	(300,307)	(187,660)	(81,413)	22,458	122,725
	220.00		(541,174)	(424,365)	(307,931)	(194,635)	(88,389)	15,708	116,231
	230.00		(548,841)	(432,032)	(315,555)	(201,611)	(95,365)	8,957	109,736
	240.00		(556,508)	(439,699)	(323,179)	(208,587)	(102,340)	2,176	103,241
	250.00		(564,175)	(447,366)	(330,803)	(215,563)	(109,316)	(4,609)	96,719
TABLE 8		Grant (£ per unit)							
Balance (RLV - BLV £ per acre (n))		(185,641)	0	5,000	10,000	15,000	20,000	25,000	30,000
CIL £psm 54.80 (recommended CIL) (54.80)	0.00		(147,413)	(90,109)	(33,561)	22,099	76,684	130,141	183,553
	10.00		(154,389)	(97,084)	(40,346)	15,349	70,160	123,646	177,058
	20.00		(161,365)	(104,060)	(47,131)	8,598	63,635	117,151	170,563
	30.00		(168,341)	(111,036)	(53,916)	1,846	57,111	110,657	164,068
	40.00		(175,317)	(118,012)	(60,754)	(4,939)	50,587	104,162	157,573
	50.00		(182,292)	(124,988)	(67,690)	(11,724)	43,846	97,667	151,079
	60.00		(189,268)	(131,964)	(74,659)	(18,509)	37,096	91,172	144,584
	70.00		(196,244)	(138,940)	(81,635)	(25,294)	30,345	84,653	138,089
	80.00		(203,220)	(145,915)	(88,611)	(32,079)	23,594	78,129	131,594
	90.00		(210,196)	(152,891)	(95,587)	(38,864)	16,844	71,604	125,099
	100.00		(217,172)	(159,867)	(102,563)	(45,649)	10,093	65,080	118,605
	110.00		(224,148)	(166,843)	(109,538)	(52,434)	3,328	58,556	112,110
	120.00		(231,692)	(173,819)	(116,514)	(59,238)	(3,457)	52,032	105,615
	130.00		(239,316)	(180,795)	(123,490)	(66,186)	(10,242)	45,341	99,120
	140.00		(246,940)	(187,771)	(130,466)	(73,161)	(17,027)	38,591	92,622
	150.00		(254,564)	(194,746)	(137,442)	(80,137)	(23,812)	31,840	86,098
	160.00		(262,188)	(201,722)	(144,418)	(87,113)	(30,597)	25,090	79,574
	170.00		(269,812)	(208,698)	(151,394)	(94,089)	(37,382)	18,339	73,049
	180.00		(277,436)	(215,674)	(158,369)	(101,065)	(44,167)	11,588	66,525
	190.00		(285,060)	(222,650)	(165,345)	(108,041)	(50,952)	4,810	60,001
	200.00		(292,683)	(230,055)	(172,321)	(115,017)	(57,737)	(1,975)	53,477
	210.00		(300,307)	(237,679)	(179,297)	(121,992)	(64,688)	(8,760)	46,836
	220.00		(307,931)	(245,303)	(186,273)	(128,968)	(71,664)	(15,545)	40,086
	230.00		(315,555)	(252,927)	(193,249)	(135,944)	(78,640)	(22,330)	33,335
	240.00		(323,179)	(260,551)	(200,225)	(142,920)	(85,615)	(29,115)	26,585
	250.00		(330,803)	(268,175)	(207,200)	(149,896)	(92,591)	(35,900)	19,834

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

251201 SWC_Residential Appraisals_CIL_v3_A_E

Appraisal Ref: **C** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: **Location / Value Zone: Area Wide** No Units: **30**
 Notes/Comments: **Median BCIS, Marginal at the current CIL rate of £54.80** Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			30 Units						
AH Policy requirement (% Target)			40%						
Open Market Sale (OMS) housing			60%						
AH tenure split %			Open Market Sale (OMS) 60% Affordable Rent: 0.0% Social Rent: 70.0% First Homes: 0.0% Other Intermediate (LCHO/Sub-Market etc.): 30.0% 100% 100.0% 70.0% % Rented 12.0% % of total (>10% First Homes PPG 023)						
CIL Rate (£ psm)			54.80 £ psm						
Unit Mix -									
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
2 bed House	35.0%	6.3	45.0%	5.4	39%	11.7			
3 bed House	20.0%	3.6	22.5%	2.7	21%	6.3			
3 bed House (with garage)	20.0%	3.6	22.5%	2.7	21%	6.3			
4 bed House (with garage)	20.0%	3.6	10.0%	1.2	16%	4.8			
5 bed House (with garage)	5.0%	0.9	0.0%	0.0	3%	0.9			
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	18.0	100.0%	12.0	100% 30.0			
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
2 bed House	473	5,086	405	4,359	878	9,445			
3 bed House	342	3,681	257	2,761	599	6,442			
3 bed House (with garage)	400	4,301	300	3,226	699	7,527			
4 bed House (with garage)	490	5,270	163	1,757	653	7,027			
5 bed House (with garage)	136	1,463	0	0	136	1,463			
1 bed Flat	0	0	0	0	0	0			
2 bed Flat	0	0	0	0	0	0			
3 bed Flat	0	0	0	0	0	0			
		1,840	19,801	1,124	12,103	2,964	31,904		
AH % by floor area:		37.94% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)			
2 bed House	330,000	4,400	409	4,400	409	3,861,000			
3 bed House	415,000	4,368	406	4,368	406	2,614,500			
3 bed House (with garage)	425,000	4,474	416	3,829	356	2,677,500			
4 bed House (with garage)	510,000	4,250	395	3,750	348	2,448,000			
5 bed House (with garage)	570,000	4,222	392	3,775	351	513,000			
1 bed Flat	205,000	4,100	381	3,485	324	0			
2 bed Flat	255,000	3,923	364	3,335	310	0			
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0			
		12,114,000							
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:
Site Typology:
Notes/Comments:

Houses

Location / Value Zone:

Area Wide

No Units:

Greenfield/Brownfield:

30

Greenfield

Median BCIS, Marginal at the current CIL rate of £54.80

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
2 bed House	6.3	@	330,000		2,079,000
3 bed House	3.6	@	415,000		1,494,000
3 bed House (with garage)	3.6	@	425,000		1,530,000
4 bed House (with garage)	3.6	@	510,000		1,836,000
5 bed House (with garage)	0.9	@	570,000		513,000
1 bed Flat	0.0	@	205,000		-
2 bed Flat	0.0	@	255,000		-
3 bed Flat	0.0	@	0		-
	18.0				7,452,000
Affordable Rent GDV -					
2 bed House	0.0	@	123,750		-
3 bed House	0.0	@	155,625		-
3 bed House (with garage)	0.0	@	159,375		-
4 bed House (with garage)	0.0	@	191,250		-
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	3.8	@	123,750		467,775
3 bed House	1.9	@	155,625		294,131
3 bed House (with garage)	1.9	@	159,375		301,219
4 bed House (with garage)	0.8	@	191,250		160,650
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	8.4				1,223,775
First Homes GDV -					
2 bed House	0.0	@	231,000		-
3 bed House	0.0	@	250,000		-
3 bed House (with garage)	0.0	@	250,000		-
4 bed House (with garage)	0.0	@	250,000		-
5 bed House (with garage)	0.0	@	250,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	1.6	@	231,000		374,220
3 bed House	0.8	@	290,500		235,305
3 bed House (with garage)	0.8	@	297,500		240,975
4 bed House (with garage)	0.4	@	357,000		128,520
5 bed House (with garage)	0.0	@	399,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	3.6	12.0			979,020
Sub-total GDV Residential					
	30				9,654,795
AH on-site cost analysis:					
	830 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)		2,459,205
			81,974 £ per unit (total units)		
Grant					
	30	units @		per unit	-
Total GDV					
					9,654,795

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology: Houses
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: Median BCIS, Marginal at the current CIL rate of £54.80
 No Units: 30
 Greenfield/Brownfield: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25			(capped at £411,885)	19,050 £				(19,050)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	76,200 £				(76,200)
CIL (Mkrt only inc. garages)	Max		1,840 sqm	54.80 £ psm					(100,810)
	CIL analysis:		1.04% % of GDV		3,360 £ per unit (total units)				
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	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				-
Site Specific S106 (installment)			30 units @		25,499 per unit				(764,970)
	Sub-total								(764,970)
	S106 analysis:	764,970 £ per ha		7.92% % of GDV	25,499 £ per unit (total units)				
AH Commuted Sum			2,964 sqm (total)		£ psm				-
	Comm. Sum analysis:		0.00% % of GDV						
Construction Costs -									
Site Clearance, Demolition & Remediation			1.00 ha @		£ per ha (if brownfield)				-
Strategic Site Infra. 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				-
	Years 1-15								-
	Sub-total		30 units @						-
	Infra. Costs analysis:	- £ per ha		0.00% % of GDV	0 £ per unit (total units)				
2 bed House			878 sqm @		1,727 psm				(1,515,443)
3 bed House			599 sqm @		1,727 psm				(1,033,610)
3 bed House (EXC. garage)			599 sqm @		1,727 psm				(1,033,610)
4 bed House (EXC. garage)			576 sqm @		1,727 psm				(994,752)
5 bed House (EXC. garage)			122 sqm @		1,727 psm				(209,831)
1 bed Flat			- sqm @		1,893 psm				-
2 bed Flat			- sqm @		1,893 psm				-
3 bed Flat			- sqm @		1,893 psm				-
Garages for 3B House	6.3	16.0	101 sqm @		531 psm				(53,550)
Garages for 4B House	4.8	16.0	77 sqm @		531 psm				(40,800)
Garages for 5B House	0.9	16.0	14 sqm @		531 psm				(7,650)
	Total GIA check:		2,964	£ per garage	£8,500				
External works			4,889,244 @		15.0%				(733,387)
	Ext. Works analysis:				24,446 £ per unit (total units)				
Policy Costs on design -									
Net Biodiversity costs			30 units @		1,003 £ per unit				(30,090)
M4(2) Category 2 Housing	Aff units	12 units @		95% @	625 £ per unit				(7,125)
M4(3) Category 3 Housing	Aff units (>20 units)	12 units @		5% @	12,133 £ per unit				(7,280)
M4(2) Category 2 Housing	OMS units	18 units @		95% @	625 £ per unit				(10,688)
M4(3) Category 3 Housing	OMS units (>20 units)	18 units @		5% @	12,133 £ per unit				(10,920)
Part L/FHS - Houses		30 units @			5,816 £ per unit				(174,480)
Part L/FHS - Flats		- units @			2,712 £ per unit				-
	Part L/FHS analysis:				3.6% % of BCIS costs				
EV Charging Points - Houses		30 units @			0 £ per unit				-
EV Charging Points - Flats		- units @			0 £ per 4 units				-
Water Efficiency - Houses		30 units @			2,683 £ per unit				(80,490)
Water Efficiency - Flats		- units @			909 £ per unit				-
Broadband infrastructure	(< 20 units only)	- units @			747 £ per unit				-
	Sub-total								(321,072)
	Policy Costs analysis: (design costs only)				10,702 £ per unit (total units)				
					6.6% % of BCIS costs				
Contingency (on construction)			5,943,703 @		3.0%				(178,311)

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology: Houses
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: No Units: 30
Greenfield/Brownfield: Greenfield
Median BCIS, Marginal at the current CIL rate of £54.80

Professional Fees	5,943,703	@	6.5%		(386,341)
Disposal Costs -					
OMS Marketing and Promotion	7,452,000	OMS @	3.00%	7,452 £ per unit	(223,560)
Residential Sales Agent Costs	7,452,000	OMS @	1.00%	2,484 £ per unit	(74,520)
Residential Sales Legal Costs	7,452,000	OMS @	0.50%	1,242 £ per unit	(37,260)
Affordable Sale Legal Costs	2,202,795	AH @	0.25%	184 £ per unit	(5,507)
Empty Property Costs (SC, Council Tax proxy)	30 units (1/2 back during sales period)		0	0 £ per unit PA (£ per	-
Disposal Cost analysis:				11,362 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00%	APR	0.565% pcm		(72,604)
Developers Profit -					
Profit on OMS	7,452,000		20.00%		(1,490,400)
Margin on AH	2,202,795		6.00% on AH values		(132,168)
Profit analysis:	9,654,795		16.81% blended GDV	(1,622,568)	
	7,882,835		20.58% on costs	(1,622,568)	
TOTAL COSTS					(9,505,403)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					149,392
SDLT	149,392	@	HMRC formula		-
Acquisition Agent fees	149,392	@	1.0%		(1,494)
Acquisition Legal fees	149,392	@	0.5%		(747)
Interest on Land	149,392	@	7.00%		(10,457)
Residual Land Value					136,694
RLV analysis:	4,556 £ per plot	136,694 £ per ha (net)	55,319 £ per acre (net)		
		82,016 £ per ha (gross)	33,192 £ per acre (gross)		
			1.42% % RLV / GDV		

BENCHMARK LAND VALUE (BLV)					
Residential Density	30.0	dph (net)			
Site Area (net)	1.00	ha (net)	2.47	acres (net)	
Net to Gross ratio	60%				
Site Area (gross)	1.67	ha (gross)	4.12	acres (gross)	
Density analysis:	2,964	sqm/ha (net)	12,911	sqft/ac (net)	
	18	dph (gross)			
Benchmark Land Value (net)	17,846 £ per plot	535,384 £ per ha (net)	216,667 £ per acre (net)		535,384
BLV analysis:		321,230 £ per ha (gross)	130,000 £ per acre (gross)		

BALANCE					
Surplus/(Deficit)		(398,690) £ per ha (net)	(161,348) £ per acre (net)		(398,690)

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology: **Houses**
 Site Typology: **Location / Value Zone: Area Wide**
 Notes/Comments: **Median BCIS, Marginal at the current CIL rate of £54.80**

No Units: **30**
 Greenfield/Brownfield: **Greenfield**

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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

TABLE 1		Affordable Housing - % on site 40%							
Balance (RLV - BLV £ per acre (n))		(161,348)	10%	15%	20%	25%	30%	35%	40%
Max CIL £ psm 54.80 (recommended CIL) (54.80)	0.00	277,473	211,260	144,903	78,314	11,406	(55,910)	(123,298)	
	10.00	267,635	201,931	136,083	70,005	3,610	(63,190)	(130,195)	
	20.00	257,797	192,602	127,264	61,697	(4,202)	(70,469)	(137,148)	
	30.00	247,923	183,273	118,444	53,388	(12,041)	(77,749)	(144,100)	
	40.00	238,045	173,944	109,625	45,067	(19,881)	(85,029)	(151,053)	
	50.00	228,167	164,574	100,784	36,714	(27,720)	(92,308)	(158,006)	
	60.00	218,290	155,203	91,922	28,362	(35,560)	(99,588)	(165,044)	
	70.00	208,412	145,832	83,059	20,010	(43,399)	(106,867)	(172,152)	
	80.00	198,534	136,461	74,197	11,657	(51,239)	(114,147)	(179,260)	
	90.00	188,654	127,091	65,334	3,270	(59,078)	(121,426)	(186,368)	
	100.00	178,732	117,715	56,455	(5,130)	(66,918)	(128,838)	(193,476)	
	110.00	168,810	108,299	47,546	(13,529)	(74,757)	(136,370)	(200,584)	
	120.00	158,888	98,883	38,637	(21,929)	(82,597)	(143,902)	(207,692)	
	130.00	148,967	89,466	29,728	(30,328)	(90,437)	(151,434)	(214,806)	
	140.00	139,045	80,050	20,818	(38,728)	(98,276)	(158,966)	(222,445)	
	150.00	129,107	70,627	11,861	(47,127)	(106,116)	(166,618)	(230,257)	
	160.00	119,137	61,161	2,901	(55,527)	(113,955)	(174,319)	(238,069)	
	170.00	109,167	51,695	(6,058)	(63,926)	(121,795)	(182,019)	(245,882)	
	180.00	99,197	42,230	(15,018)	(72,326)	(129,798)	(189,719)	(253,694)	
	190.00	89,226	32,764	(23,977)	(80,725)	(137,910)	(197,420)	(261,506)	
	200.00	79,231	23,252	(32,937)	(89,125)	(146,021)	(205,120)	(269,318)	
	210.00	69,209	13,732	(41,896)	(97,524)	(154,133)	(212,847)	(277,131)	
	220.00	59,186	4,213	(50,856)	(105,924)	(162,269)	(220,955)	(284,943)	
	230.00	49,163	(5,307)	(59,815)	(114,323)	(170,562)	(229,419)	(292,755)	
	240.00	39,123	(14,826)	(68,774)	(122,723)	(178,855)	(237,882)	(300,567)	
	250.00	29,043	(24,345)	(77,734)	(131,338)	(187,147)	(246,345)	(308,380)	

TABLE 2

TABLE 2		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV £ per acre (n))		(161,348)	100%	110%	120%	130%	140%	150%	160%
CIL £psm 54.80 (recommended CIL) (54.80)	0.00	(123,298)	(152,154)	(181,511)	(211,069)	(243,018)	(275,504)	(307,990)	
	10.00	(130,195)	(159,107)	(188,619)	(218,344)	(250,830)	(283,316)	(315,802)	
	20.00	(137,148)	(166,169)	(195,727)	(226,156)	(258,642)	(291,128)	(323,614)	
	30.00	(144,100)	(173,278)	(202,835)	(233,968)	(266,454)	(298,941)	(331,427)	
	40.00	(151,053)	(180,386)	(209,943)	(241,781)	(274,267)	(306,753)	(339,239)	
	50.00	(158,006)	(187,494)	(217,107)	(249,593)	(282,079)	(314,565)	(347,051)	
	60.00	(165,044)	(194,602)	(224,919)	(257,405)	(289,891)	(322,377)	(354,863)	
	70.00	(172,152)	(201,710)	(232,731)	(265,217)	(297,704)	(330,190)	(362,676)	
	80.00	(179,260)	(208,818)	(240,544)	(273,030)	(305,516)	(338,002)	(370,488)	
	90.00	(186,368)	(215,938)	(248,356)	(280,842)	(313,328)	(345,814)	(378,300)	
	100.00	(193,476)	(223,682)	(256,168)	(288,654)	(321,140)	(353,626)	(386,112)	
	110.00	(200,584)	(231,494)	(263,980)	(296,466)	(328,953)	(361,439)	(393,925)	
	120.00	(207,692)	(239,307)	(271,793)	(304,279)	(336,765)	(369,251)	(401,756)	
	130.00	(214,806)	(247,119)	(279,605)	(312,091)	(344,577)	(377,063)	(409,613)	
	140.00	(222,445)	(254,931)	(287,417)	(319,903)	(352,389)	(384,875)	(417,469)	
	150.00	(230,257)	(262,743)	(295,229)	(327,715)	(360,202)	(392,688)	(425,326)	
	160.00	(238,069)	(270,556)	(303,042)	(335,528)	(368,014)	(400,512)	(433,182)	
	170.00	(245,882)	(278,368)	(310,854)	(343,340)	(375,826)	(408,369)	(441,038)	
	180.00	(253,694)	(286,180)	(318,666)	(351,152)	(383,638)	(416,225)	(448,895)	
	190.00	(261,506)	(293,992)	(326,478)	(358,964)	(391,451)	(424,081)	(456,751)	
	200.00	(269,318)	(301,805)	(334,291)	(366,777)	(399,268)	(431,938)	(464,608)	
	210.00	(277,131)	(309,617)	(342,103)	(374,589)	(407,125)	(439,794)	(472,464)	
	220.00	(284,943)	(317,429)	(349,915)	(382,401)	(414,981)	(447,651)	(480,320)	
	230.00	(292,755)	(325,241)	(357,727)	(390,213)	(422,837)	(455,507)	(488,177)	
	240.00	(300,567)	(333,054)	(365,540)	(398,026)	(430,694)	(463,364)	(496,033)	
	250.00	(308,380)	(340,866)	(373,352)	(405,880)	(438,550)	(471,220)	(503,890)	

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses

No Units:

30

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Median BCIS, Marginal at the current CIL rate of £54.80

TABLE 3		Profit	20%						
Balance (RLV - BLV £ per acre (n))		(161,348)	15%	16%	17%	18%	19%	20%	21%
CIL £psm 54.80 (recommended CIL) (54.80)	0.00		7,135	(18,952)	(45,038)	(71,125)	(97,211)	(123,298)	(150,234)
	10.00		415	(25,671)	(51,758)	(77,845)	(103,931)	(130,195)	(157,186)
	20.00		(6,305)	(32,391)	(58,478)	(84,564)	(110,651)	(137,148)	(164,206)
	30.00		(13,024)	(39,111)	(65,197)	(91,284)	(117,370)	(144,100)	(171,314)
	40.00		(19,744)	(45,830)	(71,917)	(98,003)	(124,090)	(151,053)	(178,422)
	50.00		(26,463)	(52,550)	(78,636)	(104,723)	(131,014)	(158,006)	(185,530)
	60.00		(33,183)	(59,269)	(85,356)	(111,443)	(137,967)	(165,044)	(192,638)
	70.00		(39,903)	(65,989)	(92,076)	(118,162)	(144,920)	(172,152)	(199,746)
	80.00		(46,622)	(72,709)	(98,795)	(124,882)	(151,872)	(179,260)	(206,854)
	90.00		(53,342)	(79,428)	(105,515)	(131,834)	(158,825)	(186,368)	(213,962)
	100.00		(60,061)	(86,148)	(112,234)	(138,786)	(165,882)	(193,476)	(221,480)
	110.00		(66,781)	(92,868)	(118,954)	(145,739)	(172,990)	(200,584)	(229,248)
	120.00		(73,501)	(99,587)	(125,700)	(152,692)	(180,098)	(207,692)	(237,016)
	130.00		(80,225)	(106,312)	(132,658)	(159,650)	(187,211)	(214,806)	(244,791)
	140.00		(86,983)	(113,070)	(139,650)	(166,765)	(194,359)	(222,445)	(252,603)
	150.00		(93,741)	(119,827)	(146,642)	(173,913)	(201,508)	(230,257)	(260,415)
	160.00		(100,498)	(126,643)	(153,634)	(181,061)	(208,656)	(238,069)	(268,227)
	170.00		(107,256)	(133,635)	(160,626)	(188,210)	(215,804)	(245,882)	(276,040)
	180.00		(114,013)	(140,627)	(167,763)	(195,358)	(223,536)	(253,694)	(283,852)
	190.00		(120,771)	(147,619)	(174,912)	(202,506)	(231,348)	(261,506)	(291,664)
	200.00		(127,620)	(154,611)	(182,060)	(209,654)	(239,161)	(269,318)	(299,476)
	210.00		(134,612)	(161,614)	(189,208)	(216,815)	(246,973)	(277,131)	(307,289)
	220.00		(141,604)	(168,762)	(196,356)	(224,627)	(254,785)	(284,943)	(315,101)
	230.00		(148,596)	(175,910)	(203,504)	(232,440)	(262,597)	(292,755)	(322,913)
	240.00		(155,588)	(183,058)	(210,653)	(240,252)	(270,410)	(300,567)	(330,725)
	250.00		(162,612)	(190,207)	(217,906)	(248,064)	(278,222)	(308,380)	(338,538)
TABLE 4		BLV (£ per acre (n))		216,667					
Balance (RLV - BLV £ per acre (n))		(161,348)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm 54.80 (recommended CIL) (54.80)	0.00		(6,631)	(31,631)	(56,631)	(81,631)	(106,631)	(131,631)	(156,631)
	10.00		(13,528)	(38,528)	(63,528)	(88,528)	(113,528)	(138,528)	(163,528)
	20.00		(20,481)	(45,481)	(70,481)	(95,481)	(120,481)	(145,481)	(170,481)
	30.00		(27,433)	(52,433)	(77,433)	(102,433)	(127,433)	(152,433)	(177,433)
	40.00		(34,386)	(59,386)	(84,386)	(109,386)	(134,386)	(159,386)	(184,386)
	50.00		(41,339)	(66,339)	(91,339)	(116,339)	(141,339)	(166,339)	(191,339)
	60.00		(48,377)	(73,377)	(98,377)	(123,377)	(148,377)	(173,377)	(198,377)
	70.00		(55,485)	(80,485)	(105,485)	(130,485)	(155,485)	(180,485)	(205,485)
	80.00		(62,593)	(87,593)	(112,593)	(137,593)	(162,593)	(187,593)	(212,593)
	90.00		(69,701)	(94,701)	(119,701)	(144,701)	(169,701)	(194,701)	(219,701)
	100.00		(76,809)	(101,809)	(126,809)	(151,809)	(176,809)	(201,809)	(226,809)
	110.00		(83,917)	(108,917)	(133,917)	(158,917)	(183,917)	(208,917)	(233,917)
	120.00		(91,025)	(116,025)	(141,025)	(166,025)	(191,025)	(216,025)	(241,025)
	130.00		(98,139)	(123,139)	(148,139)	(173,139)	(198,139)	(223,139)	(248,139)
	140.00		(105,778)	(130,778)	(155,778)	(180,778)	(205,778)	(230,778)	(255,778)
	150.00		(113,590)	(138,590)	(163,590)	(188,590)	(213,590)	(238,590)	(263,590)
	160.00		(121,402)	(146,402)	(171,402)	(196,402)	(221,402)	(246,402)	(271,402)
	170.00		(129,215)	(154,215)	(179,215)	(204,215)	(229,215)	(254,215)	(279,215)
	180.00		(137,027)	(162,027)	(187,027)	(212,027)	(237,027)	(262,027)	(287,027)
	190.00		(144,839)	(169,839)	(194,839)	(219,839)	(244,839)	(269,839)	(294,839)
	200.00		(152,651)	(177,651)	(202,651)	(227,651)	(252,651)	(277,651)	(302,651)
	210.00		(160,464)	(185,464)	(210,464)	(235,464)	(260,464)	(285,464)	(310,464)
	220.00		(168,276)	(193,276)	(218,276)	(243,276)	(268,276)	(293,276)	(318,276)
	230.00		(176,088)	(201,088)	(226,088)	(251,088)	(276,088)	(301,088)	(326,088)
	240.00		(183,900)	(208,900)	(233,900)	(258,900)	(283,900)	(308,900)	(333,900)
	250.00		(191,713)	(216,713)	(241,713)	(266,713)	(291,713)	(316,713)	(341,713)

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Scheme Typology:

Houses

No Units:

30

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Median BCIS, Marginal at the current CIL rate of £54.80

TABLE 5		Density (dph) (net)						
		30	35	40	45	50	55	60
Balance (RLV - BLV £ per acre (n))	(161,348)							
		0.00	(123,298)	(107,736)	(92,175)	(76,613)	(61,052)	(45,490)
		10.00	(130,195)	(115,783)	(101,371)	(86,959)	(72,547)	(58,135)
CIL £psm		20.00	(137,148)	(123,894)	(110,641)	(97,388)	(84,135)	(70,881)
54.80		30.00	(144,100)	(132,006)	(119,911)	(107,817)	(95,722)	(83,628)
(recommended CIL)		40.00	(151,053)	(140,117)	(129,182)	(118,246)	(107,310)	(96,375)
(54.80)		50.00	(158,006)	(148,229)	(138,452)	(128,675)	(118,898)	(109,121)
		60.00	(165,044)	(156,440)	(147,836)	(139,232)	(130,629)	(122,025)
		70.00	(172,152)	(164,733)	(157,314)	(149,894)	(142,475)	(135,056)
		80.00	(179,260)	(173,025)	(166,791)	(160,556)	(154,322)	(148,087)
		90.00	(186,368)	(181,318)	(176,268)	(171,219)	(166,169)	(161,119)
		100.00	(193,476)	(189,611)	(185,746)	(181,881)	(178,015)	(174,150)
		110.00	(200,584)	(197,904)	(195,223)	(192,543)	(189,862)	(187,182)
		120.00	(207,692)	(206,196)	(204,700)	(203,205)	(201,709)	(200,213)
		130.00	(214,806)	(214,495)	(214,185)	(213,875)	(213,565)	(213,254)
		140.00	(222,445)	(223,408)	(224,371)	(225,334)	(226,297)	(227,260)
		150.00	(230,257)	(232,522)	(234,787)	(237,052)	(239,317)	(241,582)
		160.00	(238,069)	(241,637)	(245,204)	(248,771)	(252,338)	(255,905)
		170.00	(245,882)	(250,751)	(255,620)	(260,489)	(265,358)	(270,227)
		180.00	(253,694)	(259,865)	(266,036)	(272,207)	(278,379)	(284,550)
		190.00	(261,506)	(268,979)	(276,453)	(283,926)	(291,399)	(298,872)
		200.00	(269,318)	(278,094)	(286,869)	(295,644)	(304,419)	(313,195)
		210.00	(277,131)	(287,208)	(297,285)	(307,363)	(317,440)	(327,517)
		220.00	(284,943)	(296,322)	(307,702)	(319,081)	(330,460)	(341,840)
		230.00	(292,755)	(305,437)	(318,118)	(330,799)	(343,481)	(356,162)
		240.00	(300,567)	(314,551)	(328,534)	(342,518)	(356,501)	(370,485)
		250.00	(308,380)	(323,665)	(338,951)	(354,236)	(369,522)	(384,807)
								(400,092)
TABLE 6		Build cost						
		100%	90%	95%	100%	105%	110%	115%
Balance (RLV - BLV £ per acre (n))	(161,348)							
		0.00	101,369	(10,280)	(123,298)	(244,553)	(376,033)	(508,131)
		10.00	94,784	(16,962)	(130,195)	(252,366)	(383,846)	(515,987)
CIL £psm		20.00	88,190	(23,646)	(137,148)	(260,178)	(391,658)	(523,844)
54.80		30.00	81,575	(30,366)	(144,100)	(267,990)	(399,477)	(531,700)
(recommended CIL)		40.00	74,960	(37,086)	(151,053)	(275,802)	(407,333)	(539,557)
(54.80)		50.00	68,346	(43,805)	(158,006)	(283,615)	(415,190)	(547,413)
		60.00	61,731	(50,525)	(165,044)	(291,427)	(423,046)	(555,269)
		70.00	55,116	(57,244)	(172,152)	(299,239)	(430,902)	(563,153)
		80.00	48,502	(63,964)	(179,260)	(307,051)	(438,759)	(571,054)
		90.00	41,886	(70,684)	(186,368)	(314,864)	(446,615)	(579,955)
		100.00	35,219	(77,403)	(193,476)	(322,676)	(454,472)	(586,855)
		110.00	28,572	(84,123)	(200,584)	(330,488)	(462,328)	(594,756)
		120.00	21,925	(90,842)	(207,692)	(338,300)	(470,185)	(602,657)
		130.00	15,278	(97,562)	(214,806)	(346,113)	(478,041)	(610,558)
		140.00	8,630	(104,282)	(222,445)	(353,925)	(485,897)	(618,459)
		150.00	1,948	(111,001)	(230,257)	(361,737)	(493,754)	(626,360)
		160.00	(4,734)	(117,721)	(238,069)	(369,549)	(501,610)	(634,261)
		170.00	(11,416)	(124,440)	(245,882)	(377,362)	(509,467)	(642,161)
		180.00	(18,098)	(131,377)	(253,694)	(385,174)	(517,323)	(650,062)
		190.00	(24,789)	(138,330)	(261,506)	(392,986)	(525,179)	(657,963)
		200.00	(31,508)	(145,282)	(269,318)	(400,812)	(533,036)	(665,864)
		210.00	(38,228)	(152,235)	(277,131)	(408,669)	(540,892)	(673,765)
		220.00	(44,948)	(159,188)	(284,943)	(416,525)	(548,749)	(681,666)
		230.00	(51,667)	(166,252)	(292,755)	(424,382)	(556,605)	(689,566)
		240.00	(58,387)	(173,361)	(300,567)	(432,238)	(564,496)	(697,467)
		250.00	(65,107)	(180,469)	(308,380)	(440,095)	(572,397)	(705,368)
								(839,018)

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses

No Units:

30

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Median BCIS, Marginal at the current CIL rate of £54.80

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV £ per acre (n))	(161,348)	90%	95%	100%	105%	110%	115%	120%
0.00		(350,541)	(231,807)	(123,298)	(21,163)	80,159	180,603	280,504
10.00		(358,353)	(239,619)	(130,195)	(27,883)	73,545	174,018	273,970
CIL £psm		(366,165)	(247,432)	(137,148)	(34,602)	66,916	167,433	267,425
54.80		(373,977)	(255,244)	(144,100)	(41,322)	60,269	160,847	260,866
(recommended CIL)		(381,790)	(263,056)	(151,053)	(48,041)	53,622	154,262	254,308
(54.80)		(389,625)	(270,868)	(158,006)	(54,761)	46,975	147,677	247,749
		(397,482)	(278,681)	(165,044)	(61,481)	40,328	141,092	241,191
		(405,338)	(286,493)	(172,152)	(68,200)	33,682	134,507	234,632
		(413,194)	(294,305)	(179,260)	(74,920)	27,025	127,920	228,074
		(421,051)	(302,117)	(186,368)	(81,639)	20,343	121,305	221,515
		(428,907)	(309,930)	(193,476)	(88,359)	13,662	114,690	214,956
		(436,764)	(317,742)	(200,584)	(95,079)	6,980	108,076	208,398
		(444,620)	(325,554)	(207,692)	(101,798)	298	101,461	201,839
		(452,477)	(333,366)	(214,806)	(108,518)	(6,384)	94,846	195,270
		(460,333)	(341,179)	(222,445)	(115,238)	(13,103)	88,232	188,685
		(468,189)	(348,991)	(230,257)	(121,957)	(19,822)	81,617	182,100
		(476,046)	(356,803)	(238,069)	(128,808)	(26,542)	74,982	175,515
		(483,902)	(364,615)	(245,882)	(135,760)	(33,261)	68,335	168,929
		(491,759)	(372,428)	(253,694)	(142,713)	(39,981)	61,688	162,344
		(499,615)	(380,240)	(261,506)	(149,666)	(46,701)	55,041	155,759
		(507,472)	(388,052)	(269,318)	(156,618)	(53,420)	48,394	149,174
		(515,328)	(395,867)	(277,131)	(163,626)	(60,140)	41,747	142,588
		(523,184)	(403,743)	(284,943)	(170,734)	(66,859)	35,087	135,992
		(531,049)	(411,600)	(292,755)	(177,842)	(73,579)	28,405	129,378
		(538,950)	(419,456)	(300,567)	(184,950)	(80,299)	21,723	122,763
		(546,851)	(427,312)	(308,380)	(192,058)	(87,018)	15,042	116,148

		Grant (£ per unit)						
Balance (RLV - BLV £ per acre (n))	(161,348)	0	5,000	10,000	15,000	20,000	25,000	30,000
0.00		(123,298)	(68,502)	(13,723)	40,676	94,752	148,564	202,172
10.00		(130,195)	(75,222)	(20,426)	34,029	88,137	141,979	195,613
CIL £psm		(137,148)	(81,941)	(27,146)	27,382	81,523	135,394	189,054
54.80		(144,100)	(88,661)	(33,865)	20,735	74,908	128,809	182,496
(recommended CIL)		(151,053)	(95,381)	(40,585)	14,056	68,293	122,224	175,937
(54.80)		(158,006)	(102,100)	(47,305)	7,374	61,678	115,638	169,379
		(165,044)	(108,820)	(54,024)	692	55,031	109,051	162,810
		(172,152)	(115,540)	(60,744)	(5,989)	48,384	102,436	156,225
		(179,260)	(122,259)	(67,463)	(12,671)	41,737	95,822	149,640
		(186,368)	(129,120)	(74,183)	(19,387)	35,091	89,207	143,055
		(193,476)	(136,073)	(80,903)	(26,107)	28,444	82,592	136,469
		(200,584)	(143,025)	(87,622)	(32,827)	21,789	75,978	129,884
		(207,692)	(149,978)	(94,342)	(39,546)	15,107	69,363	123,299
		(214,806)	(156,931)	(101,061)	(46,266)	8,426	62,740	116,714
		(222,445)	(163,945)	(107,781)	(52,985)	1,744	56,093	110,121
		(230,257)	(171,053)	(114,501)	(59,705)	(4,938)	49,446	103,506
		(238,069)	(178,161)	(121,220)	(66,425)	(11,629)	42,799	96,891
		(245,882)	(185,269)	(128,045)	(73,144)	(18,349)	36,152	90,277
		(253,694)	(192,377)	(134,998)	(79,864)	(25,068)	29,505	83,662
		(261,506)	(199,485)	(141,951)	(86,583)	(31,788)	22,841	77,047
		(269,318)	(206,593)	(148,903)	(93,303)	(38,507)	16,159	70,433
		(277,131)	(213,701)	(155,856)	(100,023)	(45,227)	9,477	63,801
		(284,943)	(221,237)	(162,846)	(106,742)	(51,947)	2,795	57,155
		(292,755)	(229,049)	(169,954)	(113,462)	(58,666)	(3,887)	50,508
		(300,567)	(236,862)	(177,062)	(120,182)	(65,386)	(10,590)	43,861
		(308,380)	(244,674)	(184,170)	(126,970)	(72,105)	(17,310)	37,214

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

251201 SWC_Residential Appraisals_CIL_v3_A_E

Appraisal Ref: **D** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: **Location / Value Zone: Area Wide**
 Notes/Comments: **Lower Quartile BCIS, Current CIL: £54.80**
 No Units: **50**
 Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			50 Units						
AH Policy requirement (% Target)			40%						
Open Market Sale (OMS) housing			60%						
AH tenure split %			Affordable Rent: 0.0%						
			Social Rent: 70.0% 70.0% % Rented						
			First Homes: 0.0%						
			Other Intermediate (LCHO/Sub-Market etc.): 30.0% 12.0% % of total (>10% First Homes PPG 023)						
			100% 100.0%						
CIL Rate (£ psm)			308.50 £ psm						
Unit Mix -									
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
2 bed House	35.0%	10.5	45.0%	9.0	39%	19.5			
3 bed House	20.0%	6.0	22.5%	4.5	21%	10.5			
3 bed House (with garage)	20.0%	6.0	22.5%	4.5	21%	10.5			
4 bed House (with garage)	20.0%	6.0	10.0%	2.0	16%	8.0			
5 bed House (with garage)	5.0%	1.5	0.0%	0.0	3%	1.5			
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	30.0	100.0%	20.0	100%	50.0		
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
2 bed House	788	8,477	675	7,266	1,463	15,742			
3 bed House	570	6,135	428	4,602	998	10,737			
3 bed House (with garage)	666	7,169	500	5,377	1,166	12,545			
4 bed House (with garage)	816	8,783	272	2,928	1,088	11,711			
5 bed House (with garage)	227	2,438	0	0	227	2,438			
1 bed Flat	0	0	0	0	0	0			
2 bed Flat	0	0	0	0	0	0			
3 bed Flat	0	0	0	0	0	0			
		3,066	33,002	1,874	20,172	4,940	53,174		
AH % by floor area:		37.94% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)			
2 bed House	330,000	4,400	409	4,400	409	6,435,000			
3 bed House	415,000	4,368	406	4,368	406	4,357,500			
3 bed House (with garage)	425,000	4,474	416	3,829	356	4,462,500			
4 bed House (with garage)	510,000	4,250	395	3,750	348	4,080,000			
5 bed House (with garage)	570,000	4,222	392	3,775	351	855,000			
1 bed Flat	205,000	4,100	381	3,485	324	0			
2 bed Flat	255,000	3,923	364	3,335	310	0			
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0			
						20,190,000			
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Site Typology:

Notes/Comments:

Houses

Location / Value Zone:

Lower Quartile BCIS, Current CIL: £54.80

No Units:

Greenfield/Brownfield:

50

Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
2 bed House	10.5	@	330,000		3,465,000
3 bed House	6.0	@	415,000		2,490,000
3 bed House (with garage)	6.0	@	425,000		2,550,000
4 bed House (with garage)	6.0	@	510,000		3,060,000
5 bed House (with garage)	1.5	@	570,000		855,000
1 bed Flat	0.0	@	205,000		-
2 bed Flat	0.0	@	255,000		-
3 bed Flat	0.0	@	0		-
	30.0				12,420,000
Affordable Rent GDV -					
2 bed House	0.0	@	123,750		-
3 bed House	0.0	@	155,625		-
3 bed House (with garage)	0.0	@	159,375		-
4 bed House (with garage)	0.0	@	191,250		-
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	6.3	@	123,750		779,625
3 bed House	3.2	@	155,625		490,219
3 bed House (with garage)	3.2	@	159,375		502,031
4 bed House (with garage)	1.4	@	191,250		267,750
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	14.0				2,039,625
First Homes GDV -					
2 bed House	0.0	@	231,000		-
3 bed House	0.0	@	250,000		-
3 bed House (with garage)	0.0	@	250,000		-
4 bed House (with garage)	0.0	@	250,000		-
5 bed House (with garage)	0.0	@	250,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	2.7	@	231,000		623,700
3 bed House	1.4	@	290,500		392,175
3 bed House (with garage)	1.4	@	297,500		401,625
4 bed House (with garage)	0.6	@	357,000		214,200
5 bed House (with garage)	0.0	@	399,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	6.0	20.0			1,631,700
Sub-total GDV Residential					
	50				16,091,325
AH on-site cost analysis:					
	830 £ psm (total GIA sqm)			£MV (no AH) less £GDV (inc. AH)	4,098,675
				81,974 £ per unit (total units)	
Grant					
	50	units @		per unit	-
Total GDV					
					16,091,325

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses

Site Typology:

Location / Value Zone:

Area Wide

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

No Units:

50

Greenfield/Brownfield:

Greenfield

DEVELOPMENT COSTS

Initial Payments -

Statutory Planning Fees (Residential)	01-Apr-25	(capped at £411,885)	31,750 £	(31,750)
Planning Application Professional Fees, Surveys and reports		(capped at £1,500,000)	127,000 £	(127,000)
CIL (Mkrt only inc. garages)	Max	3,066 sqm	308.50 £ psm	(945,862)

CIL analysis:

5.88% % of GDV

18,917 £ per unit (total units)

Site Specific S106	Year 1	0	-
(strategic site cashflow yrs 1-15)	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	-

Site Specific S106 (installment)	50 units @	27,354 per unit	(1,367,700)

Sub-total

(1,367,700)

S106 analysis:

820,620 £ per ha

8.50% % of GDV

27,354 £ per unit (total units)

AH Commuted Sum	4,940 sqm (total)	£ psm	-

Comm. Sum analysis:

0.00% % of GDV

Construction Costs -

Site Clearance, Demolition & Remediation	1.67 ha @	£ per ha (if brownfield)	-

Strategic Site Infra. 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	-
Years 1-15	50 units @	per unit	-
Sub-total			-

Infra. Costs analysis:

- £ per ha

0.00% % of GDV

0 £ per unit (total units)

2 bed House	1,463 sqm @	1,451 psm	(2,122,088)
3 bed House	998 sqm @	1,451 psm	(1,447,373)
3 bed House (EXC. garage)	998 sqm @	1,451 psm	(1,447,373)
4 bed House (EXC. garage)	960 sqm @	1,451 psm	(1,392,960)
5 bed House (EXC. garage)	203 sqm @	1,451 psm	(293,828)
1 bed Flat	- sqm @	1,628 psm	-
2 bed Flat	- sqm @	1,628 psm	-
3 bed Flat	- sqm @	1,628 psm	-
Garages for 3B House	10.5 16.0 168 sqm @	531 psm	(89,250)
Garages for 4B House	8.0 16.0 128 sqm @	531 psm	(68,000)
Garages for 5B House	1.5 16.0 24 sqm @	531 psm	(12,750)

Total GIA check:

4,940 £ per garage

£8,500

External works	6,873,620 @	15.0%	(1,031,043)

Ext. Works analysis:

20,621 £ per unit (total units)

Policy Costs on design -

Net Biodiversity costs			50 units @		1,003 £ per unit		(50,150)
M4(2) Category 2 Housing	Aff units	20 units @	95% @		625 £ per unit		(11,875)
M4(3) Category 3 Housing	Aff units (>20 units)	20 units @	5% @		12,133 £ per unit		(12,133)
M4(2) Category 2 Housing	OMS units	30 units @	95% @		625 £ per unit		(17,813)
M4(3) Category 3 Housing	OMS units (>20 units)	30 units @	5% @		12,133 £ per unit		(18,200)
Part L/FHS - Houses		50 units @			5,816 £ per unit		(290,800)
Part L/FHS - Flats		- units @			2,712 £ per unit		

Part L/FHS analysis:

4.2% % of BCIS costs

EV Charging Points - Houses	50 units @		0 £ per unit	-
EV Charging Points - Flats	- units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency - Houses	50 units @		2,683 £ per unit	(134,150)
Water Efficiency - Flats	- units @		909 £ per unit	-
Broadband infrastructure	(< 20 units only)	- units @	747 £ per unit	-
	Sub-total			(535,120)

Policy Costs analysis: (design costs only)

10,702 £ per unit (total units)

7.8% % of BCIS costs

Contingency (on construction)	8,439,783 @	3.0%	(253,193)

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology: Houses
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: Lower Quartile BCIS, Current CIL: £54.80
 No Units: 50
 Greenfield/Brownfield: Greenfield

Professional Fees	8,439,783	@	6.5%		(548,586)
Disposal Costs -					
OMS Marketing and Promotion	12,420,000	OMS @	3.00%	7,452 £ per unit	(372,600)
Residential Sales Agent Costs	12,420,000	OMS @	1.00%	2,484 £ per unit	(124,200)
Residential Sales Legal Costs	12,420,000	OMS @	0.50%	1,242 £ per unit	(62,100)
Affordable Sale Legal Costs	3,671,325	AH @	0.25%	184 £ per unit	(9,178)
Empty Property Costs (SC, Council Tax proxy)	50 units (1/2 back during sales period)		0	0 £ per unit PA (£ per	-
Disposal Cost analysis:				11,362 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00%	APR	0.565% pcm		(85,658)
Developers Profit -					
Profit on OMS	12,420,000		20.00%		(2,484,000)
Margin on AH	3,671,325		6.00% on AH values		(220,280)
Profit analysis:	16,091,325		16.81% blended GDV	(2,704,280)	
	12,367,611		21.87% on costs	(2,704,280)	
TOTAL COSTS					(15,071,890)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					1,019,435
SDLT	1,019,435	@	HMRC formula		(40,472)
Acquisition Agent fees	1,019,435	@	1.0%		(10,194)
Acquisition Legal fees	1,019,435	@	0.5%		(5,097)
Interest on Land	1,019,435	@	7.00%		(71,360)
Residual Land Value					892,311
RLV analysis:	17,846 £ per plot	535,387 £ per ha (net)	216,668 £ per acre (net)		
		321,232 £ per ha (gross)	130,001 £ per acre (gross)		
			5.55% % RLV / GDV		

BENCHMARK LAND VALUE (BLV)					
Residential Density	30.0	dph (net)			
Site Area (net)	1.67	ha (net)	4.12	acres (net)	
Net to Gross ratio	60%				
Site Area (gross)	2.78	ha (gross)	6.86	acres (gross)	
Density analysis:	2,964	sqm/ha (net)	12,911	sqft/ac (net)	
	18	dph (gross)			
Benchmark Land Value (net)	17,846 £ per plot	535,384 £ per ha (net)	216,667 £ per acre (net)		892,307
BLV analysis:		321,230 £ per ha (gross)	130,000 £ per acre (gross)		

BALANCE					
Surplus/(Deficit)		2 £ per ha (net)	1 £ per acre (net)		4

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses

Site Typology:

Location / Value Zone:

Area Wide

No Units:

50

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

Greenfield/Brownfield:

Greenfield

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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

TABLE 1		Affordable Housing - % on site 40%							
Balance (RLV - BLV £ per acre (n))		1	10%	15%	20%	25%	30%	35%	40%
Max CIL £ psm 308.50 (recommended CIL) (120.00)	0.00		607,174	540,270	473,287	406,304	339,232	272,119	204,889
	10.00		597,429	531,043	464,602	398,162	331,611	265,020	198,328
	20.00		587,683	521,815	455,918	389,998	323,991	257,921	191,752
	30.00		577,938	512,588	447,233	381,833	316,370	250,822	185,176
	40.00		568,172	503,360	438,548	373,668	308,749	243,723	178,600
	50.00		558,402	494,133	429,864	365,503	301,123	236,624	172,025
	60.00		548,632	484,905	421,168	357,338	293,478	229,525	165,449
	70.00		538,862	475,678	412,458	349,172	285,833	222,421	158,873
	80.00		529,091	466,451	403,749	341,007	278,188	215,297	152,277
	90.00		519,321	457,223	395,039	332,842	270,543	208,173	145,676
	100.00		509,551	447,982	386,330	324,667	262,898	201,049	139,076
	110.00		499,781	438,729	377,620	316,476	255,253	193,926	132,475
	120.00		490,010	429,475	368,911	308,285	247,608	186,802	125,874
	130.00		480,240	420,221	360,201	300,094	239,938	179,678	119,267
	140.00		470,442	410,967	351,487	291,903	232,266	172,529	112,639
	150.00		460,644	401,713	342,750	283,712	224,595	165,379	106,011
	160.00		450,846	392,459	334,013	275,520	216,923	158,228	99,383
	170.00		441,048	383,205	325,276	267,319	209,251	151,077	92,755
	180.00		431,250	373,939	316,539	259,099	201,579	143,926	86,113
	190.00		421,451	364,656	307,801	250,880	193,882	136,757	79,455
	200.00		411,653	355,372	299,064	242,660	186,181	129,577	72,798
	210.00		401,851	346,089	290,316	234,440	178,480	122,397	66,141
	220.00		392,022	336,806	281,548	226,220	170,779	115,216	59,473
	230.00		382,193	327,523	272,781	217,984	163,078	108,035	52,784
	240.00		372,363	318,239	264,013	209,733	155,353	100,823	46,095
	250.00		362,534	308,929	255,245	201,482	147,620	93,611	39,400

TABLE 2

TABLE 2		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 308.50 (recommended CIL) (120.00)	0.00		204,889	175,570	146,193	116,731	87,155	57,437	27,548
	10.00		198,328	168,994	139,592	110,103	80,498	50,748	20,826
	20.00		191,752	162,418	132,991	103,475	73,840	44,059	14,092
	30.00		185,176	155,836	126,391	96,847	67,183	37,369	7,333
	40.00		178,600	149,235	119,786	90,219	60,520	30,647	575
	50.00		172,025	142,634	113,158	83,566	53,831	23,924	(6,202)
	60.00		165,449	136,034	106,530	76,908	47,142	17,201	(12,999)
	70.00		158,873	129,433	99,901	70,251	40,453	10,448	(19,796)
	80.00		152,277	122,832	93,273	63,594	33,745	3,690	(26,593)
	90.00		145,676	116,212	86,634	56,914	27,022	(3,069)	(33,390)
	100.00		139,076	109,584	79,977	50,225	20,299	(9,866)	(40,187)
	110.00		132,475	102,956	73,319	43,536	13,563	(16,663)	(46,983)
	120.00		125,874	96,328	66,662	36,843	6,804	(23,460)	(53,780)
	130.00		119,267	89,700	59,996	30,120	46	(30,257)	(60,577)
	140.00		112,639	83,045	53,307	23,398	(6,734)	(37,054)	(67,374)
	150.00		106,011	76,387	46,618	16,675	(13,531)	(43,851)	(74,171)
	160.00		99,383	69,730	39,929	9,919	(20,328)	(50,648)	(80,968)
	170.00		92,755	63,073	33,219	3,160	(27,125)	(57,445)	(87,765)
	180.00		86,113	56,390	26,496	(3,601)	(33,922)	(64,242)	(94,562)
	190.00		79,455	49,701	19,773	(10,398)	(40,719)	(71,039)	(101,359)
	200.00		72,798	43,012	13,034	(17,195)	(47,516)	(77,836)	(108,156)
	210.00		66,141	36,317	6,275	(23,992)	(54,312)	(84,633)	(114,953)
	220.00		59,473	29,594	(483)	(30,789)	(61,109)	(91,430)	(121,750)
	230.00		52,784	22,871	(7,266)	(37,586)	(67,906)	(98,227)	(128,547)
	240.00		46,095	16,149	(14,063)	(44,383)	(74,703)	(105,024)	(135,344)
	250.00		39,406	9,390	(20,860)	(51,180)	(81,500)	(111,821)	(142,141)

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses

Site Typology:

Location / Value Zone:

Area Wide

No Units:

50

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

Greenfield/Brownfield:

Greenfield

TABLE 3

		Profit							
		20%							
Balance (RLV - BLV £ per acre (n))		1	15%	16%	17%	18%	19%	20%	21%
CIL £psm 308.50 (recommended CIL) (120.00)	0.00		335,322	309,235	283,149	257,062	230,976	204,889	178,803
	10.00		328,760	302,674	276,587	250,501	224,414	198,328	172,241
	20.00		322,184	296,098	270,011	243,925	217,838	191,752	165,665
	30.00		315,609	289,522	263,436	237,349	211,263	185,176	159,090
	40.00		309,033	282,946	256,860	230,773	204,687	178,600	152,514
	50.00		302,457	276,371	250,284	224,198	198,111	172,025	145,938
	60.00		295,881	269,795	243,708	217,622	191,535	165,449	139,362
	70.00		289,306	263,219	237,133	211,046	184,960	158,873	132,786
	80.00		282,710	256,623	230,537	204,450	178,364	152,277	126,191
	90.00		276,109	250,023	223,936	197,849	171,763	145,676	119,590
	100.00		269,508	243,422	217,335	191,249	165,162	139,076	112,989
	110.00		262,907	236,821	210,734	184,648	158,561	132,475	106,388
	120.00		256,307	230,220	204,134	178,047	151,960	125,874	99,787
	130.00		249,699	223,613	197,526	171,440	145,353	119,267	93,180
	140.00		243,071	216,985	190,898	164,812	138,725	112,639	86,552
	150.00		236,443	210,357	184,270	158,184	132,097	106,011	79,924
	160.00		229,815	203,729	177,642	151,556	125,469	99,383	73,296
	170.00		223,187	197,101	171,014	144,928	118,841	92,755	66,668
	180.00		216,545	190,459	164,372	138,286	112,199	86,113	60,026
	190.00		209,888	183,802	157,715	131,629	105,542	79,455	53,369
	200.00		203,231	177,144	151,058	124,971	98,885	72,798	46,712
	210.00		196,573	170,487	144,400	118,314	92,227	66,141	40,054
	220.00		189,905	163,819	137,732	111,646	85,559	59,473	33,386
	230.00		183,216	157,130	131,043	104,957	78,870	52,784	26,697
	240.00		176,527	150,441	124,354	98,268	72,181	46,095	20,008
	250.00		169,838	143,752	117,665	91,579	65,492	39,406	13,319

TABLE 4

		BLV (£ per acre (n))							
		1	100,000	125,000	150,000	175,000	200,000	225,000	250,000
Balance (RLV - BLV £ per acre (n))									
CIL £psm 308.50 (recommended CIL) (120.00)	0.00		321,556	296,556	271,556	246,556	221,556	196,556	171,556
	10.00		314,995	289,995	264,995	239,995	214,995	189,995	164,995
	20.00		308,419	283,419	258,419	233,419	208,419	183,419	158,419
	30.00		301,843	276,843	251,843	226,843	201,843	176,843	151,843
	40.00		295,267	270,267	245,267	220,267	195,267	170,267	145,267
	50.00		288,692	263,692	238,692	213,692	188,692	163,692	138,692
	60.00		282,116	257,116	232,116	207,116	182,116	157,116	132,116
	70.00		275,540	250,540	225,540	200,540	175,540	150,540	125,540
	80.00		268,944	243,944	218,944	193,944	168,944	143,944	118,944
	90.00		262,343	237,343	212,343	187,343	162,343	137,343	112,343
	100.00		255,743	230,743	205,743	180,743	155,743	130,743	105,743
	110.00		249,142	224,142	199,142	174,142	149,142	124,142	99,142
	120.00		242,541	217,541	192,541	167,541	142,541	117,541	92,541
	130.00		235,934	210,934	185,934	160,934	135,934	110,934	85,934
	140.00		229,306	204,306	179,306	154,306	129,306	104,306	79,306
	150.00		222,678	197,678	172,678	147,678	122,678	97,678	72,678
	160.00		216,050	191,050	166,050	141,050	116,050	91,050	66,050
	170.00		209,422	184,422	159,422	134,422	109,422	84,422	59,422
	180.00		202,780	177,780	152,780	127,780	102,780	77,780	52,780
	190.00		196,122	171,122	146,122	121,122	96,122	71,122	46,122
	200.00		189,465	164,465	139,465	114,465	89,465	64,465	39,465
	210.00		182,808	157,808	132,808	107,808	82,808	57,808	32,808
	220.00		176,140	151,140	126,140	101,140	76,140	51,140	26,140
	230.00		169,451	144,451	119,451	94,451	69,451	44,451	19,451
	240.00		162,762	137,762	112,762	87,762	62,762	37,762	12,762
	250.00		156,073	131,073	106,073	81,073	56,073	31,073	6,073

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses

No Units:

50

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 5		Density (dph) (net)							
Balance (RLV - BLV £ per acre (n))		1	30	35	40	45	50	55	60
CIL £psm 308.50 (recommended CIL) (120.00)	0.00		204,889	275,148	345,408	415,667	485,926	556,186	626,445
	10.00		198,328	267,493	336,659	405,825	474,991	544,157	613,322
	20.00		191,752	259,822	327,892	395,961	464,031	532,101	600,171
	30.00		185,176	252,150	319,124	386,098	453,072	520,045	587,019
	40.00		178,600	244,478	310,356	376,234	442,112	507,990	573,868
	50.00		172,025	236,806	301,588	366,370	431,152	495,934	560,716
	60.00		165,449	229,135	292,821	356,507	420,193	483,879	547,565
	70.00		158,873	221,463	284,053	346,643	409,233	471,823	534,413
	80.00		152,277	213,768	275,259	336,749	398,240	459,731	521,221
	90.00		145,676	206,067	266,458	326,848	387,239	447,629	508,020
	100.00		139,076	198,366	257,656	316,947	376,237	435,528	494,818
	110.00		132,475	190,665	248,855	307,046	365,236	423,426	481,617
	120.00		125,874	182,964	240,054	297,144	354,235	411,325	468,415
	130.00		119,267	175,256	231,245	287,234	343,223	399,212	455,200
	140.00		112,639	167,523	222,407	277,292	332,176	387,060	441,944
	150.00		106,011	159,790	213,570	267,350	321,129	374,909	428,688
	160.00		99,383	152,058	204,733	257,407	310,082	362,757	415,432
	170.00		92,755	144,325	195,895	247,465	299,036	350,606	402,176
	180.00		86,113	136,576	187,039	237,503	287,966	338,429	388,893
	190.00		79,455	128,809	178,163	227,517	276,870	326,224	375,578
	200.00		72,798	121,042	169,286	217,531	265,775	314,019	362,263
	210.00		66,141	113,275	160,410	207,544	254,679	301,814	348,948
	220.00		59,473	105,496	151,519	197,542	243,566	289,589	335,612
	230.00		52,784	97,692	142,601	187,509	232,417	277,326	322,234
	240.00		46,095	89,888	133,682	177,475	221,269	265,063	308,856
	250.00		39,406	82,084	124,763	167,442	210,121	252,800	295,478

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 308.50 (recommended CIL) (120.00)	0.00		389,980	297,668	204,889	111,365	16,605	(79,779)	(176,962)
	10.00		383,483	291,136	198,328	104,737	9,846	(86,576)	(184,050)
	20.00		376,986	284,604	191,752	98,109	3,087	(93,372)	(191,281)
	30.00		370,489	278,072	185,176	91,479	(3,675)	(100,169)	(198,511)
	40.00		363,975	271,539	178,600	84,821	(10,472)	(106,966)	(205,742)
	50.00		357,462	265,007	172,025	78,164	(17,269)	(113,763)	(212,972)
	60.00		350,948	258,475	165,449	71,506	(24,066)	(120,560)	(220,531)
	70.00		344,435	251,943	158,873	64,849	(30,863)	(127,357)	(228,433)
	80.00		337,921	245,411	152,277	58,166	(37,660)	(134,154)	(236,335)
	90.00		331,408	238,859	145,676	51,477	(44,457)	(140,951)	(244,238)
	100.00		324,894	232,306	139,076	44,788	(51,254)	(147,761)	(252,140)
	110.00		318,381	225,754	132,475	38,096	(58,051)	(154,597)	(260,042)
	120.00		311,867	219,201	125,874	31,373	(64,848)	(161,432)	(267,944)
	130.00		305,354	212,648	119,267	24,650	(71,645)	(168,498)	(275,846)
	140.00		298,840	206,095	112,639	17,927	(78,442)	(175,571)	(283,786)
	150.00		292,314	199,542	106,011	11,175	(85,238)	(182,643)	(291,733)
	160.00		285,782	192,983	99,383	4,417	(92,035)	(189,858)	(299,680)
	170.00		279,250	186,407	92,755	(2,342)	(98,832)	(197,089)	(307,627)
	180.00		272,718	179,831	86,113	(9,135)	(105,629)	(204,319)	(315,574)
	190.00		266,185	173,256	79,455	(15,932)	(112,426)	(211,550)	(323,521)
	200.00		259,653	166,680	72,798	(22,729)	(119,223)	(218,977)	(331,467)
	210.00		253,121	160,104	66,141	(29,526)	(126,020)	(226,879)	(339,414)
	220.00		246,589	153,528	59,473	(36,323)	(132,817)	(234,781)	(347,361)
	230.00		240,057	146,930	52,784	(43,120)	(139,614)	(242,683)	(355,308)
	240.00		233,512	140,329	46,095	(49,917)	(146,417)	(250,585)	(363,255)
	250.00		226,959	133,729	39,406	(56,714)	(153,252)	(258,487)	(371,202)

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses

No Units:

50

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 308.50 (recommended CIL) (120.00)	0.00		3,271	104,606	204,889	304,594	403,982	503,144	602,171
	10.00		(3,452)	97,978	198,328	298,062	397,469	496,647	595,688
	20.00		(10,204)	91,350	191,752	291,530	390,955	490,150	589,205
	30.00		(16,963)	84,722	185,176	284,998	384,442	483,653	582,723
	40.00		(23,724)	78,094	178,600	278,465	377,928	477,156	576,240
	50.00		(30,521)	71,439	172,025	271,933	371,415	470,659	569,758
	60.00		(37,318)	64,781	165,449	265,397	364,901	464,162	563,266
	70.00		(44,115)	58,124	158,873	258,844	358,388	457,665	556,769
	80.00		(50,912)	51,467	152,277	252,291	351,874	451,168	550,272
	90.00		(57,709)	44,782	145,676	245,738	345,359	444,671	543,775
	100.00		(64,506)	38,093	139,076	239,186	338,827	438,161	537,278
	110.00		(71,303)	31,404	132,475	232,633	332,295	431,647	530,781
	120.00		(78,100)	24,704	125,874	226,080	325,763	425,134	524,284
	130.00		(84,897)	17,982	119,267	219,527	319,230	418,620	517,787
	140.00		(91,694)	11,259	112,639	212,970	312,698	412,107	511,290
	150.00		(98,491)	4,530	106,011	206,394	306,166	405,593	504,793
	160.00		(105,288)	(2,229)	99,383	199,818	299,634	399,080	498,296
	170.00		(112,085)	(8,988)	92,755	193,243	293,102	392,566	491,799
	180.00		(118,882)	(15,761)	86,113	186,667	286,570	386,053	485,302
	190.00		(125,679)	(22,558)	79,455	180,091	280,035	379,539	478,805
	200.00		(132,476)	(29,355)	72,798	173,515	273,482	373,026	472,308
	210.00		(139,273)	(36,152)	66,141	166,927	266,929	366,512	465,811
	220.00		(146,070)	(42,949)	59,473	160,326	260,376	359,995	459,313
	230.00		(152,867)	(49,746)	52,784	153,725	253,823	353,463	452,799
	240.00		(159,664)	(56,543)	46,095	147,125	247,271	346,931	446,286
	250.00		(166,461)	(63,340)	39,406	140,524	240,718	340,399	439,772
TABLE 8		Grant (£ per unit)							
Balance (RLV - BLV £ per acre (n))		1	0	5,000	10,000	15,000	20,000	25,000	30,000
CIL £psm 308.50 (recommended CIL) (120.00)	0.00		204,889	258,379	311,719	364,917	418,035	471,086	524,050
	10.00		198,328	251,844	305,187	358,403	411,538	464,589	517,568
	20.00		191,752	245,291	298,655	351,890	405,041	458,092	511,085
	30.00		185,176	238,738	292,123	345,376	398,544	451,595	504,602
	40.00		178,600	232,185	285,590	338,863	392,047	445,098	498,120
	50.00		172,025	225,632	279,058	332,349	385,536	438,601	491,637
	60.00		165,449	219,079	272,526	325,836	379,023	432,104	485,155
	70.00		158,873	212,526	265,994	319,322	372,509	425,607	478,658
	80.00		152,277	205,974	259,462	312,802	365,996	419,110	472,161
	90.00		145,676	199,413	252,928	306,269	359,482	412,613	465,664
	100.00		139,076	192,837	246,375	299,737	352,969	406,116	459,167
	110.00		132,475	186,261	239,823	293,205	346,455	399,619	452,670
	120.00		125,874	179,685	233,270	286,673	339,942	393,122	446,173
	130.00		119,267	173,110	226,717	280,141	333,428	386,616	439,676
	140.00		112,639	166,534	220,164	273,609	326,915	380,102	433,179
	150.00		106,011	159,958	213,611	267,077	320,401	373,589	426,682
	160.00		99,383	153,362	207,058	260,544	313,884	367,075	420,185
	170.00		92,755	146,761	200,498	254,012	307,352	360,562	413,688
	180.00		86,113	140,160	193,922	247,460	300,820	354,048	407,191
	190.00		79,455	133,559	187,346	240,907	294,288	347,535	400,694
	200.00		72,798	126,958	180,771	234,354	287,756	341,021	394,197
	210.00		66,141	120,349	174,195	227,801	281,223	334,508	387,695
	220.00		59,473	113,721	167,619	221,248	274,691	327,994	381,181
	230.00		52,784	107,093	161,043	214,695	268,159	321,480	374,668
	240.00		46,095	100,465	154,446	208,143	261,627	314,967	368,154
	250.00		39,406	93,837	147,845	201,583	255,095	308,434	361,641

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

251201 SWC_Residential Appraisals_CIL_v3_A_E

Appraisal Ref: **E** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Area Wide** No Units: **80**
 Notes/Comments: **Lower Quartile BCIS, Current CIL: £54.80** Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			80 Units						
AH Policy requirement (% Target)			40%						
Open Market Sale (OMS) housing			60%						
AH tenure split %			Open Market Sale (OMS) 60% Affordable Rent: 0.0% Social Rent: 70.0% First Homes: 0.0% Other Intermediate (LCHO/Sub-Market etc.): 30.0%						
			70.0% % Rented 12.0% % of total (>10% First Homes PPG 023)						
			100% 100.0%						
CIL Rate (£ psm)			151.65 £ psm						
Unit Mix -									
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
2 bed House	25.0%	12.0	22.0%	7.0	24%	19.0			
3 bed House	20.0%	9.6	15.0%	4.8	18%	14.4			
3 bed House (with garage)	20.0%	9.6	15.0%	4.8	18%	14.4			
4 bed House (with garage)	20.0%	9.6	10.0%	3.2	16%	12.8			
5 bed House (with garage)	5.0%	2.4	0.0%	0.0	3%	2.4			
1 bed Flat	4.0%	1.9	23.0%	7.4	12%	9.3			
2 bed Flat	6.0%	2.9	15.0%	4.8	10%	7.7			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	48.0	100.0%	32.0	100%	80.0		
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
2 bed House	900	9,688	528	5,683	1,428	15,371			
3 bed House	912	9,817	456	4,908	1,368	14,725			
3 bed House (with garage)	1,066	11,470	533	5,735	1,598	17,205			
4 bed House (with garage)	1,306	14,053	435	4,684	1,741	18,738			
5 bed House (with garage)	362	3,901	0	0	362	3,901			
1 bed Flat	113	1,216	433	4,660	546	5,876			
2 bed Flat	220	2,371	367	3,951	587	6,322			
3 bed Flat	0	0	0	0	0	0			
		4,879	52,515	2,752	29,622	7,631	82,137		
AH % by floor area:		36.06% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)			
2 bed House	330,000	4,400	409	4,400	409	6,283,200			
3 bed House	415,000	4,368	406	4,368	406	5,976,000			
3 bed House (with garage)	425,000	4,474	416	3,829	356	6,120,000			
4 bed House (with garage)	510,000	4,250	395	3,750	348	6,528,000			
5 bed House (with garage)	570,000	4,222	392	3,775	351	1,368,000			
1 bed Flat	205,000	4,100	381	3,485	324	1,902,400			
2 bed Flat	255,000	3,923	364	3,335	310	1,958,400			
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0			
		30,136,000							
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Site Typology:

Notes/Comments:

Houses & Flats

Location / Value Zone:

Lower Quartile BCIS, Current CIL: £54.80

No Units:

Greenfield/Brownfield:

80

Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
2 bed House	12.0	@	330,000	3,960,000
3 bed House	9.6	@	415,000	3,984,000
3 bed House (with garage)	9.6	@	425,000	4,080,000
4 bed House (with garage)	9.6	@	510,000	4,896,000
5 bed House (with garage)	2.4	@	570,000	1,368,000
1 bed Flat	1.9	@	205,000	393,600
2 bed Flat	2.9	@	255,000	734,400
3 bed Flat	0.0	@	0	-
	48.0			19,416,000
Affordable Rent GDV -				
2 bed House	0.0	@	123,750	-
3 bed House	0.0	@	155,625	-
3 bed House (with garage)	0.0	@	159,375	-
4 bed House (with garage)	0.0	@	191,250	-
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	0.0	@	76,875	-
2 bed Flat	0.0	@	95,625	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	4.9	@	123,750	609,840
3 bed House	3.4	@	155,625	522,900
3 bed House (with garage)	3.4	@	159,375	535,500
4 bed House (with garage)	2.2	@	191,250	428,400
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	5.2	@	76,875	396,060
2 bed Flat	3.4	@	95,625	321,300
3 bed Flat	0.0	@	0	-
	22.4			2,814,000
First Homes GDV -				
2 bed House	0.0	@	231,000	-
3 bed House	0.0	@	250,000	-
3 bed House (with garage)	0.0	@	250,000	-
4 bed House (with garage)	0.0	@	250,000	-
5 bed House (with garage)	0.0	@	250,000	-
1 bed Flat	0.0	@	143,500	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	2.1	@	231,000	487,872
3 bed House	1.4	@	290,500	418,320
3 bed House (with garage)	1.4	@	297,500	428,400
4 bed House (with garage)	1.0	@	357,000	342,720
5 bed House (with garage)	0.0	@	399,000	-
1 bed Flat	2.2	@	143,500	316,848
2 bed Flat	1.4	@	178,500	257,040
3 bed Flat	0.0	@	0	-
	9.6	32.0		2,251,200
Sub-total GDV Residential				80
AH on-site cost analysis:				24,481,200
741 £ psm (total GIA sqm)				EMV (no AH) less £GDV (inc. AH)
				70,685 £ per unit (total units)
Grant				5,654,800
80 units @ per unit				-
Total GDV				24,481,200

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses & Flats

No Units:

80

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25			(capped at £411,885)		37,055 £			(37,055)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)		111,165 £			(111,165)
CIL (Mkrt only inc. garages)	Max		4,879 sqm		151.65 £ psm				(739,853)
	CIL analysis:		3.02% % of GDV			9,248 £ per unit (total units)			
Site Specific S106	Year 1					0			-
(strategic site cashflow yrs 1-15)	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			-
Site Specific S106 (installment)			80 units @			28,803 per unit			(2,304,240)
	Sub-total							(2,304,240)	
	S106 analysis:	864,090 £ per ha		9.41% % of GDV		28,803 £ per unit (total units)			
AH Commuted Sum			7,631 sqm (total)			£ psm			-
	Comm. Sum analysis:		0.00% % of GDV						
Construction Costs -									
Site Clearance, Demolition & Remediation			2.67 ha @			£ per ha (if brownfield)			-
Strategic Site Infra. 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			-
	Years 1-15		80 units @			per unit			-
	Sub-total								-
	Infra. Costs analysis:	- £ per ha		0.00% % of GDV		0 £ per unit (total units)			
2 bed House			1,428 sqm @			1,451 psm			(2,072,028)
3 bed House			1,368 sqm @			1,451 psm			(1,984,968)
3 bed House (EXC. garage)			1,368 sqm @			1,451 psm			(1,984,968)
4 bed House (EXC. garage)			1,536 sqm @			1,451 psm			(2,228,736)
5 bed House (EXC. garage)			324 sqm @			1,451 psm			(470,124)
1 bed Flat			546 sqm @			1,628 psm			(888,696)
2 bed Flat			587 sqm @			1,628 psm			(956,115)
3 bed Flat			- sqm @			1,628 psm			-
Garages for 3B House	14.4	16.0	230 sqm @			531 psm			(122,400)
Garages for 4B House	12.8	16.0	205 sqm @			531 psm			(108,800)
Garages for 5B House	2.4	16.0	38 sqm @			531 psm			(20,400)
	Total GIA check:		7,631	£ per garage	£8,500				
External works			10,837,235 @		15.0%				(1,625,585)
	Ext. Works analysis:					20,320 £ per unit (total units)			
Policy Costs on design -									
Net Biodiversity costs			80 units @			1,003 £ per unit			(80,240)
M4(2) Category 2 Housing	Aff units		32 units @	95% @		625 £ per unit			(19,000)
M4(3) Category 3 Housing	Aff units (>20 units)		32 units @	5% @		12,133 £ per unit			(19,413)
M4(2) Category 2 Housing	OMS units		48 units @	95% @		625 £ per unit			(28,500)
M4(3) Category 3 Housing	OMS units (>20 units)		48 units @	5% @		12,133 £ per unit			(29,119)
Part L/FHS - Houses			63 units @			5,816 £ per unit			(366,641)
Part L/FHS - Flats			17 units @			2,712 £ per unit			(45,996)
	Part L/FHS analysis:				3.8% % of BCIS costs				
EV Charging Points - Houses			63 units @			0 £ per unit			-
EV Charging Points - Flats			17 units @			0 £ per 4 units			-
Water Efficiency - Houses			63 units @		4 flats per charger	2,683 £ per unit			(169,136)
Water Efficiency - Flats			17 units @			909 £ per unit			(15,417)
Broadband infrastructure	(< 20 units only)		- units @			747 £ per unit			-
	Sub-total							(773,461)	
	Policy Costs analysis: (design costs only)					9,668 £ per unit (total units)			
						7.1% % of BCIS costs			
Contingency (on construction)			13,236,282 @			3.0%			(397,088)

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Scheme Typology: Houses & Flats
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: Lower Quartile BCIS, Current CIL: £54.80
 No Units: 80
 Greenfield/Brownfield: Greenfield

Professional Fees	13,236,282 @	6.5%		(860,358)
Disposal Costs -				
OMS Marketing and Promotion	19,416,000 OMS @	3.00%	7,281 £ per unit	(582,480)
Residential Sales Agent Costs	19,416,000 OMS @	1.00%	2,427 £ per unit	(194,160)
Residential Sales Legal Costs	19,416,000 OMS @	0.50%	1,214 £ per unit	(97,080)
Affordable Sale Legal Costs	5,065,200 AH @	0.25%	158 £ per unit	(12,663)
Empty Property Costs (SC, Council Tax proxy)	80 units (1/2 back during sales period)	0	0 £ per unit PA (£ per	-
Disposal Cost analysis:			11,080 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00% APR	0.565% pcm		(83,284)
Developers Profit -				
Profit on OMS	19,416,000	20.00%		(3,883,200)
Margin on AH	5,065,200	6.00% on AH values		(303,912)
Profit analysis:	24,481,200	17.10% blended GDV	(4,187,112)	
	18,655,709	22.44% on costs	(4,187,112)	
TOTAL COSTS				(22,842,821)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				1,638,379
SDLT	1,638,379 @	HMRC formula		(71,419)
Acquisition Agent fees	1,638,379 @	1.0%		(16,384)
Acquisition Legal fees	1,638,379 @	0.5%		(8,192)
Interest on Land	1,638,379 @	7.00%		(114,687)
Residual Land Value				1,427,698
RLV analysis:	17,846 £ per plot	535,387 £ per ha (net)	216,668 £ per acre (net)	
		321,232 £ per ha (gross)	130,001 £ per acre (gross)	
			5.83% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0 dph (net)			
Site Area (net)	2.67 ha (net)	6.59 acres (net)		
Net to Gross ratio	60%			
Site Area (gross)	4.44 ha (gross)	10.98 acres (gross)		
Density analysis:	2,862 sqm/ha (net)	12,465 sqft/ac (net)		
	18 dph (gross)			
Benchmark Land Value (net)	17,846 £ per plot	535,384 £ per ha (net)	216,667 £ per acre (net)	1,427,691
BLV analysis:		321,230 £ per ha (gross)	130,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	2 £ per ha (net)	1 £ per acre (net)		7

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses & Flats

No Units:

80

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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

TABLE 1		Affordable Housing - % on site 40%							
Balance (RLV - BLV £ per acre (n))		1	10%	15%	20%	25%	30%	35%	40%
Max CIL £ psm 151.65 (recommended CIL) (120.00)	0.00		525,620	455,152	384,640	314,082	241,330	170,260	99,055
	10.00		515,949	446,019	376,027	306,008	233,778	163,231	92,549
	20.00		506,279	436,885	367,414	297,934	226,225	156,201	86,043
	30.00		496,608	427,744	358,802	289,843	218,673	149,172	79,537
	40.00		486,937	418,593	350,189	281,751	211,121	142,142	73,014
	50.00		477,266	409,442	341,576	273,660	203,554	135,105	66,490
	60.00		467,595	400,291	332,963	265,568	195,984	128,057	59,965
	70.00		457,924	391,140	324,351	257,476	188,414	121,009	53,440
	80.00		448,240	381,989	315,734	249,384	180,843	113,961	46,916
	90.00		438,551	372,838	307,102	241,292	173,273	106,912	40,385
	100.00		428,862	363,687	298,471	233,201	165,702	99,864	33,840
	110.00		419,172	354,536	289,840	225,104	158,132	92,815	27,295
	120.00		409,483	345,385	281,209	216,993	150,553	85,747	20,750
	130.00		399,794	336,230	272,577	208,882	142,963	78,678	14,205
	140.00		390,104	327,059	263,946	200,770	135,372	71,610	7,650
	150.00		380,415	317,888	255,315	192,659	127,782	64,542	1,083
	160.00		370,726	308,718	246,684	184,548	120,192	57,473	(5,484)
	170.00		361,036	299,547	238,035	176,437	112,601	50,390	(12,051)
	180.00		351,331	290,376	229,384	168,322	105,004	43,300	(18,626)
	190.00		341,621	281,206	220,732	160,190	97,392	36,209	(25,216)
	200.00		331,911	272,035	212,080	152,057	89,780	29,119	(31,806)
	210.00		322,201	262,863	203,428	143,925	82,168	22,027	(38,397)
	220.00		312,491	253,671	194,776	135,792	74,556	14,913	(45,005)
	230.00		302,780	244,478	186,124	127,660	66,940	7,798	(51,620)
	240.00		293,070	235,285	177,451	119,521	59,304	684	(58,236)
	250.00		283,360	226,093	168,776	111,366	51,668	(6,432)	(64,864)

TABLE 2

TABLE 2		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 151.65 (recommended CIL) (120.00)	0.00		99,055	68,297	37,466	6,540	(24,504)	(55,688)	(87,064)
	10.00		92,549	61,772	30,921	(27)	(31,094)	(62,307)	(93,735)
	20.00		86,043	55,248	24,376	(6,594)	(37,685)	(68,949)	(100,418)
	30.00		79,537	48,723	17,831	(13,161)	(44,290)	(75,592)	(107,119)
	40.00		73,014	42,198	11,286	(19,739)	(50,905)	(82,241)	(113,824)
	50.00		66,490	35,653	4,721	(26,330)	(57,521)	(88,912)	(120,557)
	60.00		59,965	29,108	(1,846)	(32,920)	(64,147)	(95,583)	(127,291)
	70.00		53,440	22,563	(8,413)	(39,510)	(70,789)	(102,275)	(134,058)
	80.00		46,916	16,018	(14,980)	(46,122)	(77,432)	(108,976)	(140,830)
	90.00		40,385	9,469	(21,565)	(52,738)	(84,089)	(115,689)	(147,631)
	100.00		33,840	2,902	(28,155)	(59,354)	(90,760)	(122,422)	(154,449)
	110.00		27,295	(3,665)	(34,746)	(65,987)	(97,431)	(129,166)	(161,287)
	120.00		20,750	(10,232)	(41,339)	(72,629)	(104,131)	(135,932)	(168,159)
	130.00		14,205	(16,800)	(47,955)	(79,272)	(110,832)	(142,714)	(175,036)
	140.00		7,650	(23,390)	(54,571)	(85,937)	(117,554)	(149,516)	(181,913)
	150.00		1,083	(29,981)	(61,186)	(92,608)	(124,287)	(156,343)	(189,018)
	160.00		(5,484)	(36,571)	(67,827)	(99,286)	(131,040)	(163,186)	(196,140)
	170.00		(12,051)	(43,172)	(74,469)	(105,987)	(137,807)	(170,064)	(203,415)
	180.00		(18,626)	(49,788)	(81,114)	(112,688)	(144,598)	(176,941)	(210,690)
	190.00		(25,216)	(56,403)	(87,785)	(119,420)	(151,400)	(183,873)	(218,085)
	200.00		(31,806)	(63,024)	(94,456)	(126,153)	(158,238)	(190,989)	(226,036)
	210.00		(38,397)	(69,667)	(101,142)	(132,915)	(165,091)	(198,155)	(233,987)
	220.00		(45,005)	(76,309)	(107,843)	(139,681)	(171,969)	(205,430)	(241,938)
	230.00		(51,620)	(82,962)	(114,552)	(146,482)	(178,846)	(212,705)	(249,888)
	240.00		(58,236)	(89,633)	(121,285)	(153,293)	(185,844)	(220,288)	(257,839)
	250.00		(64,864)	(96,304)	(128,022)	(160,132)	(192,960)	(228,239)	(265,799)

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses & Flats

No Units:

80

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 3		Profit 20%							
Balance (RLV - BLV £ per acre (n))		1	15%	16%	17%	18%	19%	20%	21%
CIL £psm 151.65 (recommended CIL) (120.00)	0.00		226,494	201,006	175,519	150,031	124,543	99,055	73,567
	10.00		219,988	194,500	169,013	143,525	118,037	92,549	67,061
	20.00		213,482	187,995	162,507	137,019	111,531	86,043	60,555
	30.00		206,976	181,489	156,001	130,513	105,025	79,537	54,049
	40.00		200,454	174,966	149,478	123,990	98,502	73,014	47,526
	50.00		193,929	168,441	142,953	117,465	91,978	66,490	41,002
	60.00		187,405	161,917	136,429	110,941	85,453	59,965	34,477
	70.00		180,880	155,392	129,904	104,416	78,928	53,440	27,952
	80.00		174,355	148,867	123,379	97,891	72,404	46,916	21,428
	90.00		167,825	142,337	116,849	91,361	65,873	40,385	14,897
	100.00		161,280	135,792	110,304	84,816	59,328	33,840	8,352
	110.00		154,735	129,247	103,759	78,271	52,783	27,295	1,807
	120.00		148,190	122,702	97,214	71,726	46,238	20,750	(4,738)
	130.00		141,645	116,157	90,669	65,181	39,693	14,205	(11,283)
	140.00		135,089	109,601	84,113	58,626	33,138	7,650	(17,838)
	150.00		128,522	103,034	77,547	52,059	26,571	1,083	(24,405)
	160.00		121,956	96,468	70,980	45,492	20,004	(5,484)	(30,972)
	170.00		115,389	89,901	64,413	38,925	13,437	(12,051)	(37,539)
	180.00		108,814	83,326	57,838	32,350	6,862	(18,626)	(44,114)
	190.00		102,224	76,736	51,248	25,760	272	(25,216)	(50,704)
	200.00		95,633	70,145	44,657	19,169	(6,319)	(31,806)	(57,294)
	210.00		89,043	63,555	38,067	12,579	(12,909)	(38,397)	(63,885)
	220.00		82,435	56,947	31,459	5,971	(19,517)	(45,005)	(70,493)
	230.00		75,819	50,331	24,843	(644)	(26,132)	(51,620)	(77,108)
	240.00		69,204	43,716	18,228	(7,260)	(32,748)	(58,236)	(83,724)
	250.00		62,575	37,087	11,599	(13,889)	(39,376)	(64,864)	(90,352)

TABLE 4		BLV (£ per acre (n))							
Balance (RLV - BLV £ per acre (n))		1	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm 151.65 (recommended CIL) (120.00)	0.00		215,722	190,722	165,722	140,722	115,722	90,722	65,722
	10.00		209,216	184,216	159,216	134,216	109,216	84,216	59,216
	20.00		202,710	177,710	152,710	127,710	102,710	77,710	52,710
	30.00		196,204	171,204	146,204	121,204	96,204	71,204	46,204
	40.00		189,681	164,681	139,681	114,681	89,681	64,681	39,681
	50.00		183,157	158,157	133,157	108,157	83,157	58,157	33,157
	60.00		176,632	151,632	126,632	101,632	76,632	51,632	26,632
	70.00		170,107	145,107	120,107	95,107	70,107	45,107	20,107
	80.00		163,583	138,583	113,583	88,583	63,583	38,583	13,583
	90.00		157,052	132,052	107,052	82,052	57,052	32,052	7,052
	100.00		150,507	125,507	100,507	75,507	50,507	25,507	507
	110.00		143,962	118,962	93,962	68,962	43,962	18,962	(6,038)
	120.00		137,417	112,417	87,417	62,417	37,417	12,417	(12,583)
	130.00		130,872	105,872	80,872	55,872	30,872	5,872	(19,128)
	140.00		124,317	99,317	74,317	49,317	24,317	(683)	(25,683)
	150.00		117,750	92,750	67,750	42,750	17,750	(7,250)	(32,250)
	160.00		111,183	86,183	61,183	36,183	11,183	(13,817)	(38,817)
	170.00		104,616	79,616	54,616	29,616	4,616	(20,384)	(45,384)
	180.00		98,041	73,041	48,041	23,041	(1,959)	(26,959)	(51,959)
	190.00		91,451	66,451	41,451	16,451	(8,549)	(33,549)	(58,549)
	200.00		84,861	59,861	34,861	9,861	(15,139)	(40,139)	(65,139)
	210.00		78,270	53,270	28,270	3,270	(21,730)	(46,730)	(71,730)
	220.00		71,662	46,662	21,662	(3,338)	(28,338)	(53,338)	(78,338)
	230.00		65,047	40,047	15,047	(9,953)	(34,953)	(59,953)	(84,953)
	240.00		58,431	33,431	8,431	(16,569)	(41,569)	(66,569)	(91,569)
	250.00		51,803	26,803	1,803	(23,197)	(48,197)	(73,197)	(98,197)

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses & Flats

No Units:

80

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 5		Density (dph) (net)								
Balance (RLV - BLV £ per acre (n))		1	30	35	40	45	50	55	60	
CIL £psm 151.65 (recommended CIL) (120.00)	0.00		99,055	151,675	204,295	256,916	309,536	362,156	414,777	
	10.00		92,549	144,085	195,621	247,157	298,693	350,229	401,765	
	20.00		86,043	136,494	186,946	237,398	287,849	338,301	388,753	
	30.00		79,537	128,904	178,271	227,639	277,006	326,373	375,741	
	40.00		73,014	121,295	169,575	217,855	266,135	314,415	362,696	
	50.00		66,490	113,682	160,875	208,068	255,261	302,454	349,646	
	60.00		59,965	106,070	152,176	198,281	244,386	290,492	336,597	
	70.00		53,440	98,458	143,476	188,494	233,512	278,530	323,548	
	80.00		46,916	90,846	134,777	178,707	222,637	266,568	310,498	
	90.00		40,385	83,227	126,069	168,911	211,753	254,595	297,437	
	100.00		33,840	75,591	117,343	159,094	200,845	242,596	284,347	
	110.00		27,295	67,956	108,616	149,276	189,937	230,597	271,257	
	120.00		20,750	60,320	99,889	139,459	179,028	218,598	258,168	
	130.00		14,205	52,684	91,163	129,641	168,120	206,599	245,078	
	140.00		7,650	45,036	82,422	119,808	157,194	194,580	231,966	
	150.00		1,083	37,374	73,666	109,958	146,249	182,541	218,833	
	160.00		(5,484)	29,713	64,910	100,107	135,305	170,502	205,699	
	170.00		(12,051)	22,052	56,154	90,257	124,360	158,462	192,565	
	180.00		(18,626)	14,381	47,388	80,395	113,402	146,409	179,416	
	190.00		(25,216)	6,692	38,601	70,509	102,418	134,326	166,235	
	200.00		(31,806)	(996)	29,814	60,624	91,434	122,244	153,054	
	210.00		(38,397)	(8,685)	21,026	50,738	80,450	110,162	139,873	
	220.00		(45,005)	(16,394)	12,216	40,826	69,437	98,047	126,658	
	230.00		(51,620)	(24,113)	3,395	30,903	58,411	85,919	113,426	
	240.00		(58,236)	(31,831)	(5,426)	20,980	47,385	73,790	100,195	
	250.00		(64,864)	(39,564)	(14,264)	11,037	36,337	61,638	86,938	

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 151.65 (recommended CIL) (120.00)	0.00		280,910	190,175	99,055	7,288	(85,649)	(180,968)	(289,137)
	10.00		274,451	183,701	92,549	721	(92,320)	(188,039)	(297,132)
	20.00		267,991	177,228	86,043	(5,846)	(99,015)	(195,155)	(305,128)
	30.00		261,532	170,754	79,537	(12,414)	(105,716)	(202,415)	(313,124)
	40.00		255,072	164,281	73,014	(19,004)	(112,428)	(209,690)	(321,119)
	50.00		248,613	157,794	66,490	(25,595)	(119,161)	(216,992)	(329,115)
	60.00		242,153	151,305	59,965	(32,185)	(125,899)	(224,943)	(337,111)
	70.00		235,693	144,816	53,440	(38,783)	(132,665)	(232,894)	(345,107)
	80.00		229,234	138,327	46,916	(45,399)	(139,436)	(240,845)	(353,102)
	90.00		222,774	131,838	40,385	(52,014)	(146,238)	(248,795)	(361,098)
	100.00		216,315	125,349	33,840	(58,630)	(153,052)	(256,746)	(369,094)
	110.00		209,849	118,860	27,295	(65,272)	(159,890)	(264,697)	(377,089)
	120.00		203,376	112,369	20,750	(71,915)	(166,754)	(272,648)	(385,085)
	130.00		196,903	105,863	14,205	(78,559)	(173,631)	(280,607)	(393,121)
	140.00		190,429	99,357	7,650	(85,230)	(180,508)	(288,602)	(401,161)
	150.00		183,956	92,851	1,083	(91,900)	(187,564)	(296,598)	(409,202)
	160.00		177,482	86,345	(5,484)	(98,584)	(194,680)	(304,594)	(417,243)
	170.00		171,009	79,839	(12,051)	(105,285)	(201,929)	(312,590)	(425,284)
	180.00		164,535	73,333	(18,626)	(111,988)	(209,204)	(320,585)	(433,325)
	190.00		158,062	66,813	(25,216)	(118,721)	(216,479)	(328,581)	(441,366)
	200.00		151,584	60,288	(31,806)	(125,454)	(224,412)	(336,577)	(449,407)
	210.00		145,095	53,764	(38,397)	(132,218)	(232,363)	(344,572)	(457,448)
	220.00		138,606	47,239	(45,005)	(138,985)	(240,313)	(352,568)	(465,489)
	230.00		132,117	40,714	(51,620)	(145,786)	(248,264)	(360,564)	(473,530)
	240.00		125,628	34,184	(58,236)	(152,595)	(256,215)	(368,559)	(481,580)
	250.00		119,140	27,639	(64,864)	(159,433)	(264,166)	(376,555)	(489,667)

251201 SWC_Residential Appraisals_CIL_v3_A_E

Scheme Typology:

Houses & Flats

No Units:

80

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 151.65 (recommended CIL) (120.00)	0.00		(97,716)	1,224	99,055	196,351	293,328	390,117	486,788
	10.00		(104,387)	(5,342)	92,549	189,878	286,869	383,670	480,352
	20.00		(111,084)	(11,909)	86,043	183,404	280,409	377,223	473,915
	30.00		(117,785)	(18,476)	79,537	176,919	273,949	370,775	467,479
	40.00		(124,506)	(25,055)	73,014	170,430	267,490	364,328	461,035
	50.00		(131,239)	(31,645)	66,490	163,941	261,030	357,881	454,588
	60.00		(137,993)	(38,236)	59,965	157,452	254,569	351,434	448,141
	70.00		(144,759)	(44,826)	53,440	150,963	248,096	344,982	441,694
	80.00		(151,554)	(51,440)	46,916	144,474	241,623	338,523	435,246
	90.00		(158,360)	(58,056)	40,385	137,985	235,149	332,063	428,799
	100.00		(165,199)	(64,671)	33,840	131,497	228,676	325,604	422,352
	110.00		(172,061)	(71,308)	27,295	124,996	222,202	319,144	415,905
	120.00		(178,938)	(77,950)	20,750	118,490	215,729	312,685	409,457
	130.00		(185,939)	(84,593)	14,205	111,984	209,255	306,225	403,010
	140.00		(193,055)	(91,263)	7,650	105,478	202,782	299,766	396,563
	150.00		(200,268)	(97,934)	1,083	98,972	196,309	293,306	390,116
	160.00		(207,543)	(104,619)	(5,484)	92,466	189,834	286,847	383,668
	170.00		(214,818)	(111,320)	(12,051)	85,960	183,345	280,387	377,221
	180.00		(222,597)	(118,027)	(18,626)	79,436	176,856	273,927	370,774
	190.00		(230,547)	(124,760)	(25,216)	72,912	170,367	267,468	364,327
	200.00		(238,498)	(131,499)	(31,806)	66,387	163,879	261,001	357,879
	210.00		(246,449)	(138,265)	(38,397)	59,862	157,390	254,527	351,420
	220.00		(254,400)	(145,042)	(45,005)	53,338	150,901	248,054	344,961
	230.00		(262,350)	(151,844)	(51,620)	46,808	144,412	241,580	338,501
	240.00		(270,301)	(158,668)	(58,236)	40,263	137,923	235,107	332,041
	250.00		(278,264)	(165,509)	(64,864)	33,718	131,419	228,633	325,582

		Grant (£ per unit)							
Balance (RLV - BLV £ per acre (n))		1	0	5,000	10,000	15,000	20,000	25,000	30,000
CIL £psm 151.65 (recommended CIL) (120.00)	0.00		99,055	152,392	205,588	258,678	311,698	364,624	417,516
	10.00		92,549	145,903	199,114	252,218	305,249	358,177	411,079
	20.00		86,043	139,414	192,641	245,759	298,790	351,729	404,643
	30.00		79,537	132,925	186,167	239,299	292,330	345,282	398,206
	40.00		73,014	126,436	179,694	232,840	285,871	338,835	391,760
	50.00		66,490	119,943	173,220	226,368	279,411	332,388	385,313
	60.00		59,965	113,437	166,735	219,895	272,951	325,940	378,866
	70.00		53,440	106,931	160,247	213,422	266,492	319,493	372,419
	80.00		46,916	100,425	153,758	206,948	260,032	313,046	365,972
	90.00		40,385	93,919	147,269	200,475	253,573	306,599	359,524
	100.00		33,840	87,413	140,780	194,001	247,113	300,144	353,077
	110.00		27,295	80,907	134,291	187,528	240,654	293,685	346,630
	120.00		20,750	74,389	127,802	181,054	234,194	287,225	340,183
	130.00		14,205	67,864	121,313	174,581	227,729	280,765	333,735
	140.00		7,650	61,340	114,808	168,101	221,255	274,306	327,288
	150.00		1,083	54,815	108,302	161,612	214,782	267,846	320,841
	160.00		(5,484)	48,290	101,796	155,123	208,309	261,387	314,394
	170.00		(12,051)	41,763	95,290	148,635	201,835	254,927	307,946
	180.00		(18,626)	35,218	88,784	142,146	195,362	248,468	301,499
	190.00		(25,216)	28,674	82,278	135,657	188,888	242,008	295,039
	200.00		(31,806)	22,129	75,764	129,168	182,415	235,549	288,579
	210.00		(38,397)	15,584	69,239	122,679	175,941	229,089	282,120
	220.00		(45,005)	9,031	62,714	116,179	169,467	222,616	275,660
	230.00		(51,620)	2,464	56,190	109,673	162,978	216,142	269,201
	240.00		(58,236)	(4,103)	49,665	103,167	156,489	209,669	262,741
	250.00		(64,864)	(10,670)	43,140	96,661	150,000	203,196	256,282

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

251201 SWC_Residential Appraisals_CIL_v3_F_K

Appraisal Ref: **F** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Area Wide** No Units: **100**
 Notes/Comments: **Lower Quartile BCIS, Current CIL: £54.80** Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			100 Units						
AH Policy requirement (% Target)			40%						
Open Market Sale (OMS) housing			60%						
AH tenure split %			Open Market Sale (OMS) 0.0% Affordable Rent: 70.0% Social Rent: 0.0% First Homes: 30.0% Other Intermediate (LCHO/Sub-Market etc.): 100.0%						
			70.0% % Rented						
			12.0% % of total (>10% First Homes PPG 023)						
CIL Rate (£ psm)			198.66 £ psm						
Unit Mix -									
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
2 bed House	25.0%	15.0	22.0%	8.8	24%	23.8			
3 bed House	20.0%	12.0	15.0%	6.0	18%	18.0			
3 bed House (with garage)	20.0%	12.0	15.0%	6.0	18%	18.0			
4 bed House (with garage)	20.0%	12.0	10.0%	4.0	16%	16.0			
5 bed House (with garage)	5.0%	3.0	0.0%	0.0	3%	3.0			
1 bed Flat	4.0%	2.4	23.0%	9.2	12%	11.6			
2 bed Flat	6.0%	3.6	15.0%	6.0	10%	9.6			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	60.0	100.0%	40.0	100%	100.0		
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
2 bed House	1,125	12,109	660	7,104	1,785	19,214			
3 bed House	1,140	12,271	570	6,135	1,710	18,406			
3 bed House (with garage)	1,332	14,338	666	7,169	1,998	21,506			
4 bed House (with garage)	1,632	17,567	544	5,856	2,176	23,422			
5 bed House (with garage)	453	4,876	0	0	453	4,876			
1 bed Flat	141	1,520	541	5,825	682	7,345			
2 bed Flat	275	2,963	459	4,939	734	7,902			
3 bed Flat	0	0	0	0	0	0			
		6,098	65,643	3,440	37,028	9,538	102,671		
AH % by floor area:		36.06% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)			
2 bed House	330,000	4,400	409	4,400	409	7,854,000			
3 bed House	415,000	4,368	406	4,368	406	7,470,000			
3 bed House (with garage)	425,000	4,474	416	3,829	356	7,650,000			
4 bed House (with garage)	510,000	4,250	395	3,750	348	8,160,000			
5 bed House (with garage)	570,000	4,222	392	3,775	351	1,710,000			
1 bed Flat	205,000	4,100	381	3,485	324	2,378,000			
2 bed Flat	255,000	3,923	364	3,335	310	2,448,000			
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0			
		37,670,000							
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Site Typology:

Notes/Comments:

Houses & Flats

Location / Value Zone:

Lower Quartile BCIS, Current CIL: £54.80

No Units:

Greenfield/Brownfield:

100

Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
2 bed House	15.0	@	330,000	4,950,000
3 bed House	12.0	@	415,000	4,980,000
3 bed House (with garage)	12.0	@	425,000	5,100,000
4 bed House (with garage)	12.0	@	510,000	6,120,000
5 bed House (with garage)	3.0	@	570,000	1,710,000
1 bed Flat	2.4	@	205,000	492,000
2 bed Flat	3.6	@	255,000	918,000
3 bed Flat	0.0	@	0	-
	60.0			24,270,000
Affordable Rent GDV -				
2 bed House	0.0	@	123,750	-
3 bed House	0.0	@	155,625	-
3 bed House (with garage)	0.0	@	159,375	-
4 bed House (with garage)	0.0	@	191,250	-
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	0.0	@	76,875	-
2 bed Flat	0.0	@	95,625	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	6.2	@	123,750	762,300
3 bed House	4.2	@	155,625	653,625
3 bed House (with garage)	4.2	@	159,375	669,375
4 bed House (with garage)	2.8	@	191,250	535,500
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	6.4	@	76,875	495,075
2 bed Flat	4.2	@	95,625	401,625
3 bed Flat	0.0	@	0	-
	28.0			3,517,500
First Homes GDV -				
2 bed House	0.0	@	231,000	-
3 bed House	0.0	@	250,000	-
3 bed House (with garage)	0.0	@	250,000	-
4 bed House (with garage)	0.0	@	250,000	-
5 bed House (with garage)	0.0	@	250,000	-
1 bed Flat	0.0	@	143,500	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	2.6	@	231,000	609,840
3 bed House	1.8	@	290,500	522,900
3 bed House (with garage)	1.8	@	297,500	535,500
4 bed House (with garage)	1.2	@	357,000	428,400
5 bed House (with garage)	0.0	@	399,000	-
1 bed Flat	2.8	@	143,500	396,060
2 bed Flat	1.8	@	178,500	321,300
3 bed Flat	0.0	@	0	-
	12.0	40.0		2,814,000
Sub-total GDV Residential				100
AH on-site cost analysis:				30,601,500
741 £ psm (total GIA sqm)				7,068,500
EMV (no AH) less £GDV (inc. AH)				7,068,500
70,685 £ per unit (total units)				
Grant				
	100	units @		per unit
Total GDV				30,601,500

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

No Units:

100

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

DEVELOPMENT COSTS

Initial Payments -

Statutory Planning Fees (Residential)	01-Apr-25		(capped at £411,885)	40,835 £	(40,835)
Planning Application Professional Fees, Surveys and reports			(capped at £1,500,000)	122,505 £	(122,505)
CIL (Mkrt only inc. garages)	Max	6,098 sqm	198.66 £ psm		(1,211,542)
CIL analysis:		3.96% % of GDV	12,115 £ per unit (total units)		
Site Specific S106	Year 1		0		-
(strategic site cashflow yrs 1-15)	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		-
Site Specific S106 (installment)		100 units @	30,843 per unit		(3,084,300)
Sub-total					(3,084,300)
S106 analysis:		1,233,720 £ per ha	10.08% % of GDV	30,843 £ per unit (total units)	
AH Commuted Sum		9,538 sqm (total)	£ psm		-
Comm. Sum analysis:		0.00% % of GDV			

Construction Costs -

Site Clearance, Demolition & Remediation		2.50 ha @	£ per ha (if brownfield)		-
Strategic Site Infra. 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		-
	Years 1-15	100 units @	per unit		-
Sub-total					-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
2 bed House		1,785 sqm @	1,451 psm		(2,590,035)
3 bed House		1,710 sqm @	1,451 psm		(2,481,210)
3 bed House (EXC. garage)		1,710 sqm @	1,451 psm		(2,481,210)
4 bed House (EXC. garage)		1,920 sqm @	1,451 psm		(2,785,920)
5 bed House (EXC. garage)		405 sqm @	1,451 psm		(587,655)
1 bed Flat		682 sqm @	1,628 psm		(1,110,871)
2 bed Flat		734 sqm @	1,628 psm		(1,195,144)
3 bed Flat		- sqm @	1,628 psm		-
Garages for 3B House	18.0	16.0	288 sqm @	531 psm	(153,000)
Garages for 4B House	16.0	16.0	256 sqm @	531 psm	(136,000)
Garages for 5B House	3.0	16.0	48 sqm @	531 psm	(25,500)
Total GIA check:		9,538	£ per garage	£8,500	
External works		13,546,544 @	15.0%		(2,031,982)
Ext. Works analysis:			20,320 £ per unit (total units)		

Policy Costs on design -

Net Biodiversity costs		100 units @	1,003 £ per unit		(100,300)
M4(2) Category 2 Housing	Aff units	40 units @	95% @	625 £ per unit	(23,750)
M4(3) Category 3 Housing	Aff units (>20 units)	40 units @	5% @	12,133 £ per unit	(24,266)
M4(2) Category 2 Housing	OMS units	60 units @	95% @	625 £ per unit	(35,625)
M4(3) Category 3 Housing	OMS units (>20 units)	60 units @	5% @	12,133 £ per unit	(36,399)
Part L/FHS - Houses		79 units @		5,816 £ per unit	(458,301)
Part L/FHS - Flats		21 units @		2,712 £ per unit	(57,494)
Part L/FHS analysis:			3.8% % of BCIS costs		
EV Charging Points - Houses		79 units @		0 £ per unit	-
EV Charging Points - Flats		21 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency - Houses		79 units @		2,683 £ per unit	(211,420)
Water Efficiency - Flats		21 units @		909 £ per unit	(19,271)
Broadband infrastructure	(< 20 units only)	- units @		747 £ per unit	-
Sub-total					(966,826)
Policy Costs analysis: (design costs only)			9,668 £ per unit (total units)		
			7.1% % of BCIS costs		
Contingency (on construction)		16,545,352 @	3.0%		(496,361)

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Scheme Typology: Houses & Flats
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: Lower Quartile BCIS, Current CIL: £54.80
 No Units: 100
 Greenfield/Brownfield: Greenfield

Professional Fees	16,545,352 @	6.5%		(1,075,448)
Disposal Costs -				
OMS Marketing and Promotion	24,270,000 OMS @	3.00%	7,281 £ per unit	(728,100)
Residential Sales Agent Costs	24,270,000 OMS @	1.00%	2,427 £ per unit	(242,700)
Residential Sales Legal Costs	24,270,000 OMS @	0.50%	1,214 £ per unit	(121,350)
Affordable Sale Legal Costs	6,331,500 AH @	0.25%	158 £ per unit	(15,829)
Empty Property Costs (SC, Council Tax proxy)	100 units (1/2 back during sales period)	0	0 £ per unit PA (£ per	-
Disposal Cost analysis:			11,080 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00% APR	0.565% pcm		(148,067)
Developers Profit -				
Profit on OMS	24,270,000	20.00%		(4,854,000)
Margin on AH	6,331,500	6.00% on AH values		(379,890)
Profit analysis:	30,601,500	17.10% blended GDV	(5,233,890)	
	23,832,389	21.96% on costs	(5,233,890)	
TOTAL COSTS				(29,066,279)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				1,535,221
SDLT	1,535,221 @	HMRC formula		(66,261)
Acquisition Agent fees	1,535,221 @	1.0%		(15,352)
Acquisition Legal fees	1,535,221 @	0.5%		(7,676)
Interest on Land	1,535,221 @	7.00%		(107,466)
Residual Land Value				1,338,467
RLV analysis:	13,385 £ per plot	535,387 £ per ha (net)	216,668 £ per acre (net)	
		321,232 £ per ha (gross)	130,001 £ per acre (gross)	
			4.37% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density	40.0 dph (net)			
Site Area (net)	2.50 ha (net)	6.18 acres (net)		
Net to Gross ratio	60%			
Site Area (gross)	4.17 ha (gross)	10.30 acres (gross)		
Density analysis:	3,815 sqm/ha (net)	16,620 sqft/ac (net)		
	24 dph (gross)			
Benchmark Land Value (net)	13,385 £ per plot	535,384 £ per ha (net)	216,667 £ per acre (net)	1,338,460
BLV analysis:		321,230 £ per ha (gross)	130,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	2 £ per ha (net)	1 £ per acre (net)		6

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Scheme Typology:

Houses & Flats

Site Typology:

Location / Value Zone:

Area Wide

No Units:

100

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

Greenfield/Brownfield:

Greenfield

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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 £ per acre (n))		1	10%	15%	20%	25%	30%	35%	40%
Max CIL £ psm 198.66 (recommended CIL) (120.00)	0.00		744,882	650,382	555,767	461,083	366,260	271,230	175,924
	10.00		731,958	638,167	544,254	450,262	356,133	261,798	167,159
	20.00		719,034	625,934	532,740	439,441	346,005	252,366	158,394
	30.00		706,110	613,701	521,226	428,620	335,878	242,934	149,628
	40.00		693,187	601,468	509,703	417,799	325,751	233,475	140,863
	50.00		680,263	589,234	498,161	406,977	315,616	224,012	132,066
	60.00		667,317	577,001	486,619	396,126	305,459	214,550	123,268
	70.00		654,364	564,768	475,076	385,276	295,301	205,087	114,470
	80.00		641,411	552,535	463,534	374,425	285,144	195,610	105,656
	90.00		628,458	540,289	451,992	363,574	274,986	186,115	96,823
	100.00		615,505	528,026	440,449	352,724	264,821	176,619	87,990
	110.00		602,553	515,762	428,886	341,864	254,631	167,123	79,145
	120.00		589,600	503,498	417,312	330,981	244,440	157,608	70,275
	130.00		576,646	491,234	405,738	320,097	234,250	148,077	61,404
	140.00		563,661	478,970	394,164	309,214	224,059	138,546	52,512
	150.00		550,676	466,707	382,590	298,331	213,836	129,008	43,602
	160.00		537,691	454,413	371,013	287,433	203,610	119,439	34,688
	170.00		524,706	442,115	359,405	276,514	193,384	109,870	25,736
	180.00		511,721	429,818	347,796	265,596	183,150	100,294	16,784
	190.00		498,735	417,520	336,187	254,677	172,886	90,684	7,795
	200.00		485,726	405,223	324,579	243,748	162,622	81,075	(1,202)
	210.00		472,705	392,908	312,956	232,792	152,357	71,443	(10,237)
	220.00		459,684	380,573	301,309	221,835	142,055	61,790	(19,280)
	230.00		446,664	368,239	289,663	210,879	131,750	52,131	(28,371)
	240.00		433,643	355,905	278,017	199,895	121,443	42,433	(37,480)
	250.00		420,606	343,571	266,357	188,897	111,094	32,735	(46,623)

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 198.66 (recommended CIL) (120.00)	0.00		175,924	131,560	86,974	42,065	(3,273)	(49,252)	(95,495)
	10.00		167,159	122,762	78,125	33,144	(12,316)	(58,396)	(104,639)
	20.00		158,394	113,964	69,255	24,192	(21,370)	(67,539)	(113,782)
	30.00		149,628	105,148	60,384	15,239	(30,463)	(76,683)	(122,926)
	40.00		140,863	96,315	51,487	6,243	(39,583)	(85,826)	(132,069)
	50.00		132,066	87,482	42,577	(2,753)	(48,726)	(94,970)	(141,213)
	60.00		123,268	78,635	33,659	(11,796)	(57,870)	(104,113)	(150,356)
	70.00		114,470	69,765	24,707	(20,848)	(67,013)	(113,256)	(159,500)
	80.00		105,656	60,894	15,755	(29,940)	(76,157)	(122,400)	(168,643)
	90.00		96,823	51,999	6,760	(39,057)	(85,300)	(131,543)	(177,787)
	100.00		87,990	43,089	(2,236)	(48,201)	(94,444)	(140,687)	(187,223)
	110.00		79,145	34,174	(11,277)	(57,344)	(103,587)	(149,830)	(196,788)
	120.00		70,275	25,222	(20,325)	(66,488)	(112,731)	(158,974)	(206,515)
	130.00		61,404	16,270	(29,417)	(75,631)	(121,874)	(168,117)	(216,241)
	140.00		52,512	7,278	(38,531)	(84,775)	(131,018)	(177,261)	(226,832)
	150.00		43,602	(1,719)	(47,675)	(93,918)	(140,161)	(186,676)	(237,462)
	160.00		34,688	(10,757)	(56,818)	(103,062)	(149,305)	(196,229)	(248,093)
	170.00		25,736	(19,802)	(65,962)	(112,205)	(158,448)	(205,955)	(258,723)
	180.00		16,784	(28,894)	(75,105)	(121,349)	(167,592)	(215,682)	(269,353)
	190.00		7,795	(38,006)	(84,249)	(130,492)	(176,735)	(226,221)	(279,984)
	200.00		(1,202)	(47,149)	(93,392)	(139,635)	(186,129)	(236,851)	(290,614)
	210.00		(10,237)	(56,293)	(102,536)	(148,779)	(195,670)	(247,482)	(301,244)
	220.00		(19,280)	(65,436)	(111,679)	(157,922)	(205,396)	(258,112)	(311,874)
	230.00		(28,371)	(74,580)	(120,823)	(167,066)	(215,123)	(268,742)	(322,533)
	240.00		(37,480)	(83,723)	(129,966)	(176,209)	(225,610)	(279,372)	(333,224)
	250.00		(46,623)	(92,867)	(139,110)	(185,582)	(236,240)	(290,003)	(343,914)

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Scheme Typology:

Houses & Flats

No Units:

100

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 3

		Profit							
		20%							
Balance (RLV - BLV £ per acre (n))		1	15%	16%	17%	18%	19%	20%	21%
CIL £psm 198.66 (recommended CIL) (120.00)	0.00		345,844	311,860	277,876	243,892	209,908	175,924	141,940
	10.00		337,078	303,094	269,110	235,127	201,143	167,159	133,175
	20.00		328,313	294,329	260,345	226,361	192,377	158,394	124,410
	30.00		319,548	285,564	251,580	217,596	183,612	149,628	115,644
	40.00		310,783	276,799	242,815	208,831	174,847	140,863	106,879
	50.00		301,985	268,001	234,018	200,034	166,050	132,066	98,082
	60.00		293,187	259,203	225,220	191,236	157,252	123,268	89,284
	70.00		284,389	250,405	216,422	182,438	148,454	114,470	80,486
	80.00		275,576	241,592	207,608	173,624	139,640	105,656	71,672
	90.00		266,743	232,759	198,775	164,791	130,807	96,823	62,839
	100.00		257,910	223,926	189,942	155,958	121,974	87,990	54,006
	110.00		249,064	215,081	181,097	147,113	113,129	79,145	45,161
	120.00		240,194	206,210	172,226	138,242	104,258	70,275	36,291
	130.00		231,324	197,340	163,356	129,372	95,388	61,404	27,420
	140.00		222,431	188,447	154,463	120,480	86,496	52,512	18,528
	150.00		213,521	179,537	145,553	111,569	77,586	43,602	9,618
	160.00		204,608	170,624	136,640	102,656	68,672	34,688	705
	170.00		195,656	161,672	127,688	93,704	59,720	25,736	(8,248)
	180.00		186,704	152,720	118,736	84,752	50,768	16,784	(17,200)
	190.00		177,714	143,730	109,746	75,763	41,779	7,795	(26,189)
	200.00		168,718	134,734	100,750	66,766	32,782	(1,202)	(35,185)
	210.00		159,683	125,699	91,715	57,731	23,747	(10,237)	(44,221)
	220.00		150,640	116,656	82,672	48,688	14,704	(19,280)	(53,264)
	230.00		141,548	107,564	73,580	39,596	5,612	(28,371)	(62,355)
	240.00		132,440	98,456	64,472	30,488	(3,496)	(37,480)	(71,464)
	250.00		123,296	89,312	55,328	21,344	(12,640)	(46,623)	(80,607)

TABLE 4

		BLV (£ per acre (n))							
		1	100,000	125,000	150,000	175,000	200,000	225,000	250,000
Balance (RLV - BLV £ per acre (n))									
CIL £psm 198.66 (recommended CIL) (120.00)	0.00		292,591	267,591	242,591	217,591	192,591	167,591	142,591
	10.00		283,826	258,826	233,826	208,826	183,826	158,826	133,826
	20.00		275,061	250,061	225,061	200,061	175,061	150,061	125,061
	30.00		266,295	241,295	216,295	191,295	166,295	141,295	116,295
	40.00		257,530	232,530	207,530	182,530	157,530	132,530	107,530
	50.00		248,733	223,733	198,733	173,733	148,733	123,733	98,733
	60.00		239,935	214,935	189,935	164,935	139,935	114,935	89,935
	70.00		231,137	206,137	181,137	156,137	131,137	106,137	81,137
	80.00		222,323	197,323	172,323	147,323	122,323	97,323	72,323
	90.00		213,490	188,490	163,490	138,490	113,490	88,490	63,490
	100.00		204,657	179,657	154,657	129,657	104,657	79,657	54,657
	110.00		195,812	170,812	145,812	120,812	95,812	70,812	45,812
	120.00		186,942	161,942	136,942	111,942	86,942	61,942	36,942
	130.00		178,071	153,071	128,071	103,071	78,071	53,071	28,071
	140.00		169,179	144,179	119,179	94,179	69,179	44,179	19,179
	150.00		160,269	135,269	110,269	85,269	60,269	35,269	10,269
	160.00		151,355	126,355	101,355	76,355	51,355	26,355	1,355
	170.00		142,403	117,403	92,403	67,403	42,403	17,403	(7,597)
	180.00		133,451	108,451	83,451	58,451	33,451	8,451	(16,549)
	190.00		124,462	99,462	74,462	49,462	24,462	(538)	(25,538)
	200.00		115,465	90,465	65,465	40,465	15,465	(9,535)	(34,535)
	210.00		106,430	81,430	56,430	31,430	6,430	(18,570)	(43,570)
	220.00		97,387	72,387	47,387	22,387	(2,613)	(27,613)	(52,613)
	230.00		88,296	63,296	38,296	13,296	(11,704)	(36,704)	(61,704)
	240.00		79,187	54,187	29,187	4,187	(20,813)	(45,813)	(70,813)
	250.00		70,044	45,044	20,044	(4,956)	(29,956)	(54,956)	(79,956)

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

No Units:

100

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 5		Density (dph) (net)				40			
Balance (RLV - BLV £ per acre (n))		1	30	35	40	45	50	55	60
CIL £psm 198.66 (recommended CIL) (120.00)	0.00		77,776	126,850	175,924	224,998	274,072	323,146	372,220
	10.00		71,202	119,181	167,159	215,137	263,115	311,093	359,072
	20.00		64,628	111,511	158,394	205,276	252,159	299,041	345,924
	30.00		58,054	103,841	149,628	195,415	241,202	286,989	332,776
	40.00		51,481	96,172	140,863	185,554	230,246	274,937	319,628
	50.00		44,883	88,474	132,066	175,657	219,249	262,841	306,432
	60.00		38,284	80,776	123,268	165,760	208,252	250,743	293,235
	70.00		31,686	73,078	114,470	155,862	197,254	238,646	280,038
	80.00		25,076	65,366	105,656	145,947	186,237	226,528	266,818
	90.00		18,451	57,637	96,823	136,010	175,196	214,382	253,568
	100.00		11,826	49,908	87,990	126,072	164,155	202,237	240,319
	110.00		5,192	42,169	79,145	116,122	153,098	190,075	227,051
	120.00		(1,461)	34,407	70,275	106,142	142,010	177,878	213,745
	130.00		(8,114)	26,645	61,404	96,163	130,922	165,681	200,440
	140.00		(14,783)	18,864	52,512	86,159	119,806	153,454	187,101
	150.00		(21,465)	11,068	43,602	76,135	108,669	141,202	173,736
	160.00		(28,150)	3,269	34,688	66,108	97,527	128,947	160,366
	170.00		(34,864)	(4,564)	25,736	56,037	86,337	116,638	146,938
	180.00		(41,579)	(12,397)	16,784	45,966	75,147	104,329	133,510
	190.00		(48,321)	(20,263)	7,795	35,853	63,910	91,968	120,026
	200.00		(55,068)	(28,135)	(1,202)	25,732	52,665	79,598	106,531
	210.00		(61,844)	(36,040)	(10,237)	15,567	41,371	67,175	92,979
	220.00		(68,626)	(43,953)	(19,280)	5,394	30,067	54,741	79,414
	230.00		(75,445)	(51,908)	(28,371)	(4,835)	18,702	42,239	65,776
	240.00		(82,277)	(59,878)	(37,480)	(15,082)	7,317	29,715	52,114
	250.00		(89,134)	(67,879)	(46,623)	(25,368)	(4,113)	17,143	38,398

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 198.66 (recommended CIL) (120.00)	0.00		419,727	298,264	175,924	51,942	(75,274)	(205,107)	(353,770)
	10.00		411,092	289,583	167,159	43,032	(84,418)	(214,833)	(364,460)
	20.00		402,457	280,902	158,394	34,106	(93,561)	(225,293)	(375,151)
	30.00		393,822	272,222	149,628	25,154	(102,705)	(235,924)	(385,841)
	40.00		385,186	263,541	140,863	16,198	(111,848)	(246,554)	(396,532)
	50.00		376,551	254,861	132,066	7,202	(120,992)	(257,184)	(407,222)
	60.00		367,916	246,154	123,268	(1,795)	(130,135)	(267,814)	(417,912)
	70.00		359,277	237,448	114,470	(10,838)	(139,279)	(278,445)	(428,603)
	80.00		350,620	228,741	105,656	(19,886)	(148,422)	(289,075)	(439,293)
	90.00		341,963	220,035	96,823	(28,978)	(157,566)	(299,705)	(450,026)
	100.00		333,306	211,328	87,990	(38,090)	(166,709)	(310,335)	(460,777)
	110.00		324,650	202,601	79,145	(47,234)	(175,853)	(320,986)	(471,527)
	120.00		315,993	193,866	70,275	(56,377)	(185,211)	(331,676)	(482,278)
	130.00		307,336	185,131	61,404	(65,521)	(194,731)	(342,366)	(493,029)
	140.00		298,679	176,396	52,512	(74,664)	(204,457)	(353,057)	(503,780)
	150.00		290,000	167,655	43,602	(83,808)	(214,184)	(363,747)	(514,531)
	160.00		281,320	158,890	34,688	(92,951)	(224,584)	(374,437)	(525,281)
	170.00		272,639	150,124	25,736	(102,095)	(235,214)	(385,128)	(536,032)
	180.00		263,958	141,359	16,784	(111,238)	(245,844)	(395,818)	(546,783)
	190.00		255,278	132,584	7,795	(120,382)	(256,475)	(406,509)	(557,534)
	200.00		246,597	123,786	(1,202)	(129,525)	(267,105)	(417,199)	(568,289)
	210.00		237,893	114,988	(10,237)	(138,669)	(277,735)	(427,889)	(579,100)
	220.00		229,187	106,190	(19,280)	(147,812)	(288,365)	(438,580)	(589,912)
	230.00		220,480	97,361	(28,371)	(156,955)	(298,996)	(449,308)	(600,724)
	240.00		211,774	88,528	(37,480)	(166,099)	(309,626)	(460,059)	(611,535)
	250.00		203,067	79,695	(46,623)	(175,242)	(320,272)	(470,810)	(622,347)

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

No Units:

100

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 198.66 (recommended CIL) (120.00)	0.00		(90,764)	44,124	175,924	306,328	436,058	565,369	694,434
	10.00		(99,908)	35,214	167,159	297,648	427,423	556,753	685,836
	20.00		(109,051)	26,303	158,394	288,967	418,788	548,137	677,237
	30.00		(118,195)	17,357	149,628	280,287	410,131	539,521	668,638
	40.00		(127,338)	8,405	140,863	271,587	401,474	530,906	660,039
	50.00		(136,482)	(577)	132,066	262,880	392,817	522,290	651,440
	60.00		(145,625)	(9,573)	123,268	254,174	384,161	513,659	642,835
	70.00		(154,769)	(18,601)	114,470	245,467	375,504	505,024	634,219
	80.00		(163,912)	(27,645)	105,656	236,761	366,847	496,388	625,604
	90.00		(173,056)	(36,731)	96,823	228,048	358,190	487,753	616,988
	100.00		(182,277)	(45,835)	87,990	219,313	349,533	479,118	608,372
	110.00		(191,771)	(54,979)	79,145	210,578	340,852	470,483	599,756
	120.00		(201,438)	(64,122)	70,275	201,844	332,172	461,847	591,140
	130.00		(211,164)	(73,266)	61,404	193,109	323,491	453,212	582,524
	140.00		(221,283)	(82,409)	52,512	184,359	314,810	444,577	573,908
	150.00		(231,914)	(91,553)	43,602	175,594	306,130	435,942	565,292
	160.00		(242,544)	(100,696)	34,688	166,829	297,449	427,287	556,676
	170.00		(253,174)	(109,839)	25,736	158,063	288,759	418,631	548,060
	180.00		(263,804)	(118,983)	16,784	149,286	280,052	409,974	539,444
	190.00		(274,435)	(128,126)	7,795	140,488	271,346	401,317	530,813
	200.00		(285,065)	(137,270)	(1,202)	131,690	262,639	392,660	522,178
	210.00		(295,695)	(146,413)	(10,237)	122,892	253,933	384,004	513,542
	220.00		(306,325)	(155,557)	(19,280)	114,066	245,226	375,347	504,907
	230.00		(316,975)	(164,700)	(28,371)	105,233	236,497	366,690	496,272
	240.00		(327,666)	(173,844)	(37,480)	96,400	227,763	358,015	487,637
	250.00		(338,356)	(183,099)	(46,623)	87,543	219,028	349,334	479,001

TABLE 8		Grant (£ per unit) -							
Balance (RLV - BLV £ per acre (n))		1	0	5,000	10,000	15,000	20,000	25,000	30,000
CIL £psm 198.66 (recommended CIL) (120.00)	0.00		175,924	247,542	318,865	389,928	460,826	531,562	602,201
	10.00		167,159	238,836	310,185	381,286	452,190	522,946	593,603
	20.00		158,394	230,129	301,504	372,630	443,555	514,330	585,004
	30.00		149,628	221,423	292,824	363,973	434,920	505,714	576,405
	40.00		140,863	212,702	284,143	355,316	426,285	497,098	567,806
	50.00		132,066	203,967	275,463	346,659	417,649	488,482	559,207
	60.00		123,268	195,232	266,782	338,002	409,014	479,866	550,602
	70.00		114,470	186,497	258,083	329,346	400,379	471,251	541,986
	80.00		105,656	177,763	249,376	320,689	391,744	462,635	533,370
	90.00		96,823	169,000	240,670	312,014	383,108	454,006	524,754
	100.00		87,990	160,235	231,963	303,333	374,452	445,371	516,138
	110.00		79,145	151,470	223,257	294,653	365,796	436,736	507,522
	120.00		70,275	142,704	214,540	285,972	357,139	428,101	498,906
	130.00		61,404	133,909	205,805	277,292	348,482	419,465	490,291
	140.00		52,512	125,111	197,070	268,611	339,825	410,830	481,675
	150.00		43,602	116,313	188,335	259,917	331,169	402,195	473,059
	160.00		34,688	107,501	179,601	251,210	322,512	393,560	464,443
	170.00		25,736	98,668	170,841	242,504	313,843	384,924	455,822
	180.00		16,784	89,835	162,076	233,797	305,162	376,275	447,187
	190.00		7,795	80,990	153,311	225,091	296,482	367,619	438,552
	200.00		(1,202)	72,120	144,546	216,378	287,801	358,962	429,917
	210.00		(10,237)	63,249	135,753	207,643	279,120	350,305	421,281
	220.00		(19,280)	54,356	126,955	198,908	270,440	341,648	412,646
	230.00		(28,371)	45,446	118,157	190,173	261,751	332,992	404,011
	240.00		(37,480)	36,531	109,346	181,439	253,044	324,335	395,376
	250.00		(46,623)	27,579	100,513	172,683	244,338	315,672	386,740

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

251201 SWC_Residential Appraisals_CIL_v3_F_K

Appraisal Ref: **G** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Area Wide** No Units: **200**
 Notes/Comments: **Lower Quartile BCIS, Current CIL: £54.80** Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			200 Units						
AH Policy requirement (% Target)			40%						
Open Market Sale (OMS) housing			60%						
AH tenure split %			Open Market Sale (OMS) Affordable Rent: 0.0% Social Rent: 70.0% First Homes: 0.0% Other Intermediate (LCHO/Sub-Market etc.): 30.0%						
			70.0% % Rented 12.0% % of total (>10% First Homes PPG 023)						
			100% 100.0%						
CIL Rate (£ psm)			298.21 £ psm						
Unit Mix -									
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
2 bed House	25.0%	30.0	22.0%	17.6	24%	47.6			
3 bed House	20.0%	24.0	15.0%	12.0	18%	36.0			
3 bed House (with garage)	20.0%	24.0	15.0%	12.0	18%	36.0			
4 bed House (with garage)	20.0%	24.0	10.0%	8.0	16%	32.0			
5 bed House (with garage)	5.0%	6.0	0.0%	0.0	3%	6.0			
1 bed Flat	4.0%	4.8	13.0%	10.4	8%	15.2			
2 bed Flat	6.0%	7.2	25.0%	20.0	14%	27.2			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	120.0	100.0%	80.0	100%	200.0		
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
2 bed House	2,250	24,219	1,320	14,208	3,570	38,427			
3 bed House	2,280	24,542	1,140	12,271	3,420	36,813			
3 bed House (with garage)	2,664	28,675	1,332	14,338	3,996	43,013			
4 bed House (with garage)	3,264	35,133	1,088	11,711	4,352	46,845			
5 bed House (with garage)	906	9,752	0	0	906	9,752			
1 bed Flat	282	3,039	612	6,585	894	9,624			
2 bed Flat	551	5,926	1,529	16,462	2,080	22,389			
3 bed Flat	0	0	0	0	0	0			
		12,197	131,287	7,021	75,575	19,218	206,862		
AH % by floor area:		36.53% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)			
2 bed House	330,000	4,400	409	4,400	409	15,708,000			
3 bed House	415,000	4,368	406	4,368	406	14,940,000			
3 bed House (with garage)	425,000	4,474	416	3,829	356	15,300,000			
4 bed House (with garage)	510,000	4,250	395	3,750	348	16,320,000			
5 bed House (with garage)	570,000	4,222	392	3,775	351	3,420,000			
1 bed Flat	205,000	4,100	381	3,485	324	3,116,000			
2 bed Flat	255,000	3,923	364	3,335	310	6,936,000			
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0			
		75,740,000							
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:
Site Typology:
Notes/Comments:

Houses & Flats

Location / Value Zone: **Area Wide**
Lower Quartile BCIS, Current CIL: £54.80

No Units: **200**
Greenfield/Brownfield: **Greenfield**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
2 bed House	30.0	@	330,000	9,900,000
3 bed House	24.0	@	415,000	9,960,000
3 bed House (with garage)	24.0	@	425,000	10,200,000
4 bed House (with garage)	24.0	@	510,000	12,240,000
5 bed House (with garage)	6.0	@	570,000	3,420,000
1 bed Flat	4.8	@	205,000	984,000
2 bed Flat	7.2	@	255,000	1,836,000
3 bed Flat	0.0	@	0	-
	120.0			48,540,000
Affordable Rent GDV -				
2 bed House	0.0	@	123,750	-
3 bed House	0.0	@	155,625	-
3 bed House (with garage)	0.0	@	159,375	-
4 bed House (with garage)	0.0	@	191,250	-
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	0.0	@	76,875	-
2 bed Flat	0.0	@	95,625	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	12.3	@	123,750	1,524,600
3 bed House	8.4	@	155,625	1,307,250
3 bed House (with garage)	8.4	@	159,375	1,338,750
4 bed House (with garage)	5.6	@	191,250	1,071,000
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	7.3	@	76,875	559,650
2 bed Flat	14.0	@	95,625	1,338,750
3 bed Flat	0.0	@	0	-
	56.0			7,140,000
First Homes GDV -				
2 bed House	0.0	@	231,000	-
3 bed House	0.0	@	250,000	-
3 bed House (with garage)	0.0	@	250,000	-
4 bed House (with garage)	0.0	@	250,000	-
5 bed House (with garage)	0.0	@	250,000	-
1 bed Flat	0.0	@	143,500	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	5.3	@	231,000	1,219,680
3 bed House	3.6	@	290,500	1,045,800
3 bed House (with garage)	3.6	@	297,500	1,071,000
4 bed House (with garage)	2.4	@	357,000	856,800
5 bed House (with garage)	0.0	@	399,000	-
1 bed Flat	3.1	@	143,500	447,720
2 bed Flat	6.0	@	178,500	1,071,000
3 bed Flat	0.0	@	0	-
	24.0	80.0		5,712,000
Sub-total GDV Residential				61,392,000
AH on-site cost analysis:				
747 £ psm (total GIA sqm)				14,348,000
EMV (no AH) less £GDV (inc. AH)				71,740 £ per unit (total units)
Grant				-
200 units @ per unit				-
Total GDV				61,392,000

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

Site Typology:

Location / Value Zone:

Area Wide

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

No Units:

200

Greenfield/Brownfield:

Greenfield

DEVELOPMENT COSTS

Initial Payments -

Statutory Planning Fees (Residential)	01-Apr-25		(capped at £411,885)	59,735 £	(59,735)
Planning Application Professional Fees, Surveys and reports			(capped at £1,500,000)	179,205 £	(179,205)
CIL (Mkrt only inc. garages)	Max	12,197 sqm	298.21 £ psm		(3,637,227)
CIL analysis:		5.92% % of GDV	18,186 £ per unit (total units)		
Site Specific S106	Year 1		0		-
(strategic site cashflow yrs 1-15)	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		-
Site Specific S106 (installment)		200 units @	25,523 per unit		(5,104,600)
Sub-total					(5,104,600)
S106 analysis:		1,020,920 £ per ha	8.31% % of GDV	25,523 £ per unit (total units)	
AH Commuted Sum		19,218 sqm (total)		£ psm	-
Comm. Sum analysis:		0.00% % of GDV			

Construction Costs -

Site Clearance, Demolition & Remediation		5.00 ha @		£ per ha (if brownfield)	-
Strategic Site Infra. 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		-
	Years 1-15	200 units @		per unit	-
Sub-total					-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
2 bed House		3,570 sqm @	1,451 psm		(5,180,070)
3 bed House		3,420 sqm @	1,451 psm		(4,962,420)
3 bed House (EXC. garage)		3,420 sqm @	1,451 psm		(4,962,420)
4 bed House (EXC. garage)		3,840 sqm @	1,451 psm		(5,571,840)
5 bed House (EXC. garage)		810 sqm @	1,451 psm		(1,175,310)
1 bed Flat		894 sqm @	1,628 psm		(1,455,624)
2 bed Flat		2,080 sqm @	1,628 psm		(3,386,240)
3 bed Flat		- sqm @	1,628 psm		-
Garages for 3B House	36.0	16.0	576 sqm @	531 psm	(306,000)
Garages for 4B House	32.0	16.0	512 sqm @	531 psm	(272,000)
Garages for 5B House	6.0	16.0	96 sqm @	531 psm	(51,000)
Total GIA check:		19,218	£ per garage	£8,500	
External works		27,322,924 @		15.0%	(4,098,439)
Ext. Works analysis:				20,492 £ per unit (total units)	

Policy Costs on design -

Net Biodiversity costs		200 units @		1,003 £ per unit	(200,600)
M4(2) Category 2 Housing	Aff units	80 units @	95% @	625 £ per unit	(47,500)
M4(3) Category 3 Housing	Aff units (>20 units)	80 units @	5% @	12,133 £ per unit	(48,532)
M4(2) Category 2 Housing	OMS units	120 units @	95% @	625 £ per unit	(71,250)
M4(3) Category 3 Housing	OMS units (>20 units)	120 units @	5% @	12,133 £ per unit	(72,798)
Part L/FHS - Houses		158 units @		5,816 £ per unit	(916,602)
Part L/FHS - Flats		42 units @		2,712 £ per unit	(114,989)
Part L/FHS analysis:			3.8% % of BCIS costs		
EV Charging Points - Houses	158 units @			0 £ per unit	-
EV Charging Points - Flats	42 units @		4 flats per charger	0 £ per 4 units	-
Water Efficiency - Houses	158 units @			2,683 £ per unit	(422,841)
Water Efficiency - Flats	42 units @			909 £ per unit	(38,542)
Broadband infrastructure	(< 20 units only)	- units @		747 £ per unit	-
Sub-total					(1,933,653)
Policy Costs analysis: (design costs only)				9,668 £ per unit (total units)	
				7.1% % of BCIS costs	
Contingency (on construction)		33,355,015 @		3.0%	(1,000,650)

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Scheme Typology: Houses & Flats
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: Lower Quartile BCIS, Current CIL: £54.80
 No Units: 200
 Greenfield/Brownfield: Greenfield

Professional Fees	33,355,015 @	6.5%		(2,168,076)
Disposal Costs -				
OMS Marketing and Promotion	48,540,000 OMS @	3.00%	7,281 £ per unit	(1,456,200)
Residential Sales Agent Costs	48,540,000 OMS @	1.00%	2,427 £ per unit	(485,400)
Residential Sales Legal Costs	48,540,000 OMS @	0.50%	1,214 £ per unit	(242,700)
Affordable Sale Legal Costs	12,852,000 AH @	0.25%	161 £ per unit	(32,130)
Empty Property Costs (SC, Council Tax proxy)	200 units (1/2 back during sales period)	0	0 £ per unit PA (£ per	-
Disposal Cost analysis:			11,082 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00% APR	0.565% pcm		(109,361)
Developers Profit -				
Profit on OMS	48,540,000	20.00%		(9,708,000)
Margin on AH	12,852,000	6.00% on AH values		(771,120)
Profit analysis:	61,392,000	17.07% blended GDV	(10,479,120)	
	47,830,298	21.91% on costs	(10,479,120)	
TOTAL COSTS				(58,309,418)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				3,082,582
SDLT	3,082,582 @	HMRC formula		(143,629)
Acquisition Agent fees	3,082,582 @	1.0%		(30,826)
Acquisition Legal fees	3,082,582 @	0.5%		(15,413)
Interest on Land	3,082,582 @	7.00%		(215,781)
Residual Land Value				2,676,933
RLV analysis:	13,385 £ per plot	535,387 £ per ha (net)	216,668 £ per acre (net)	
		321,232 £ per ha (gross)	130,001 £ per acre (gross)	
			4.36% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density	40.0 dph (net)			
Site Area (net)	5.00 ha (net)	12.36 acres (net)		
Net to Gross ratio	60%			
Site Area (gross)	8.33 ha (gross)	20.59 acres (gross)		
Density analysis:	3,844 sqm/ha (net)	16,743 sqft/ac (net)		
	24 dph (gross)			
Benchmark Land Value (net)	13,385 £ per plot	535,384 £ per ha (net)	216,667 £ per acre (net)	2,676,921
BLV analysis:		321,230 £ per ha (gross)	130,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	2 £ per ha (net)	1 £ per acre (net)		12

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Scheme Typology:

Houses & Flats

No Units:

200

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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

TABLE 1		Affordable Housing - % on site 40%							
Balance (RLV - BLV £ per acre (n))		1	10%	15%	20%	25%	30%	35%	40%
Max CIL £ psm 298.21 (recommended CIL) (120.00)	0.00		828,930	733,614	638,287	542,911	447,534	352,084	256,588
	10.00		816,089	721,487	626,863	532,201	437,528	342,793	248,002
	20.00		803,248	709,359	615,439	521,492	427,523	333,503	239,411
	30.00		790,407	697,232	604,015	510,782	417,517	324,212	230,832
	40.00		777,566	685,104	592,592	500,072	407,512	314,921	222,246
	50.00		764,725	672,973	581,168	489,362	397,507	305,621	213,661
	60.00		751,884	660,835	569,744	478,653	387,501	296,321	205,071
	70.00		739,043	648,698	558,320	467,943	377,496	287,020	196,475
	80.00		726,202	636,560	546,896	457,223	367,491	277,719	187,879
	90.00		713,361	624,422	535,473	446,503	357,485	268,418	179,284
	100.00		700,520	612,284	524,049	435,783	347,480	259,118	170,688
	110.00		687,668	600,147	512,625	425,063	337,475	249,817	162,092
	120.00		674,816	588,009	501,201	414,343	327,469	240,516	153,497
	130.00		661,965	575,871	489,778	403,623	317,452	231,216	144,901
	140.00		649,113	563,733	478,347	392,902	307,436	221,915	136,306
	150.00		636,261	551,596	466,912	382,182	297,420	212,605	127,700
	160.00		623,409	539,458	455,477	371,462	287,404	203,293	119,093
	170.00		610,558	527,320	444,042	360,742	277,388	193,981	110,486
	180.00		597,706	515,182	432,608	350,022	267,372	184,670	101,879
	190.00		584,854	503,044	421,173	339,300	257,355	175,358	93,272
	200.00		572,003	490,894	409,738	328,568	247,339	166,046	84,665
	210.00		559,151	478,745	398,304	317,836	237,323	156,734	76,058
	220.00		546,299	466,596	386,869	307,105	227,303	147,422	67,444
	230.00		533,447	454,446	375,434	296,373	217,275	138,104	58,824
	240.00		520,594	442,297	363,999	285,641	207,247	128,780	50,205
	250.00		507,730	430,147	352,561	274,910	197,218	119,455	41,585

TABLE 2

TABLE 2		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 298.21 (recommended CIL) (120.00)	0.00		256,588	220,657	184,696	148,723	112,719	76,698	40,630
	10.00		248,002	212,072	176,101	140,127	104,112	68,084	32,010
	20.00		239,417	203,479	167,505	131,527	95,505	59,464	23,391
	30.00		230,832	194,883	158,910	122,920	86,898	50,845	14,763
	40.00		222,246	186,288	150,314	114,313	78,291	42,225	6,130
	50.00		213,661	177,692	141,718	105,706	69,680	33,606	(2,503)
	60.00		205,071	169,097	133,120	97,099	61,060	24,987	(11,136)
	70.00		196,475	160,501	124,513	88,492	52,441	16,361	(19,769)
	80.00		187,879	151,905	115,906	79,885	43,821	7,728	(28,408)
	90.00		179,284	143,310	107,299	71,276	35,202	(905)	(37,056)
	100.00		170,688	134,714	98,692	62,656	26,582	(9,538)	(45,703)
	110.00		162,092	126,107	90,085	54,037	17,959	(18,171)	(54,351)
	120.00		153,497	117,500	81,478	45,417	9,327	(26,807)	(62,998)
	130.00		144,901	108,893	72,871	36,798	694	(35,454)	(71,659)
	140.00		136,306	100,286	64,252	28,178	(7,939)	(44,102)	(80,323)
	150.00		127,700	91,679	55,633	19,558	(16,572)	(52,750)	(88,986)
	160.00		119,093	83,072	47,013	10,925	(25,206)	(61,397)	(97,649)
	170.00		110,486	74,465	38,394	2,292	(33,853)	(70,055)	(106,327)
	180.00		101,879	65,848	29,774	(6,341)	(42,501)	(78,719)	(115,007)
	190.00		93,272	57,228	21,155	(14,974)	(51,149)	(87,382)	(123,688)
	200.00		84,665	48,609	12,523	(23,607)	(59,796)	(96,045)	(132,375)
	210.00		76,058	39,989	3,890	(32,252)	(68,451)	(104,720)	(141,073)
	220.00		67,444	31,370	(4,743)	(40,900)	(77,115)	(113,400)	(149,771)
	230.00		58,824	22,751	(13,376)	(49,547)	(85,778)	(122,080)	(158,474)
	240.00		50,205	14,122	(22,009)	(58,195)	(94,441)	(130,764)	(167,191)
	250.00		41,585	5,489	(30,651)	(66,847)	(103,113)	(139,462)	(175,908)

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Scheme Typology:

Houses & Flats

No Units:

200

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 3		Profit	20%						
Balance (RLV - BLV £ per acre (n))		1	15%	16%	17%	18%	19%	20%	21%
CIL £psm 298.21 (recommended CIL) (120.00)	0.00	426,507	392,523	358,539	324,555	290,571	256,588	222,604	
	10.00	417,922	383,938	349,954	315,970	281,986	248,002	214,018	
	20.00	409,336	375,353	341,369	307,385	273,401	239,417	205,433	
	30.00	400,751	366,767	332,783	298,799	264,816	230,832	196,848	
	40.00	392,166	358,182	324,198	290,214	256,230	222,246	188,262	
	50.00	383,581	349,597	315,613	281,629	247,645	213,661	179,677	
	60.00	374,990	341,006	307,022	273,038	239,054	205,071	171,087	
	70.00	366,394	332,411	298,427	264,443	230,459	196,475	162,491	
	80.00	357,799	323,815	289,831	255,847	221,863	187,879	153,895	
	90.00	349,203	315,219	281,235	247,252	213,268	179,284	145,300	
	100.00	340,608	306,624	272,640	238,656	204,672	170,688	136,704	
	110.00	332,012	298,028	264,044	230,060	196,076	162,092	128,109	
	120.00	323,416	289,432	255,449	221,465	187,481	153,497	119,513	
	130.00	314,821	280,837	246,853	212,869	178,885	144,901	110,917	
	140.00	306,225	272,241	238,257	204,273	170,290	136,306	102,322	
	150.00	297,620	263,636	229,652	195,668	161,684	127,700	93,717	
	160.00	289,013	255,029	221,045	187,061	153,077	119,093	85,110	
	170.00	280,406	246,422	212,438	178,454	144,470	110,486	76,503	
	180.00	271,799	237,815	203,831	169,847	135,863	101,879	67,896	
	190.00	263,192	229,208	195,224	161,240	127,256	93,272	59,289	
	200.00	254,585	220,601	186,617	152,633	118,649	84,665	50,682	
	210.00	245,978	211,994	178,010	144,026	110,042	76,058	42,075	
	220.00	237,363	203,379	169,395	135,411	101,428	67,444	33,460	
	230.00	228,744	194,760	160,776	126,792	92,808	58,824	24,840	
	240.00	220,124	186,140	152,156	118,173	84,189	50,205	16,221	
	250.00	211,505	177,521	143,537	109,553	75,569	41,585	7,601	

TABLE 4		BLV (£ per acre (n))							
Balance (RLV - BLV £ per acre (n))		1	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm 298.21 (recommended CIL) (120.00)	0.00	373,255	348,255	323,255	298,255	273,255	248,255	223,255	
	10.00	364,669	339,669	314,669	289,669	264,669	239,669	214,669	
	20.00	356,084	331,084	306,084	281,084	256,084	231,084	206,084	
	30.00	347,499	322,499	297,499	272,499	247,499	222,499	197,499	
	40.00	338,913	313,913	288,913	263,913	238,913	213,913	188,913	
	50.00	330,328	305,328	280,328	255,328	230,328	205,328	180,328	
	60.00	321,738	296,738	271,738	246,738	221,738	196,738	171,738	
	70.00	313,142	288,142	263,142	238,142	213,142	188,142	163,142	
	80.00	304,546	279,546	254,546	229,546	204,546	179,546	154,546	
	90.00	295,951	270,951	245,951	220,951	195,951	170,951	145,951	
	100.00	287,355	262,355	237,355	212,355	187,355	162,355	137,355	
	110.00	278,759	253,759	228,759	203,759	178,759	153,759	128,759	
	120.00	270,164	245,164	220,164	195,164	170,164	145,164	120,164	
	130.00	261,568	236,568	211,568	186,568	161,568	136,568	111,568	
	140.00	252,973	227,973	202,973	177,973	152,973	127,973	102,973	
	150.00	244,367	219,367	194,367	169,367	144,367	119,367	94,367	
	160.00	235,760	210,760	185,760	160,760	135,760	110,760	85,760	
	170.00	227,153	202,153	177,153	152,153	127,153	102,153	77,153	
	180.00	218,546	193,546	168,546	143,546	118,546	93,546	68,546	
	190.00	209,939	184,939	159,939	134,939	109,939	84,939	59,939	
	200.00	201,332	176,332	151,332	126,332	101,332	76,332	51,332	
	210.00	192,725	167,725	142,725	117,725	92,725	67,725	42,725	
	220.00	184,111	159,111	134,111	109,111	84,111	59,111	34,111	
	230.00	175,491	150,491	125,491	100,491	75,491	50,491	25,491	
	240.00	166,872	141,872	116,872	91,872	66,872	41,872	16,872	
	250.00	158,252	133,252	108,252	83,252	58,252	33,252	8,252	

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Scheme Typology:

Houses & Flats

No Units:

200

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 5		Density (dph) (net)				40			
Balance (RLV - BLV £ per acre (n))		1	30	35	40	45	50	55	60
CIL £psm 298.21 (recommended CIL) (120.00)	0.00		138,274	197,431	256,588	315,744	374,901	434,058	493,215
	10.00		131,835	189,919	248,002	306,086	364,170	422,253	480,337
	20.00		125,396	182,406	239,417	296,427	353,438	410,448	467,459
	30.00		118,957	174,894	230,832	286,769	342,706	398,644	454,581
	40.00		112,518	167,382	222,246	277,111	331,975	386,839	441,703
	50.00		106,079	159,870	213,661	267,452	321,243	375,034	428,825
	60.00		99,636	152,353	205,071	257,788	310,505	363,222	415,939
	70.00		93,189	144,832	196,475	248,118	299,760	351,403	403,046
	80.00		86,743	137,311	187,879	238,448	289,016	339,584	390,152
	90.00		80,296	129,790	179,284	228,778	278,271	327,765	377,259
	100.00		73,849	122,269	170,688	219,107	267,527	315,946	364,366
	110.00		67,403	114,748	162,092	209,437	256,782	304,127	351,472
	120.00		60,956	107,226	153,497	199,767	246,038	292,308	338,579
	130.00		54,509	99,705	144,901	190,097	235,293	280,489	325,685
	140.00		48,062	92,184	136,306	180,427	224,549	268,670	312,792
	150.00		41,609	84,655	127,700	170,746	213,792	256,838	299,884
	160.00		35,153	77,123	119,093	161,064	203,034	245,004	286,974
	170.00		28,698	69,592	110,486	151,381	192,275	233,169	274,063
	180.00		22,243	62,061	101,879	141,698	181,516	221,334	261,153
	190.00		15,788	54,530	93,272	132,015	170,757	209,500	248,242
	200.00		9,332	46,999	84,665	122,332	159,999	197,665	235,332
	210.00		2,877	39,468	76,058	112,649	149,240	185,831	222,421
	220.00		(3,584)	31,930	67,444	102,958	138,471	173,985	209,499
	230.00		(10,049)	24,388	58,824	93,261	127,697	162,133	196,570
	240.00		(16,513)	16,846	50,205	83,564	116,923	150,282	183,641
	250.00		(22,978)	9,304	41,585	73,867	106,148	138,430	170,712

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 298.21 (recommended CIL) (120.00)	0.00		498,916	377,840	256,588	135,094	13,200	(109,364)	(236,769)
	10.00		490,348	369,264	248,002	126,487	4,567	(118,062)	(246,972)
	20.00		481,780	360,688	239,417	117,880	(4,072)	(126,760)	(257,179)
	30.00		473,213	352,112	230,832	109,273	(12,719)	(135,469)	(267,414)
	40.00		464,645	343,536	222,246	100,666	(21,367)	(144,185)	(277,656)
	50.00		456,077	334,960	213,661	92,059	(30,015)	(152,902)	(287,924)
	60.00		447,509	326,384	205,071	83,446	(38,662)	(161,630)	(298,210)
	70.00		438,941	317,808	196,475	74,826	(47,319)	(170,367)	(308,511)
	80.00		430,374	309,232	187,879	66,207	(55,983)	(179,104)	(318,845)
	90.00		421,806	300,656	179,284	57,588	(64,646)	(187,859)	(329,202)
	100.00		413,238	292,080	170,688	48,968	(73,309)	(196,617)	(339,583)
	110.00		404,670	283,504	162,092	40,349	(81,980)	(205,630)	(349,994)
	120.00		396,102	274,923	153,497	31,726	(90,660)	(214,918)	(360,437)
	130.00		387,534	266,338	144,901	23,093	(99,340)	(224,910)	(370,919)
	140.00		378,967	257,753	136,306	14,460	(108,020)	(235,088)	(381,439)
	150.00		370,399	249,167	127,700	5,827	(116,713)	(245,269)	(392,001)
	160.00		361,829	240,582	119,093	(2,806)	(125,411)	(255,476)	(402,612)
	170.00		353,253	231,997	110,486	(11,439)	(134,109)	(265,688)	(413,277)
	180.00		344,677	223,412	101,879	(20,084)	(142,815)	(275,925)	(423,999)
	190.00		336,100	214,826	93,272	(28,732)	(151,532)	(286,176)	(434,780)
	200.00		327,524	206,241	84,665	(37,379)	(160,249)	(296,444)	(445,642)
	210.00		318,948	197,656	76,058	(46,027)	(168,975)	(306,741)	(456,579)
	220.00		310,372	189,069	67,444	(54,677)	(177,712)	(317,055)	(467,613)
	230.00		301,796	180,473	58,824	(63,341)	(186,450)	(327,391)	(478,751)
	240.00		293,220	171,877	50,205	(72,004)	(195,204)	(337,760)	(490,007)
	250.00		284,644	163,282	41,585	(80,667)	(204,159)	(348,157)	(501,370)

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Scheme Typology:

Houses & Flats

No Units:

200

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 298.21 (recommended CIL) (120.00)	0.00		(1,805)	127,578	256,588	385,400	514,077	642,669	771,213
	10.00		(10,438)	118,971	248,002	376,824	505,509	634,109	762,652
	20.00		(19,072)	110,364	239,417	368,248	496,941	625,548	754,092
	30.00		(27,719)	101,757	230,832	359,672	488,373	616,987	745,531
	40.00		(36,367)	93,150	222,246	351,096	479,805	608,427	736,970
	50.00		(45,014)	84,543	213,661	342,520	471,238	599,866	728,410
	60.00		(53,662)	75,936	205,071	333,944	462,670	591,305	719,849
	70.00		(62,320)	67,319	196,475	325,368	454,102	582,745	711,288
	80.00		(70,984)	58,699	187,879	316,792	445,534	574,180	702,728
	90.00		(79,647)	50,080	179,284	308,215	436,966	565,612	694,167
	100.00		(88,310)	41,460	170,688	299,636	428,398	557,044	685,606
	110.00		(96,988)	32,841	162,092	291,051	419,828	548,476	677,046
	120.00		(105,668)	24,221	153,497	282,466	411,252	539,909	668,485
	130.00		(114,348)	15,591	144,901	273,880	402,676	531,341	659,924
	140.00		(123,036)	6,958	136,306	265,295	394,100	522,773	651,364
	150.00		(131,734)	(1,675)	127,700	256,710	385,524	514,205	642,803
	160.00		(140,432)	(10,308)	119,093	248,125	376,948	505,637	634,242
	170.00		(149,139)	(18,941)	110,486	239,539	368,372	497,069	625,682
	180.00		(157,856)	(27,584)	101,879	230,954	359,796	488,502	617,121
	190.00		(166,573)	(36,232)	93,272	222,369	351,220	479,934	608,561
	200.00		(175,306)	(44,879)	84,665	213,783	342,644	471,366	600,000
	210.00		(184,043)	(53,527)	76,058	205,192	334,068	462,798	591,439
	220.00		(192,787)	(62,178)	67,444	196,597	325,492	454,230	582,876
	230.00		(201,658)	(70,841)	58,824	188,001	316,916	445,662	574,308
	240.00		(210,839)	(79,504)	50,205	179,405	308,340	437,095	565,740
	250.00		(220,448)	(88,168)	41,585	170,810	299,759	428,527	557,173

TABLE 8		Grant (£ per unit)							
Balance (RLV - BLV £ per acre (n))		1	0	5,000	10,000	15,000	20,000	25,000	30,000
CIL £psm 298.21 (recommended CIL) (120.00)	0.00		256,588	327,009	397,382	467,688	537,984	608,220	678,456
	10.00		248,002	318,433	388,806	459,120	529,421	599,659	669,896
	20.00		239,417	309,856	380,230	450,552	520,853	591,099	661,335
	30.00		230,832	301,280	371,654	441,985	512,285	582,538	652,774
	40.00		222,246	292,701	363,078	433,417	503,718	573,977	644,214
	50.00		213,661	284,116	354,502	424,849	495,150	565,417	635,653
	60.00		205,071	275,531	345,926	416,281	486,582	556,856	627,092
	70.00		196,475	266,946	337,350	407,713	478,014	548,295	618,532
	80.00		187,879	258,360	328,774	399,145	469,446	539,735	609,971
	90.00		179,284	249,775	320,198	390,572	460,879	531,174	601,410
	100.00		170,688	241,190	311,622	381,996	452,311	522,612	592,850
	110.00		162,092	232,604	303,046	373,420	443,743	514,044	584,289
	120.00		153,497	224,019	294,470	364,844	435,175	505,476	575,728
	130.00		144,901	215,434	285,889	356,268	426,607	496,908	567,168
	140.00		136,306	206,848	277,304	347,692	418,039	488,340	558,607
	150.00		127,700	198,255	268,718	339,116	409,472	479,773	550,046
	160.00		119,093	189,659	260,133	330,540	400,904	471,205	541,486
	170.00		110,486	181,063	251,548	321,964	392,336	462,637	532,925
	180.00		101,879	172,468	242,962	313,388	383,761	454,069	524,364
	190.00		93,272	163,872	234,377	304,812	375,185	445,501	515,802
	200.00		84,665	155,277	225,792	296,236	366,609	436,933	507,234
	210.00		76,058	146,681	217,206	287,660	358,033	428,366	498,667
	220.00		67,444	138,085	208,621	279,076	349,457	419,798	490,099
	230.00		58,824	129,487	200,034	270,491	340,881	411,230	481,531
	240.00		50,205	120,880	191,439	261,906	332,305	402,662	472,963
	250.00		41,585	112,273	182,843	253,320	323,729	394,094	464,395

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

251201 SWC_Residential Appraisals_CIL_v3_F_K

Appraisal Ref: **H** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Area Wide** No Units: **300**
 Notes/Comments: **Lower Quartile BCIS, Current CIL: £54.80** Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			300 Units						
AH Policy requirement (% Target)			40%						
Open Market Sale (OMS) housing			60%						
AH tenure split %			Open Market Sale (OMS) 0.0% Affordable Rent: 70.0% Social Rent: 0.0% First Homes: 30.0% Other Intermediate (LCHO/Sub-Market etc.): 100.0%						
			70.0% % Rented						
			12.0% % of total (>10% First Homes PPG 023)						
CIL Rate (£ psm)			275.79 £ psm						
Unit Mix -									
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
2 bed House	25.0%	45.0	22.0%	26.4	24%	71.4			
3 bed House	20.0%	36.0	15.0%	18.0	18%	54.0			
3 bed House (with garage)	20.0%	36.0	15.0%	18.0	18%	54.0			
4 bed House (with garage)	20.0%	36.0	10.0%	12.0	16%	48.0			
5 bed House (with garage)	5.0%	9.0	0.0%	0.0	3%	9.0			
1 bed Flat	4.0%	7.2	13.0%	15.6	8%	22.8			
2 bed Flat	6.0%	10.8	25.0%	30.0	14%	40.8			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	180.0	100.0%	120.0	100%	300.0		
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
2 bed House	3,375	36,328	1,980	21,313	5,355	57,641			
3 bed House	3,420	36,813	1,710	18,406	5,130	55,219			
3 bed House (with garage)	3,996	43,013	1,998	21,506	5,994	64,519			
4 bed House (with garage)	4,896	52,700	1,632	17,567	6,528	70,267			
5 bed House (with garage)	1,359	14,628	0	0	1,359	14,628			
1 bed Flat	424	4,559	918	9,877	1,341	14,436			
2 bed Flat	826	8,890	2,294	24,694	3,120	33,583			
3 bed Flat	0	0	0	0	0	0			
		18,295	196,930	10,532	113,363	28,827	310,293		
AH % by floor area:		36.53% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)			
2 bed House	330,000	4,400	409	4,400	409	23,562,000			
3 bed House	415,000	4,368	406	4,368	406	22,410,000			
3 bed House (with garage)	425,000	4,474	416	3,829	356	22,950,000			
4 bed House (with garage)	510,000	4,250	395	3,750	348	24,480,000			
5 bed House (with garage)	570,000	4,222	392	3,775	351	5,130,000			
1 bed Flat	205,000	4,100	381	3,485	324	4,674,000			
2 bed Flat	255,000	3,923	364	3,335	310	10,404,000			
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0			
		113,610,000							
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Site Typology:

Notes/Comments:

Houses & Flats

Location / Value Zone:

Lower Quartile BCIS, Current CIL: £54.80

No Units:

Greenfield/Brownfield:

300

Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
2 bed House	45.0	@	330,000	14,850,000
3 bed House	36.0	@	415,000	14,940,000
3 bed House (with garage)	36.0	@	425,000	15,300,000
4 bed House (with garage)	36.0	@	510,000	18,360,000
5 bed House (with garage)	9.0	@	570,000	5,130,000
1 bed Flat	7.2	@	205,000	1,476,000
2 bed Flat	10.8	@	255,000	2,754,000
3 bed Flat	0.0	@	0	-
	180.0			72,810,000
Affordable Rent GDV -				
2 bed House	0.0	@	123,750	-
3 bed House	0.0	@	155,625	-
3 bed House (with garage)	0.0	@	159,375	-
4 bed House (with garage)	0.0	@	191,250	-
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	0.0	@	76,875	-
2 bed Flat	0.0	@	95,625	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	18.5	@	123,750	2,286,900
3 bed House	12.6	@	155,625	1,960,875
3 bed House (with garage)	12.6	@	159,375	2,008,125
4 bed House (with garage)	8.4	@	191,250	1,606,500
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	10.9	@	76,875	839,475
2 bed Flat	21.0	@	95,625	2,008,125
3 bed Flat	0.0	@	0	-
	84.0			10,710,000
First Homes GDV -				
2 bed House	0.0	@	231,000	-
3 bed House	0.0	@	250,000	-
3 bed House (with garage)	0.0	@	250,000	-
4 bed House (with garage)	0.0	@	250,000	-
5 bed House (with garage)	0.0	@	250,000	-
1 bed Flat	0.0	@	143,500	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	7.9	@	231,000	1,829,520
3 bed House	5.4	@	290,500	1,568,700
3 bed House (with garage)	5.4	@	297,500	1,606,500
4 bed House (with garage)	3.6	@	357,000	1,285,200
5 bed House (with garage)	0.0	@	399,000	-
1 bed Flat	4.7	@	143,500	671,580
2 bed Flat	9.0	@	178,500	1,606,500
3 bed Flat	0.0	@	0	-
	36.0	120.0		8,568,000
Sub-total GDV Residential				92,088,000
AH on-site cost analysis:				
747 £ psm (total GIA sqm)				£MV (no AH) less £GDV (inc. AH)
				71,740 £ per unit (total units)
Grant				21,522,000
	300	units @		per unit
Total GDV				92,088,000

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

No Units:

300

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

DEVELOPMENT COSTS

Initial Payments -

Statutory Planning Fees (Residential)	01-Apr-25		(capped at £411,885)	78,635 £	(78,635)
Planning Application Professional Fees, Surveys and reports			(capped at £1,500,000)	235,905 £	(235,905)
CIL (Mkrt only inc. garages)	Max	18,295 sqm	275.79 £ psm		(5,045,651)
	CIL analysis:	5.48% % of GDV	16,819 £ per unit (total units)		
Site Specific S106	Year 1		0		-
(strategic site cashflow yrs 1-15)	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		-
Site Specific S106 (installment)		300 units @	27,194 per unit		(8,158,200)
	Sub-total				(8,158,200)
	S106 analysis:	1,087,760 £ per ha	8.86% % of GDV	27,194 £ per unit (total units)	
AH Commuted Sum		28,827 sqm (total)	£ psm		-
	Comm. Sum analysis:	0.00% % of GDV			

Construction Costs -

Site Clearance, Demolition & Remediation		7.50 ha @		£ per ha (if brownfield)	-
Strategic Site Infra. 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		-
	Years 1-15	300 units @		per unit	-
	Sub-total				-
	Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
2 bed House		5,355 sqm @	1,451 psm		(7,770,105)
3 bed House		5,130 sqm @	1,451 psm		(7,443,630)
3 bed House (EXC. garage)		5,130 sqm @	1,451 psm		(7,443,630)
4 bed House (EXC. garage)		5,760 sqm @	1,451 psm		(8,357,760)
5 bed House (EXC. garage)		1,215 sqm @	1,451 psm		(1,762,965)
1 bed Flat		1,341 sqm @	1,628 psm		(2,183,435)
2 bed Flat		3,120 sqm @	1,628 psm		(5,079,360)
3 bed Flat		- sqm @	1,628 psm		-
Garages for 3B House	54.0	16.0	864 sqm @	531 psm	(459,000)
Garages for 4B House	48.0	16.0	768 sqm @	531 psm	(408,000)
Garages for 5B House	9.0	16.0	144 sqm @	531 psm	(76,500)
	Total GIA check:	28,827	£ per garage	£8,500	
External works		40,984,385 @	15.0%		(6,147,658)
	Ext. Works analysis:			20,492 £ per unit (total units)	

Policy Costs on design -

Net Biodiversity costs		300 units @		1,003 £ per unit	(300,900)
M4(2) Category 2 Housing	Aff units	120 units @	95% @	625 £ per unit	(71,250)
M4(3) Category 3 Housing	Aff units (>20 units)	120 units @	5% @	12,133 £ per unit	(72,798)
M4(2) Category 2 Housing	OMS units	180 units @	95% @	625 £ per unit	(106,875)
M4(3) Category 3 Housing	OMS units (>20 units)	180 units @	5% @	12,133 £ per unit	(109,197)
Part L/FHS - Houses		236 units @		5,816 £ per unit	(1,374,902)
Part L/FHS - Flats		64 units @		2,712 £ per unit	(172,483)
	Part L/FHS analysis:		3.8% % of BCIS costs		
EV Charging Points - Houses		236 units @		0 £ per unit	-
EV Charging Points - Flats		64 units @		0 £ per 4 units	-
Water Efficiency - Houses		236 units @	4 flats per charger	2,683 £ per unit	(634,261)
Water Efficiency - Flats		64 units @		909 £ per unit	(57,812)
Broadband infrastructure	(< 20 units only)	- units @		747 £ per unit	-
	Sub-total				(2,900,479)
	Policy Costs analysis: (design costs only)			9,668 £ per unit (total units)	
				7.1% % of BCIS costs	
Contingency (on construction)		50,032,522 @	3.0%		(1,500,976)

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology: Houses & Flats
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: Lower Quartile BCIS, Current CIL: £54.80
 No Units: 300
 Greenfield/Brownfield: Greenfield

Professional Fees	50,032,522 @	6.5%		(3,252,114)
Disposal Costs -				
OMS Marketing and Promotion	72,810,000 OMS @	3.00%	7,281 £ per unit	(2,184,300)
Residential Sales Agent Costs	72,810,000 OMS @	1.00%	2,427 £ per unit	(728,100)
Residential Sales Legal Costs	72,810,000 OMS @	0.50%	1,214 £ per unit	(364,050)
Affordable Sale Legal Costs	19,278,000 AH @	0.25%	161 £ per unit	(48,195)
Empty Property Costs (SC, Council Tax proxy)	300 units (1/2 back during sales period)	0	0 £ per unit PA (£ per	-
Disposal Cost analysis:			11,082 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00% APR	0.565% pcm		(110,730)
Developers Profit -				
Profit on OMS	72,810,000	20.00%		(14,562,000)
Margin on AH	19,278,000	6.00% on AH values		(1,156,680)
Profit analysis:	92,088,000	17.07% blended GDV	(15,718,680)	
	71,739,378	21.91% on costs	(15,718,680)	
TOTAL COSTS				(87,458,058)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				4,629,942
SDLT	4,629,942 @	HMRC formula		(220,997)
Acquisition Agent fees	4,629,942 @	1.0%		(46,299)
Acquisition Legal fees	4,629,942 @	0.5%		(23,150)
Interest on Land	4,629,942 @	7.00%		(324,096)
Residual Land Value				4,015,400
RLV analysis:	13,385 £ per plot	535,387 £ per ha (net)	216,668 £ per acre (net)	
		321,232 £ per ha (gross)	130,001 £ per acre (gross)	
			4.36% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density	40.0 dph (net)			
Site Area (net)	7.50 ha (net)	18.53 acres (net)		
Net to Gross ratio	60%			
Site Area (gross)	12.50 ha (gross)	30.89 acres (gross)		
Density analysis:	3,844 sqm/ha (net)	16,743 sqft/ac (net)		
	24 dph (gross)			
Benchmark Land Value (net)	13,385 £ per plot	535,384 £ per ha (net)	216,667 £ per acre (net)	4,015,381
BLV analysis:		321,230 £ per ha (gross)	130,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	2 £ per ha (net)	1 £ per acre (net)		19

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

Site Typology:

Location / Value Zone:

Area Wide

No Units:

300

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

Greenfield/Brownfield:

Greenfield

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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

TABLE 1		Affordable Housing - % on site 40%							
Balance (RLV - BLV £ per acre (n))		1	10%	15%	20%	25%	30%	35%	40%
Max CIL £ psm 275.79 (recommended CIL) (120.00)	0.00	808,661	713,354	618,047	522,709	427,357	331,971	236,551	
	10.00	795,831	701,237	606,642	512,011	417,373	322,694	227,981	
	20.00	783,001	689,119	595,238	501,314	407,389	313,417	219,412	
	30.00	770,171	677,002	583,828	490,616	397,404	304,140	210,842	
	40.00	757,341	664,885	572,417	479,919	387,414	294,863	202,273	
	50.00	744,511	652,768	561,007	469,221	377,423	285,586	193,703	
	60.00	731,681	640,650	549,596	458,523	367,432	276,308	185,134	
	70.00	718,851	628,533	538,185	447,826	357,442	267,031	176,564	
	80.00	706,021	616,416	526,774	437,128	347,451	257,751	167,994	
	90.00	693,191	604,297	515,364	426,431	337,460	248,467	159,424	
	100.00	680,361	592,173	503,953	415,733	327,469	239,184	150,848	
	110.00	667,531	580,049	492,542	405,035	317,479	229,900	142,272	
	120.00	654,701	567,925	481,131	394,330	307,488	220,616	133,695	
	130.00	641,871	555,801	469,721	383,626	297,497	211,333	125,119	
	140.00	629,041	543,677	458,310	372,922	287,507	202,049	116,542	
	150.00	616,207	531,553	446,899	362,217	277,516	192,765	107,966	
	160.00	603,370	519,429	435,488	351,513	267,525	183,482	99,390	
	170.00	590,533	507,305	424,077	340,809	257,527	174,198	90,813	
	180.00	577,696	495,181	412,665	330,104	247,529	164,914	82,237	
	190.00	564,858	483,057	401,247	319,400	237,532	155,625	73,654	
	200.00	552,021	470,933	389,829	308,696	227,534	146,334	65,070	
	210.00	539,184	458,809	378,411	297,991	217,536	137,043	56,487	
	220.00	526,347	446,685	366,993	287,287	207,538	127,752	47,903	
	230.00	513,510	434,561	355,575	276,583	197,540	118,461	39,319	
	240.00	500,673	422,435	344,157	265,873	187,543	109,170	30,735	
	250.00	487,836	410,304	332,739	255,161	177,545	99,879	22,151	

TABLE 2

TABLE 2		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 275.79 (recommended CIL) (120.00)	0.00		236,551	198,338	160,125	121,882	83,638	45,364	7,080
	10.00		227,981	189,768	151,549	113,305	75,057	36,780	(1,512)
	20.00		219,412	181,199	142,972	104,729	66,473	28,196	(10,104)
	30.00		210,842	172,629	134,396	96,153	57,889	19,613	(18,696)
	40.00		202,273	164,060	125,819	87,576	49,305	11,025	(27,288)
	50.00		193,703	155,486	117,243	78,998	40,721	2,433	(35,880)
	60.00		185,134	146,910	108,667	70,414	32,138	(6,159)	(44,476)
	70.00		176,564	138,334	100,090	61,830	23,554	(14,751)	(53,077)
	80.00		167,994	129,757	91,514	53,247	14,970	(23,343)	(61,678)
	90.00		159,424	121,181	82,938	44,663	6,378	(31,935)	(70,279)
	100.00		150,848	112,605	74,355	36,079	(2,214)	(40,527)	(78,880)
	110.00		142,272	104,028	65,772	27,495	(10,806)	(49,128)	(87,481)
	120.00		133,695	95,452	57,188	18,911	(19,398)	(57,729)	(96,090)
	130.00		125,119	86,876	48,604	10,323	(27,990)	(66,330)	(104,701)
	140.00		116,542	78,297	40,020	1,731	(36,582)	(74,931)	(113,311)
	150.00		107,966	69,713	31,436	(6,861)	(45,179)	(83,532)	(121,922)
	160.00		99,390	61,129	22,853	(15,453)	(53,780)	(92,136)	(130,532)
	170.00		90,813	52,545	14,268	(24,045)	(62,381)	(100,747)	(139,153)
	180.00		82,237	43,961	5,676	(32,637)	(70,982)	(109,358)	(147,774)
	190.00		73,654	35,378	(2,916)	(41,230)	(79,583)	(117,968)	(156,395)
	200.00		65,070	26,794	(11,508)	(49,831)	(88,183)	(126,579)	(165,016)
	210.00		56,487	18,210	(20,100)	(58,432)	(96,793)	(135,195)	(173,645)
	220.00		47,903	9,621	(28,692)	(67,033)	(105,404)	(143,816)	(182,277)
	230.00		39,319	1,029	(37,284)	(75,633)	(114,015)	(152,437)	(190,909)
	240.00		30,735	(7,563)	(45,882)	(84,234)	(122,625)	(161,058)	(199,542)
	250.00		22,151	(16,155)	(54,483)	(92,840)	(131,237)	(169,682)	(208,316)

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Scheme Typology:
Site Typology:
Notes/Comments:

Houses & Flats

Location / Value Zone: **Area Wide**
Lower Quartile BCIS, Current CIL: £54.80

No Units:

Greenfield/Brownfield: **300 Greenfield**

TABLE 3

Balance (RLV - BLV £ per acre (n))	Profit							
	1	15%	16%	17%	18%	19%	20%	21%
0.00	406,470	372,486	338,503	304,519	270,535	236,551	202,567	
10.00	397,901	363,917	329,933	295,949	261,965	227,981	193,997	
20.00	389,331	355,347	321,363	287,380	253,396	219,412	185,428	
30.00	380,762	346,778	312,794	278,810	244,826	210,842	176,858	
40.00	372,192	338,208	304,224	270,240	236,257	202,273	168,289	
50.00	363,623	329,639	295,655	261,671	227,687	193,703	159,719	
60.00	355,053	321,069	287,085	253,101	219,117	185,134	151,150	
70.00	346,483	312,500	278,516	244,532	210,548	176,564	142,580	
80.00	337,914	303,930	269,946	235,962	201,978	167,994	134,011	
90.00	329,344	295,360	261,376	227,392	193,408	159,424	125,440	
100.00	320,767	286,783	252,800	218,816	184,832	150,848	116,864	
110.00	312,191	278,207	244,223	210,239	176,255	142,272	108,288	
120.00	303,615	269,631	235,647	201,663	167,679	133,695	99,711	
130.00	295,038	261,054	227,071	193,087	159,103	125,119	91,135	
140.00	286,462	252,478	218,494	184,510	150,526	116,542	82,559	
150.00	277,886	243,902	209,918	175,934	141,950	107,966	73,982	
160.00	269,309	235,325	201,341	167,358	133,374	99,390	65,406	
170.00	260,733	226,749	192,765	158,781	124,797	90,813	56,830	
180.00	252,157	218,173	184,189	150,205	116,221	82,237	48,253	
190.00	243,574	209,590	175,606	141,622	107,638	73,654	39,670	
200.00	234,990	201,006	167,022	133,038	99,054	65,070	31,086	
210.00	226,406	192,422	158,438	124,454	90,470	56,487	22,503	
220.00	217,822	183,838	149,854	115,871	81,887	47,903	13,919	
230.00	209,238	175,254	141,271	107,287	73,303	39,319	5,335	
240.00	200,655	166,671	132,687	98,703	64,719	30,735	(3,249)	
250.00	192,071	158,087	124,103	90,119	56,135	22,151	(11,833)	

TABLE 4

Balance (RLV - BLV £ per acre (n))	BLV (£ per acre (n))							
	1	100,000	125,000	150,000	175,000	200,000	225,000	250,000
0.00	353,218	328,218	303,218	278,218	253,218	228,218	203,218	
10.00	344,648	319,648	294,648	269,648	244,648	219,648	194,648	
20.00	336,079	311,079	286,079	261,079	236,079	211,079	186,079	
30.00	327,509	302,509	277,509	252,509	227,509	202,509	177,509	
40.00	318,940	293,940	268,940	243,940	218,940	193,940	168,940	
50.00	310,370	285,370	260,370	235,370	210,370	185,370	160,370	
60.00	301,801	276,801	251,801	226,801	201,801	176,801	151,801	
70.00	293,231	268,231	243,231	218,231	193,231	168,231	143,231	
80.00	284,661	259,661	234,661	209,661	184,661	159,661	134,661	
90.00	276,091	251,091	226,091	201,091	176,091	151,091	126,091	
100.00	267,515	242,515	217,515	192,515	167,515	142,515	117,515	
110.00	258,939	233,939	208,939	183,939	158,939	133,939	108,939	
120.00	250,362	225,362	200,362	175,362	150,362	125,362	100,362	
130.00	241,786	216,786	191,786	166,786	141,786	116,786	91,786	
140.00	233,209	208,209	183,209	158,209	133,209	108,209	83,209	
150.00	224,633	199,633	174,633	149,633	124,633	99,633	74,633	
160.00	216,057	191,057	166,057	141,057	116,057	91,057	66,057	
170.00	207,480	182,480	157,480	132,480	107,480	82,480	57,480	
180.00	198,904	173,904	148,904	123,904	98,904	73,904	48,904	
190.00	190,321	165,321	140,321	115,321	90,321	65,321	40,321	
200.00	181,737	156,737	131,737	106,737	81,737	56,737	31,737	
210.00	173,154	148,154	123,154	98,154	73,154	48,154	23,154	
220.00	164,570	139,570	114,570	89,570	64,570	39,570	14,570	
230.00	155,986	130,986	105,986	80,986	55,986	30,986	5,986	
240.00	147,402	122,402	97,402	72,402	47,402	22,402	(2,598)	
250.00	138,818	113,818	88,818	63,818	38,818	13,818	(11,182)	

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Scheme Typology:

Houses & Flats

No Units:

300

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 5		Density (dph) (net)				40			
Balance (RLV - BLV £ per acre (n))		1	30	35	40	45	50	55	60
CIL £psm 275.79 (recommended CIL) (120.00)	0.00		123,246	179,899	236,551	293,203	349,855	406,508	463,160
	10.00		116,819	172,400	227,981	283,562	339,143	394,724	450,306
	20.00		110,392	164,902	219,412	273,922	328,431	382,941	437,451
	30.00		103,965	157,404	210,842	264,281	317,720	371,158	424,597
	40.00		97,538	149,905	202,273	254,640	307,008	359,375	411,743
	50.00		91,111	142,407	193,703	244,999	296,296	347,592	398,888
	60.00		84,683	134,908	185,134	235,359	285,584	335,809	386,034
	70.00		78,256	127,410	176,564	225,718	274,872	324,026	373,180
	80.00		71,829	119,912	167,994	216,077	264,160	312,242	360,325
	90.00		65,401	112,413	159,424	206,436	253,447	300,458	347,470
	100.00		58,969	104,908	150,848	196,787	242,727	288,666	334,605
	110.00		52,537	97,404	142,272	187,139	232,006	276,873	321,741
	120.00		46,105	89,900	133,695	177,490	221,286	265,081	308,876
	130.00		39,672	82,396	125,119	167,842	210,565	253,289	296,012
	140.00		33,240	74,891	116,542	158,194	199,845	241,496	283,147
	150.00		26,808	67,387	107,966	148,545	189,124	229,704	270,283
	160.00		20,376	59,883	99,390	138,897	178,404	217,911	257,418
	170.00		13,943	52,378	90,813	129,249	167,684	206,119	244,554
	180.00		7,511	44,874	82,237	119,600	156,963	194,326	231,689
	190.00		1,074	37,364	73,654	109,944	146,235	182,525	218,815
	200.00		(5,364)	29,853	65,070	100,288	135,505	170,722	205,939
	210.00		(11,802)	22,342	56,487	90,631	124,775	158,919	193,063
	220.00		(18,240)	14,832	47,903	80,974	114,045	147,116	180,188
	230.00		(24,678)	7,321	39,319	71,317	103,315	135,314	167,312
	240.00		(31,115)	(190)	30,735	61,660	92,586	123,511	154,436
	250.00		(37,553)	(7,701)	22,151	52,004	81,856	111,708	141,560

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 275.79 (recommended CIL) (120.00)	0.00		478,366	357,512	236,551	115,445	(5,883)	(127,575)	(255,753)
	10.00		469,812	348,953	227,981	106,869	(14,479)	(136,203)	(265,791)
	20.00		461,254	340,390	219,412	98,291	(23,080)	(144,835)	(275,838)
	30.00		452,696	331,826	210,842	89,707	(31,681)	(153,467)	(285,893)
	40.00		444,138	323,263	202,273	81,123	(40,282)	(162,099)	(295,949)
	50.00		435,580	314,699	193,703	72,539	(48,883)	(170,738)	(306,022)
	60.00		427,022	306,136	185,134	63,955	(57,484)	(179,381)	(316,096)
	70.00		418,464	297,572	176,564	55,372	(66,091)	(188,025)	(326,184)
	80.00		409,906	289,009	167,994	46,788	(74,702)	(196,669)	(336,276)
	90.00		401,348	280,445	159,424	38,204	(83,312)	(205,356)	(346,383)
	100.00		392,790	271,882	150,848	29,618	(91,923)	(214,426)	(356,495)
	110.00		384,232	263,318	142,272	21,026	(100,533)	(224,224)	(366,624)
	120.00		375,674	254,755	133,695	12,434	(109,150)	(234,244)	(376,760)
	130.00		367,116	246,192	125,119	3,842	(117,771)	(244,266)	(386,913)
	140.00		358,558	237,628	116,542	(4,750)	(126,392)	(254,289)	(397,079)
	150.00		349,999	229,062	107,966	(13,342)	(135,012)	(264,326)	(407,256)
	160.00		341,441	220,492	99,390	(21,934)	(143,634)	(274,365)	(417,455)
	170.00		332,883	211,922	90,813	(30,532)	(152,266)	(284,409)	(427,670)
	180.00		324,325	203,353	82,237	(39,133)	(160,898)	(294,464)	(437,903)
	190.00		315,762	194,783	73,654	(47,734)	(169,530)	(304,520)	(448,156)
	200.00		307,199	186,214	65,070	(56,335)	(178,164)	(314,592)	(458,431)
	210.00		298,635	177,644	56,487	(64,936)	(186,808)	(324,666)	(468,731)
	220.00		290,072	169,075	47,903	(73,536)	(195,451)	(334,754)	(479,059)
	230.00		281,508	160,505	39,319	(82,146)	(204,095)	(344,846)	(489,416)
	240.00		272,945	151,936	30,735	(90,756)	(213,120)	(354,954)	(499,807)
	250.00		264,381	143,366	22,151	(99,367)	(222,798)	(365,065)	(510,234)

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Scheme Typology:

Houses & Flats

No Units:

300

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 275.79 (recommended CIL) (120.00)	0.00		(21,171)	107,795	236,551	365,182	493,723	622,210	750,674
	10.00		(29,769)	99,219	227,981	356,618	485,165	613,656	742,121
	20.00		(38,370)	90,642	219,412	348,055	476,607	605,103	733,567
	30.00		(46,971)	82,061	210,842	339,491	468,049	596,550	725,014
	40.00		(55,572)	73,477	202,273	330,928	459,491	587,996	716,461
	50.00		(64,173)	64,893	193,703	322,364	450,933	579,443	707,907
	60.00		(72,776)	56,310	185,134	313,801	442,375	570,890	699,354
	70.00		(81,387)	47,726	176,564	305,238	433,817	562,336	690,800
	80.00		(89,997)	39,142	167,994	296,674	425,258	553,783	682,247
	90.00		(98,608)	30,558	159,424	288,111	416,700	545,230	673,694
	100.00		(107,218)	21,974	150,848	279,547	408,142	536,676	665,140
	110.00		(115,835)	13,382	142,272	270,984	399,584	528,119	656,587
	120.00		(124,456)	4,790	133,695	262,420	391,026	519,561	648,034
	130.00		(133,077)	(3,802)	125,119	253,857	382,468	511,002	639,480
	140.00		(141,698)	(12,394)	116,542	245,287	373,910	502,444	630,927
	150.00		(150,325)	(20,986)	107,966	236,718	365,346	493,886	622,374
	160.00		(158,957)	(29,578)	99,390	228,148	356,783	485,328	613,820
	170.00		(167,588)	(38,177)	90,813	219,579	348,219	476,770	605,267
	180.00		(176,220)	(46,778)	82,237	211,009	339,656	468,212	596,714
	190.00		(184,863)	(55,378)	73,654	202,440	331,092	459,654	588,160
	200.00		(193,507)	(63,979)	65,070	193,870	322,529	451,096	579,607
	210.00		(202,151)	(72,580)	56,487	185,301	313,965	442,538	571,053
	220.00		(211,064)	(81,183)	47,903	176,731	305,402	433,980	562,500
	230.00		(220,550)	(89,794)	39,319	168,161	296,838	425,422	553,947
	240.00		(230,557)	(98,404)	30,735	159,592	288,275	416,864	545,393
	250.00		(240,578)	(107,015)	22,151	151,019	279,711	408,306	536,840
TABLE 8		Grant (£ per unit)							
Balance (RLV - BLV £ per acre (n))		1	0	5,000	10,000	15,000	20,000	25,000	30,000
CIL £psm 275.79 (recommended CIL) (120.00)	0.00		236,551	306,819	377,064	447,268	517,464	587,625	657,787
	10.00		227,981	298,255	368,506	438,710	508,910	579,072	649,234
	20.00		219,412	289,692	359,945	430,152	500,357	570,519	640,680
	30.00		210,842	281,128	351,382	421,594	491,799	561,965	632,127
	40.00		202,273	272,565	342,818	413,036	483,241	553,412	623,574
	50.00		193,703	264,001	334,255	404,478	474,683	544,859	615,020
	60.00		185,134	255,438	325,691	395,920	466,125	536,305	606,467
	70.00		176,564	246,871	317,128	387,362	457,567	527,752	597,913
	80.00		167,994	238,302	308,564	378,804	449,009	519,198	589,360
	90.00		159,424	229,732	300,001	370,246	440,450	510,645	580,807
	100.00		150,848	221,163	291,437	361,688	431,892	502,092	572,253
	110.00		142,272	212,593	282,874	353,127	423,334	493,538	563,700
	120.00		133,695	204,024	274,310	344,564	414,776	484,981	555,147
	130.00		125,119	195,454	265,747	336,000	406,218	476,423	546,593
	140.00		116,542	186,885	257,183	327,437	397,660	467,865	538,040
	150.00		107,966	178,315	248,620	318,873	389,102	459,307	529,487
	160.00		99,390	169,745	240,053	310,310	380,544	450,749	520,933
	170.00		90,813	161,176	231,483	301,746	371,986	442,191	512,380
	180.00		82,237	152,604	222,914	293,183	363,428	433,633	503,826
	190.00		73,654	144,028	214,344	284,619	354,870	425,074	495,273
	200.00		65,070	135,452	205,775	276,056	346,309	416,516	486,720
	210.00		56,487	126,875	197,205	267,492	337,746	407,958	478,163
	220.00		47,903	118,299	188,636	258,929	329,182	399,400	469,605
	230.00		39,319	109,723	180,066	250,365	320,619	390,842	461,047
	240.00		30,735	101,146	171,496	241,802	312,055	382,284	452,489
	250.00		22,151	92,570	162,927	233,234	303,492	373,726	443,931

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

251201 SWC_Residential Appraisals_CIL_v3_F_K

Appraisal Ref: **I** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Area Wide** No Units: **400**
 Notes/Comments: **Lower Quartile BCIS, Current CIL: £54.80** Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme		400 Units															
AH Policy requirement (% Target)		40%															
Open Market Sale (OMS) housing		Open Market Sale (OMS)		60%													
AH tenure split %		Affordable Rent:		0.0%		70.0% % Rented											
		Social Rent:		70.0%													
		First Homes:		0.0%													
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%		12.0% % of total (>10% First Homes PPG 023)											
				100%		100.0%											
CIL Rate (£ psm)		277.42 £ psm															
Unit Mix -		OMS Unit mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units					
2 bed House		25.0%		60.0		22.0%		35.2		24%		95.2					
3 bed House		20.0%		48.0		15.0%		24.0		18%		72.0					
3 bed House (with garage)		20.0%		48.0		15.0%		24.0		18%		72.0					
4 bed House (with garage)		20.0%		48.0		10.0%		16.0		16%		64.0					
5 bed House (with garage)		5.0%		12.0		0.0%		0.0		3%		12.0					
1 bed Flat		4.0%		9.6		13.0%		20.8		8%		30.4					
2 bed Flat		6.0%		14.4		25.0%		40.0		14%		54.4					
3 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0					
Total number of units		100.0%		240.0		100.0%		160.0		100%		400.0					
Net area per unit		(sqm)		(sqft)		Net to Gross %		Garage area (sqm)		Gross (GIA) per unit (sqm)		(sqft)					
2 bed House		75.0		807						75.0		807					
3 bed House		95.0		1,023						95.0		1,023					
3 bed House (with garage)		95.0		1,023				16.0		111.0		1,195					
4 bed House (with garage)		120.0		1,292				16.0		136.0		1,464					
5 bed House (with garage)		135.0		1,453				16.0		151.0		1,625					
1 bed Flat		50.0		538		85.0%				58.8		633					
2 bed Flat		65.0		700		85.0%				76.5		823					
3 bed Flat		0.0		0		85.0%				0.0		0					
Net area per unit		(sqm)		(sqft)		Net to Gross %		Garage area (sqm)		Gross (GIA) per unit (sqm)		(sqft)					
2 bed House		75.0		807						75.0		807					
3 bed House		95.0		1,023						95.0		1,023					
3 bed House (with garage)		95.0		1,023				16.0		111.0		1,195					
4 bed House (with garage)		120.0		1,292				16.0		136.0		1,464					
5 bed House (with garage)		135.0		1,453				16.0		151.0		1,625					
1 bed Flat		50.0		538		85.0%				58.8		633					
2 bed Flat		65.0		700		85.0%				76.5		823					
3 bed Flat		0.0		0		85.0%				0.0		0					
Total Gross Overall Floor areas -		(sqm)		(sqft)		AH units GIA (sqm)		(sqft)		Total GIA (all units) (sqm)		(sqft)					
2 bed House		4,500		48,438		2,640		28,417		7,140		76,854					
3 bed House		4,560		49,083		2,280		24,542		6,840		73,625					
3 bed House (with garage)		5,328		57,350		2,664		28,675		7,992		86,025					
4 bed House (with garage)		6,528		70,267		2,176		23,422		8,704		93,689					
5 bed House (with garage)		1,812		19,504		0		0		1,812		19,504					
1 bed Flat		565		6,078		1,224		13,170		1,788		19,248					
2 bed Flat		1,101		11,853		3,059		32,925		4,160		44,778					
3 bed Flat		0		0		0		0		0		0					
		24,394		262,574		14,042		151,151		38,436		413,724					
AH % by floor area:		36.53% AH % by floor area (difference due to mix)															
Open Market Sales values (£) -		£ OMS (per unit)		£ psm (net)		£ psf (net)		£ psm (gross)		£ psf (gross)		total MV £ (no AH)					
2 bed House		330,000		4,400		409		4,400		409		31,416,000					
3 bed House		415,000		4,368		406		4,368		406		29,880,000					
3 bed House (with garage)		425,000		4,474		416		3,829		356		30,600,000					
4 bed House (with garage)		510,000		4,250		395		3,750		348		32,640,000					
5 bed House (with garage)		570,000		4,222		392		3,775		351		6,840,000					
1 bed Flat		205,000		4,100		381		3,485		324		6,232,000					
2 bed Flat		255,000		3,923		364		3,335		310		13,872,000					
3 bed Flat		0		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		0					
												151,480,000					
Affordable Housing values (£) -		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV		Other Int. £		% of MV	
2 bed House		123,750		37.5%		123,750		37.5%		231,000		70.0%		231,000		70.0%	
3 bed House		155,625		37.5%		155,625		37.5%		250,000		70.0%		290,500		70.0%	
3 bed House (with garage)		159,375		37.5%		159,375		37.5%		250,000		70.0%		297,500		70.0%	
4 bed House (with garage)		191,250		37.5%		191,250		37.5%		250,000		70.0%		357,000		70.0%	
5 bed House (with garage)		213,750		37.5%		213,750		37.5%		250,000		70.0%		399,000		70.0%	
1 bed Flat		76,875		37.5%		76,875		37.5%		143,500		70.0%		143,500		70.0%	
2 bed Flat		95,625		37.5%		95,625		37.5%		178,500		70.0%		178,500		70.0%	
3 bed Flat		0		37.5%		0		37.5%		0		70.0%		0		70.0%	
		* capped @£250K															

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Site Typology:

Notes/Comments:

Houses & Flats

Location / Value Zone:

Lower Quartile BCIS, Current CIL: £54.80

No Units:

Greenfield/Brownfield:

400

Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
2 bed House	60.0	@	330,000	19,800,000
3 bed House	48.0	@	415,000	19,920,000
3 bed House (with garage)	48.0	@	425,000	20,400,000
4 bed House (with garage)	48.0	@	510,000	24,480,000
5 bed House (with garage)	12.0	@	570,000	6,840,000
1 bed Flat	9.6	@	205,000	1,968,000
2 bed Flat	14.4	@	255,000	3,672,000
3 bed Flat	0.0	@	0	-
	240.0			97,080,000
Affordable Rent GDV -				
2 bed House	0.0	@	123,750	-
3 bed House	0.0	@	155,625	-
3 bed House (with garage)	0.0	@	159,375	-
4 bed House (with garage)	0.0	@	191,250	-
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	0.0	@	76,875	-
2 bed Flat	0.0	@	95,625	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	24.6	@	123,750	3,049,200
3 bed House	16.8	@	155,625	2,614,500
3 bed House (with garage)	16.8	@	159,375	2,677,500
4 bed House (with garage)	11.2	@	191,250	2,142,000
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	14.6	@	76,875	1,119,300
2 bed Flat	28.0	@	95,625	2,677,500
3 bed Flat	0.0	@	0	-
	112.0			14,280,000
First Homes GDV -				
2 bed House	0.0	@	231,000	-
3 bed House	0.0	@	250,000	-
3 bed House (with garage)	0.0	@	250,000	-
4 bed House (with garage)	0.0	@	250,000	-
5 bed House (with garage)	0.0	@	250,000	-
1 bed Flat	0.0	@	143,500	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	10.6	@	231,000	2,439,360
3 bed House	7.2	@	290,500	2,091,600
3 bed House (with garage)	7.2	@	297,500	2,142,000
4 bed House (with garage)	4.8	@	357,000	1,713,600
5 bed House (with garage)	0.0	@	399,000	-
1 bed Flat	6.2	@	143,500	895,440
2 bed Flat	12.0	@	178,500	2,142,000
3 bed Flat	0.0	@	0	-
	48.0	160.0		11,424,000
Sub-total GDV Residential				122,784,000
AH on-site cost analysis:				
747 £ psm (total GIA sqm)				28,696,000
EMV (no AH) less £GDV (inc. AH)				71,740 £ per unit (total units)
Grant				
	400	units @		per unit
Total GDV				122,784,000

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

No Units:

400

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

DEVELOPMENT COSTS

Initial Payments -

Statutory Planning Fees (Residential)	01-Apr-25		(capped at £411,885)	97,535 £	(97,535)
Planning Application Professional Fees, Surveys and reports			(capped at £1,500,000)	292,605 £	(292,605)
CIL (Mkrt only inc. garages)	Max	24,394 sqm	277.42 £ psm		(6,767,372)

CIL analysis:

5.51% % of GDV

16,918 £ per unit (total units)

Site Specific S106	Year 1		0	-
(strategic site cashflow yrs 1-15)	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	-

Site Specific S106 (installment)	400 units @	27,194 per unit	(10,877,600)

Sub-total

1,087,760 £ per ha

8.86% % of GDV

27,194 £ per unit (total units)

AH Commuted Sum	38,436 sqm (total)	£ psm	-

Comm. Sum analysis:

0.00% % of GDV

Construction Costs -

Site Clearance, Demolition & Remediation	10.00 ha @	£ per ha (if brownfield)	-

Strategic Site Infra. 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	-
Years 1-15	400 units @	per unit	-
Sub-total			-

Infra. Costs analysis:

- £ per ha

0.00% % of GDV

0 £ per unit (total units)

2 bed House	7,140 sqm @	1,451 psm	(10,360,140)
3 bed House	6,840 sqm @	1,451 psm	(9,924,840)
3 bed House (EXC. garage)	6,840 sqm @	1,451 psm	(9,924,840)
4 bed House (EXC. garage)	7,680 sqm @	1,451 psm	(11,143,680)
5 bed House (EXC. garage)	1,620 sqm @	1,451 psm	(2,350,620)
1 bed Flat	1,788 sqm @	1,628 psm	(2,911,247)
2 bed Flat	4,160 sqm @	1,628 psm	(6,772,480)
3 bed Flat	- sqm @	1,628 psm	-
Garages for 3B House	72.0 16.0 1,152 sqm @	531 psm	(612,000)
Garages for 4B House	64.0 16.0 1,024 sqm @	531 psm	(544,000)
Garages for 5B House	12.0 16.0 192 sqm @	531 psm	(102,000)

Total GIA check:

38,436

£ per garage

£8,500

15.0%

External works	54,645,847 @	20,492 £ per unit (total units)	(8,196,877)

Ext. Works analysis:

Policy Costs on design -

Net Biodiversity costs	400 units @	1,003 £ per unit	(401,200)
M4(2) Category 2 Housing	Aff units 160 units @	95% @ 625 £ per unit	(95,000)
M4(3) Category 3 Housing	Aff units (>20 units) 160 units @	5% @ 12,133 £ per unit	(97,064)
M4(2) Category 2 Housing	OMS units 240 units @	95% @ 625 £ per unit	(142,500)
M4(3) Category 3 Housing	OMS units (>20 units) 240 units @	5% @ 12,133 £ per unit	(145,596)
Part L/FHS - Houses	315 units @	5,816 £ per unit	(1,833,203)
Part L/FHS - Flats	85 units @	2,712 £ per unit	(229,978)

Part L/FHS analysis:

3.8% % of BCIS costs

EV Charging Points - Houses	315 units @	0 £ per unit	-
EV Charging Points - Flats	85 units @	0 £ per 4 units	-
Water Efficiency - Houses	315 units @	2,683 £ per unit	(845,682)
Water Efficiency - Flats	85 units @	909 £ per unit	(77,083)
Broadband infrastructure	(< 20 units only) - units @	747 £ per unit	-
Sub-total			(3,867,306)

Policy Costs analysis: (design costs only)

9,668 £ per unit (total units)

7.1% % of BCIS costs

Contingency (on construction)	66,710,030 @	3.0%	(2,001,301)

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology: Houses & Flats
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: Lower Quartile BCIS, Current CIL: £54.80
 No Units: 400
 Greenfield/Brownfield: Greenfield

Professional Fees	66,710,030	@	6.5%		(4,336,152)
Disposal Costs -					
OMS Marketing and Promotion	97,080,000	OMS @	3.00%	7,281 £ per unit	(2,912,400)
Residential Sales Agent Costs	97,080,000	OMS @	1.00%	2,427 £ per unit	(970,800)
Residential Sales Legal Costs	97,080,000	OMS @	0.50%	1,214 £ per unit	(485,400)
Affordable Sale Legal Costs	25,704,000	AH @	0.25%	161 £ per unit	(64,260)
Empty Property Costs (SC, Council Tax proxy)	400 units (1/2 back during sales period)		0	0 £ per unit PA (£ per	-
Disposal Cost analysis:				11,082 £ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00% APR		0.565% pcm	(133,004)
Developers Profit -					
Profit on OMS	97,080,000		20.00%		(19,416,000)
Margin on AH	25,704,000		6.00% on AH values		(1,542,240)
Profit analysis:	122,784,000		17.07% blended GDV	(20,958,240)	
	95,648,458		21.91% on costs	(20,958,240)	
TOTAL COSTS					(116,606,698)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					6,177,302
SDLT	6,177,302	@	HMRC formula		(298,365)
Acquisition Agent fees	6,177,302	@	1.0%		(61,773)
Acquisition Legal fees	6,177,302	@	0.5%		(30,887)
Interest on Land	6,177,302	@	7.00%		(432,411)
Residual Land Value					5,353,866
RLV analysis:	13,385 £ per plot	535,387 £ per ha (net)	216,668 £ per acre (net)		
		321,232 £ per ha (gross)	130,001 £ per acre (gross)		
			4.36% % RLV / GDV		

BENCHMARK LAND VALUE (BLV)					
Residential Density		40.0 dph (net)			
Site Area (net)		10.00 ha (net)	24.71 acres (net)		
Net to Gross ratio		60%			
Site Area (gross)		16.67 ha (gross)	41.18 acres (gross)		
Density analysis:		3,844 sqm/ha (net)	16,743 sqft/ac (net)		
		24 dph (gross)			
Benchmark Land Value (net)	13,385 £ per plot	535,384 £ per ha (net)	216,667 £ per acre (net)		5,353,842
BLV analysis:		321,230 £ per ha (gross)	130,000 £ per acre (gross)		

BALANCE					
Surplus/(Deficit)		2 £ per ha (net)	1 £ per acre (net)		25

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

No Units:

400

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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

TABLE 1		Affordable Housing - % on site 40%							
Balance (RLV - BLV £ per acre (n))		1	10%	15%	20%	25%	30%	35%	40%
Max CIL £ psm 277.42 (recommended CIL) (120.00)	0.00		810,072	714,764	619,443	524,113	428,754	333,368	237,943
	10.00		797,247	702,647	608,038	513,416	418,770	324,093	229,376
	20.00		784,423	690,529	596,634	502,720	408,787	314,817	220,809
	30.00		771,595	678,412	585,230	492,023	398,803	305,542	212,242
	40.00		758,765	666,295	573,825	481,326	388,816	296,267	203,675
	50.00		745,935	654,178	562,421	470,630	378,828	286,991	195,108
	60.00		733,105	642,061	551,013	459,933	368,839	277,714	186,538
	70.00		720,275	629,944	539,604	449,236	358,850	268,433	177,965
	80.00		707,445	617,826	528,194	438,540	348,861	259,152	169,393
	90.00		694,615	605,709	516,784	427,843	338,872	249,871	160,820
	100.00		681,785	593,592	505,374	417,146	328,884	240,591	152,248
	110.00		668,955	581,475	493,965	406,450	318,895	231,310	143,675
	120.00		656,126	569,356	482,555	395,748	308,906	222,029	135,103
	130.00		643,296	557,233	471,145	385,045	298,917	212,748	126,531
	140.00		630,466	545,111	459,735	374,343	288,928	203,467	117,954
	150.00		617,636	532,988	448,326	363,641	278,934	194,185	109,375
	160.00		604,806	520,865	436,916	352,939	268,939	184,898	100,797
	170.00		591,976	508,742	425,506	342,236	258,944	175,611	92,218
	180.00		579,142	496,619	414,095	331,534	248,949	166,324	83,639
	190.00		566,306	484,496	402,679	320,832	238,955	157,037	75,061
	200.00		553,470	472,373	391,263	310,129	228,960	147,750	66,482
	210.00		540,634	460,251	379,847	299,427	218,965	138,464	57,897
	220.00		527,798	448,128	368,432	288,720	208,971	129,177	49,312
	230.00		514,962	436,005	357,016	278,012	198,974	119,885	40,727
	240.00		502,126	423,880	345,600	267,303	188,973	110,592	32,142
	250.00		489,290	411,751	334,184	256,594	178,972	101,298	23,556

TABLE 2

TABLE 2		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 277.42 (recommended CIL) (120.00)	0.00		237,943	199,742	161,521	123,294	85,041	46,773	8,483
	10.00		229,376	191,174	152,948	114,716	76,463	38,188	(109)
	20.00		220,809	182,602	144,376	106,137	67,884	29,602	(8,702)
	30.00		212,242	174,029	135,803	97,559	59,300	21,017	(17,294)
	40.00		203,675	165,457	127,231	88,980	50,715	12,428	(25,886)
	50.00		195,108	156,884	118,655	80,401	42,130	3,836	(34,486)
	60.00		186,538	148,312	110,076	71,823	33,544	(4,756)	(43,086)
	70.00		177,965	139,739	101,497	63,242	24,959	(13,349)	(51,686)
	80.00		169,393	131,167	92,919	54,657	16,374	(21,941)	(60,286)
	90.00		160,820	122,593	84,340	46,071	7,781	(30,537)	(68,891)
	100.00		152,248	114,015	75,762	37,486	(811)	(39,137)	(77,499)
	110.00		143,675	105,436	67,183	28,901	(9,403)	(47,737)	(86,108)
	120.00		135,103	96,858	58,599	20,316	(17,996)	(56,337)	(94,716)
	130.00		126,531	88,279	50,013	11,726	(26,589)	(64,939)	(103,331)
	140.00		117,954	79,701	41,428	3,134	(35,189)	(73,547)	(111,948)
	150.00		109,375	71,122	32,843	(5,458)	(43,789)	(82,155)	(120,565)
	160.00		100,797	62,540	24,258	(14,051)	(52,389)	(90,763)	(129,185)
	170.00		92,218	53,955	15,672	(22,643)	(60,989)	(99,374)	(137,811)
	180.00		83,639	45,370	7,079	(31,240)	(69,594)	(107,991)	(146,437)
	190.00		75,061	36,785	(1,513)	(39,840)	(78,203)	(116,608)	(155,066)
	200.00		66,482	28,200	(10,105)	(48,440)	(86,811)	(125,225)	(163,702)
	210.00		57,897	19,614	(18,698)	(57,040)	(95,419)	(133,850)	(172,338)
	220.00		49,312	11,024	(27,291)	(65,642)	(104,035)	(142,477)	(180,980)
	230.00		40,727	2,432	(35,891)	(74,250)	(112,652)	(151,103)	(189,626)
	240.00		32,142	(6,160)	(44,491)	(82,858)	(121,269)	(159,737)	(198,273)
	250.00		23,556	(14,753)	(53,091)	(91,467)	(129,889)	(168,373)	(206,930)

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

No Units:

400

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 3		Profit	20%							
Balance (RLV - BLV £ per acre (n))		1	15%	16%	17%	18%	19%	20%	21%	
CIL £psm 277.42 (recommended CIL) (120.00)	0.00	10.00	407,862	373,879	339,895	305,911	271,927	237,943	203,959	
	10.00	20.00	399,296	365,312	331,328	297,344	263,360	229,376	195,392	
	20.00	30.00	390,729	356,745	322,761	288,777	254,793	220,809	186,825	
	30.00	40.00	382,162	348,178	314,194	280,210	246,226	212,242	178,258	
	40.00	50.00	373,595	339,611	305,627	271,643	237,659	203,675	169,691	
	50.00	60.00	365,028	331,044	297,060	263,076	229,092	195,108	161,125	
	60.00	70.00	356,457	322,473	288,490	254,506	220,522	186,538	152,554	
	70.00	80.00	347,885	313,901	279,917	245,933	211,949	177,965	143,981	
	80.00	90.00	339,312	305,328	271,345	237,361	203,377	169,393	135,409	
	90.00	100.00	330,740	296,756	262,772	228,788	194,804	160,820	126,837	
	100.00	110.00	322,167	288,184	254,200	220,216	186,232	152,248	118,264	
	110.00	120.00	313,595	279,611	245,627	211,643	177,659	143,675	109,692	
	120.00	130.00	305,022	271,039	237,055	203,071	169,087	135,103	101,119	
	130.00	140.00	296,450	262,466	228,482	194,498	160,514	126,531	92,547	
	140.00	150.00	287,873	253,889	219,905	185,921	151,938	117,954	83,970	
	150.00	160.00	279,295	245,311	211,327	177,343	143,359	109,375	75,391	
	160.00	170.00	270,716	236,732	202,748	168,764	134,780	100,797	66,813	
	170.00	180.00	262,137	228,154	194,170	160,186	126,202	92,218	58,234	
	180.00	190.00	253,559	219,575	185,591	151,607	117,623	83,639	49,655	
	190.00	200.00	244,980	210,996	177,012	143,029	109,045	75,061	41,077	
	200.00	210.00	236,402	202,418	168,434	134,450	100,466	66,482	32,498	
	210.00	220.00	227,817	193,833	159,849	125,865	91,881	57,897	23,913	
	220.00	230.00	219,231	185,248	151,264	117,280	83,296	49,312	15,328	
	230.00	240.00	210,646	176,662	142,678	108,695	74,711	40,727	6,743	
	240.00	250.00	202,061	168,077	134,093	100,109	66,125	32,142	(1,842)	
			193,476	159,492	125,508	91,524	57,540	23,556	(10,428)	

TABLE 4		BLV (£ per acre (n))							
Balance (RLV - BLV £ per acre (n))		1	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm 277.42 (recommended CIL) (120.00)	0.00	10.00	354,610	329,610	304,610	279,610	254,610	229,610	204,610
	10.00	20.00	346,043	321,043	296,043	271,043	246,043	221,043	196,043
	20.00	30.00	337,476	312,476	287,476	262,476	237,476	212,476	187,476
	30.00	40.00	328,909	303,909	278,909	253,909	228,909	203,909	178,909
	40.00	50.00	320,342	295,342	270,342	245,342	220,342	195,342	170,342
	50.00	60.00	311,775	286,775	261,775	236,775	211,775	186,775	161,775
	60.00	70.00	303,205	278,205	253,205	228,205	203,205	178,205	153,205
	70.00	80.00	294,632	269,632	244,632	219,632	194,632	169,632	144,632
	80.00	90.00	286,060	261,060	236,060	211,060	186,060	161,060	136,060
	90.00	100.00	277,487	252,487	227,487	202,487	177,487	152,487	127,487
	100.00	110.00	268,915	243,915	218,915	193,915	168,915	143,915	118,915
	110.00	120.00	260,342	235,342	210,342	185,342	160,342	135,342	110,342
	120.00	130.00	251,770	226,770	201,770	176,770	151,770	126,770	101,770
	130.00	140.00	243,198	218,198	193,198	168,198	143,198	118,198	93,198
	140.00	150.00	234,621	209,621	184,621	159,621	134,621	109,621	84,621
	150.00	160.00	226,042	201,042	176,042	151,042	126,042	101,042	76,042
	160.00	170.00	217,464	192,464	167,464	142,464	117,464	92,464	67,464
	170.00	180.00	208,885	183,885	158,885	133,885	108,885	83,885	58,885
	180.00	190.00	200,306	175,306	150,306	125,306	100,306	75,306	50,306
	190.00	200.00	191,728	166,728	141,728	116,728	91,728	66,728	41,728
	200.00	210.00	183,149	158,149	133,149	108,149	83,149	58,149	33,149
	210.00	220.00	174,564	149,564	124,564	99,564	74,564	49,564	24,564
	220.00	230.00	165,979	140,979	115,979	90,979	65,979	40,979	15,979
	230.00	240.00	157,394	132,394	107,394	82,394	57,394	32,394	7,394
	240.00	250.00	148,809	123,809	98,809	73,809	48,809	23,809	(1,191)
			140,223	115,223	90,223	65,223	40,223	15,223	(9,777)

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

No Units:

400

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 5		Density (dph) (net)				40			
Balance (RLV - BLV £ per acre (n))		1	30	35	40	45	50	55	60
CIL £psm 277.42 (recommended CIL) (120.00)	0.00		124,290	181,117	237,943	294,769	351,595	408,422	465,248
	10.00		117,865	173,621	229,376	285,131	340,887	396,642	452,398
	20.00		111,440	166,125	220,809	275,494	330,178	384,863	439,547
	30.00		105,015	158,629	212,242	265,856	319,470	373,083	426,697
	40.00		98,590	151,133	203,675	256,218	308,761	361,304	413,847
	50.00		92,165	143,637	195,108	246,580	298,052	349,524	400,996
	60.00		85,737	136,137	186,538	236,938	287,339	337,740	388,140
	70.00		79,307	128,636	177,965	227,294	276,623	325,953	375,282
	80.00		72,878	121,135	169,393	217,650	265,908	314,165	362,423
	90.00		66,449	113,634	160,820	208,006	255,192	302,378	349,564
	100.00		60,019	106,134	152,248	198,362	244,477	290,591	336,705
	110.00		53,590	98,633	143,675	188,718	233,761	278,804	323,847
	120.00		47,160	91,132	135,103	179,074	223,045	267,017	310,988
	130.00		40,731	83,631	126,531	169,430	212,330	255,230	298,129
	140.00		34,299	76,126	117,954	159,781	201,609	243,436	285,264
	150.00		27,865	68,620	109,375	150,130	190,886	231,641	272,396
	160.00		21,431	61,114	100,797	140,479	180,162	219,845	259,528
	170.00		14,997	53,607	92,218	130,829	169,439	208,050	246,660
	180.00		8,563	46,101	83,639	121,178	158,716	196,254	233,793
	190.00		2,129	38,595	75,061	111,527	147,993	184,459	220,925
	200.00		(4,305)	31,089	66,482	101,876	137,270	172,663	208,057
	210.00		(10,744)	23,577	57,897	92,218	126,538	160,859	195,179
	220.00		(17,183)	16,065	49,312	82,559	115,807	149,054	182,301
	230.00		(23,622)	8,553	40,727	72,901	105,075	137,249	169,424
	240.00		(30,061)	1,040	32,142	63,243	94,344	125,445	156,546
	250.00		(36,499)	(6,472)	23,556	53,584	83,612	113,640	143,668

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 277.42 (recommended CIL) (120.00)	0.00		479,667	358,860	237,943	116,878	(4,427)	(126,149)	(254,169)
	10.00		471,114	350,303	229,376	108,299	(13,027)	(134,786)	(264,243)
	20.00		462,561	341,742	220,809	99,720	(21,627)	(143,422)	(274,325)
	30.00		454,008	333,180	212,242	91,142	(30,227)	(152,064)	(284,421)
	40.00		445,454	324,618	203,675	82,563	(38,828)	(160,711)	(294,525)
	50.00		436,898	316,056	195,108	73,978	(47,436)	(169,357)	(304,640)
	60.00		428,341	307,494	186,538	65,393	(56,045)	(178,014)	(314,772)
	70.00		419,784	298,933	177,965	56,808	(64,653)	(186,671)	(324,916)
	80.00		411,226	290,371	169,393	48,222	(73,262)	(195,334)	(335,074)
	90.00		402,669	281,809	160,820	39,637	(81,879)	(204,003)	(345,248)
	100.00		394,112	273,247	152,248	31,051	(90,496)	(212,894)	(355,440)
	110.00		385,554	264,685	143,675	22,459	(99,113)	(222,579)	(365,652)
	120.00		376,997	256,123	135,103	13,867	(107,734)	(232,618)	(375,886)
	130.00		368,440	247,559	126,531	5,274	(116,360)	(242,668)	(386,144)
	140.00		359,882	238,992	117,954	(3,318)	(124,987)	(252,723)	(396,428)
	150.00		351,325	230,425	109,375	(11,911)	(133,615)	(262,789)	(406,740)
	160.00		342,768	221,858	100,797	(20,510)	(142,251)	(272,863)	(417,081)
	170.00		334,210	213,291	92,218	(29,110)	(150,888)	(282,945)	(427,460)
	180.00		325,653	204,724	83,639	(37,710)	(159,527)	(293,042)	(437,876)
	190.00		317,092	196,157	75,061	(46,311)	(168,174)	(303,148)	(448,337)
	200.00		308,530	187,591	66,482	(54,915)	(176,820)	(313,264)	(458,847)
	210.00		299,968	179,024	57,897	(63,523)	(185,474)	(323,397)	(469,412)
	220.00		291,406	170,455	49,312	(72,131)	(194,132)	(333,544)	(480,041)
	230.00		282,844	161,883	40,727	(80,739)	(202,793)	(343,706)	(490,743)
	240.00		274,282	153,310	32,142	(89,352)	(211,610)	(353,885)	(501,527)
	250.00		265,721	144,738	23,556	(97,969)	(221,164)	(364,082)	(512,410)

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

No Units:

400

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 277.42 (recommended CIL) (120.00)	0.00		(19,773)	109,201	237,943	366,560	495,091	623,561	751,997
	10.00		(28,373)	100,622	229,376	357,998	486,533	615,008	743,447
	20.00		(36,973)	92,044	220,809	349,436	477,976	606,455	734,898
	30.00		(45,573)	83,465	212,242	340,874	469,419	597,901	726,348
	40.00		(54,178)	74,886	203,675	332,312	460,861	589,348	717,798
	50.00		(62,786)	66,304	195,108	323,750	452,304	580,795	709,248
	60.00		(71,395)	57,719	186,538	315,189	443,747	572,241	700,698
	70.00		(80,003)	49,133	177,965	306,627	435,189	563,688	692,149
	80.00		(88,618)	40,548	169,393	298,065	426,632	555,135	683,599
	90.00		(97,235)	31,963	160,820	289,503	418,075	546,582	675,049
	100.00		(105,852)	23,378	152,248	280,941	409,517	538,028	666,496
	110.00		(114,474)	14,786	143,675	272,379	400,960	529,475	657,942
	120.00		(123,101)	6,194	135,103	263,813	392,403	520,922	649,389
	130.00		(131,727)	(2,399)	126,531	255,246	383,845	512,368	640,836
	140.00		(140,358)	(10,991)	117,954	246,679	375,288	503,815	632,283
	150.00		(148,995)	(19,584)	109,375	238,112	366,727	495,258	623,729
	160.00		(157,631)	(28,184)	100,797	229,545	358,166	486,701	615,176
	170.00		(166,276)	(36,784)	92,218	220,978	349,604	478,143	606,623
	180.00		(174,923)	(45,384)	83,639	212,411	341,042	469,586	598,069
	190.00		(183,574)	(53,984)	75,061	203,844	332,480	461,029	589,516
	200.00		(192,231)	(62,590)	66,482	195,277	323,918	452,471	580,963
	210.00		(200,892)	(71,198)	57,897	186,709	315,356	443,914	572,410
	220.00		(209,633)	(79,806)	49,312	178,137	306,795	435,357	563,856
	230.00		(218,968)	(88,414)	40,727	169,564	298,233	426,799	555,303
	240.00		(229,004)	(97,031)	32,142	160,992	289,671	418,242	546,750
	250.00		(239,046)	(105,648)	23,556	152,419	281,109	409,685	538,196
TABLE 8		Grant (£ per unit)							
Balance (RLV - BLV £ per acre (n))		1	0	5,000	10,000	15,000	20,000	25,000	30,000
CIL £psm 277.42 (recommended CIL) (120.00)	0.00		237,943	308,198	378,422	448,615	518,785	588,941	659,077
	10.00		229,376	299,636	369,865	440,058	510,232	580,388	650,527
	20.00		220,809	291,074	361,308	431,501	501,678	571,835	641,977
	30.00		212,242	282,512	352,746	422,943	493,125	563,282	633,427
	40.00		203,675	273,950	344,184	414,386	484,572	554,728	624,878
	50.00		195,108	265,387	335,622	405,829	476,018	546,175	616,328
	60.00		186,538	256,820	327,060	397,271	467,464	537,622	607,778
	70.00		177,965	248,253	318,499	388,714	458,907	529,068	599,225
	80.00		169,393	239,686	309,937	380,157	450,350	520,515	590,672
	90.00		160,820	231,119	301,375	371,599	441,792	511,962	582,118
	100.00		152,248	222,552	292,813	363,042	433,235	503,409	573,565
	110.00		143,675	213,985	284,251	354,485	424,678	494,855	565,012
	120.00		135,103	205,419	275,689	345,923	416,120	486,302	556,459
	130.00		126,531	196,852	267,127	337,361	407,563	477,749	547,905
	140.00		117,954	188,285	258,563	328,799	399,006	469,195	539,352
	150.00		109,375	179,713	249,996	320,237	390,449	460,642	530,799
	160.00		100,797	171,140	241,429	311,675	381,891	452,084	522,245
	170.00		92,218	162,568	232,862	303,114	373,334	443,527	513,692
	180.00		83,639	153,996	224,296	294,552	364,777	434,970	505,139
	190.00		75,061	145,423	215,729	285,990	356,219	426,412	496,585
	200.00		66,482	136,851	207,162	277,428	347,662	417,855	488,032
	210.00		57,897	128,278	198,595	268,866	339,100	409,298	479,479
	220.00		49,312	119,706	190,028	260,304	330,538	400,740	470,926
	230.00		40,727	111,127	181,461	251,739	321,976	392,183	462,372
	240.00		32,142	102,549	172,888	243,173	313,414	383,626	453,819
	250.00		23,556	93,970	164,316	234,606	304,852	375,068	445,261

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

251201 SWC_Residential Appraisals_CIL_v3_F_K

Appraisal Ref: **J** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Area Wide** No Units: **500**
 Notes/Comments: **Lower Quartile BCIS, Current CIL: £54.80** Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			500 Units						
AH Policy requirement (% Target)			40%						
Open Market Sale (OMS) housing			Open Market Sale (OMS) 60%						
AH tenure split %			Affordable Rent:		0.0%				
			Social Rent:		70.0%		70.0% % Rented		
			First Homes:		0.0%				
			Other Intermediate (LCHO/Sub-Market etc.):		30.0%		12.0% % of total (>10% First Homes PPG 023)		
			100%		100.0%				
CIL Rate (£ psm)			288.24 £ psm						
Unit Mix -									
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
2 bed House	25.0%	75.0	22.0%	44.0	24%	119.0			
3 bed House	20.0%	60.0	15.0%	30.0	18%	90.0			
3 bed House (with garage)	20.0%	60.0	15.0%	30.0	18%	90.0			
4 bed House (with garage)	20.0%	60.0	10.0%	20.0	16%	80.0			
5 bed House (with garage)	5.0%	15.0	0.0%	0.0	3%	15.0			
1 bed Flat	4.0%	12.0	23.0%	46.0	12%	58.0			
2 bed Flat	6.0%	18.0	15.0%	30.0	10%	48.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	300.0	100.0%	200.0	100%	500.0			
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
2 bed House	5,625	60,547	3,300	35,521	8,925	96,068			
3 bed House	5,700	61,354	2,850	30,677	8,550	92,031			
3 bed House (with garage)	6,660	71,688	3,330	35,844	9,990	107,531			
4 bed House (with garage)	8,160	87,834	2,720	29,278	10,880	117,111			
5 bed House (with garage)	2,265	24,380	0	0	2,265	24,380			
1 bed Flat	706	7,598	2,706	29,126	3,412	36,724			
2 bed Flat	1,376	14,816	2,294	24,694	3,671	39,510			
3 bed Flat	0	0	0	0	0	0			
	30,492	328,217	17,200	185,139	47,692	513,356			
AH % by floor area: 36.06% AH % by floor area (difference due to mix)									
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)			
2 bed House	330,000	4,400	409	4,400	409	39,270,000			
3 bed House	415,000	4,368	406	4,368	406	37,350,000			
3 bed House (with garage)	425,000	4,474	416	3,829	356	38,250,000			
4 bed House (with garage)	510,000	4,250	395	3,750	348	40,800,000			
5 bed House (with garage)	570,000	4,222	392	3,775	351	8,550,000			
1 bed Flat	205,000	4,100	381	3,485	324	11,890,000			
2 bed Flat	255,000	3,923	364	3,335	310	12,240,000			
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0			
						188,350,000			
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Site Typology:

Notes/Comments:

Houses & Flats

Location / Value Zone:

Lower Quartile BCIS, Current CIL: £54.80

No Units:

Greenfield/Brownfield:

500

Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
2 bed House	75.0	@	330,000		24,750,000
3 bed House	60.0	@	415,000		24,900,000
3 bed House (with garage)	60.0	@	425,000		25,500,000
4 bed House (with garage)	60.0	@	510,000		30,600,000
5 bed House (with garage)	15.0	@	570,000		8,550,000
1 bed Flat	12.0	@	205,000		2,460,000
2 bed Flat	18.0	@	255,000		4,590,000
3 bed Flat	0.0	@	0		-
	300.0				121,350,000
Affordable Rent GDV -					
2 bed House	0.0	@	123,750		-
3 bed House	0.0	@	155,625		-
3 bed House (with garage)	0.0	@	159,375		-
4 bed House (with garage)	0.0	@	191,250		-
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	30.8	@	123,750		3,811,500
3 bed House	21.0	@	155,625		3,268,125
3 bed House (with garage)	21.0	@	159,375		3,346,875
4 bed House (with garage)	14.0	@	191,250		2,677,500
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	32.2	@	76,875		2,475,375
2 bed Flat	21.0	@	95,625		2,008,125
3 bed Flat	0.0	@	0		-
	140.0				17,587,500
First Homes GDV -					
2 bed House	0.0	@	231,000		-
3 bed House	0.0	@	250,000		-
3 bed House (with garage)	0.0	@	250,000		-
4 bed House (with garage)	0.0	@	250,000		-
5 bed House (with garage)	0.0	@	250,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	13.2	@	231,000		3,049,200
3 bed House	9.0	@	290,500		2,614,500
3 bed House (with garage)	9.0	@	297,500		2,677,500
4 bed House (with garage)	6.0	@	357,000		2,142,000
5 bed House (with garage)	0.0	@	399,000		-
1 bed Flat	13.8	@	143,500		1,980,300
2 bed Flat	9.0	@	178,500		1,606,500
3 bed Flat	0.0	@	0		-
	60.0	200.0			14,070,000
Sub-total GDV Residential					
	500				153,007,500
AH on-site cost analysis:					
	741 £ psm (total GIA sqm)			EMV (no AH) less £GDV (inc. AH) 70,685 £ per unit (total units)	35,342,500
Grant					
	500	units @		per unit	-
Total GDV					
					153,007,500

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

No Units:

500

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

DEVELOPMENT COSTS

Initial Payments -

Statutory Planning Fees (Residential)	01-Apr-25		(capped at £411,885)	116,435 £	(116,435)
Planning Application Professional Fees, Surveys and reports			(capped at £1,500,000)	349,305 £	(349,305)
CIL (Mkrt only inc. garages)	Max	30,492 sqm	288.24 £ psm		(8,789,026)
CIL analysis:		5.74% % of GDV	17,578 £ per unit (total units)		
Site Specific S106	Year 1		0		-
(strategic site cashflow yrs 1-15)	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		-
Site Specific S106 (installment)		500 units @	27,194 per unit		(13,597,000)
Sub-total					(13,597,000)
S106 analysis:		1,087,760 £ per ha	8.89% % of GDV	27,194 £ per unit (total units)	
AH Commuted Sum		47,692 sqm (total)		£ psm	-
Comm. Sum analysis:		0.00% % of GDV			

Construction Costs -

Site Clearance, Demolition & Remediation		12.50 ha @		£ per ha (if brownfield)	-
Strategic Site Infra. 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		-
	Years 1-15	500 units @		per unit	-
Sub-total					-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
2 bed House		8,925 sqm @	1,451 psm		(12,950,175)
3 bed House		8,550 sqm @	1,451 psm		(12,406,050)
3 bed House (EXC. garage)		8,550 sqm @	1,451 psm		(12,406,050)
4 bed House (EXC. garage)		9,600 sqm @	1,451 psm		(13,929,600)
5 bed House (EXC. garage)		2,025 sqm @	1,451 psm		(2,938,275)
1 bed Flat		3,412 sqm @	1,628 psm		(5,554,353)
2 bed Flat		3,671 sqm @	1,628 psm		(5,975,718)
3 bed Flat		- sqm @	1,628 psm		-
Garages for 3B House	90.0	16.0	1,440 sqm @	531 psm	(765,000)
Garages for 4B House	80.0	16.0	1,280 sqm @	531 psm	(680,000)
Garages for 5B House	15.0	16.0	240 sqm @	531 psm	(127,500)
Total GIA check:		47,692	£ per garage	£8,500	
External works		67,732,721 @		15.0%	(10,159,908)
Ext. Works analysis:				20,320 £ per unit (total units)	

Policy Costs on design -

Net Biodiversity costs		500 units @		1,003 £ per unit	(501,500)
M4(2) Category 2 Housing	Aff units	200 units @	95% @	625 £ per unit	(118,750)
M4(3) Category 3 Housing	Aff units (>20 units)	200 units @	5% @	12,133 £ per unit	(121,330)
M4(2) Category 2 Housing	OMS units	300 units @	95% @	625 £ per unit	(178,125)
M4(3) Category 3 Housing	OMS units (>20 units)	300 units @	5% @	12,133 £ per unit	(181,995)
Part L/FHS - Houses		394 units @		5,816 £ per unit	(2,291,504)
Part L/FHS - Flats		106 units @		2,712 £ per unit	(287,472)
Part L/FHS analysis:			3.8% % of BCIS costs		
EV Charging Points - Houses	394 units @			0 £ per unit	-
EV Charging Points - Flats	106 units @		4 flats per charger	0 £ per 4 units	-
Water Efficiency - Houses	394 units @			2,683 £ per unit	(1,057,102)
Water Efficiency - Flats	106 units @			909 £ per unit	(96,354)
Broadband infrastructure	(< 20 units only)	- units @		747 £ per unit	-
Sub-total					(4,834,132)
Policy Costs analysis: (design costs only)				9,668 £ per unit (total units)	
				7.1% % of BCIS costs	
Contingency (on construction)		82,726,761 @		3.0%	(2,481,803)

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology: Houses & Flats
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: Lower Quartile BCIS, Current CIL: £54.80
 No Units: 500
 Greenfield/Brownfield: Greenfield

Professional Fees	82,726,761	@	6.5%		(5,377,239)
Disposal Costs -					
OMS Marketing and Promotion	121,350,000	OMS @	3.00%	7,281 £ per unit	(3,640,500)
Residential Sales Agent Costs	121,350,000	OMS @	1.00%	2,427 £ per unit	(1,213,500)
Residential Sales Legal Costs	121,350,000	OMS @	0.50%	1,214 £ per unit	(606,750)
Affordable Sale Legal Costs	31,657,500	AH @	0.25%	158 £ per unit	(79,144)
Empty Property Costs (SC, Council Tax proxy)	500 units (1/2 back during sales period)		0	0 £ per unit PA (£ per	-
Disposal Cost analysis:				11,080 £ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00% APR		0.565% pcm	(135,925)
Developers Profit -					
Profit on OMS	121,350,000		20.00%		(24,270,000)
Margin on AH	31,657,500		6.00% on AH values		(1,899,450)
Profit analysis:	153,007,500		17.10% blended GDV	(26,169,450)	
	119,113,388		21.97% on costs	(26,169,450)	
TOTAL COSTS					(145,282,838)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					7,724,662
SDLT	7,724,662	@	HMRC formula		(375,733)
Acquisition Agent fees	7,724,662	@	1.0%		(77,247)
Acquisition Legal fees	7,724,662	@	0.5%		(38,623)
Interest on Land	7,724,662	@	7.00%		(540,726)
Residual Land Value					6,692,333
RLV analysis:	13,385 £ per plot	535,387 £ per ha (net)	216,668 £ per acre (net)		
		321,232 £ per ha (gross)	130,001 £ per acre (gross)		
			4.37% % RLV / GDV		

BENCHMARK LAND VALUE (BLV)					
Residential Density	40.0	dph (net)			
Site Area (net)	12.50	ha (net)	30.89	acres (net)	
Net to Gross ratio	60%				
Site Area (gross)	20.83	ha (gross)	51.48	acres (gross)	
Density analysis:	3,815	sqm/ha (net)	16,620	sqft/ac (net)	
	24	dph (gross)			
Benchmark Land Value (net)	13,385 £ per plot	535,384 £ per ha (net)	216,667 £ per acre (net)		6,692,302
BLV analysis:		321,230 £ per ha (gross)	130,000 £ per acre (gross)		

BALANCE					
Surplus/(Deficit)		2 £ per ha (net)	1 £ per acre (net)		31

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

Site Typology:

Location / Value Zone:

Area Wide

No Units:

500

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

Greenfield/Brownfield:

Greenfield

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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

TABLE 1		Affordable Housing - % on site 40%							
Balance (RLV - BLV £ per acre (n))		1	10%	15%	20%	25%	30%	35%	40%
Max CIL £ psm 288.24 (recommended CIL) (120.00)	0.00		813,039	718,730	624,400	530,071	435,713	341,342	246,939
	10.00		800,217	706,617	613,000	519,382	425,734	332,072	238,378
	20.00		787,396	694,504	601,599	508,690	415,755	322,801	229,817
	30.00		774,574	682,390	590,199	497,998	405,776	313,531	221,255
	40.00		761,753	670,277	578,798	487,306	395,796	304,260	212,694
	50.00		748,931	658,164	567,397	476,614	385,817	294,990	204,133
	60.00		736,105	646,051	555,997	465,922	375,838	285,720	195,571
	70.00		723,280	633,938	544,596	455,230	365,856	276,449	187,010
	80.00		710,454	621,825	533,196	444,538	355,872	267,179	178,449
	90.00		697,628	609,712	521,792	433,846	345,889	257,908	169,887
	100.00		684,803	597,598	510,387	423,154	335,905	248,633	161,321
	110.00		671,977	585,485	498,982	412,462	325,922	239,359	152,755
	120.00		659,151	573,372	487,577	401,770	315,938	230,084	144,190
	130.00		646,325	561,259	476,172	391,077	305,955	220,809	135,624
	140.00		633,500	549,146	464,767	380,385	295,971	211,534	127,058
	150.00		620,674	537,031	453,362	369,690	285,988	202,260	118,492
	160.00		607,848	524,914	441,957	358,993	276,004	192,985	109,927
	170.00		595,023	512,796	430,553	348,297	266,021	183,710	101,361
	180.00		582,197	500,678	419,148	337,600	256,035	174,435	92,791
	190.00		569,371	488,560	407,743	326,903	246,047	165,158	84,221
	200.00		556,546	476,443	396,338	316,207	236,059	155,878	75,650
	210.00		543,717	464,325	384,933	305,510	226,070	146,598	67,079
	220.00		530,887	452,207	373,524	294,814	216,082	137,319	58,509
	230.00		518,056	440,090	362,114	284,117	206,094	128,039	49,938
	240.00		505,226	427,972	350,704	273,420	196,106	118,760	41,368
	250.00		492,395	415,854	339,294	262,723	186,118	109,480	32,793

TABLE 2

TABLE 2		Site Specific S106	100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV £ per acre (n))	1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 288.24 (recommended CIL) (120.00)	0.00	246,939	208,763	170,587	132,391	94,192	55,974	17,743
	10.00	238,378	200,202	162,021	123,825	85,621	47,403	9,167
	20.00	229,817	191,640	153,455	115,259	77,050	38,832	591
	30.00	221,255	183,079	144,890	106,694	68,480	30,256	(7,985)
	40.00	212,694	174,518	136,324	98,127	59,909	21,680	(16,564)
	50.00	204,133	165,954	127,758	89,556	51,339	13,105	(25,146)
	60.00	195,571	157,388	119,192	80,986	42,768	4,529	(33,727)
	70.00	187,010	148,823	110,627	72,415	34,194	(4,047)	(42,309)
	80.00	178,449	140,257	102,061	63,844	25,618	(12,624)	(50,890)
	90.00	169,887	131,691	93,491	55,274	17,042	(21,205)	(59,474)
	100.00	161,321	123,125	84,921	46,703	8,466	(29,787)	(68,062)
	110.00	152,755	114,560	76,350	38,132	(110)	(38,368)	(76,649)
	120.00	144,190	105,994	67,780	29,556	(8,685)	(46,950)	(85,237)
	130.00	135,624	97,427	59,209	20,980	(17,265)	(55,532)	(93,825)
	140.00	127,058	88,856	50,638	12,404	(25,847)	(64,119)	(102,418)
	150.00	118,492	80,285	42,068	3,828	(34,428)	(72,706)	(111,012)
	160.00	109,927	71,715	33,493	(4,748)	(43,010)	(81,294)	(119,606)
	170.00	101,361	63,144	24,917	(13,325)	(51,591)	(89,882)	(128,201)
	180.00	92,791	54,574	16,342	(21,906)	(60,176)	(98,472)	(136,800)
	190.00	84,221	46,003	7,766	(30,488)	(68,763)	(107,066)	(145,402)
	200.00	75,650	37,431	(810)	(39,070)	(77,351)	(115,660)	(154,003)
	210.00	67,079	28,855	(9,386)	(47,651)	(85,939)	(124,255)	(162,605)
	220.00	58,509	20,279	(17,966)	(56,233)	(94,526)	(132,851)	(171,214)
	230.00	49,938	11,703	(26,548)	(64,820)	(103,120)	(141,452)	(179,823)
	240.00	41,368	3,127	(35,129)	(73,408)	(111,714)	(150,053)	(188,431)
	250.00	32,793	(5,449)	(43,711)	(81,996)	(120,308)	(158,655)	(197,048)

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

No Units:

500

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 3		Profit							
		20%							
Balance (RLV - BLV £ per acre (n))		1	15%	16%	17%	18%	19%	20%	21%
CIL £psm 288.24 (recommended CIL) (120.00)	0.00		416,859	382,875	348,891	314,907	280,923	246,939	212,955
	10.00		408,297	374,313	340,330	306,346	272,362	238,378	204,394
	20.00		399,736	365,752	331,768	297,784	263,801	229,817	195,833
	30.00		391,175	357,191	323,207	289,223	255,239	221,255	187,271
	40.00		382,613	348,630	314,646	280,662	246,678	212,694	178,710
	50.00		374,052	340,068	306,084	272,101	238,117	204,133	170,149
	60.00		365,491	331,507	297,523	263,539	229,555	195,571	161,588
	70.00		356,930	322,946	288,962	254,978	220,994	187,010	153,026
	80.00		348,368	314,384	280,401	246,417	212,433	178,449	144,465
	90.00		339,806	305,823	271,839	237,855	203,871	169,887	135,903
	100.00		331,241	297,257	263,273	229,289	195,305	161,321	127,337
	110.00		322,675	288,691	254,707	220,723	186,739	152,755	118,772
	120.00		314,109	280,125	246,141	212,158	178,174	144,190	110,206
	130.00		305,543	271,560	237,576	203,592	169,608	135,624	101,640
	140.00		296,978	262,994	229,010	195,026	161,042	127,058	93,074
	150.00		288,412	254,428	220,444	186,460	152,476	118,492	84,509
	160.00		279,846	245,862	211,878	177,895	143,911	109,927	75,943
	170.00		271,280	237,297	203,313	169,329	135,345	101,361	67,377
	180.00		262,711	228,727	194,743	160,759	126,775	92,791	58,807
	190.00		254,140	220,156	186,172	152,188	118,204	84,221	50,237
	200.00		245,569	211,586	177,602	143,618	109,634	75,650	41,666
	210.00		236,999	203,015	169,031	135,047	101,063	67,079	33,096
	220.00		228,428	194,444	160,460	126,477	92,493	58,509	24,525
	230.00		219,858	185,874	151,890	117,906	83,922	49,938	15,954
	240.00		211,287	177,303	143,319	109,335	75,351	41,368	7,384
	250.00		202,712	168,728	134,744	100,760	66,777	32,793	(1,191)

TABLE 4		BLV (£ per acre (n))							
		1	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm 288.24 (recommended CIL) (120.00)	0.00		363,606	338,606	313,606	288,606	263,606	238,606	213,606
	10.00		355,045	330,045	305,045	280,045	255,045	230,045	205,045
	20.00		346,484	321,484	296,484	271,484	246,484	221,484	196,484
	30.00		337,922	312,922	287,922	262,922	237,922	212,922	187,922
	40.00		329,361	304,361	279,361	254,361	229,361	204,361	179,361
	50.00		320,800	295,800	270,800	245,800	220,800	195,800	170,800
	60.00		312,238	287,238	262,238	237,238	212,238	187,238	162,238
	70.00		303,677	278,677	253,677	228,677	203,677	178,677	153,677
	80.00		295,116	270,116	245,116	220,116	195,116	170,116	145,116
	90.00		286,554	261,554	236,554	211,554	186,554	161,554	136,554
	100.00		277,988	252,988	227,988	202,988	177,988	152,988	127,988
	110.00		269,422	244,422	219,422	194,422	169,422	144,422	119,422
	120.00		260,857	235,857	210,857	185,857	160,857	135,857	110,857
	130.00		252,291	227,291	202,291	177,291	152,291	127,291	102,291
	140.00		243,725	218,725	193,725	168,725	143,725	118,725	93,725
	150.00		235,159	210,159	185,159	160,159	135,159	110,159	85,159
	160.00		226,594	201,594	176,594	151,594	126,594	101,594	76,594
	170.00		218,028	193,028	168,028	143,028	118,028	93,028	68,028
	180.00		209,458	184,458	159,458	134,458	109,458	84,458	59,458
	190.00		200,888	175,888	150,888	125,888	100,888	75,888	50,888
	200.00		192,317	167,317	142,317	117,317	92,317	67,317	42,317
	210.00		183,746	158,746	133,746	108,746	83,746	58,746	33,746
	220.00		175,176	150,176	125,176	100,176	75,176	50,176	25,176
	230.00		166,605	141,605	116,605	91,605	66,605	41,605	16,605
	240.00		158,035	133,035	108,035	83,035	58,035	33,035	8,035
	250.00		149,460	124,460	99,460	74,460	49,460	24,460	(540)

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

No Units:

500

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 5		Density (dph) (net)				40			
Balance (RLV - BLV £ per acre (n))		1	30	35	40	45	50	55	60
CIL £psm 288.24 (recommended CIL) (120.00)	0.00		131,038	188,988	246,939	304,890	362,841	420,792	478,742
	10.00		124,617	181,497	238,378	295,259	352,139	409,020	465,900
	20.00		118,196	174,006	229,817	285,627	341,438	397,248	453,058
	30.00		111,775	166,515	221,255	275,996	330,736	385,476	440,216
	40.00		105,354	159,024	212,694	266,364	320,034	373,704	427,375
	50.00		98,933	151,533	204,133	256,733	309,333	361,933	414,533
	60.00		92,512	144,042	195,571	247,101	298,631	350,161	401,691
	70.00		86,091	136,550	187,010	237,470	287,929	338,389	388,849
	80.00		79,670	129,059	178,449	227,838	277,228	326,617	376,007
	90.00		73,248	121,568	169,887	218,206	266,525	314,845	363,164
	100.00		66,824	114,073	161,321	208,570	255,818	303,067	350,315
	110.00		60,400	106,578	152,755	198,933	245,111	291,289	337,467
	120.00		53,976	99,083	144,190	189,297	234,404	279,511	324,618
	130.00		47,551	91,588	135,624	179,660	223,697	267,733	311,769
	140.00		41,127	84,093	127,058	170,024	212,990	255,955	298,921
	150.00		34,703	76,598	118,492	160,387	202,282	244,177	286,072
	160.00		28,278	69,103	109,927	150,751	191,575	232,399	273,224
	170.00		21,854	61,608	101,361	141,115	180,868	220,622	260,375
	180.00		15,427	54,109	92,791	131,473	170,156	208,838	247,520
	190.00		8,999	46,610	84,221	121,832	159,443	197,053	234,664
	200.00		2,571	39,110	75,650	112,190	148,729	185,269	221,808
	210.00		(3,857)	31,611	67,079	102,548	138,016	173,484	208,953
	220.00		(10,285)	24,112	58,509	92,906	127,303	161,700	196,097
	230.00		(16,713)	16,613	49,938	83,264	116,589	149,915	183,241
	240.00		(23,141)	9,113	41,368	73,622	105,876	138,131	170,385
	250.00		(29,572)	1,610	32,793	63,975	95,158	126,340	157,522

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 288.24 (recommended CIL) (120.00)	0.00		486,436	366,724	246,939	127,046	6,990	(113,329)	(237,239)
	10.00		477,886	358,170	238,378	118,480	(1,592)	(121,930)	(247,235)
	20.00		469,335	349,616	229,817	109,909	(10,173)	(130,536)	(257,238)
	30.00		460,785	341,063	221,255	101,339	(18,755)	(139,144)	(267,243)
	40.00		452,235	332,508	212,694	92,768	(27,336)	(147,753)	(277,257)
	50.00		443,684	323,951	204,133	84,198	(35,924)	(156,363)	(287,274)
	60.00		435,134	315,393	195,571	75,627	(44,512)	(164,979)	(297,301)
	70.00		426,580	306,836	187,010	67,056	(53,099)	(173,596)	(307,332)
	80.00		418,027	298,279	178,449	58,486	(61,687)	(182,213)	(317,371)
	90.00		409,473	289,722	169,887	49,911	(70,276)	(190,837)	(327,419)
	100.00		400,919	281,164	161,321	41,335	(78,870)	(199,462)	(337,472)
	110.00		392,366	272,607	152,755	32,759	(87,465)	(208,089)	(347,538)
	120.00		383,812	264,050	144,190	24,183	(96,059)	(217,124)	(357,613)
	130.00		375,259	255,492	135,624	15,607	(104,653)	(227,105)	(367,696)
	140.00		366,705	246,935	127,058	7,032	(113,254)	(237,094)	(377,791)
	150.00		358,151	238,378	118,492	(1,548)	(121,855)	(247,085)	(387,900)
	160.00		349,598	229,819	109,927	(10,129)	(130,457)	(257,081)	(398,022)
	170.00		341,044	221,257	101,361	(18,711)	(139,059)	(267,083)	(408,157)
	180.00		332,490	212,696	92,791	(27,293)	(147,668)	(277,089)	(418,308)
	190.00		323,937	204,135	84,221	(35,874)	(156,277)	(287,103)	(428,477)
	200.00		315,383	195,574	75,650	(44,458)	(164,885)	(297,121)	(438,663)
	210.00		306,828	187,012	67,079	(53,045)	(173,501)	(307,147)	(448,870)
	220.00		298,270	178,451	58,509	(61,633)	(182,117)	(317,180)	(459,099)
	230.00		289,713	169,890	49,938	(70,221)	(190,734)	(327,219)	(469,355)
	240.00		281,156	161,328	41,368	(78,808)	(199,357)	(337,269)	(479,637)
	250.00		272,599	152,767	32,793	(87,400)	(207,982)	(347,324)	(489,950)

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

No Units:

500

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 288.24 (recommended CIL) (120.00)	0.00		(10,487)	118,307	246,939	375,474	503,951	632,386	760,788
	10.00		(19,069)	109,741	238,378	366,921	495,401	623,835	752,241
	20.00		(27,651)	101,172	229,817	358,367	486,850	615,285	743,693
	30.00		(36,232)	92,602	221,255	349,811	478,297	606,735	735,145
	40.00		(44,819)	84,031	212,694	341,253	469,743	598,184	726,598
	50.00		(53,407)	75,460	204,133	332,696	461,189	589,634	718,050
	60.00		(61,995)	66,890	195,571	324,139	452,636	581,083	709,502
	70.00		(70,582)	58,319	187,010	315,581	444,082	572,533	700,955
	80.00		(79,173)	49,749	178,449	307,024	435,528	563,982	692,407
	90.00		(87,768)	41,174	169,887	298,467	426,975	555,432	683,859
	100.00		(96,362)	32,598	161,321	289,910	418,421	546,881	675,312
	110.00		(104,956)	24,022	152,755	281,352	409,867	538,331	666,764
	120.00		(113,554)	15,446	144,190	272,795	401,314	529,780	658,215
	130.00		(122,156)	6,870	135,624	264,238	392,760	521,230	649,664
	140.00		(130,757)	(1,706)	127,058	255,681	384,206	512,680	641,114
	150.00		(139,359)	(10,287)	118,492	247,121	375,653	504,129	632,564
	160.00		(147,968)	(18,868)	109,927	238,560	367,099	495,579	624,013
	170.00		(156,576)	(27,450)	101,361	229,999	358,545	487,028	615,463
	180.00		(165,185)	(36,031)	92,791	221,437	349,990	478,475	606,912
	190.00		(173,802)	(44,613)	84,221	212,876	341,433	469,921	598,362
	200.00		(182,418)	(53,199)	75,650	204,315	332,876	461,367	589,811
	210.00		(191,037)	(61,787)	67,079	195,753	324,318	452,814	581,261
	220.00		(199,661)	(70,374)	58,509	187,192	315,761	444,260	572,710
	230.00		(208,286)	(78,962)	49,938	178,631	307,204	435,706	564,160
	240.00		(217,349)	(87,552)	41,368	170,070	298,647	427,153	555,609
	250.00		(227,330)	(96,146)	32,793	161,507	290,089	418,599	547,059

TABLE 8		Grant (£ per unit)							
Balance (RLV - BLV £ per acre (n))		1	0	5,000	10,000	15,000	20,000	25,000	30,000
CIL £psm 288.24 (recommended CIL) (120.00)	0.00		246,939	317,133	387,305	457,462	527,593	597,721	667,828
	10.00		238,378	308,576	378,751	448,908	519,043	589,170	659,280
	20.00		229,817	300,018	370,198	440,355	510,492	580,620	650,732
	30.00		221,255	291,461	361,644	431,801	501,942	572,069	642,185
	40.00		212,694	282,904	353,090	423,247	493,391	563,519	633,637
	50.00		204,133	274,347	344,536	414,694	484,841	554,969	625,089
	60.00		195,571	265,789	335,979	406,140	476,290	546,418	616,542
	70.00		187,010	257,232	327,421	397,586	467,740	537,868	607,994
	80.00		178,449	248,674	318,864	389,033	459,189	529,317	599,445
	90.00		169,887	240,113	310,307	380,479	450,636	520,767	590,894
	100.00		161,321	231,551	301,749	371,925	442,082	512,216	582,344
	110.00		152,755	222,990	293,192	363,372	433,528	503,666	573,794
	120.00		144,190	214,429	284,635	354,818	424,975	495,115	565,243
	130.00		135,624	205,867	276,078	346,264	416,421	486,565	556,693
	140.00		127,058	197,306	267,520	337,710	407,867	478,014	548,142
	150.00		118,492	188,745	258,963	329,152	399,314	469,464	539,592
	160.00		109,927	180,184	250,406	320,595	390,760	460,914	531,041
	170.00		101,361	171,622	241,847	312,038	382,206	452,363	522,491
	180.00		92,791	163,060	233,286	303,481	373,653	443,810	513,940
	190.00		84,221	154,494	224,725	294,923	365,099	435,256	505,390
	200.00		75,650	145,928	216,164	286,366	356,546	426,702	496,839
	210.00		67,079	137,362	207,602	277,809	347,992	418,149	488,289
	220.00		58,509	128,797	199,041	269,251	339,438	409,595	479,738
	230.00		49,938	120,231	190,480	260,694	330,884	401,041	471,188
	240.00		41,368	111,665	181,918	252,137	322,326	392,488	462,638
	250.00		32,793	103,099	173,357	243,580	313,769	383,934	454,087

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

251201 SWC_Residential Appraisals_CIL_v3_F_K

Appraisal Ref: **K** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Area Wide**
 Notes/Comments: **Lower Quartile BCIS, Current CIL: £54.80**
 No Units: **700**
 Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme		700 Units															
AH Policy requirement (% Target)		40%															
Open Market Sale (OMS) housing		Open Market Sale (OMS) 60%															
AH tenure split %		Affordable Rent:		0.0%		70.0% % Rented											
		Social Rent:		70.0%													
		First Homes:		0.0%													
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%		12.0% % of total (>10% First Homes PPG 023)											
				100%		100.0%											
CIL Rate (£ psm)		233.24 £ psm															
Unit Mix -		OMS Unit mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units					
2 bed House		25.0%		105.0		22.0%		61.6		24%		166.6					
3 bed House		20.0%		84.0		15.0%		42.0		18%		126.0					
3 bed House (with garage)		20.0%		84.0		15.0%		42.0		18%		126.0					
4 bed House (with garage)		20.0%		84.0		10.0%		28.0		16%		112.0					
5 bed House (with garage)		5.0%		21.0		0.0%		0.0		3%		21.0					
1 bed Flat		4.0%		16.8		23.0%		64.4		12%		81.2					
2 bed Flat		6.0%		25.2		15.0%		42.0		10%		67.2					
3 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0					
Total number of units		100.0%		420.0		100.0%		280.0		100%		700.0					
Net area per unit		(sqm)		(sqft)		Net to Gross %		Garage area (sqm)		Gross (GIA) per unit (sqm)		(sqft)					
2 bed House		75.0		807						75.0		807					
3 bed House		95.0		1,023						95.0		1,023					
3 bed House (with garage)		95.0		1,023				16.0		111.0		1,195					
4 bed House (with garage)		120.0		1,292				16.0		136.0		1,464					
5 bed House (with garage)		135.0		1,453				16.0		151.0		1,625					
1 bed Flat		50.0		538		85.0%				58.8		633					
2 bed Flat		65.0		700		85.0%				76.5		823					
3 bed Flat		0.0		0		85.0%				0.0		0					
Net area per unit		(sqm)		(sqft)		Net to Gross %		Garage area (sqm)		Gross (GIA) per unit (sqm)		(sqft)					
2 bed House		75.0		807						75.0		807					
3 bed House		95.0		1,023						95.0		1,023					
3 bed House (with garage)		95.0		1,023				16.0		111.0		1,195					
4 bed House (with garage)		120.0		1,292				16.0		136.0		1,464					
5 bed House (with garage)		135.0		1,453				16.0		151.0		1,625					
1 bed Flat		50.0		538		85.0%				58.8		633					
2 bed Flat		65.0		700		85.0%				76.5		823					
3 bed Flat		0.0		0		85.0%				0.0		0					
Total Gross Overall Floor areas -		OMS Units GIA (sqm)		(sqft)		AH units GIA (sqm)		(sqft)		Total GIA (all units) (sqm)		(sqft)					
2 bed House		7,875		84,766		4,620		49,729		12,495		134,495					
3 bed House		7,980		85,896		3,990		42,948		11,970		128,844					
3 bed House (with garage)		9,324		100,363		4,662		50,181		13,986		150,544					
4 bed House (with garage)		11,424		122,967		3,808		40,989		15,232		163,956					
5 bed House (with garage)		3,171		34,132		0		0		3,171		34,132					
1 bed Flat		988		10,637		3,788		40,776		4,776		51,413					
2 bed Flat		1,927		20,743		3,212		34,571		5,139		55,314					
3 bed Flat		0		0		0		0		0		0					
		42,689		459,504		24,080		259,195		66,769		718,699					
AH % by floor area:						36.06% AH % by floor area (difference due to mix)											
Open Market Sales values (£) -		£ OMS (per unit)		£ psm (net)		£ psf (net)		£ psm (gross)		£ psf (gross)		total MV £ (no AH)					
2 bed House		330,000		4,400		409		4,400		409		54,978,000					
3 bed House		415,000		4,368		406		4,368		406		52,290,000					
3 bed House (with garage)		425,000		4,474		416		3,829		356		53,550,000					
4 bed House (with garage)		510,000		4,250		395		3,750		348		57,120,000					
5 bed House (with garage)		570,000		4,222		392		3,775		351		11,970,000					
1 bed Flat		205,000		4,100		381		3,485		324		16,646,000					
2 bed Flat		255,000		3,923		364		3,335		310		17,136,000					
3 bed Flat		0		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		0					
												263,690,000					
Affordable Housing values (£) -		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV		Other Int. £		% of MV	
2 bed House		123,750		37.5%		123,750		37.5%		231,000		70.0%		231,000		70.0%	
3 bed House		155,625		37.5%		155,625		37.5%		250,000		70.0%		290,500		70.0%	
3 bed House (with garage)		159,375		37.5%		159,375		37.5%		250,000		70.0%		297,500		70.0%	
4 bed House (with garage)		191,250		37.5%		191,250		37.5%		250,000		70.0%		357,000		70.0%	
5 bed House (with garage)		213,750		37.5%		213,750		37.5%		250,000		70.0%		399,000		70.0%	
1 bed Flat		76,875		37.5%		76,875		37.5%		143,500		70.0%		143,500		70.0%	
2 bed Flat		95,625		37.5%		95,625		37.5%		178,500		70.0%		178,500		70.0%	
3 bed Flat		0		37.5%		0		37.5%		0		70.0%		0		70.0%	
																* capped @£250K	

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:
Site Typology:
Notes/Comments:

Houses & Flats

Location / Value Zone: **Area Wide**
Lower Quartile BCIS, Current CIL: £54.80

No Units: **700**
Greenfield/Brownfield: **Greenfield**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
2 bed House	105.0	@	330,000	34,650,000
3 bed House	84.0	@	415,000	34,860,000
3 bed House (with garage)	84.0	@	425,000	35,700,000
4 bed House (with garage)	84.0	@	510,000	42,840,000
5 bed House (with garage)	21.0	@	570,000	11,970,000
1 bed Flat	16.8	@	205,000	3,444,000
2 bed Flat	25.2	@	255,000	6,426,000
3 bed Flat	0.0	@	0	-
	420.0			169,890,000
Affordable Rent GDV -				
2 bed House	0.0	@	123,750	-
3 bed House	0.0	@	155,625	-
3 bed House (with garage)	0.0	@	159,375	-
4 bed House (with garage)	0.0	@	191,250	-
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	0.0	@	76,875	-
2 bed Flat	0.0	@	95,625	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	43.1	@	123,750	5,336,100
3 bed House	29.4	@	155,625	4,575,375
3 bed House (with garage)	29.4	@	159,375	4,685,625
4 bed House (with garage)	19.6	@	191,250	3,748,500
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	45.1	@	76,875	3,465,525
2 bed Flat	29.4	@	95,625	2,811,375
3 bed Flat	0.0	@	0	-
	196.0			24,622,500
First Homes GDV -				
2 bed House	0.0	@	231,000	-
3 bed House	0.0	@	250,000	-
3 bed House (with garage)	0.0	@	250,000	-
4 bed House (with garage)	0.0	@	250,000	-
5 bed House (with garage)	0.0	@	250,000	-
1 bed Flat	0.0	@	143,500	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	18.5	@	231,000	4,268,880
3 bed House	12.6	@	290,500	3,660,300
3 bed House (with garage)	12.6	@	297,500	3,748,500
4 bed House (with garage)	8.4	@	357,000	2,998,800
5 bed House (with garage)	0.0	@	399,000	-
1 bed Flat	19.3	@	143,500	2,772,420
2 bed Flat	12.6	@	178,500	2,249,100
3 bed Flat	0.0	@	0	-
	84.0	280.0		19,698,000
Sub-total GDV Residential				700
AH on-site cost analysis:				214,210,500
741 £ psm (total GIA sqm)				49,479,500
EMV (no AH) less £GDV (inc. AH)				70,685 £ per unit (total units)
Grant				-
700 units @ per unit				-
Total GDV				214,210,500

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

No Units:

700

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

DEVELOPMENT COSTS

Initial Payments -

Statutory Planning Fees (Residential)	01-Apr-25		(capped at £411,885)	154,235 £	(154,235)
Planning Application Professional Fees, Surveys and reports			(capped at £1,500,000)	462,705 £	(462,705)
CIL (Mkrt only inc. garages)	Max	42,689 sqm	233.24 £ psm		(9,957,060)
CIL analysis:		4.65% % of GDV	14,224 £ per unit (total units)		
Site Specific S106	Year 1		0		-
(strategic site cashflow yrs 1-15)	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		-
Site Specific S106 (installment)		700 units @	30,632 per unit		(21,442,400)
Sub-total					(21,442,400)
S106 analysis:		1,225,280 £ per ha	10.01% % of GDV	30,632 £ per unit (total units)	
AH Commuted Sum		66,769 sqm (total)		£ psm	-
Comm. Sum analysis:		0.00% % of GDV			

Construction Costs -

Site Clearance, Demolition & Remediation		17.50 ha @		£ per ha (if brownfield)	-
Strategic Site Infra. 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		-
	Years 1-15	700 units @		per unit	-
Sub-total					-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
2 bed House		12,495 sqm @	1,451 psm		(18,130,245)
3 bed House		11,970 sqm @	1,451 psm		(17,368,470)
3 bed House (EXC. garage)		11,970 sqm @	1,451 psm		(17,368,470)
4 bed House (EXC. garage)		13,440 sqm @	1,451 psm		(19,501,440)
5 bed House (EXC. garage)		2,835 sqm @	1,451 psm		(4,113,585)
1 bed Flat		4,776 sqm @	1,628 psm		(7,776,094)
2 bed Flat		5,139 sqm @	1,628 psm		(8,366,005)
3 bed Flat		- sqm @	1,628 psm		-
Garages for 3B House	126.0	16.0 2,016 sqm @	531 psm		(1,071,000)
Garages for 4B House	112.0	16.0 1,792 sqm @	531 psm		(952,000)
Garages for 5B House	21.0	16.0 336 sqm @	531 psm		(178,500)
Total GIA check:		66,769	£ per garage	£8,500	
External works		94,825,809 @	15.0%		(14,223,871)
Ext. Works analysis:				20,320 £ per unit (total units)	

Policy Costs on design -

Net Biodiversity costs		700 units @		1,003 £ per unit	(702,100)
M4(2) Category 2 Housing	Aff units	280 units @	95% @	625 £ per unit	(166,250)
M4(3) Category 3 Housing	Aff units (>20 units)	280 units @	5% @	12,133 £ per unit	(169,862)
M4(2) Category 2 Housing	OMS units	420 units @	95% @	625 £ per unit	(249,375)
M4(3) Category 3 Housing	OMS units (>20 units)	420 units @	5% @	12,133 £ per unit	(254,793)
Part L/FHS - Houses		552 units @		5,816 £ per unit	(3,208,106)
Part L/FHS - Flats		148 units @		2,712 £ per unit	(402,461)
Part L/FHS analysis:			3.8% % of BCIS costs		
EV Charging Points - Houses	552 units @			0 £ per unit	-
EV Charging Points - Flats	148 units @		4 flats per charger	0 £ per 4 units	-
Water Efficiency - Houses	552 units @			2,683 £ per unit	(1,479,943)
Water Efficiency - Flats	148 units @			909 £ per unit	(134,896)
Broadband infrastructure	(< 20 units only)	- units @		747 £ per unit	-
Sub-total					(6,767,785)
Policy Costs analysis: (design costs only)				9,668 £ per unit (total units)	
				7.1% % of BCIS costs	
Contingency (on construction)		115,817,465 @		3.0%	(3,474,524)

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology: **Houses & Flats** No Units: **700**
 Site Typology: Location / Value Zone: **Area Wide** Greenfield/Brownfield: **Greenfield**
 Notes/Comments: **Lower Quartile BCIS, Current CIL: £54.80**

Professional Fees	115,817,465 @	6.5%		(7,528,135)
Disposal Costs -				
OMS Marketing and Promotion	169,890,000 OMS @	3.00%	7,281 £ per unit	(5,096,700)
Residential Sales Agent Costs	169,890,000 OMS @	1.00%	2,427 £ per unit	(1,698,900)
Residential Sales Legal Costs	169,890,000 OMS @	0.50%	1,214 £ per unit	(849,450)
Affordable Sale Legal Costs	44,320,500 AH @	0.25%	158 £ per unit	(110,801)
Empty Property Costs (SC, Council Tax proxy)	700 units (1/2 back during sales period)	0	0 £ per unit PA (£ per	-
Disposal Cost analysis:			11,080 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00% APR	0.565% pcm		(161,512)
Developers Profit -				
Profit on OMS	169,890,000	20.00%		(33,978,000)
Margin on AH	44,320,500	6.00% on AH values		(2,659,230)
Profit analysis:	214,210,500	17.10% blended GDV	(36,637,230)	
	166,753,887	21.97% on costs	(36,637,230)	
TOTAL COSTS				(203,391,117)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				10,819,383
SDLT	10,819,383 @	HMRC formula		(530,469)
Acquisition Agent fees	10,819,383 @	1.0%		(108,194)
Acquisition Legal fees	10,819,383 @	0.5%		(54,097)
Interest on Land	10,819,383 @	7.00%		(757,357)
Residual Land Value				9,369,266
RLV analysis:	13,385 £ per plot	535,387 £ per ha (net)	216,668 £ per acre (net)	
		321,232 £ per ha (gross)	130,001 £ per acre (gross)	
			4.37% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density	40.0 dph (net)			
Site Area (net)	17.50 ha (net)	43.24 acres (net)		
Net to Gross ratio	60%			
Site Area (gross)	29.17 ha (gross)	72.07 acres (gross)		
Density analysis:	3,815 sqm/ha (net)	16,620 sqft/ac (net)		
	24 dph (gross)			
Benchmark Land Value (net)	13,385 £ per plot	535,384 £ per ha (net)	216,667 £ per acre (net)	9,369,223
BLV analysis:		321,230 £ per ha (gross)	130,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	2 £ per ha (net)	1 £ per acre (net)		43

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

Site Typology:

Location / Value Zone:

Area Wide

No Units:

700

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

Greenfield/Brownfield:

Greenfield

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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

TABLE 1		Affordable Housing - % on site 40%							
Balance (RLV - BLV £ per acre (n))		1	10%	15%	20%	25%	30%	35%	40%
Max CIL £ psm 233.24 (recommended CIL) (120.00)	0.00		765,890	671,574	577,246	482,907	388,548	294,167	199,754
	10.00		753,069	659,466	565,846	472,220	378,570	284,899	191,196
	20.00		740,248	647,357	554,447	461,533	368,593	275,632	182,638
	30.00		727,427	635,248	543,048	450,842	358,615	266,364	174,080
	40.00		714,606	623,137	531,648	440,152	348,638	257,096	165,520
	50.00		701,786	611,025	520,249	429,462	338,659	247,828	156,958
	60.00		688,965	598,913	508,850	418,772	328,679	238,558	148,397
	70.00		676,144	586,801	497,450	408,082	318,698	229,286	139,835
	80.00		663,323	574,690	486,051	397,392	308,717	220,015	131,274
	90.00		650,502	562,578	474,651	386,702	298,736	210,744	122,712
	100.00		637,680	550,466	463,250	376,012	288,756	201,472	114,151
	110.00		624,855	538,354	451,847	365,322	278,775	192,201	105,589
	120.00		612,031	526,242	440,444	354,631	268,794	182,930	97,024
	130.00		599,207	514,130	429,042	343,941	258,813	173,659	88,458
	140.00		586,383	502,019	417,639	333,248	248,832	164,386	79,893
	150.00		573,558	489,907	406,236	322,554	238,849	155,111	71,328
	160.00		560,734	477,795	394,833	311,860	228,865	145,836	62,762
	170.00		547,910	465,680	383,431	301,167	218,880	136,561	54,197
	180.00		535,085	453,565	372,028	290,473	208,896	127,286	45,630
	190.00		522,261	441,449	360,625	279,779	198,911	118,011	37,060
	200.00		509,437	429,334	349,222	269,086	188,927	108,736	28,491
	210.00		496,613	417,218	337,817	258,392	178,943	99,460	19,922
	220.00		483,788	405,103	326,410	247,698	168,958	90,181	11,352
	230.00		470,961	392,987	315,003	237,002	158,971	80,902	2,783
	240.00		458,133	380,872	303,597	226,304	148,983	71,623	(5,791)
	250.00		445,305	368,757	292,190	215,606	138,994	62,344	(14,364)

TABLE 2

TABLE 2		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 233.24 (recommended CIL) (120.00)	0.00		199,754	156,762	113,758	70,739	27,706	(15,346)	(58,421)
	10.00		191,196	148,201	105,197	62,174	19,137	(23,920)	(67,000)
	20.00		182,638	139,639	96,631	53,609	10,567	(32,493)	(75,578)
	30.00		174,080	131,078	88,066	45,041	1,998	(41,068)	(84,161)
	40.00		165,520	122,516	79,501	36,472	(6,576)	(49,646)	(92,744)
	50.00		156,958	113,955	70,936	27,902	(15,150)	(58,225)	(101,327)
	60.00		148,397	105,393	62,370	19,333	(23,723)	(66,803)	(109,911)
	70.00		139,835	96,828	53,805	10,764	(32,297)	(75,381)	(118,499)
	80.00		131,274	88,262	45,237	2,194	(40,871)	(83,964)	(127,088)
	90.00		122,712	79,697	36,668	(6,380)	(49,450)	(92,547)	(135,677)
	100.00		114,151	71,132	28,098	(14,953)	(58,028)	(101,131)	(144,269)
	110.00		105,589	62,566	19,529	(23,527)	(66,607)	(109,714)	(152,863)
	120.00		97,024	54,001	10,960	(32,101)	(75,185)	(118,303)	(161,457)
	130.00		88,458	45,433	2,390	(40,675)	(83,767)	(126,891)	(170,054)
	140.00		79,893	36,864	(6,183)	(49,253)	(92,351)	(135,480)	(178,654)
	150.00		71,328	28,295	(14,757)	(57,832)	(100,934)	(144,072)	(187,254)
	160.00		62,762	19,725	(23,331)	(66,410)	(109,518)	(152,666)	(195,859)
	170.00		54,197	11,156	(31,904)	(74,989)	(118,106)	(161,260)	(204,465)
	180.00		45,630	2,587	(40,479)	(83,571)	(126,695)	(169,857)	(213,130)
	190.00		37,060	(5,987)	(49,057)	(92,154)	(135,283)	(178,457)	(222,749)
	200.00		28,491	(14,561)	(57,635)	(100,738)	(143,875)	(187,057)	(232,706)
	210.00		19,922	(23,134)	(66,214)	(109,321)	(152,469)	(195,662)	(242,670)
	220.00		11,352	(31,708)	(74,792)	(117,909)	(161,063)	(204,268)	(252,635)
	230.00		2,783	(40,282)	(83,374)	(126,498)	(169,660)	(212,926)	(262,606)
	240.00		(5,791)	(48,861)	(91,958)	(135,087)	(178,260)	(222,521)	(272,579)
	250.00		(14,364)	(57,439)	(100,541)	(143,678)	(186,861)	(232,478)	(282,559)

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

No Units:

700

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 3		Profit	20%						
Balance (RLV - BLV £ per acre (n))		1	15%	16%	17%	18%	19%	20%	21%
CIL £psm 233.24 (recommended CIL) (120.00)	0.00		369,674	335,690	301,706	267,722	233,738	199,754	165,770
	10.00		361,116	327,132	293,148	259,164	225,180	191,196	157,212
	20.00		352,557	318,574	284,590	250,606	216,622	182,638	148,654
	30.00		343,999	310,015	276,032	242,048	208,064	174,080	140,096
	40.00		335,439	301,456	267,472	233,488	199,504	165,520	131,536
	50.00		326,878	292,894	258,910	224,926	190,942	156,958	122,975
	60.00		318,316	284,332	250,349	216,365	182,381	148,397	114,413
	70.00		309,755	275,771	241,787	207,803	173,819	139,835	105,851
	80.00		301,193	267,209	233,225	199,242	165,258	131,274	97,290
	90.00		292,632	258,648	224,664	190,680	156,696	122,712	88,728
	100.00		284,070	250,086	216,102	182,118	148,134	114,151	80,167
	110.00		275,508	241,525	207,541	173,557	139,573	105,589	71,605
	120.00		266,943	232,959	198,975	164,992	131,008	97,024	63,040
	130.00		258,378	224,394	190,410	156,426	122,442	88,458	54,475
	140.00		249,813	215,829	181,845	147,861	113,877	79,893	45,909
	150.00		241,247	207,263	173,279	139,296	105,312	71,328	37,344
	160.00		232,682	198,698	164,714	130,730	96,746	62,762	28,779
	170.00		224,117	190,133	156,149	122,165	88,181	54,197	20,213
	180.00		215,549	181,565	147,581	113,597	79,614	45,630	11,646
	190.00		206,980	172,996	139,012	105,028	71,044	37,060	3,076
	200.00		198,410	164,427	130,443	96,459	62,475	28,491	(5,493)
	210.00		189,841	155,857	121,873	87,889	53,905	19,922	(14,062)
	220.00		181,272	147,288	113,304	79,320	45,336	11,352	(22,632)
	230.00		172,702	138,718	104,734	70,751	36,767	2,783	(31,201)
	240.00		164,129	130,145	96,161	62,177	28,193	(5,791)	(39,775)
	250.00		155,555	121,571	87,587	53,603	19,620	(14,364)	(48,348)

TABLE 4		BLV (£ per acre (n))							
Balance (RLV - BLV £ per acre (n))		1	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm 233.24 (recommended CIL) (120.00)	0.00		316,421	291,421	266,421	241,421	216,421	191,421	166,421
	10.00		307,863	282,863	257,863	232,863	207,863	182,863	157,863
	20.00		299,305	274,305	249,305	224,305	199,305	174,305	149,305
	30.00		290,747	265,747	240,747	215,747	190,747	165,747	140,747
	40.00		282,187	257,187	232,187	207,187	182,187	157,187	132,187
	50.00		273,625	248,625	223,625	198,625	173,625	148,625	123,625
	60.00		265,064	240,064	215,064	190,064	165,064	140,064	115,064
	70.00		256,502	231,502	206,502	181,502	156,502	131,502	106,502
	80.00		247,941	222,941	197,941	172,941	147,941	122,941	97,941
	90.00		239,379	214,379	189,379	164,379	139,379	114,379	89,379
	100.00		230,818	205,818	180,818	155,818	130,818	105,818	80,818
	110.00		222,256	197,256	172,256	147,256	122,256	97,256	72,256
	120.00		213,691	188,691	163,691	138,691	113,691	88,691	63,691
	130.00		205,125	180,125	155,125	130,125	105,125	80,125	55,125
	140.00		196,560	171,560	146,560	121,560	96,560	71,560	46,560
	150.00		187,995	162,995	137,995	112,995	87,995	62,995	37,995
	160.00		179,429	154,429	129,429	104,429	79,429	54,429	29,429
	170.00		170,864	145,864	120,864	95,864	70,864	45,864	20,864
	180.00		162,297	137,297	112,297	87,297	62,297	37,297	12,297
	190.00		153,727	128,727	103,727	78,727	53,727	28,727	3,727
	200.00		145,158	120,158	95,158	70,158	45,158	20,158	(4,842)
	210.00		136,589	111,589	86,589	61,589	36,589	11,589	(13,411)
	220.00		128,019	103,019	78,019	53,019	28,019	3,019	(21,981)
	230.00		119,450	94,450	69,450	44,450	19,450	(5,550)	(30,550)
	240.00		110,876	85,876	60,876	35,876	10,876	(14,124)	(39,124)
	250.00		102,303	77,303	52,303	27,303	2,303	(22,697)	(47,697)

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Scheme Typology:

Houses & Flats

No Units:

700

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 5		Density (dph) (net)				40			
Balance (RLV - BLV £ per acre (n))		1	30	35	40	45	50	55	60
CIL £psm 233.24 (recommended CIL) (120.00)	0.00		95,649	147,702	199,754	251,807	303,860	355,912	407,965
	10.00		89,230	140,213	191,196	242,179	293,162	344,145	395,128
	20.00		82,812	132,725	182,638	232,551	282,464	332,377	382,290
	30.00		76,393	125,237	174,080	222,923	271,767	320,610	369,453
	40.00		69,973	117,747	165,520	213,293	261,067	308,840	356,613
	50.00		63,552	110,255	156,958	203,662	250,365	297,068	343,771
	60.00		57,131	102,764	148,397	194,030	239,663	285,296	330,929
	70.00		50,710	95,273	139,835	184,398	228,961	273,524	318,086
	80.00		44,289	87,781	131,274	174,766	218,259	261,751	305,244
	90.00		37,867	80,290	122,712	165,135	207,557	249,979	292,402
	100.00		31,446	72,798	114,151	155,503	196,855	238,207	279,559
	110.00		25,025	65,307	105,589	145,871	186,153	226,435	266,717
	120.00		18,601	57,812	97,024	136,235	175,446	214,658	253,869
	130.00		12,177	50,318	88,458	126,599	164,740	202,880	241,021
	140.00		5,753	42,823	79,893	116,963	154,033	191,103	228,173
	150.00		(671)	35,328	71,328	107,327	143,326	179,326	215,325
	160.00		(7,095)	27,834	62,762	97,691	132,620	167,549	202,477
	170.00		(13,519)	20,339	54,197	88,055	121,913	155,771	189,629
	180.00		(19,944)	12,843	45,630	78,417	111,204	143,991	176,778
	190.00		(26,372)	5,344	37,060	68,776	100,492	132,208	163,924
	200.00		(32,799)	(2,154)	28,491	59,136	89,780	120,425	151,070
	210.00		(39,226)	(9,652)	19,922	49,495	79,069	108,642	138,216
	220.00		(45,653)	(17,150)	11,352	39,855	68,357	96,859	125,362
	230.00		(52,080)	(24,648)	2,783	30,214	57,645	85,076	112,508
	240.00		(58,510)	(32,150)	(5,791)	20,569	46,928	73,288	99,648
	250.00		(64,940)	(39,652)	(14,364)	10,923	36,211	61,499	86,787

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 233.24 (recommended CIL) (120.00)	0.00		439,184	319,507	199,754	79,902	(40,114)	(160,408)	(291,605)
	10.00		430,635	310,954	191,196	71,337	(48,692)	(169,014)	(301,615)
	20.00		422,085	302,399	182,638	62,770	(57,275)	(177,621)	(311,632)
	30.00		413,536	293,844	174,080	54,200	(65,858)	(186,231)	(321,653)
	40.00		404,986	285,289	165,520	45,631	(74,441)	(194,843)	(331,684)
	50.00		396,436	276,734	156,958	37,062	(83,025)	(203,457)	(341,723)
	60.00		387,884	268,179	148,397	28,492	(91,612)	(212,099)	(351,769)
	70.00		379,332	259,624	139,835	19,923	(100,201)	(221,605)	(361,825)
	80.00		370,780	251,069	131,274	11,350	(108,790)	(231,577)	(371,891)
	90.00		362,228	242,514	122,712	2,777	(117,379)	(241,550)	(381,968)
	100.00		353,676	233,959	114,151	(5,797)	(125,974)	(251,529)	(392,057)
	110.00		345,124	225,404	105,589	(14,371)	(134,568)	(261,511)	(402,160)
	120.00		336,572	216,846	97,024	(22,945)	(143,162)	(271,499)	(412,277)
	130.00		328,020	208,288	88,458	(31,521)	(151,762)	(281,490)	(422,409)
	140.00		319,467	199,730	79,893	(40,100)	(160,362)	(291,490)	(432,558)
	150.00		310,915	191,172	71,328	(48,678)	(168,962)	(301,493)	(442,726)
	160.00		302,363	182,614	62,762	(57,257)	(177,568)	(311,503)	(452,915)
	170.00		293,811	174,056	54,197	(65,836)	(186,175)	(321,521)	(463,127)
	180.00		285,257	165,498	45,630	(74,420)	(194,783)	(331,544)	(473,365)
	190.00		276,702	156,939	37,060	(83,003)	(203,396)	(341,575)	(483,632)
	200.00		268,147	148,380	28,491	(91,586)	(212,029)	(351,616)	(493,930)
	210.00		259,592	139,819	19,922	(100,172)	(221,527)	(361,665)	(504,267)
	220.00		251,037	131,257	11,352	(108,760)	(231,492)	(371,724)	(514,645)
	230.00		242,482	122,696	2,783	(117,349)	(241,463)	(381,793)	(525,069)
	240.00		233,927	114,134	(5,791)	(125,937)	(251,436)	(391,874)	(535,549)
	250.00		225,372	105,572	(14,364)	(134,531)	(261,415)	(401,967)	(546,092)

251201 SWC_Residential Appraisals_CIL_v3_F_K

Scheme Typology:

Houses & Flats

No Units:

700

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £54.80

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 233.24 (recommended CIL) (120.00)	0.00		(57,665)	71,132	199,754	328,282	456,746	585,173	713,566
	10.00		(66,249)	62,567	191,196	319,727	448,197	576,624	705,018
	20.00		(74,832)	53,999	182,638	311,173	439,646	568,074	696,471
	30.00		(83,415)	45,430	174,080	302,618	431,094	559,525	687,924
	40.00		(92,001)	36,860	165,520	294,063	422,542	550,975	679,377
	50.00		(100,590)	28,291	156,958	285,508	413,990	542,426	670,829
	60.00		(109,179)	19,721	148,397	276,953	405,438	533,876	662,282
	70.00		(117,769)	11,152	139,835	268,398	396,886	525,327	653,735
	80.00		(126,363)	2,578	131,274	259,843	388,334	516,777	645,188
	90.00		(134,957)	(5,996)	122,712	251,288	379,782	508,227	636,640
	100.00		(143,552)	(14,569)	114,151	242,733	371,230	499,678	628,093
	110.00		(152,152)	(23,143)	105,589	234,176	362,677	491,128	619,546
	120.00		(160,753)	(31,718)	97,024	225,618	354,125	482,579	610,999
	130.00		(169,356)	(40,296)	88,458	217,060	345,573	474,029	602,451
	140.00		(177,962)	(48,875)	79,893	208,501	337,021	465,480	593,904
	150.00		(186,568)	(57,453)	71,328	199,943	328,469	456,930	585,357
	160.00		(195,181)	(66,032)	62,762	191,385	319,914	448,381	576,808
	170.00		(203,794)	(74,615)	54,197	182,827	311,359	439,831	568,258
	180.00		(212,446)	(83,198)	45,630	174,269	302,804	431,279	559,709
	190.00		(221,994)	(91,782)	37,060	165,711	294,249	422,727	551,159
	200.00		(231,964)	(100,366)	28,491	157,151	285,695	414,175	542,610
	210.00		(241,938)	(108,955)	19,922	148,589	277,140	405,623	534,060
	220.00		(251,918)	(117,543)	11,352	140,027	268,585	397,071	525,511
	230.00		(261,900)	(126,132)	2,783	131,466	260,030	388,519	516,961
	240.00		(271,891)	(134,725)	(5,791)	122,904	251,475	379,967	508,412
	250.00		(281,885)	(143,319)	(14,364)	114,343	242,920	371,415	499,862

TABLE 8		Grant (£ per unit)							
Balance (RLV - BLV £ per acre (n))		1	0	5,000	10,000	15,000	20,000	25,000	30,000
CIL £psm 233.24 (recommended CIL) (120.00)	0.00		199,754	269,936	340,095	410,233	480,354	550,469	620,564
	10.00		191,196	261,381	331,543	401,681	471,805	541,920	612,017
	20.00		182,638	252,826	322,990	393,129	463,255	533,371	603,469
	30.00		174,080	244,271	314,435	384,577	454,706	524,821	594,922
	40.00		165,520	235,714	305,880	376,025	446,156	516,272	586,375
	50.00		156,958	227,156	297,325	367,473	437,607	507,722	577,828
	60.00		148,397	218,598	288,770	358,921	429,057	499,173	569,280
	70.00		139,835	210,040	280,215	350,369	420,508	490,623	560,733
	80.00		131,274	201,482	271,660	341,817	411,955	482,074	552,186
	90.00		122,712	192,924	263,105	333,265	403,403	473,524	543,639
	100.00		114,151	184,365	254,550	324,713	394,851	464,975	535,090
	110.00		105,589	175,807	245,995	316,160	386,299	456,425	526,540
	120.00		97,024	167,249	237,440	307,605	377,747	447,875	517,991
	130.00		88,458	158,689	228,883	299,050	369,195	439,326	509,441
	140.00		79,893	150,127	220,325	290,495	360,643	430,776	500,892
	150.00		71,328	141,565	211,767	281,940	352,091	422,227	492,342
	160.00		62,762	133,004	203,209	273,385	343,539	413,677	483,793
	170.00		54,197	124,442	194,651	264,830	334,987	405,125	475,243
	180.00		45,630	115,881	186,093	256,275	326,435	396,573	466,694
	190.00		37,060	107,319	177,535	247,720	317,882	388,021	458,144
	200.00		28,491	98,757	168,977	239,165	309,329	379,469	449,595
	210.00		19,922	90,191	160,418	230,610	300,774	370,917	441,045
	220.00		11,352	81,626	151,857	222,053	292,220	362,365	432,496
	230.00		2,783	73,061	143,296	213,495	283,665	353,813	423,946
	240.00		(5,791)	64,495	134,734	204,936	275,110	345,261	415,397
	250.00		(14,364)	55,930	126,173	196,378	266,555	336,709	406,847

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

251201 SWC_Residential Appraisals_CIL_v3_L_R

Appraisal Ref: **L** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: **Location / Value Zone: Area Wide**
 Notes/Comments: **Median BCIS, No AH, Current CIL: £0**
 No Units: **8**
 Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			8 Units						
AH Policy requirement (% Target)			0%						
Open Market Sale (OMS) housing			100%						
AH tenure split %			Open Market Sale (OMS) 100%						
			Affordable Rent:		0.0%		70.0% % Rented		
			Social Rent:		70.0%				
			First Homes:		0.0%				
			Other Intermediate (LCHO/Sub-Market etc.):		30.0%		0.0% % of total (>10% First Homes PPG 023)		
			100%		100.0%				
CIL Rate (£ psm)			180.16 £ psm						
Unit Mix -									
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
2 bed House	35.0%	2.8	50.0%	0.0	35%	2.8			
3 bed House	20.0%	1.6	25.0%	0.0	20%	1.6			
3 bed House (with garage)	20.0%	1.6	25.0%	0.0	20%	1.6			
4 bed House (with garage)	25.0%	2.0	0.0%	0.0	25%	2.0			
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	8.0	100.0%	0.0	100%	8.0		
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
2 bed House	210	2,260	0	0	210	2,260			
3 bed House	152	1,636	0	0	152	1,636			
3 bed House (with garage)	178	1,912	0	0	178	1,912			
4 bed House (with garage)	272	2,928	0	0	272	2,928			
5 bed House (with garage)	0	0	0	0	0	0			
1 bed Flat	0	0	0	0	0	0			
2 bed Flat	0	0	0	0	0	0			
3 bed Flat	0	0	0	0	0	0			
		812	8,736	0	0	812	8,736		
AH % by floor area:		0.00% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)			
2 bed House	330,000	4,400	409	4,400	409	924,000			
3 bed House	415,000	4,368	406	4,368	406	664,000			
3 bed House (with garage)	425,000	4,474	416	3,829	356	680,000			
4 bed House (with garage)	510,000	4,250	395	3,750	348	1,020,000			
5 bed House (with garage)	570,000	4,222	392	3,775	351	0			
1 bed Flat	205,000	4,100	381	3,485	324	0			
2 bed Flat	255,000	3,923	364	3,335	310	0			
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0			
						3,288,000			
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Site Typology:

Notes/Comments:

Houses

Location / Value Zone:

Median BCIS, No AH, Current CIL: £0

No Units:

Greenfield/Brownfield:

8

Brownfield

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
2 bed House	2.8	@	330,000		924,000
3 bed House	1.6	@	415,000		664,000
3 bed House (with garage)	1.6	@	425,000		680,000
4 bed House (with garage)	2.0	@	510,000		1,020,000
5 bed House (with garage)	0.0	@	570,000		-
1 bed Flat	0.0	@	205,000		-
2 bed Flat	0.0	@	255,000		-
3 bed Flat	0.0	@	0		-
	8.0				3,288,000
Affordable Rent GDV -					
2 bed House	0.0	@	123,750		-
3 bed House	0.0	@	155,625		-
3 bed House (with garage)	0.0	@	159,375		-
4 bed House (with garage)	0.0	@	191,250		-
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	123,750		-
3 bed House	0.0	@	155,625		-
3 bed House (with garage)	0.0	@	159,375		-
4 bed House (with garage)	0.0	@	191,250		-
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	231,000		-
3 bed House	0.0	@	250,000		-
3 bed House (with garage)	0.0	@	250,000		-
4 bed House (with garage)	0.0	@	250,000		-
5 bed House (with garage)	0.0	@	250,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	231,000		-
3 bed House	0.0	@	290,500		-
3 bed House (with garage)	0.0	@	297,500		-
4 bed House (with garage)	0.0	@	357,000		-
5 bed House (with garage)	0.0	@	399,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential				8	3,288,000
AH on-site cost analysis:				EMV (no AH) less £GDV (inc. AH)	
				0 £ psm (total GIA sqm)	
				0 £ per unit (total units)	
Grant				8	units @ per unit
Total GDV					3,288,000

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses

Site Typology:

Location / Value Zone:

Area Wide

Notes/Comments:

Median BCIS, No AH, Current CIL: £0

No Units:

8

Greenfield/Brownfield:

Brownfield

DEVELOPMENT COSTS

Initial Payments -

Statutory Planning Fees (Residential)	01-Apr-25		(capped at £411,885)	4,704 £	(4,704)
Planning Application Professional Fees, Surveys and reports			(capped at £1,500,000)	23,520 £	(23,520)
CIL (Mkrt only inc. garages)	Max	812 sqm	180.16 £ psm		(146,215)
CIL analysis:					
		4.45% % of GDV	18,277 £ per unit (total units)		
Site Specific S106	Year 1		0		-
(strategic site cashflow yrs 1-15)	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		-
Site Specific S106 (installment)		8 units @	15,297 per unit		(122,376)
	Sub-total				(122,376)
S106 analysis:					
		458,910 £ per ha	3.72% % of GDV	15,297 £ per unit (total units)	
AH Commuted Sum		812 sqm (total)	£ psm		-
Comm. Sum analysis:					
		0.00% % of GDV			

Construction Costs -

Site Clearance, Demolition & Remediation		0.27 ha @	123,550 £ per ha (if brownfield)		(32,947)
Strategic Site Infra. 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		-
	Years 1-15	8 units @			-
	Sub-total				-
Infra. Costs analysis:					
		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
2 bed House		210 sqm @	1,727 psm		(362,670)
3 bed House		152 sqm @	1,727 psm		(262,504)
3 bed House (EXC. garage)		152 sqm @	1,727 psm		(262,504)
4 bed House (EXC. garage)		240 sqm @	1,727 psm		(414,480)
5 bed House (EXC. garage)		- sqm @	1,727 psm		-
1 bed Flat		- sqm @	1,893 psm		-
2 bed Flat		- sqm @	1,893 psm		-
3 bed Flat		- sqm @	1,893 psm		-
Garages for 3B House	1.6	16.0	26 sqm @	531 psm	(13,600)
Garages for 4B House	2.0	16.0	32 sqm @	531 psm	(17,000)
Garages for 5B House	-	16.0	0 sqm @	531 psm	-
Total GIA check:					
		812 £ per garage	£8,500		
External works		1,332,758 @	15.0%		(199,914)
Ext. Works analysis:					
			24,989 £ per unit (total units)		

Policy Costs on design -

Net Biodiversity costs		8 units @	268 £ per unit		(2,144)
M4(2) Category 2 Housing	Aff units	- units @	100% @	625 £ per unit	-
M4(3) Category 3 Housing	Aff units (>20 units)	- units @	0% @	12,133 £ per unit	-
M4(2) Category 2 Housing	OMS units	8 units @	100% @	625 £ per unit	(5,000)
M4(3) Category 3 Housing	OMS units (>20 units)	8 units @	0% @	12,133 £ per unit	-
Part L/FHS - Houses		8 units @		5,816 £ per unit	(46,528)
Part L/FHS - Flats		- units @		2,712 £ per unit	-
Part L/FHS analysis:					
			3.5% % of BCIS costs		
EV Charging Points - Houses	8 units @		0 £ per unit		-
EV Charging Points - Flats	- units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency - Houses	8 units @		2,683 £ per unit		(21,464)
Water Efficiency - Flats	- units @		909 £ per unit		-
Broadband infrastructure	(< 20 units only)	8 units @	747 £ per unit		(5,976)
	Sub-total				(75,136)
Policy Costs analysis: (design costs only)					
			9,392 £ per unit (total units)		
			5.6% % of BCIS costs		
Contingency (on construction)		1,646,730 @	5.0%		(82,337)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology: Houses
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: Median BCIS, No AH, Current CIL: £0

No Units: 8
 Greenfield/Brownfield: Brownfield

Professional Fees	1,646,730 @	6.5%		(107,037)
Disposal Costs -				
OMS Marketing and Promotion	3,288,000 OMS @	3.00%	12,330 £ per unit	(98,640)
Residential Sales Agent Costs	3,288,000 OMS @	1.00%	4,110 £ per unit	(32,880)
Residential Sales Legal Costs	3,288,000 OMS @	0.50%	2,055 £ per unit	(16,440)
Affordable Sale Legal Costs	- AH @	0.25%	0 £ per unit	-
Empty Property Costs (SC, Council Tax proxy)	8 units (1/2 back during sales period)	0	0 £ per unit PA (£ per	-
Disposal Cost analysis:			18,495 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00% APR	0.565% pcm		(23,094)
Developers Profit -				
Profit on OMS	3,288,000	20.00%		(657,600)
Margin on AH	0	6.00% on AH values		-
Profit analysis:	3,288,000	20.00% blended GDV	(657,600)	
	2,303,973	28.54% on costs	(657,600)	
TOTAL COSTS				(2,961,573)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				326,427
SDLT	326,427 @	HMRC formula		(5,821)
Acquisition Agent fees	326,427 @	1.0%		(3,264)
Acquisition Legal fees	326,427 @	0.5%		(1,632)
Interest on Land	326,427 @	7.00%		(22,850)
Residual Land Value				292,860
RLV analysis:	36,607 £ per plot	1,098,224 £ per ha (net)	444,445 £ per acre (net)	
		988,401 £ per ha (gross)	400,001 £ per acre (gross)	
			8.91% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0 dph (net)			
Site Area (net)	0.27 ha (net)	0.66 acres (net)		
Net to Gross ratio	90%			
Site Area (gross)	0.30 ha (gross)	0.73 acres (gross)		
Density analysis:	3,044 sqm/ha (net)	13,258 sqft/ac (net)		
	27 dph (gross)			
Benchmark Land Value (net)	36,607 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)	292,859
BLV analysis:		988,399 £ per ha (gross)	400,000 £ per acre (gross)	

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

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses

Site Typology:

Location / Value Zone:

Area Wide

No Units:

8

Notes/Comments:

Median BCIS, No AH, Current CIL: £0

Greenfield/Brownfield:

Brownfield

SENSITIVITY ANALYSIS

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

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

TABLE 1

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		1	10%	15%	20%	25%	30%	35%	40%
Max CIL £ psm 180.16 (recommended CIL) (120.00)	0.00	69,065	4,592	(59,882)	(125,189)	(191,898)	(259,159)	(327,641)	
	10.00	59,173	(4,751)	(68,675)	(133,718)	(199,859)	(266,759)	(334,656)	
	20.00	49,281	(14,093)	(77,468)	(142,247)	(207,820)	(274,359)	(341,672)	
	30.00	39,389	(23,436)	(86,260)	(150,776)	(215,780)	(281,959)	(348,687)	
	40.00	29,497	(32,778)	(95,053)	(159,306)	(223,741)	(289,559)	(355,702)	
	50.00	19,605	(42,120)	(103,968)	(167,835)	(231,701)	(297,159)	(362,717)	
	60.00	9,713	(51,463)	(113,066)	(176,364)	(239,784)	(304,759)	(369,733)	
	70.00	(179)	(60,805)	(122,164)	(184,893)	(247,969)	(312,358)	(376,748)	
	80.00	(10,071)	(70,148)	(131,262)	(193,423)	(256,153)	(319,958)	(383,763)	
	90.00	(19,963)	(79,490)	(140,360)	(201,952)	(264,338)	(327,558)	(390,779)	
	100.00	(29,855)	(88,833)	(149,457)	(210,481)	(272,522)	(335,158)	(397,794)	
	110.00	(39,747)	(98,175)	(158,555)	(219,038)	(280,707)	(342,758)	(404,809)	
	120.00	(49,639)	(107,767)	(167,653)	(227,615)	(288,891)	(350,358)	(411,825)	
	130.00	(59,531)	(117,433)	(176,751)	(236,194)	(297,076)	(357,958)	(418,840)	
	140.00	(69,423)	(127,100)	(185,849)	(244,963)	(305,260)	(365,558)	(425,855)	
	150.00	(79,315)	(136,766)	(194,947)	(253,732)	(313,445)	(373,158)	(432,870)	
	160.00	(89,207)	(146,433)	(204,089)	(262,501)	(321,629)	(380,758)	(439,886)	
	170.00	(99,099)	(156,099)	(213,239)	(271,270)	(329,814)	(388,357)	(447,129)	
	180.00	(109,291)	(165,766)	(222,388)	(280,039)	(337,998)	(395,957)	(454,796)	
	190.00	(119,526)	(175,432)	(231,537)	(288,809)	(346,183)	(403,557)	(462,463)	
	200.00	(129,761)	(185,138)	(240,788)	(297,578)	(354,367)	(411,157)	(470,130)	
	210.00	(139,996)	(194,859)	(250,142)	(306,347)	(362,552)	(418,757)	(477,797)	
	220.00	(150,231)	(204,580)	(259,495)	(315,116)	(370,736)	(426,357)	(485,464)	
	230.00	(160,468)	(214,301)	(268,849)	(323,885)	(378,921)	(433,957)	(493,157)	
	240.00	(170,761)	(224,023)	(278,203)	(332,654)	(387,105)	(441,557)	(500,867)	
	250.00	(181,054)	(233,744)	(287,557)	(341,423)	(395,290)	(449,595)	(508,578)	

TABLE 2

Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
		(where 110% is a 10% increase etc.)							
CIL £psm 180.16 (recommended CIL) (120.00)	0.00	197,861	181,382	164,867	148,294	131,721	115,149	98,576	
	10.00	186,932	170,449	153,876	137,303	120,730	104,157	87,585	
	20.00	176,003	159,457	142,885	126,312	109,739	93,166	76,594	
	30.00	165,039	148,466	131,894	115,321	98,748	82,175	65,602	
	40.00	154,048	137,475	120,902	104,330	87,757	71,184	54,611	
	50.00	143,057	126,484	109,911	93,339	76,766	60,193	43,620	
	60.00	132,066	115,493	98,920	82,347	65,775	49,202	32,629	
	70.00	121,075	104,502	87,929	71,356	54,784	38,211	21,638	
	80.00	110,084	93,511	76,938	60,365	43,792	27,220	10,647	
	90.00	99,093	82,520	65,947	49,374	32,801	16,229	(344)	
	100.00	88,101	71,529	54,956	38,383	21,810	5,238	(11,335)	
	110.00	77,110	60,538	43,965	27,392	10,819	(5,754)	(22,326)	
	120.00	66,119	49,546	32,974	16,401	(172)	(16,745)	(33,317)	
	130.00	55,128	38,555	21,983	5,410	(11,163)	(27,736)	(44,309)	
	140.00	44,137	27,564	10,991	(5,581)	(22,154)	(38,727)	(55,300)	
	150.00	33,146	16,573		(16,572)	(33,145)	(49,718)	(66,291)	
	160.00	22,155	5,582	(10,991)	(27,564)	(44,136)	(60,709)	(77,282)	
	170.00	11,164	(5,409)	(21,982)	(38,555)	(55,127)	(71,700)	(88,273)	
	180.00	173	(16,400)	(32,973)	(49,546)	(66,119)	(82,691)	(99,264)	
	190.00	(10,818)	(27,391)	(43,964)	(60,537)	(77,110)	(93,682)	(110,600)	
	200.00	(21,810)	(38,382)	(54,955)	(71,528)	(88,101)	(104,824)	(121,972)	
	210.00	(32,801)	(49,373)	(65,946)	(82,519)	(99,092)	(116,197)	(133,396)	
	220.00	(43,792)	(60,365)	(76,937)	(93,510)	(110,421)	(127,589)	(144,833)	
	230.00	(54,783)	(71,356)	(87,928)	(104,646)	(121,794)	(139,025)	(156,270)	
	240.00	(65,774)	(82,347)	(98,920)	(116,018)	(133,217)	(150,462)	(167,706)	
	250.00	(76,765)	(93,338)	(110,243)	(127,409)	(144,654)	(161,898)	(179,143)	

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses

Site Typology:

Location / Value Zone:

Area Wide

No Units:

8

Notes/Comments:

Median BCIS, No AH, Current CIL: £0

Greenfield/Brownfield:

Brownfield

TABLE 3

		Profit							
		20%							
Balance (RLV - BLV £ per acre (n))		1	15%	16%	17%	18%	19%	20%	21%
CIL £psm 180.16 (recommended CIL) (120.00)	0.00		413,674	370,511	327,349	284,186	241,024	197,861	154,699
	10.00		402,744	359,582	316,419	273,257	230,095	186,932	143,770
	20.00		391,815	348,653	305,490	262,328	219,165	176,003	132,840
	30.00		380,852	337,689	294,527	251,364	208,202	165,039	121,877
	40.00		369,860	326,698	283,535	240,373	197,210	154,048	110,886
	50.00		358,869	315,707	272,544	229,382	186,219	143,057	99,894
	60.00		347,878	304,716	261,553	218,391	175,228	132,066	88,903
	70.00		336,887	293,725	250,562	207,400	164,237	121,075	77,912
	80.00		325,896	282,734	239,571	196,409	153,246	110,084	66,921
	90.00		314,905	271,742	228,580	185,417	142,255	99,093	55,930
	100.00		303,914	260,751	217,589	174,426	131,264	88,101	44,939
	110.00		292,923	249,760	206,598	163,435	120,273	77,110	33,948
	120.00		281,932	238,769	195,607	152,444	109,282	66,119	22,957
	130.00		270,941	227,778	184,616	141,453	98,291	55,128	11,966
	140.00		259,949	216,787	173,624	130,462	87,299	44,137	975
	150.00		248,958	205,796	162,633	119,471	76,308	33,146	(10,017)
	160.00		237,967	194,805	151,642	108,480	65,317	22,155	(21,008)
	170.00		226,976	183,814	140,651	97,489	54,326	11,164	(31,999)
	180.00		215,985	172,823	129,660	86,498	43,335	173	(42,990)
	190.00		204,994	161,831	118,669	75,506	32,344	(10,818)	(53,981)
	200.00		194,003	150,840	107,678	64,515	21,353	(21,810)	(64,972)
	210.00		183,012	139,849	96,687	53,524	10,362	(32,801)	(75,963)
	220.00		172,021	128,858	85,696	42,533	(629)	(43,792)	(86,954)
	230.00		161,030	117,867	74,705	31,542	(11,620)	(54,783)	(97,945)
	240.00		150,038	106,876	63,713	20,551	(22,612)	(65,774)	(109,235)
	250.00		139,047	95,885	52,722	9,560	(33,603)	(76,765)	(120,607)

TABLE 4

		BLV (£ per acre (n))							
		1	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm 180.16 (recommended CIL) (120.00)	0.00		542,305	517,305	492,305	467,305	442,305	417,305	392,305
	10.00		531,376	506,376	481,376	456,376	431,376	406,376	381,376
	20.00		520,447	495,447	470,447	445,447	420,447	395,447	370,447
	30.00		509,483	484,483	459,483	434,483	409,483	384,483	359,483
	40.00		498,492	473,492	448,492	423,492	398,492	373,492	348,492
	50.00		487,501	462,501	437,501	412,501	387,501	362,501	337,501
	60.00		476,510	451,510	426,510	401,510	376,510	351,510	326,510
	70.00		465,519	440,519	415,519	390,519	365,519	340,519	315,519
	80.00		454,528	429,528	404,528	379,528	354,528	329,528	304,528
	90.00		443,537	418,537	393,537	368,537	343,537	318,537	293,537
	100.00		432,545	407,545	382,545	357,545	332,545	307,545	282,545
	110.00		421,554	396,554	371,554	346,554	321,554	296,554	271,554
	120.00		410,563	385,563	360,563	335,563	310,563	285,563	260,563
	130.00		399,572	374,572	349,572	324,572	299,572	274,572	249,572
	140.00		388,581	363,581	338,581	313,581	288,581	263,581	238,581
	150.00		377,590	352,590	327,590	302,590	277,590	252,590	227,590
	160.00		366,599	341,599	316,599	291,599	266,599	241,599	216,599
	170.00		355,608	330,608	305,608	280,608	255,608	230,608	205,608
	180.00		344,617	319,617	294,617	269,617	244,617	219,617	194,617
	190.00		333,626	308,626	283,626	258,626	233,626	208,626	183,626
	200.00		322,634	297,634	272,634	247,634	222,634	197,634	172,634
	210.00		311,643	286,643	261,643	236,643	211,643	186,643	161,643
	220.00		300,652	275,652	250,652	225,652	200,652	175,652	150,652
	230.00		289,661	264,661	239,661	214,661	189,661	164,661	139,661
	240.00		278,670	253,670	228,670	203,670	178,670	153,670	128,670
	250.00		267,679	242,679	217,679	192,679	167,679	142,679	117,679

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses

No Units:

8

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Median BCIS, No AH, Current CIL: £0

TABLE 5		Density (dph) (net)				30			
Balance (RLV - BLV £ per acre (n))		1	30	35	40	45	50	55	60
CIL £psm 180.16 (recommended CIL) (120.00)	0.00		197,861	313,459	429,056	544,654	660,251	775,849	891,446
	10.00		186,932	300,708	414,484	528,260	642,036	755,812	869,588
	20.00		176,003	287,957	399,911	511,866	623,820	735,775	847,729
	30.00		165,039	275,206	385,339	495,472	605,605	715,738	825,870
	40.00		154,048	262,392	370,735	479,078	587,389	695,700	804,012
	50.00		143,057	249,569	356,080	462,592	569,104	675,616	782,127
	60.00		132,066	236,746	341,426	446,105	550,785	655,465	760,145
	70.00		121,075	223,923	326,771	429,619	532,467	635,315	738,163
	80.00		110,084	211,100	312,116	413,132	514,148	615,165	716,181
	90.00		99,093	198,277	297,461	396,645	495,830	595,014	694,198
	100.00		88,101	185,454	282,806	380,159	477,511	574,864	672,216
	110.00		77,110	172,631	268,152	363,672	459,193	554,713	650,234
	120.00		66,119	159,808	253,497	347,186	440,874	534,563	628,252
	130.00		55,128	146,985	238,842	330,699	422,556	514,413	606,270
	140.00		44,137	134,162	224,187	314,212	404,237	494,262	584,287
	150.00		33,146	121,339	209,532	297,726	385,919	474,112	562,305
	160.00		22,155	108,516	194,878	281,239	367,600	453,962	540,323
	170.00		11,164	95,693	180,223	264,752	349,282	433,811	518,341
180.00		173	82,870	165,568	248,266	330,963	413,661	496,359	
190.00		(10,818)	70,047	150,913	231,779	312,645	393,511	474,376	
200.00		(21,810)	57,224	136,258	215,292	294,326	373,360	452,394	
210.00		(32,801)	44,401	121,604	198,806	276,008	353,210	430,412	
220.00		(43,792)	31,578	106,949	182,319	257,689	333,060	408,430	
230.00		(54,783)	18,756	92,294	165,832	239,371	312,909	386,448	
240.00		(65,774)	5,933	77,639	149,346	221,052	292,759	364,465	
250.00		(76,765)	(6,890)	62,984	132,859	202,734	272,609	342,483	

TABLE 6		Build cost							
		1	90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV £ per acre (n))		0.00	428,092	313,292	197,861	81,635	(34,742)	(153,043)	(274,986)
		10.00	417,267	302,418	186,932	70,644	(45,733)	(164,480)	(286,678)
CIL £psm		20.00	406,443	291,544	176,003	59,653	(56,724)	(175,916)	(298,370)
180.16		30.00	395,618	280,670	165,039	48,662	(67,715)	(187,353)	(310,062)
(recommended CIL)		40.00	384,793	269,796	154,048	37,671	(78,706)	(198,789)	(321,754)
(120.00)		50.00	373,969	258,923	143,057	26,680	(89,697)	(210,226)	(333,447)
		60.00	363,144	248,008	132,066	15,689	(100,701)	(221,662)	(345,139)
		70.00	352,299	237,079	121,075	4,698	(112,073)	(233,099)	(356,831)
		80.00	341,426	226,150	110,084	(6,293)	(123,445)	(244,723)	(368,523)
		90.00	330,552	215,220	99,093	(17,284)	(134,878)	(256,415)	(380,215)
		100.00	319,678	204,291	88,101	(28,276)	(146,315)	(268,107)	(391,907)
		110.00	308,804	193,362	77,110	(39,267)	(157,751)	(279,799)	(403,600)
		120.00	297,930	182,432	66,119	(50,258)	(169,188)	(291,492)	(415,292)
		130.00	287,056	171,503	55,128	(61,249)	(180,625)	(303,184)	(426,984)
		140.00	276,182	160,514	44,137	(72,240)	(192,061)	(314,876)	(438,708)
		150.00	265,309	149,523	33,146	(83,231)	(203,498)	(326,568)	(451,026)
		160.00	254,435	138,532	22,155	(94,222)	(214,934)	(338,260)	(463,876)
		170.00	243,509	127,541	11,164	(105,383)	(226,371)	(349,952)	(476,727)
		180.00	232,579	116,550	173	(116,755)	(237,845)	(361,645)	(489,577)
		190.00	221,650	105,558	(10,818)	(128,150)	(249,537)	(373,337)	(502,428)
		200.00	210,721	94,567	(21,810)	(139,587)	(261,229)	(385,029)	(515,278)
		210.00	199,791	83,576	(32,801)	(151,023)	(272,921)	(396,721)	(528,129)
		220.00	188,862	72,585	(43,792)	(162,460)	(284,613)	(408,413)	(540,980)
		230.00	177,933	61,594	(54,783)	(173,897)	(296,305)	(420,105)	(553,830)
		240.00	166,980	50,603	(65,774)	(185,333)	(307,998)	(431,798)	(566,681)
		250.00	155,989	39,612	(76,765)	(196,770)	(319,690)	(443,549)	(579,531)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses

No Units:

8

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Median BCIS, No AH, Current CIL: £0

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 180.16 (recommended CIL) (120.00)	0.00		(136,736)	31,249	197,861	363,480	528,362	692,764	856,939
	10.00		(148,108)	20,258	186,932	352,606	517,538	681,982	846,190
	20.00		(159,502)	9,266	176,003	341,732	506,713	671,200	835,409
	30.00		(170,938)	(1,725)	165,039	330,858	495,888	660,419	824,627
	40.00		(182,375)	(12,716)	154,048	319,985	485,063	649,637	813,845
	50.00		(193,812)	(23,707)	143,057	309,111	474,239	638,855	803,063
	60.00		(205,248)	(34,698)	132,066	298,237	463,414	628,073	792,281
	70.00		(216,685)	(45,689)	121,075	287,351	452,589	617,291	781,500
	80.00		(228,121)	(56,680)	110,084	276,422	441,765	606,482	770,718
	90.00		(239,534)	(67,671)	99,093	265,492	430,928	595,658	759,936
	100.00		(251,326)	(78,662)	88,101	254,563	420,054	584,833	749,154
	110.00		(263,018)	(89,653)	77,110	243,634	409,180	574,008	738,372
	120.00		(274,710)	(100,656)	66,119	232,704	398,307	563,183	727,591
	130.00		(286,403)	(112,028)	55,128	221,775	387,433	552,359	716,809
	140.00		(298,095)	(123,400)	44,137	210,846	376,559	541,534	706,027
	150.00		(309,787)	(134,772)	33,146	199,910	365,685	530,709	695,245
	160.00		(321,479)	(146,180)	22,155	188,919	354,811	519,885	684,463
	170.00		(333,171)	(157,617)	11,164	177,928	343,937	509,060	673,682
	180.00		(344,863)	(169,053)	173	166,936	333,064	498,235	662,900
	190.00		(356,556)	(180,490)	(10,818)	155,945	322,190	487,411	652,118
	200.00		(368,248)	(191,927)	(21,810)	144,954	311,265	476,586	641,303
	210.00		(379,940)	(203,363)	(32,801)	133,963	300,335	465,755	630,479
	220.00		(391,632)	(214,800)	(43,792)	122,972	289,406	454,881	619,654
	230.00		(403,324)	(226,236)	(54,783)	111,981	278,477	444,007	608,829
	240.00		(415,016)	(237,707)	(65,774)	100,990	267,548	433,133	598,005
	250.00		(426,709)	(249,399)	(76,765)	89,999	256,618	422,259	587,180

TABLE 8		Grant (£ per unit)							
Balance (RLV - BLV £ per acre (n))		1	0	5,000	10,000	15,000	20,000	25,000	30,000
CIL £psm 180.16 (recommended CIL) (120.00)	0.00		197,861	251,755	305,446	359,085	412,574	465,985	519,397
	10.00		186,932	240,825	294,572	348,212	401,749	455,161	508,572
	20.00		176,003	229,896	283,698	337,338	390,924	444,336	497,748
	30.00		165,039	218,967	272,824	326,464	380,100	433,511	486,923
	40.00		154,048	208,037	261,931	315,590	369,229	422,687	476,098
	50.00		143,057	197,108	251,001	304,716	358,356	411,862	465,274
	60.00		132,066	186,179	240,072	293,842	347,482	401,037	454,449
	70.00		121,075	175,248	229,143	282,968	336,608	390,213	443,624
	80.00		110,084	164,257	218,213	272,095	325,734	379,373	432,800
	90.00		99,093	153,266	207,284	261,177	314,860	368,500	421,975
	100.00		88,101	142,275	196,355	250,248	303,986	357,626	411,150
	110.00		77,110	131,284	185,425	239,319	293,112	346,752	400,325
	120.00		66,119	120,292	174,466	228,389	282,239	335,878	389,501
	130.00		55,128	109,301	163,474	217,460	271,353	325,004	378,644
	140.00		44,137	98,310	152,483	206,531	260,424	314,130	367,770
	150.00		33,146	87,319	141,492	195,601	249,495	303,257	356,896
	160.00		22,155	76,328	130,501	184,672	238,565	292,383	346,022
	170.00		11,164	65,337	119,510	173,683	227,636	281,509	335,148
	180.00		173	54,346	108,519	162,692	216,707	270,600	324,274
	190.00		(10,818)	43,355	97,528	151,701	205,777	259,671	313,401
	200.00		(21,810)	32,364	86,537	140,710	194,848	248,741	302,527
	210.00		(32,801)	21,372	75,546	129,719	183,892	237,812	291,653
	220.00		(43,792)	10,381	64,555	118,728	172,901	226,883	280,776
	230.00		(54,783)	(610)	53,563	107,737	161,910	215,953	269,847
	240.00		(65,774)	(11,601)	42,572	96,746	150,919	205,024	258,917
	250.00		(76,765)	(22,592)	31,581	85,754	139,928	194,095	247,988

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

251201 SWC_Residential Appraisals_CIL_v3_L_R

Appraisal Ref: **M** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: **Location / Value Zone: Area Wide**
 Notes/Comments: **Median BCIS, Current CIL: £0**
 No Units: **10**
 Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				10 Units					
AH Policy requirement (% Target)				30%					
Open Market Sale (OMS) housing				Open Market Sale (OMS)		70%			
AH tenure split %				Affordable Rent:		0.0%			
				Social Rent:		70.0%		70.0% % Rented	
				First Homes:		0.0%			
				Other Intermediate (LCHO/Sub-Market etc.):		30.0%		9.0% % of total (>10% First Homes PPG 023)	
						100%		100.0%	
CIL Rate (£ psm)				0.00		£ psm			
Unit Mix -									
	OMS Unit mix%	MV # units		AH mix%	AH # units		Overall mix%	Total # units	
2 bed House	35.0%	2.5		50.0%	1.5		40%	4.0	
3 bed House	20.0%	1.4		25.0%	0.8		22%	2.2	
3 bed House (with garage)	20.0%	1.4		25.0%	0.8		22%	2.2	
4 bed House (with garage)	25.0%	1.8		0.0%	0.0		18%	1.8	
5 bed House (with garage)	0.0%	0.0		0.0%	0.0		0%	0.0	
1 bed Flat	0.0%	0.0		0.0%	0.0		0%	0.0	
2 bed Flat	0.0%	0.0		0.0%	0.0		0%	0.0	
3 bed Flat	0.0%	0.0		0.0%	0.0		0%	0.0	
Total number of units		100.0%	7.0	100.0%	3.0		100%	10.0	
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)		Net to Gross %	Garage area (sqm)		Gross (GIA) per unit (sqm)	(sqft)	
2 bed House	75.0	807					75.0	807	
3 bed House	95.0	1,023					95.0	1,023	
3 bed House (with garage)	95.0	1,023			16.0		111.0	1,195	
4 bed House (with garage)	120.0	1,292			16.0		136.0	1,464	
5 bed House (with garage)	135.0	1,453			16.0		151.0	1,625	
1 bed Flat	50.0	538		85.0%			58.8	633	
2 bed Flat	65.0	700		85.0%			76.5	823	
3 bed Flat	0.0	0		85.0%			0.0	0	
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)		Net to Gross %	Garage area (sqm)		Gross (GIA) per unit (sqm)	(sqft)	
2 bed House	75.0	807					75.0	807	
3 bed House	95.0	1,023					95.0	1,023	
3 bed House (with garage)	95.0	1,023			16.0		111.0	1,195	
4 bed House (with garage)	120.0	1,292			16.0		136.0	1,464	
5 bed House (with garage)	135.0	1,453			16.0		151.0	1,625	
1 bed Flat	50.0	538		85.0%			58.8	633	
2 bed Flat	65.0	700		85.0%			76.5	823	
3 bed Flat	0.0	0		85.0%			0.0	0	
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)		Total GIA (all units) (sqm)	(sqft)	
2 bed House	184	1,978		113	1,211		296	3,189	
3 bed House	133	1,432		71	767		204	2,199	
3 bed House (with garage)	155	1,673		83	896		239	2,569	
4 bed House (with garage)	238	2,562		0	0		238	2,562	
5 bed House (with garage)	0	0		0	0		0	0	
1 bed Flat	0	0		0	0		0	0	
2 bed Flat	0	0		0	0		0	0	
3 bed Flat	0	0		0	0		0	0	
		710	7,644	267	2,874		977	10,518	
AH % by floor area:		27.32% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)		total MV £ (no AH)		
2 bed House	330,000	4,400	409	4,400	409		1,303,500		
3 bed House	415,000	4,368	406	4,368	406		892,250		
3 bed House (with garage)	425,000	4,474	416	3,829	356		913,750		
4 bed House (with garage)	510,000	4,250	395	3,750	348		892,500		
5 bed House (with garage)	570,000	4,222	392	3,775	351		0		
1 bed Flat	205,000	4,100	381	3,485	324		0		
2 bed Flat	255,000	3,923	364	3,335	310		0		
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		0		
							4,002,000		
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Site Typology:

Notes/Comments:

Houses

Location / Value Zone:

Median BCIS, Current CIL: £0

Area Wide

No Units:

Greenfield/Brownfield:

10

Brownfield

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
2 bed House	2.5	@	330,000		808,500
3 bed House	1.4	@	415,000		581,000
3 bed House (with garage)	1.4	@	425,000		595,000
4 bed House (with garage)	1.8	@	510,000		892,500
5 bed House (with garage)	0.0	@	570,000		-
1 bed Flat	0.0	@	205,000		-
2 bed Flat	0.0	@	255,000		-
3 bed Flat	0.0	@	0		-
	7.0				2,877,000
Affordable Rent GDV -					
2 bed House	0.0	@	123,750		-
3 bed House	0.0	@	155,625		-
3 bed House (with garage)	0.0	@	159,375		-
4 bed House (with garage)	0.0	@	191,250		-
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	1.1	@	123,750		129,938
3 bed House	0.5	@	155,625		81,703
3 bed House (with garage)	0.5	@	159,375		83,672
4 bed House (with garage)	0.0	@	191,250		-
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	2.1				295,313
First Homes GDV -					
2 bed House	0.0	@	231,000		-
3 bed House	0.0	@	250,000		-
3 bed House (with garage)	0.0	@	250,000		-
4 bed House (with garage)	0.0	@	250,000		-
5 bed House (with garage)	0.0	@	250,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.5	@	231,000		103,950
3 bed House	0.2	@	290,500		65,363
3 bed House (with garage)	0.2	@	297,500		66,938
4 bed House (with garage)	0.0	@	357,000		-
5 bed House (with garage)	0.0	@	399,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.9	3.0			236,250
Sub-total GDV Residential					
	10				3,408,563
AH on-site cost analysis:					
				£MV (no AH) less £GDV (inc. AH)	593,438
			607 £ psm (total GIA sqm)	59,344 £ per unit (total units)	
Grant					
	10	units @		per unit	-
Total GDV					
					3,408,563

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology: Houses
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: Median BCIS, Current CIL: £0
 No Units: 10
 Greenfield/Brownfield: Brownfield

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25			(capped at £411,885)	6,350 £				(6,350)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	25,400 £				(25,400)
CIL (Mkrt only inc. garages)	Max		710 sqm		0.00 £ psm				-
	CIL analysis:		0.00% % of GDV		0 £ per unit (total units)				
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	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				-
Site Specific S106 (installment)			10 units @		36,637 per unit				(366,370)
	Sub-total								(366,370)
	S106 analysis:	1,099,110 £ per ha	10.75% % of GDV		36,637 £ per unit (total units)				
AH Commuted Sum			977 sqm (total)		£ psm				-
	Comm. Sum analysis:		0.00% % of GDV						
Construction Costs -									
Site Clearance, Demolition & Remediation			0.33 ha @		123,550 £ per ha (if brownfield)				(41,183)
Strategic Site Infra. 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				-
	Years 1-15		10 units @						-
	Sub-total								-
	Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total units)				
2 bed House			296 sqm @		1,727 psm				(511,624)
3 bed House			204 sqm @		1,727 psm				(352,740)
3 bed House (EXC. garage)			204 sqm @		1,727 psm				(352,740)
4 bed House (EXC. garage)			210 sqm @		1,727 psm				(362,670)
5 bed House (EXC. garage)			- sqm @		1,727 psm				-
1 bed Flat			- sqm @		1,893 psm				-
2 bed Flat			- sqm @		1,893 psm				-
3 bed Flat			- sqm @		1,893 psm				-
Garages for 3B House	2.2	16.0	34 sqm @		531 psm				(18,275)
Garages for 4B House	1.8	16.0	28 sqm @		531 psm				(14,875)
Garages for 5B House	-	16.0	0 sqm @		531 psm				-
	Total GIA check:		977	£ per garage	£8,500				
External works			1,612,923 @		15.0%				(241,938)
	Ext. Works analysis:				24,194 £ per unit (total units)				
Policy Costs on design -									
Net Biodiversity costs			10 units @		268 £ per unit				(2,680)
M4(2) Category 2 Housing	Aff units	3 units @		100% @	625 £ per unit				(1,875)
M4(3) Category 3 Housing	Aff units (>20 units)	3 units @		0% @	12,133 £ per unit				-
M4(2) Category 2 Housing	OMS units	7 units @		100% @	625 £ per unit				(4,375)
M4(3) Category 3 Housing	OMS units (>20 units)	7 units @		0% @	12,133 £ per unit				-
Part L/FHS - Houses		10 units @			5,816 £ per unit				(58,160)
Part L/FHS - Flats		- units @			2,712 £ per unit				-
	Part L/FHS analysis:				3.6% % of BCIS costs				
EV Charging Points - Houses		10 units @			0 £ per unit				-
EV Charging Points - Flats		- units @			0 £ per 4 units				-
Water Efficiency - Houses		10 units @			2,683 £ per unit				(26,830)
Water Efficiency - Flats		- units @			909 £ per unit				-
Broadband infrastructure	(< 20 units only)	10 units @			747 £ per unit				(7,470)
	Sub-total								(93,920)
	Policy Costs analysis: (design costs only)				9,392 £ per unit (total units)				
					5.8% % of BCIS costs				
Contingency (on construction)			1,997,435 @		5.0%				(99,872)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology: **Houses** No Units: **10**
 Site Typology: Location / Value Zone: **Area Wide** Greenfield/Brownfield: **Brownfield**
 Notes/Comments: **Median BCIS, Current CIL: £0**

Professional Fees	1,997,435 @	6.5%		(129,833)
Disposal Costs -				
OMS Marketing and Promotion	2,877,000 OMS @	3.00%	8,631 £ per unit	(86,310)
Residential Sales Agent Costs	2,877,000 OMS @	1.00%	2,877 £ per unit	(28,770)
Residential Sales Legal Costs	2,877,000 OMS @	0.50%	1,439 £ per unit	(14,385)
Affordable Sale Legal Costs	531,563 AH @	0.25%	133 £ per unit	(1,329)
Empty Property Costs (SC, Council Tax proxy)	10 units (1/2 back during sales period)	0	0 £ per unit PA (£ per	-
Disposal Cost analysis:			13,079 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00% APR	0.565% pcm		(34,263)
Developers Profit -				
Profit on OMS	2,877,000	20.00%		(575,400)
Margin on AH	531,563	6.00% on AH values		(31,894)
Profit analysis:	3,408,563	17.82% blended GDV	(607,294)	
	2,790,317	21.76% on costs	(607,294)	
TOTAL COSTS				(3,397,611)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				10,952
SDLT	10,952 @	HMRC formula		-
Acquisition Agent fees	10,952 @	1.0%		(110)
Acquisition Legal fees	10,952 @	0.5%		(55)
Interest on Land	10,952 @	7.00%		(767)
Residual Land Value				10,021
RLV analysis:	1,002 £ per plot	30,062 £ per ha (net)	12,166 £ per acre (net)	
		27,056 £ per ha (gross)	10,949 £ per acre (gross)	
			0.29% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0 dph (net)			
Site Area (net)	0.33 ha (net)	0.82 acres (net)		
Net to Gross ratio	90%			
Site Area (gross)	0.37 ha (gross)	0.92 acres (gross)		
Density analysis:	2,931 sqm/ha (net)	12,770 sqft/ac (net)		
	27 dph (gross)			
Benchmark Land Value (net)	36,607 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)	366,074
BLV analysis:		988,399 £ per ha (gross)	400,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	(1,068,159) £ per ha (net)	(432,278) £ per acre (net)		(356,053)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses

Site Typology:

Location / Value Zone:

Area Wide

No Units:

10

Notes/Comments:

Median BCIS, Current CIL: £0

Greenfield/Brownfield:

Brownfield

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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 30%						
Balance (RLV - BLV £ per acre (n))	(432,278)	10%	15%	20%	25%	30%	35%	40%
0.00		(161,236)	(227,947)	(295,314)	(363,796)	(432,278)	(506,130)	(581,357)
10.00		(171,254)	(237,668)	(304,668)	(372,565)	(440,463)	(514,483)	(589,067)
20.00		(181,547)	(247,389)	(314,022)	(381,334)	(449,038)	(522,836)	(596,777)
30.00		(191,840)	(257,110)	(323,375)	(390,104)	(457,982)	(531,189)	(604,488)
40.00		(202,133)	(266,831)	(332,729)	(398,873)	(466,927)	(539,541)	(612,198)
50.00		(212,426)	(276,552)	(342,083)	(407,642)	(475,880)	(547,894)	(619,908)
60.00		(222,719)	(286,462)	(351,437)	(416,411)	(484,876)	(556,247)	(627,619)
70.00		(233,012)	(296,401)	(360,790)	(425,180)	(493,871)	(564,600)	(635,329)
80.00		(243,305)	(306,339)	(370,144)	(433,949)	(502,866)	(572,953)	(643,040)
90.00		(253,598)	(316,277)	(379,498)	(442,718)	(511,862)	(581,306)	(650,750)
100.00		(263,891)	(326,216)	(388,852)	(452,142)	(520,857)	(589,659)	(658,460)
110.00		(274,184)	(336,154)	(398,205)	(461,725)	(529,853)	(598,012)	(666,171)
120.00		(284,626)	(346,092)	(407,559)	(471,332)	(538,848)	(606,364)	(673,881)
130.00		(295,149)	(356,031)	(416,913)	(480,969)	(547,843)	(614,717)	(681,591)
140.00		(305,672)	(365,969)	(426,266)	(490,607)	(556,839)	(623,070)	(689,302)
150.00		(316,195)	(375,907)	(435,620)	(500,245)	(565,834)	(631,423)	(697,036)
160.00		(326,718)	(385,846)	(445,023)	(509,883)	(574,830)	(639,776)	(704,790)
170.00		(337,240)	(395,784)	(455,246)	(519,521)	(583,825)	(648,129)	(712,543)
180.00		(347,763)	(405,722)	(465,498)	(529,159)	(592,820)	(656,482)	(720,297)
190.00		(358,286)	(415,661)	(475,778)	(538,797)	(601,816)	(664,835)	(728,051)
200.00		(368,809)	(425,599)	(486,059)	(548,435)	(610,811)	(673,187)	(735,805)
210.00		(379,332)	(435,537)	(496,339)	(558,073)	(619,807)	(681,540)	(743,559)
220.00		(389,855)	(445,572)	(506,620)	(567,711)	(628,802)	(689,893)	(751,313)
230.00		(400,378)	(456,451)	(516,900)	(577,349)	(637,797)	(698,246)	(759,067)
240.00		(410,901)	(467,374)	(527,181)	(586,987)	(646,793)	(706,621)	(766,821)
250.00		(421,424)	(478,297)	(537,461)	(596,625)	(655,788)	(715,021)	(774,575)

TABLE 2

TABLE 2		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV £ per acre (n))	(432,278)	100%	110%	120%	130%	140%	150%	160%
CIL £psm (recommended CIL)	0.00	(432,278)	(477,311)	(523,719)	(570,126)	(616,534)	(662,942)	(709,350)
	10.00	(440,463)	(486,306)	(532,714)	(579,122)	(625,529)	(671,937)	(718,377)
	20.00	(449,038)	(495,302)	(541,709)	(588,117)	(634,525)	(680,933)	(727,423)
	30.00	(457,982)	(504,297)	(550,705)	(597,113)	(643,520)	(689,928)	(736,469)
	40.00	(466,927)	(513,293)	(559,700)	(606,108)	(652,516)	(698,923)	(745,516)
	50.00	(475,880)	(522,288)	(568,696)	(615,103)	(661,511)	(707,919)	(754,562)
	60.00	(484,876)	(531,283)	(577,691)	(624,099)	(670,506)	(716,938)	(763,608)
	70.00	(493,871)	(540,279)	(586,686)	(633,094)	(679,502)	(725,984)	(772,654)
	80.00	(502,866)	(549,274)	(595,682)	(642,090)	(688,497)	(735,031)	(781,701)
	90.00	(511,862)	(558,269)	(604,677)	(651,085)	(697,493)	(744,077)	(790,747)
	100.00	(520,857)	(567,265)	(613,673)	(660,080)	(706,488)	(753,123)	(799,793)
	110.00	(529,853)	(576,260)	(622,668)	(669,076)	(715,499)	(762,169)	(808,839)
	120.00	(538,848)	(585,256)	(631,663)	(678,071)	(724,545)	(771,216)	(817,886)
	130.00	(547,843)	(594,251)	(640,659)	(687,067)	(733,592)	(780,262)	(826,932)
	140.00	(556,839)	(603,246)	(649,654)	(696,062)	(742,638)	(789,308)	(835,978)
	150.00	(565,834)	(612,242)	(658,650)	(705,057)	(751,684)	(798,354)	(845,024)
160.00	(574,830)	(621,237)	(667,645)	(714,060)	(760,730)	(807,401)	(854,071)	
170.00	(583,825)	(630,233)	(676,640)	(723,107)	(769,777)	(816,447)	(863,117)	
180.00	(592,820)	(639,228)	(685,636)	(732,153)	(778,823)	(825,493)	(872,163)	
190.00	(601,816)	(648,223)	(694,631)	(741,199)	(787,869)	(834,539)	(881,209)	
200.00	(610,811)	(657,219)	(703,627)	(750,245)	(796,916)	(843,586)	(890,256)	
210.00	(619,807)	(666,214)	(712,622)	(759,292)	(805,962)	(852,632)	(899,302)	
220.00	(628,802)	(675,210)	(721,668)	(768,338)	(815,008)	(861,678)	(908,348)	
230.00	(637,797)	(684,205)	(730,714)	(777,384)	(824,054)	(870,724)	(917,395)	
240.00	(646,793)	(693,200)	(739,760)	(786,430)	(833,101)	(879,771)	(926,441)	
250.00	(655,788)	(702,196)	(748,807)	(795,477)	(842,147)	(888,817)	(935,487)	

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:
Site Typology:
Notes/Comments:

Houses

Location / Value Zone:

Median BCIS, Current CIL: £0

Area Wide

No Units:

Greenfield/Brownfield:

10

Brownfield

TABLE 3

	Profit	20%						
Balance (RLV - BLV £ per acre (n))	(432,278)	15%	16%	17%	18%	19%	20%	21%
0.00		(272,594)	(304,437)	(336,398)	(368,358)	(400,318)	(432,278)	(466,077)
10.00		(280,662)	(312,622)	(344,582)	(376,542)	(408,502)	(440,463)	(475,022)
CIL £psm		(288,846)	(320,806)	(352,767)	(384,727)	(416,687)	(449,038)	(483,967)
-		(297,031)	(328,991)	(360,951)	(392,911)	(424,871)	(457,982)	(492,912)
(recommended CIL)		(305,215)	(337,175)	(369,136)	(401,096)	(433,056)	(466,927)	(501,856)
-		(313,407)	(345,367)	(377,328)	(409,288)	(441,248)	(475,880)	(510,809)
		(321,638)	(353,598)	(385,558)	(417,518)	(449,494)	(484,876)	(519,805)
		(329,869)	(361,829)	(393,789)	(425,749)	(458,942)	(493,871)	(528,800)
		(338,099)	(370,060)	(402,020)	(433,980)	(467,937)	(502,866)	(537,796)
		(346,330)	(378,290)	(410,251)	(442,211)	(476,933)	(511,862)	(546,791)
		(354,561)	(386,521)	(418,481)	(450,999)	(485,928)	(520,857)	(555,786)
		(362,792)	(394,752)	(426,712)	(459,994)	(494,923)	(529,853)	(564,782)
		(371,023)	(402,983)	(434,943)	(468,990)	(503,919)	(538,848)	(573,777)
		(379,253)	(411,214)	(443,174)	(477,985)	(512,914)	(547,843)	(582,773)
		(387,484)	(419,444)	(452,051)	(486,980)	(521,910)	(556,839)	(591,768)
		(395,715)	(427,675)	(461,047)	(495,976)	(530,905)	(565,834)	(600,763)
		(403,946)	(435,906)	(470,042)	(504,971)	(539,900)	(574,830)	(609,759)
		(412,177)	(444,137)	(479,037)	(513,967)	(548,896)	(583,825)	(618,754)
		(420,407)	(453,104)	(488,033)	(522,962)	(557,891)	(592,820)	(627,750)
		(428,638)	(462,099)	(497,028)	(531,957)	(566,887)	(601,816)	(636,745)
		(436,869)	(471,094)	(506,024)	(540,953)	(575,882)	(610,811)	(645,740)
		(445,161)	(480,090)	(515,019)	(549,948)	(584,877)	(619,807)	(654,736)
		(454,156)	(489,085)	(524,014)	(558,944)	(593,873)	(628,802)	(663,731)
		(463,151)	(498,081)	(533,010)	(567,939)	(602,868)	(637,797)	(672,727)
		(472,147)	(507,076)	(542,005)	(576,934)	(611,864)	(646,793)	(681,722)
		(481,142)	(516,071)	(551,001)	(585,930)	(620,859)	(655,788)	(690,717)

TABLE 4

	BLV (£ per acre (n))	444,444						
Balance (RLV - BLV £ per acre (n))	(432,278)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
0.00		(87,834)	(112,834)	(137,834)	(162,834)	(187,834)	(212,834)	(237,834)
10.00		(96,019)	(121,019)	(146,019)	(171,019)	(196,019)	(221,019)	(246,019)
CIL £psm		(104,594)	(129,594)	(154,594)	(179,594)	(204,594)	(229,594)	(254,594)
-		(113,538)	(138,538)	(163,538)	(188,538)	(213,538)	(238,538)	(263,538)
(recommended CIL)		(122,483)	(147,483)	(172,483)	(197,483)	(222,483)	(247,483)	(272,483)
-		(131,436)	(156,436)	(181,436)	(206,436)	(231,436)	(256,436)	(281,436)
		(140,432)	(165,432)	(190,432)	(215,432)	(240,432)	(265,432)	(290,432)
		(149,427)	(174,427)	(199,427)	(224,427)	(249,427)	(274,427)	(299,427)
		(158,422)	(183,422)	(208,422)	(233,422)	(258,422)	(283,422)	(308,422)
		(167,418)	(192,418)	(217,418)	(242,418)	(267,418)	(292,418)	(317,418)
		(176,413)	(201,413)	(226,413)	(251,413)	(276,413)	(301,413)	(326,413)
		(185,409)	(210,409)	(235,409)	(260,409)	(285,409)	(310,409)	(335,409)
		(194,404)	(219,404)	(244,404)	(269,404)	(294,404)	(319,404)	(344,404)
		(203,399)	(228,399)	(253,399)	(278,399)	(303,399)	(328,399)	(353,399)
		(212,395)	(237,395)	(262,395)	(287,395)	(312,395)	(337,395)	(362,395)
		(221,390)	(246,390)	(271,390)	(296,390)	(321,390)	(346,390)	(371,390)
		(230,386)	(255,386)	(280,386)	(305,386)	(330,386)	(355,386)	(380,386)
		(239,381)	(264,381)	(289,381)	(314,381)	(339,381)	(364,381)	(389,381)
		(248,376)	(273,376)	(298,376)	(323,376)	(348,376)	(373,376)	(398,376)
		(257,372)	(282,372)	(307,372)	(332,372)	(357,372)	(382,372)	(407,372)
		(266,367)	(291,367)	(316,367)	(341,367)	(366,367)	(391,367)	(416,367)
		(275,363)	(300,363)	(325,363)	(350,363)	(375,363)	(400,363)	(425,363)
		(284,358)	(309,358)	(334,358)	(359,358)	(384,358)	(409,358)	(434,358)
		(293,353)	(318,353)	(343,353)	(368,353)	(393,353)	(418,353)	(443,353)
		(302,349)	(327,349)	(352,349)	(377,349)	(402,349)	(427,349)	(452,349)
		(311,344)	(336,344)	(361,344)	(386,344)	(411,344)	(436,344)	(461,344)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses

No Units:

10

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Median BCIS, Current CIL: £0

TABLE 5		Density (dph) (net)		30		40		45		50		55		60	
Balance (RLV - BLV £ per acre (n))		(432,278)	30	35	40	45	50	55	60						
CIL £psm (recommended CIL)	-	0.00	(432,278)	(421,107)	(409,937)	(398,766)	(387,595)	(376,424)	(365,253)						
	-	10.00	(440,463)	(430,656)	(420,849)	(411,043)	(401,236)	(391,429)	(381,622)						
	-	20.00	(449,038)	(440,205)	(431,762)	(423,319)	(414,877)	(406,434)	(397,991)						
	-	30.00	(457,982)	(450,246)	(442,675)	(435,596)	(428,518)	(421,439)	(414,360)						
	-	40.00	(466,927)	(460,682)	(454,437)	(448,191)	(442,158)	(436,444)	(430,730)						
	-	50.00	(475,880)	(471,118)	(466,363)	(461,609)	(456,854)	(452,100)	(447,345)						
	-	60.00	(484,876)	(481,565)	(478,290)	(475,026)	(471,762)	(468,498)	(465,235)						
	-	70.00	(493,871)	(492,060)	(490,249)	(488,443)	(486,670)	(484,897)	(483,124)						
	-	80.00	(502,866)	(502,554)	(502,243)	(501,931)	(501,619)	(501,307)	(501,014)						
	-	90.00	(511,862)	(513,049)	(514,236)	(515,424)	(516,611)	(517,798)	(518,986)						
	-	100.00	(520,857)	(523,544)	(526,230)	(528,917)	(531,603)	(534,290)	(536,976)						
	-	110.00	(529,853)	(534,038)	(538,224)	(542,410)	(546,596)	(550,781)	(554,967)						
	-	120.00	(538,848)	(544,533)	(550,218)	(555,903)	(561,588)	(567,273)	(572,958)						
	-	130.00	(547,843)	(555,028)	(562,212)	(569,396)	(576,580)	(583,765)	(590,949)						
	-	140.00	(556,839)	(565,522)	(574,206)	(582,889)	(591,573)	(600,256)	(608,940)						
	-	150.00	(565,834)	(576,017)	(586,200)	(596,382)	(606,565)	(616,748)	(626,930)						
	-	160.00	(574,830)	(586,512)	(598,193)	(609,875)	(621,557)	(633,239)	(644,921)						
	-	170.00	(583,825)	(597,006)	(610,187)	(623,368)	(636,550)	(649,731)	(662,912)						
	-	180.00	(592,820)	(607,501)	(622,181)	(636,862)	(651,542)	(666,222)	(680,903)						
	-	190.00	(601,816)	(617,995)	(634,175)	(650,355)	(666,534)	(682,714)	(698,894)						
	-	200.00	(610,811)	(628,490)	(646,169)	(663,848)	(681,527)	(699,206)	(716,884)						
	-	210.00	(619,807)	(638,985)	(658,163)	(677,341)	(696,519)	(715,697)	(734,875)						
	-	220.00	(628,802)	(649,479)	(670,157)	(690,834)	(711,511)	(732,189)	(752,866)						
	-	230.00	(637,797)	(659,974)	(682,150)	(704,327)	(726,504)	(748,680)	(770,857)						
	-	240.00	(646,793)	(670,469)	(694,144)	(717,820)	(741,496)	(765,172)	(788,848)						
	-	250.00	(655,788)	(680,963)	(706,138)	(731,313)	(756,488)	(781,663)	(806,838)						
TABLE 6		Build cost		100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)		105%		110%		115%		120%	
Balance (RLV - BLV £ per acre (n))		(432,278)	90%	95%	100%	105%	110%	115%	120%						
CIL £psm (recommended CIL)	-	0.00	(194,639)	(312,418)	(432,278)	(562,638)	(694,373)	(826,749)	(959,275)						
	-	10.00	(202,600)	(320,603)	(440,463)	(571,633)	(703,368)	(835,795)	(968,373)						
	-	20.00	(210,560)	(328,787)	(449,038)	(580,629)	(712,364)	(844,841)	(977,470)						
	-	30.00	(218,521)	(336,972)	(457,982)	(589,624)	(721,408)	(853,888)	(986,568)						
	-	40.00	(226,481)	(345,156)	(466,927)	(598,620)	(730,454)	(862,934)	(995,665)						
	-	50.00	(234,450)	(353,341)	(475,880)	(607,615)	(739,501)	(871,980)	(1,004,762)						
	-	60.00	(242,456)	(361,525)	(484,876)	(616,610)	(748,547)	(881,027)	(1,013,860)						
	-	70.00	(250,461)	(369,710)	(493,871)	(625,606)	(757,593)	(890,073)	(1,022,957)						
	-	80.00	(258,467)	(377,895)	(502,866)	(634,601)	(766,639)	(899,119)	(1,032,055)						
	-	90.00	(266,473)	(386,079)	(511,862)	(643,597)	(775,686)	(908,165)	(1,041,152)						
	-	100.00	(274,478)	(394,264)	(520,857)	(652,592)	(784,732)	(917,212)	(1,050,249)						
	-	110.00	(282,588)	(402,448)	(529,853)	(661,587)	(793,778)	(926,258)	(1,059,347)						
	-	120.00	(290,773)	(410,633)	(538,848)	(670,583)	(802,824)	(935,304)	(1,068,444)						
	-	130.00	(298,957)	(418,817)	(547,843)	(679,578)	(811,871)	(944,350)	(1,077,542)						
	-	140.00	(307,142)	(427,002)	(556,839)	(688,574)	(820,917)	(953,410)	(1,086,639)						
	-	150.00	(315,326)	(435,186)	(565,834)	(697,569)	(829,963)	(962,508)	(1,095,737)						
	-	160.00	(323,511)	(443,371)	(574,830)	(706,564)	(839,009)	(971,605)	(1,104,834)						
	-	170.00	(331,695)	(452,216)	(583,825)	(715,576)	(848,056)	(980,703)	(1,113,931)						
	-	180.00	(339,880)	(461,161)	(592,820)	(724,622)	(857,102)	(989,800)	(1,123,029)						
	-	190.00	(348,064)	(470,105)	(601,816)	(733,669)	(866,148)	(998,897)	(1,132,126)						
	-	200.00	(356,249)	(479,076)	(610,811)	(742,715)	(875,194)	(1,007,995)	(1,141,224)						
	-	210.00	(364,434)	(488,072)	(619,807)	(751,761)	(884,241)	(1,017,092)	(1,150,321)						
	-	220.00	(372,618)	(497,067)	(628,802)	(760,807)	(893,287)	(1,026,190)	(1,159,418)						
	-	230.00	(380,803)	(506,063)	(637,797)	(769,854)	(902,333)	(1,035,287)	(1,168,516)						
	-	240.00	(388,987)	(515,058)	(646,793)	(778,900)	(911,380)	(1,044,384)	(1,177,613)						
	-	250.00	(397,172)	(524,053)	(655,788)	(787,946)	(920,426)	(1,053,482)	(1,218,015)						

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses

No Units:

10

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Median BCIS, Current CIL: £0

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV £ per acre (n))	(432,278)	90%	95%	100%	105%	110%	115%	120%
0.00		(703,804)	(567,314)	(432,278)	(308,161)	(186,234)	(68,927)	47,808
10.00		(712,851)	(576,310)	(440,463)	(316,346)	(194,194)	(76,620)	40,114
20.00		(721,897)	(585,305)	(449,038)	(324,530)	(202,155)	(84,314)	32,421
30.00		(730,943)	(594,300)	(457,982)	(332,715)	(210,116)	(92,008)	24,727
40.00		(739,989)	(603,296)	(466,927)	(340,900)	(218,117)	(99,702)	17,033
50.00		(749,036)	(612,291)	(475,880)	(349,084)	(226,122)	(107,395)	9,339
60.00		(758,082)	(621,287)	(484,876)	(357,269)	(234,128)	(115,089)	1,646
70.00		(767,128)	(630,282)	(493,871)	(365,453)	(242,134)	(122,783)	(6,048)
80.00		(776,174)	(639,277)	(502,866)	(373,638)	(250,139)	(130,477)	(13,742)
90.00		(785,221)	(648,273)	(511,862)	(381,822)	(258,145)	(138,170)	(21,436)
100.00		(794,267)	(657,268)	(520,857)	(390,007)	(266,151)	(145,864)	(29,130)
110.00		(803,313)	(666,264)	(529,853)	(398,191)	(274,156)	(153,558)	(36,823)
120.00		(812,360)	(675,259)	(538,848)	(406,376)	(282,259)	(161,252)	(44,517)
130.00		(821,406)	(684,254)	(547,843)	(414,560)	(290,444)	(168,946)	(52,211)
140.00		(830,452)	(693,250)	(556,839)	(422,745)	(298,628)	(176,899)	(59,905)
150.00		(839,498)	(702,251)	(565,834)	(430,929)	(306,813)	(184,860)	(67,598)
160.00		(848,545)	(711,297)	(574,830)	(439,114)	(314,997)	(192,820)	(75,292)
170.00		(857,591)	(720,344)	(583,825)	(447,563)	(323,182)	(200,786)	(82,986)
180.00		(866,637)	(729,390)	(592,820)	(456,508)	(331,366)	(208,792)	(90,680)
190.00		(875,683)	(738,436)	(601,816)	(465,453)	(339,551)	(216,797)	(98,373)
200.00		(884,730)	(747,482)	(610,811)	(474,400)	(347,735)	(224,803)	(106,067)
210.00		(893,776)	(756,529)	(619,807)	(483,395)	(355,920)	(232,809)	(113,761)
220.00		(902,822)	(765,575)	(628,802)	(492,391)	(364,104)	(240,814)	(121,455)
230.00		(911,912)	(774,621)	(637,797)	(501,386)	(372,289)	(248,820)	(129,149)
240.00		(921,009)	(783,667)	(646,793)	(510,382)	(380,473)	(256,825)	(136,842)
250.00		(930,107)	(792,714)	(655,788)	(519,377)	(388,658)	(264,831)	(144,536)

TABLE 8		Grant (£ per unit)						
Balance (RLV - BLV £ per acre (n))	(432,278)	0	5,000	10,000	15,000	20,000	25,000	30,000
0.00		(432,278)	(374,649)	(317,021)	(259,795)	(203,592)	(148,265)	(94,091)
10.00		(440,463)	(382,834)	(325,205)	(267,801)	(211,553)	(155,958)	(101,785)
20.00		(449,038)	(391,019)	(333,390)	(275,806)	(219,513)	(163,652)	(109,479)
30.00		(457,982)	(399,203)	(341,574)	(283,946)	(227,474)	(171,422)	(117,173)
40.00		(466,927)	(407,388)	(349,759)	(292,130)	(235,448)	(179,383)	(124,866)
50.00		(475,880)	(415,572)	(357,943)	(300,315)	(243,454)	(187,343)	(132,560)
60.00		(484,876)	(423,757)	(366,128)	(308,499)	(251,460)	(195,304)	(140,254)
70.00		(493,871)	(431,941)	(374,312)	(316,684)	(259,465)	(203,264)	(147,948)
80.00		(502,866)	(440,126)	(382,497)	(324,868)	(267,471)	(211,225)	(155,642)
90.00		(511,862)	(448,669)	(390,682)	(333,053)	(275,476)	(219,186)	(163,335)
100.00		(520,857)	(457,614)	(398,866)	(341,237)	(283,609)	(227,146)	(171,094)
110.00		(529,853)	(466,559)	(407,051)	(349,422)	(291,793)	(235,119)	(179,055)
120.00		(538,848)	(475,510)	(415,235)	(357,606)	(299,978)	(243,124)	(187,015)
130.00		(547,843)	(484,505)	(423,420)	(365,791)	(308,162)	(251,130)	(194,976)
140.00		(556,839)	(493,501)	(431,604)	(373,975)	(316,347)	(259,136)	(202,937)
150.00		(565,834)	(502,496)	(439,789)	(382,160)	(324,531)	(267,141)	(210,897)
160.00		(574,830)	(511,491)	(448,301)	(390,345)	(332,716)	(275,147)	(218,858)
170.00		(583,825)	(520,487)	(457,246)	(398,529)	(340,900)	(283,272)	(226,818)
180.00		(592,820)	(529,482)	(466,191)	(406,714)	(349,085)	(291,456)	(234,789)
190.00		(601,816)	(538,478)	(475,139)	(414,898)	(357,269)	(299,641)	(242,795)
200.00		(610,811)	(547,473)	(484,135)	(423,083)	(365,454)	(307,825)	(250,800)
210.00		(619,807)	(556,468)	(493,130)	(431,267)	(373,638)	(316,010)	(258,806)
220.00		(628,802)	(565,464)	(502,126)	(439,452)	(381,823)	(324,194)	(266,812)
230.00		(637,797)	(574,459)	(511,121)	(447,933)	(390,007)	(332,379)	(274,817)
240.00		(646,793)	(583,455)	(520,116)	(456,877)	(398,192)	(340,563)	(282,935)
250.00		(655,788)	(592,450)	(529,112)	(465,822)	(406,377)	(348,748)	(291,119)

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

251201 SWC_Residential Appraisals_CIL_v3_L_R

Appraisal Ref: **N** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Area Wide** No Units: **30**
 Notes/Comments: Median BCIS, Current CIL: £0 Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			30 Units						
AH Policy requirement (% Target)			30%						
Open Market Sale (OMS) housing			70%						
AH tenure split %			Affordable Rent: 0.0%						
			Social Rent: 70.0% 70.0% % Rented						
			First Homes: 0.0%						
			Other Intermediate (LCHO/Sub-Market etc.): 30.0% 9.0% % of total (>10% First Homes PPG 023)						
			100% 100.0%						
CIL Rate (£ psm)			0.00 £ psm						
Unit Mix -									
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
2 bed House	35.0%	7.4	45.0%	4.1	38%	11.4			
3 bed House	20.0%	4.2	22.5%	2.0	21%	6.2			
3 bed House (with garage)	20.0%	4.2	22.5%	2.0	21%	6.2			
4 bed House (with garage)	20.0%	4.2	10.0%	0.9	17%	5.1			
5 bed House (with garage)	5.0%	1.1	0.0%	0.0	4%	1.1			
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	21.0	100.0%	9.0	100%	30.0		
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
2 bed House	551	5,934	304	3,270	855	9,203			
3 bed House	399	4,295	192	2,071	591	6,366			
3 bed House (with garage)	466	5,018	225	2,419	691	7,438			
4 bed House (with garage)	571	6,148	122	1,318	694	7,466			
5 bed House (with garage)	159	1,707	0	0	159	1,707			
1 bed Flat	0	0	0	0	0	0			
2 bed Flat	0	0	0	0	0	0			
3 bed Flat	0	0	0	0	0	0			
		2,146	23,102	843	9,077	2,990	32,179		
AH % by floor area:		28.21% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)			
2 bed House	330,000	4,400	409	4,400	409	3,762,000			
3 bed House	415,000	4,368	406	4,368	406	2,583,375			
3 bed House (with garage)	425,000	4,474	416	3,829	356	2,645,625			
4 bed House (with garage)	510,000	4,250	395	3,750	348	2,601,000			
5 bed House (with garage)	570,000	4,222	392	3,775	351	598,500			
1 bed Flat	205,000	4,100	381	3,485	324	0			
2 bed Flat	255,000	3,923	364	3,335	310	0			
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0			
						12,190,500			
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Site Typology:

Notes/Comments:

Houses

Location / Value Zone:

Median BCIS, Current CIL: £0

Area Wide

No Units:

Greenfield/Brownfield:

30

Brownfield

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
2 bed House	7.4	@	330,000		2,425,500
3 bed House	4.2	@	415,000		1,743,000
3 bed House (with garage)	4.2	@	425,000		1,785,000
4 bed House (with garage)	4.2	@	510,000		2,142,000
5 bed House (with garage)	1.1	@	570,000		598,500
1 bed Flat	0.0	@	205,000		-
2 bed Flat	0.0	@	255,000		-
3 bed Flat	0.0	@	0		-
	21.0				8,694,000
Affordable Rent GDV -					
2 bed House	0.0	@	123,750		-
3 bed House	0.0	@	155,625		-
3 bed House (with garage)	0.0	@	159,375		-
4 bed House (with garage)	0.0	@	191,250		-
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	2.8	@	123,750		350,831
3 bed House	1.4	@	155,625		220,598
3 bed House (with garage)	1.4	@	159,375		225,914
4 bed House (with garage)	0.6	@	191,250		120,488
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	6.3				917,831
First Homes GDV -					
2 bed House	0.0	@	231,000		-
3 bed House	0.0	@	250,000		-
3 bed House (with garage)	0.0	@	250,000		-
4 bed House (with garage)	0.0	@	250,000		-
5 bed House (with garage)	0.0	@	250,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	1.2	@	231,000		280,665
3 bed House	0.6	@	290,500		176,479
3 bed House (with garage)	0.6	@	297,500		180,731
4 bed House (with garage)	0.3	@	357,000		96,390
5 bed House (with garage)	0.0	@	399,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	2.7	9.0			734,265
Sub-total GDV Residential	30				10,346,096
AH on-site cost analysis:				EMV (no AH) less EGDV (inc. AH)	1,844,404
			617 £ psm (total GIA sqm)	61,480 £ per unit (total units)	
Grant	30	units @		per unit	-
Total GDV					10,346,096

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology: Houses
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: Median BCIS, Current CIL: £0
 No Units: 30
 Greenfield/Brownfield: Brownfield

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25			(capped at £411,885)	19,050	£			(19,050)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	76,200	£			(76,200)
CIL (Mkrt only inc. garages)	Max		2,146 sqm	0.00 £ psm					-
CIL analysis:									
			0.00% % of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	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				-
Site Specific S106 (installment)			30 units @		36,637	per unit			(1,099,110)
	Sub-total							(1,099,110)	
S106 analysis:									
		1,099,110	£ per ha	10.62% % of GDV	36,637	£ per unit (total units)			
AH Commuted Sum			2,990 sqm (total)			£ psm			-
Comm. Sum analysis:									
			0.00% % of GDV						
Construction Costs -									
Site Clearance, Demolition & Remediation			1.00 ha @		123,550	£ per ha (if brownfield)			(123,550)
Strategic Site Infra. 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				-
	Years 1-15								-
	Sub-total		30 units @			per unit			-
Infra. Costs analysis:									
		-	£ per ha	0.00% % of GDV	0	£ per unit (total units)			
2 bed House			855 sqm @		1,727	psm			(1,476,585)
3 bed House			591 sqm @		1,727	psm			(1,021,305)
3 bed House (EXC. garage)			591 sqm @		1,727	psm			(1,021,305)
4 bed House (EXC. garage)			612 sqm @		1,727	psm			(1,056,924)
5 bed House (EXC. garage)			142 sqm @		1,727	psm			(244,802)
1 bed Flat			- sqm @		1,893	psm			-
2 bed Flat			- sqm @		1,893	psm			-
3 bed Flat			- sqm @		1,893	psm			-
Garages for 3B House	6.2	16.0	100 sqm @		531	psm			(52,913)
Garages for 4B House	5.1	16.0	82 sqm @		531	psm			(43,350)
Garages for 5B House	1.1	16.0	17 sqm @		531	psm			(8,925)
Total GIA check:									
			2,990	£ per garage	£8,500				
External works			4,926,108 @		15.0%				(738,916)
Ext. Works analysis:									
					24,631	£ per unit (total units)			
Policy Costs on design -									
Net Biodiversity costs			30 units @		268	£ per unit			(8,040)
M4(2) Category 2 Housing	Aff units	9 units @		95% @	625	£ per unit			(5,344)
M4(3) Category 3 Housing	Aff units (>20 units)	9 units @		5% @	12,133	£ per unit			(5,460)
M4(2) Category 2 Housing	OMS units	21 units @		95% @	625	£ per unit			(12,469)
M4(3) Category 3 Housing	OMS units (>20 units)	21 units @		5% @	12,133	£ per unit			(12,740)
Part L/FHS - Houses		30 units @			5,816	£ per unit			(174,480)
Part L/FHS - Flats		- units @			2,712	£ per unit			-
Part L/FHS analysis:									
					3.5%	% of BCIS costs			
EV Charging Points - Houses		30 units @			0	£ per unit			-
EV Charging Points - Flats		- units @			0	£ per 4 units			-
Water Efficiency - Houses		30 units @			2,683	£ per unit			(80,490)
Water Efficiency - Flats		- units @			909	£ per unit			-
Broadband infrastructure	(< 20 units only)	- units @			747	£ per unit			-
	Sub-total							(299,022)	
Policy Costs analysis: (design costs only)									
					9,967	£ per unit (total units)			
					6.1%	% of BCIS costs			
Contingency (on construction)			6,087,596 @		5.0%				(304,380)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology: Houses
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: Median BCIS, Current CIL: £0
 No Units: 30
 Greenfield/Brownfield: Brownfield

Professional Fees	6,087,596	@	6.5%		(395,694)
Disposal Costs -					
OMS Marketing and Promotion	8,694,000	OMS @	3.00%	8,694 £ per unit	(260,820)
Residential Sales Agent Costs	8,694,000	OMS @	1.00%	2,898 £ per unit	(86,940)
Residential Sales Legal Costs	8,694,000	OMS @	0.50%	1,449 £ per unit	(43,470)
Affordable Sale Legal Costs	1,652,096	AH @	0.25%	138 £ per unit	(4,130)
Empty Property Costs (SC, Council Tax proxy)	30 units (1/2 back during sales period)		0	0 £ per unit PA (£ per	-
Disposal Cost analysis:				13,179 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00%	APR	0.565% pcm		(104,034)
Developers Profit -					
Profit on OMS	8,694,000		20.00%		(1,738,800)
Margin on AH	1,652,096		6.00% on AH values		(99,126)
Profit analysis:	10,346,096		17.76% blended GDV	(1,837,926)	
	8,481,424		21.67% on costs	(1,837,926)	
TOTAL COSTS					(10,319,350)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					26,746
SDLT	26,746	@	HMRC formula		-
Acquisition Agent fees	26,746	@	1.0%		(267)
Acquisition Legal fees	26,746	@	0.5%		(134)
Interest on Land	26,746	@	7.00%		(1,872)
Residual Land Value					24,473
RLV analysis:	816 £ per plot	24,473 £ per ha (net)	9,904 £ per acre (net)		
		22,025 £ per ha (gross)	8,914 £ per acre (gross)		
			0.24% % RLV / GDV		

BENCHMARK LAND VALUE (BLV)					
Residential Density	30.0	dph (net)			
Site Area (net)	1.00	ha (net)	2.47	acres (net)	
Net to Gross ratio	90%				
Site Area (gross)	1.11	ha (gross)	2.75	acres (gross)	
Density analysis:	2,990	sqm/ha (net)	13,023	sqft/ac (net)	
	27	dph (gross)			
Benchmark Land Value (net)	36,607 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)		1,098,221
BLV analysis:		988,399 £ per ha (gross)	400,000 £ per acre (gross)		

BALANCE					
Surplus/(Deficit)	(1,073,748)	£ per ha (net)	(434,540)	£ per acre (net)	(1,073,748)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses

Site Typology:

Location / Value Zone:

Area Wide

No Units:

30

Notes/Comments:

Median BCIS, Current CIL: £0

Greenfield/Brownfield:

Brownfield

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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 30%						
Balance (RLV - BLV £ per acre (n))	(434,540)	10%	15%	20%	25%	30%	35%	40%
0.00		(164,886)	(231,360)	(297,850)	(364,746)	(434,540)	(510,643)	(587,904)
10.00		(174,890)	(240,824)	(306,758)	(373,386)	(442,785)	(519,058)	(595,672)
20.00		(184,912)	(250,289)	(315,666)	(382,027)	(451,642)	(527,472)	(603,439)
30.00		(194,933)	(259,754)	(324,574)	(390,708)	(460,653)	(535,887)	(611,206)
40.00		(204,955)	(269,218)	(333,482)	(399,542)	(469,664)	(544,301)	(618,974)
50.00		(214,976)	(278,683)	(342,390)	(408,376)	(478,691)	(552,716)	(626,741)
60.00		(224,997)	(288,148)	(351,298)	(417,210)	(487,753)	(561,131)	(634,508)
70.00		(235,019)	(297,613)	(360,467)	(426,043)	(496,815)	(569,545)	(642,276)
80.00		(245,040)	(307,077)	(369,684)	(434,877)	(505,877)	(577,960)	(650,043)
90.00		(255,062)	(316,542)	(378,901)	(443,711)	(514,939)	(586,375)	(657,810)
100.00		(265,083)	(326,007)	(388,118)	(453,298)	(524,001)	(594,789)	(665,578)
110.00		(275,105)	(335,471)	(397,523)	(462,952)	(533,063)	(603,204)	(673,345)
120.00		(285,126)	(344,936)	(406,946)	(472,631)	(542,124)	(611,618)	(681,112)
130.00		(295,148)	(354,461)	(416,369)	(482,340)	(551,186)	(620,033)	(688,880)
140.00		(305,169)	(364,253)	(425,792)	(492,049)	(560,248)	(628,448)	(696,650)
150.00		(315,191)	(374,046)	(435,215)	(501,758)	(569,310)	(636,862)	(704,461)
160.00		(325,212)	(383,839)	(444,656)	(511,467)	(578,372)	(645,277)	(712,273)
170.00		(335,234)	(393,738)	(454,954)	(521,176)	(587,434)	(653,692)	(720,084)
180.00		(345,255)	(403,750)	(465,275)	(530,886)	(596,496)	(662,106)	(727,895)
190.00		(355,267)	(413,762)	(475,632)	(540,595)	(605,558)	(670,521)	(735,706)
200.00		(365,279)	(423,774)	(485,988)	(550,304)	(614,620)	(678,935)	(743,518)
210.00		(375,291)	(433,785)	(496,345)	(560,013)	(623,682)	(687,350)	(751,329)
220.00		(385,303)	(443,797)	(506,701)	(569,722)	(632,743)	(695,765)	(759,140)
230.00		(395,315)	(453,809)	(517,058)	(579,432)	(641,805)	(704,179)	(766,951)
240.00		(405,327)	(463,821)	(527,414)	(589,141)	(650,867)	(712,631)	(774,763)
250.00		(415,339)	(473,833)	(537,771)	(598,850)	(659,929)	(721,094)	(782,574)

TABLE 2

TABLE 2		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV £ per acre (n))	(434,540)	100%	110%	120%	130%	140%	150%	160%
CIL £psm (recommended CIL)	0.00	(434,540)	(479,789)	(526,197)	(572,605)	(619,013)	(665,420)	(711,828)
	10.00	(442,785)	(488,851)	(535,259)	(581,667)	(628,074)	(674,482)	(720,919)
	20.00	(451,642)	(497,913)	(544,321)	(590,729)	(637,136)	(683,544)	(730,032)
	30.00	(460,653)	(506,975)	(553,383)	(599,791)	(646,198)	(692,606)	(739,145)
	40.00	(469,664)	(516,037)	(562,445)	(608,852)	(655,260)	(701,668)	(748,258)
	50.00	(478,691)	(525,099)	(571,507)	(617,914)	(664,322)	(710,730)	(757,371)
	60.00	(487,753)	(534,161)	(580,569)	(626,976)	(673,384)	(719,814)	(766,485)
	70.00	(496,815)	(543,223)	(589,630)	(636,038)	(682,446)	(728,928)	(775,598)
	80.00	(505,877)	(552,285)	(598,692)	(645,100)	(691,508)	(738,041)	(784,711)
	90.00	(514,939)	(561,347)	(607,754)	(654,162)	(700,570)	(747,154)	(793,824)
	100.00	(524,001)	(570,408)	(616,816)	(663,224)	(709,632)	(756,267)	(802,937)
	110.00	(533,063)	(579,470)	(625,878)	(672,286)	(718,710)	(765,380)	(812,050)
	120.00	(542,124)	(588,532)	(634,940)	(681,348)	(727,823)	(774,493)	(821,163)
	130.00	(551,186)	(597,594)	(644,002)	(690,410)	(736,936)	(783,606)	(830,277)
	140.00	(560,248)	(606,656)	(653,064)	(699,471)	(746,049)	(792,720)	(839,390)
	150.00	(569,310)	(615,718)	(662,126)	(708,533)	(755,163)	(801,833)	(848,503)
160.00	(578,372)	(624,780)	(671,188)	(717,606)	(764,276)	(810,946)	(857,616)	
170.00	(587,434)	(633,842)	(680,249)	(726,719)	(773,389)	(820,059)	(866,729)	
180.00	(596,496)	(642,904)	(689,311)	(735,832)	(782,502)	(829,172)	(875,842)	
190.00	(605,558)	(651,966)	(698,373)	(744,945)	(791,615)	(838,285)	(884,955)	
200.00	(614,620)	(661,027)	(707,435)	(754,058)	(800,728)	(847,398)	(894,068)	
210.00	(623,682)	(670,089)	(716,501)	(763,171)	(809,841)	(856,511)	(903,182)	
220.00	(632,743)	(679,151)	(725,614)	(772,284)	(818,955)	(865,625)	(912,295)	
230.00	(641,805)	(688,213)	(734,727)	(781,398)	(828,068)	(874,738)	(921,408)	
240.00	(650,867)	(697,275)	(743,841)	(790,511)	(837,181)	(883,851)	(930,521)	
250.00	(659,929)	(706,337)	(752,954)	(799,624)	(846,294)	(892,964)	(939,634)	

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses

No Units:

30

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Median BCIS, Current CIL: £0

TABLE 3		Profit	20%						
Balance (RLV - BLV £ per acre (n))		(434,540)	15%	16%	17%	18%	19%	20%	21%
		0.00	(278,661)	(309,095)	(339,529)	(370,563)	(402,347)	(434,540)	(468,804)
		10.00	(286,455)	(316,889)	(347,324)	(378,628)	(410,592)	(442,785)	(477,815)
	CIL £psm	20.00	(294,249)	(324,684)	(355,203)	(386,692)	(418,837)	(451,642)	(486,826)
	-	30.00	(302,044)	(332,478)	(363,267)	(394,888)	(427,082)	(460,653)	(495,837)
	(recommended CIL)	40.00	(309,838)	(340,273)	(371,332)	(403,133)	(435,327)	(469,664)	(504,848)
	-	50.00	(317,647)	(348,081)	(379,412)	(411,393)	(443,587)	(478,691)	(513,875)
		60.00	(325,486)	(356,032)	(387,522)	(419,685)	(452,569)	(487,753)	(522,937)
		70.00	(333,324)	(364,143)	(395,783)	(427,976)	(461,631)	(496,815)	(531,999)
		80.00	(341,163)	(372,253)	(404,075)	(436,268)	(470,693)	(505,877)	(541,061)
		90.00	(349,001)	(380,364)	(412,366)	(444,571)	(479,755)	(514,939)	(550,123)
		100.00	(356,984)	(388,474)	(420,658)	(453,632)	(488,817)	(524,001)	(559,185)
		110.00	(365,095)	(396,756)	(428,950)	(462,694)	(497,878)	(533,063)	(568,247)
		120.00	(373,205)	(405,048)	(437,241)	(471,756)	(506,940)	(542,124)	(577,309)
		130.00	(381,315)	(413,339)	(445,634)	(480,818)	(516,002)	(551,186)	(586,371)
		140.00	(389,438)	(421,631)	(454,696)	(489,880)	(525,064)	(560,248)	(595,432)
		150.00	(397,729)	(429,923)	(463,758)	(498,942)	(534,126)	(569,310)	(604,494)
		160.00	(406,021)	(438,214)	(472,820)	(508,004)	(543,188)	(578,372)	(613,556)
		170.00	(414,312)	(446,697)	(481,882)	(517,066)	(552,250)	(587,434)	(622,618)
		180.00	(422,604)	(455,759)	(490,943)	(526,128)	(561,312)	(596,496)	(631,680)
		190.00	(430,896)	(464,821)	(500,005)	(535,190)	(570,374)	(605,558)	(640,742)
		200.00	(439,187)	(473,883)	(509,067)	(544,251)	(579,436)	(614,620)	(649,804)
		210.00	(447,761)	(482,945)	(518,129)	(553,313)	(588,497)	(623,682)	(658,866)
		220.00	(456,823)	(492,007)	(527,191)	(562,375)	(597,559)	(632,743)	(667,928)
		230.00	(465,885)	(501,069)	(536,253)	(571,437)	(606,621)	(641,805)	(676,990)
		240.00	(474,947)	(510,131)	(545,315)	(580,499)	(615,683)	(650,867)	(686,051)
		250.00	(484,009)	(519,193)	(554,377)	(589,561)	(624,745)	(659,929)	(695,113)

TABLE 4		BLV (£ per acre (n))							
Balance (RLV - BLV £ per acre (n))		(434,540)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
		0.00	(90,096)	(115,096)	(140,096)	(165,096)	(190,096)	(215,096)	(240,096)
		10.00	(98,341)	(123,341)	(148,341)	(173,341)	(198,341)	(223,341)	(248,341)
	CIL £psm	20.00	(107,198)	(132,198)	(157,198)	(182,198)	(207,198)	(232,198)	(257,198)
	-	30.00	(116,209)	(141,209)	(166,209)	(191,209)	(216,209)	(241,209)	(266,209)
	(recommended CIL)	40.00	(125,220)	(150,220)	(175,220)	(200,220)	(225,220)	(250,220)	(275,220)
	-	50.00	(134,247)	(159,247)	(184,247)	(209,247)	(234,247)	(259,247)	(284,247)
		60.00	(143,309)	(168,309)	(193,309)	(218,309)	(243,309)	(268,309)	(293,309)
		70.00	(152,371)	(177,371)	(202,371)	(227,371)	(252,371)	(277,371)	(302,371)
		80.00	(161,433)	(186,433)	(211,433)	(236,433)	(261,433)	(286,433)	(311,433)
		90.00	(170,495)	(195,495)	(220,495)	(245,495)	(270,495)	(295,495)	(320,495)
		100.00	(179,557)	(204,557)	(229,557)	(254,557)	(279,557)	(304,557)	(329,557)
		110.00	(188,619)	(213,619)	(238,619)	(263,619)	(288,619)	(313,619)	(338,619)
		120.00	(197,680)	(222,680)	(247,680)	(272,680)	(297,680)	(322,680)	(347,680)
		130.00	(206,742)	(231,742)	(256,742)	(281,742)	(306,742)	(331,742)	(356,742)
		140.00	(215,804)	(240,804)	(265,804)	(290,804)	(315,804)	(340,804)	(365,804)
		150.00	(224,866)	(249,866)	(274,866)	(299,866)	(324,866)	(349,866)	(374,866)
		160.00	(233,928)	(258,928)	(283,928)	(308,928)	(333,928)	(358,928)	(383,928)
		170.00	(242,990)	(267,990)	(292,990)	(317,990)	(342,990)	(367,990)	(392,990)
		180.00	(252,052)	(277,052)	(302,052)	(327,052)	(352,052)	(377,052)	(402,052)
		190.00	(261,114)	(286,114)	(311,114)	(336,114)	(361,114)	(386,114)	(411,114)
		200.00	(270,176)	(295,176)	(320,176)	(345,176)	(370,176)	(395,176)	(420,176)
		210.00	(279,238)	(304,238)	(329,238)	(354,238)	(379,238)	(404,238)	(429,238)
		220.00	(288,299)	(313,299)	(338,299)	(363,299)	(388,299)	(413,299)	(438,299)
		230.00	(297,361)	(322,361)	(347,361)	(372,361)	(397,361)	(422,361)	(447,361)
		240.00	(306,423)	(331,423)	(356,423)	(381,423)	(406,423)	(431,423)	(456,423)
		250.00	(315,485)	(340,485)	(365,485)	(390,485)	(415,485)	(440,485)	(465,485)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses

No Units:

30

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Median BCIS, Current CIL: £0

TABLE 5		Density (dph) (net)		30					
Balance (RLV - BLV £ per acre (n))		(434,540)	30	35	40	45	50	55	60
CIL £psm (recommended CIL)	-	0.00	(434,540)	(423,746)	(412,952)	(402,159)	(391,365)	(380,571)	(369,777)
	-	10.00	(442,785)	(433,365)	(423,946)	(414,526)	(405,107)	(395,687)	(386,267)
	-	20.00	(451,642)	(442,985)	(434,939)	(426,894)	(418,848)	(410,803)	(402,757)
	-	30.00	(460,653)	(453,362)	(446,071)	(439,261)	(432,590)	(425,919)	(419,247)
	-	40.00	(469,664)	(463,875)	(458,085)	(452,296)	(446,507)	(441,035)	(435,737)
	-	50.00	(478,691)	(474,387)	(470,100)	(465,813)	(461,525)	(457,238)	(452,951)
	-	60.00	(487,753)	(484,922)	(482,115)	(479,329)	(476,544)	(473,758)	(470,972)
	-	70.00	(496,815)	(495,495)	(494,174)	(492,854)	(491,562)	(490,278)	(488,994)
	-	80.00	(505,877)	(506,067)	(506,257)	(506,446)	(506,636)	(506,826)	(507,016)
	-	90.00	(514,939)	(516,639)	(518,339)	(520,039)	(521,739)	(523,440)	(525,140)
	-	100.00	(524,001)	(527,211)	(530,422)	(533,632)	(536,843)	(540,053)	(543,263)
	-	110.00	(533,063)	(537,783)	(542,504)	(547,225)	(551,946)	(556,666)	(561,387)
	-	120.00	(542,124)	(548,356)	(554,587)	(560,818)	(567,049)	(573,280)	(579,511)
	-	130.00	(551,186)	(558,928)	(566,669)	(574,411)	(582,152)	(589,893)	(597,635)
	-	140.00	(560,248)	(569,500)	(578,752)	(588,003)	(597,255)	(606,507)	(615,759)
	-	150.00	(569,310)	(580,072)	(590,834)	(601,596)	(612,358)	(623,120)	(633,882)
	-	160.00	(578,372)	(590,644)	(602,917)	(615,189)	(627,462)	(639,734)	(652,006)
	-	170.00	(587,434)	(601,217)	(614,999)	(628,782)	(642,565)	(656,347)	(670,130)
	-	180.00	(596,496)	(611,789)	(627,082)	(642,375)	(657,668)	(672,961)	(688,254)
	-	190.00	(605,558)	(622,361)	(639,164)	(655,968)	(672,771)	(689,574)	(706,378)
	-	200.00	(614,620)	(632,933)	(651,247)	(669,561)	(687,874)	(706,188)	(724,501)
	-	210.00	(623,682)	(643,506)	(663,329)	(683,153)	(702,977)	(722,801)	(742,625)
	-	220.00	(632,743)	(654,078)	(675,412)	(696,746)	(718,081)	(739,415)	(760,749)
	-	230.00	(641,805)	(664,650)	(687,495)	(710,339)	(733,184)	(756,028)	(778,873)
	-	240.00	(650,867)	(675,222)	(699,577)	(723,932)	(748,287)	(772,642)	(796,997)
	-	250.00	(659,929)	(685,794)	(711,660)	(737,525)	(763,390)	(789,255)	(815,120)
TABLE 6		Build cost		(where 100% is a 5% increase, and 95% is a 5% decrease etc.)					
Balance (RLV - BLV £ per acre (n))		(434,540)	90%	95%	100%	105%	110%	115%	120%
CIL £psm (recommended CIL)	-	0.00	(200,336)	(315,477)	(434,540)	(567,494)	(701,607)	(836,398)	(971,356)
	-	10.00	(208,087)	(323,271)	(442,785)	(576,556)	(710,669)	(845,511)	(980,521)
	-	20.00	(215,837)	(331,066)	(451,642)	(585,618)	(719,753)	(854,624)	(989,686)
	-	30.00	(223,588)	(338,860)	(460,653)	(594,680)	(728,866)	(863,737)	(998,850)
	-	40.00	(231,339)	(346,655)	(469,664)	(603,742)	(737,979)	(872,850)	(1,008,015)
	-	50.00	(239,094)	(354,510)	(478,691)	(612,804)	(747,093)	(881,963)	(1,017,180)
	-	60.00	(246,888)	(362,575)	(487,753)	(621,866)	(756,206)	(891,077)	(1,026,344)
	-	70.00	(254,683)	(370,640)	(496,815)	(630,928)	(765,319)	(900,190)	(1,035,509)
	-	80.00	(262,477)	(378,705)	(505,877)	(639,990)	(774,432)	(909,303)	(1,044,674)
	-	90.00	(270,272)	(386,770)	(514,939)	(649,051)	(783,545)	(918,416)	(1,053,838)
	-	100.00	(278,066)	(394,967)	(524,001)	(658,113)	(792,658)	(927,529)	(1,063,003)
	-	110.00	(285,861)	(403,212)	(533,063)	(667,175)	(801,771)	(936,642)	(1,072,168)
	-	120.00	(293,655)	(411,457)	(542,124)	(676,237)	(810,885)	(945,755)	(1,081,332)
	-	130.00	(301,450)	(419,702)	(551,186)	(685,299)	(819,998)	(954,869)	(1,090,497)
	-	140.00	(309,244)	(427,947)	(560,248)	(694,361)	(829,111)	(964,028)	(1,099,662)
	-	150.00	(317,039)	(436,192)	(569,310)	(703,423)	(838,224)	(973,193)	(1,108,826)
	-	160.00	(324,833)	(444,437)	(578,372)	(712,485)	(847,337)	(982,357)	(1,117,991)
	-	170.00	(332,628)	(453,448)	(587,434)	(721,579)	(856,450)	(991,522)	(1,127,156)
	-	180.00	(340,422)	(462,459)	(596,496)	(730,692)	(865,563)	(1,000,687)	(1,136,320)
	-	190.00	(348,217)	(471,469)	(605,558)	(739,806)	(874,676)	(1,009,851)	(1,145,485)
	-	200.00	(356,127)	(480,507)	(614,620)	(748,919)	(883,790)	(1,019,016)	(1,154,650)
	-	210.00	(364,191)	(489,569)	(623,682)	(758,032)	(892,903)	(1,028,181)	(1,163,814)
	-	220.00	(372,256)	(498,631)	(632,743)	(767,145)	(902,016)	(1,037,345)	(1,172,979)
	-	230.00	(380,321)	(507,693)	(641,805)	(776,258)	(911,129)	(1,046,510)	(1,182,144)
	-	240.00	(388,386)	(516,755)	(650,867)	(785,371)	(920,242)	(1,055,675)	(1,210,492)
	-	250.00	(396,619)	(525,817)	(659,929)	(794,484)	(929,355)	(1,064,839)	(1,278,287)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses

No Units:

30

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Median BCIS, Current CIL: £0

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV £ per acre (n))	(434,540)	90%	95%	100%	105%	110%	115%	120%
0.00		(708,283)	(570,788)	(434,540)	(312,641)	(194,576)	(76,989)	40,598
10.00		(717,396)	(579,850)	(442,785)	(320,436)	(202,326)	(84,740)	32,847
CIL £psm		(726,509)	(588,912)	(451,642)	(328,230)	(210,077)	(92,490)	25,096
-		(735,623)	(597,974)	(460,653)	(336,025)	(217,834)	(100,241)	17,346
(recommended CIL)		(744,736)	(607,036)	(469,664)	(343,819)	(225,628)	(107,992)	9,595
-		(753,849)	(616,098)	(478,691)	(351,614)	(233,423)	(115,742)	1,844
-		(762,962)	(625,160)	(487,753)	(359,641)	(241,217)	(123,493)	(5,906)
		(772,075)	(634,222)	(496,815)	(367,706)	(249,012)	(131,244)	(13,657)
		(781,188)	(643,284)	(505,877)	(375,771)	(256,806)	(138,994)	(21,407)
		(790,301)	(652,346)	(514,939)	(383,836)	(264,601)	(146,745)	(29,158)
		(799,415)	(661,407)	(524,001)	(391,968)	(272,395)	(154,495)	(36,909)
		(808,528)	(670,469)	(533,063)	(400,213)	(280,190)	(162,246)	(44,659)
		(817,641)	(679,531)	(542,124)	(408,458)	(287,984)	(169,997)	(52,410)
		(826,754)	(688,593)	(551,186)	(416,703)	(295,779)	(177,747)	(60,161)
		(835,867)	(697,655)	(560,248)	(424,948)	(303,573)	(185,498)	(67,911)
		(844,980)	(706,731)	(569,310)	(433,193)	(311,368)	(193,249)	(75,662)
		(854,093)	(715,844)	(578,372)	(441,438)	(319,162)	(200,999)	(83,413)
		(863,207)	(724,957)	(587,434)	(450,169)	(326,956)	(208,766)	(91,163)
		(872,320)	(734,071)	(596,496)	(459,180)	(334,751)	(216,560)	(98,914)
		(881,433)	(743,184)	(605,558)	(468,191)	(342,545)	(224,355)	(106,665)
		(890,546)	(752,297)	(614,620)	(477,213)	(350,340)	(232,149)	(114,415)
		(899,659)	(761,410)	(623,682)	(486,275)	(358,324)	(239,944)	(122,166)
		(908,773)	(770,523)	(632,743)	(495,337)	(366,388)	(247,738)	(129,917)
		(917,938)	(779,636)	(641,805)	(504,399)	(374,453)	(255,533)	(137,667)
		(927,102)	(788,749)	(650,867)	(513,461)	(382,518)	(263,327)	(145,418)
		(936,267)	(797,863)	(659,929)	(522,522)	(390,620)	(271,121)	(153,168)

		Grant (£ per unit)						
Balance (RLV - BLV £ per acre (n))	(434,540)	0	5,000	10,000	15,000	20,000	25,000	30,000
0.00		(434,540)	(377,173)	(321,873)	(267,393)	(213,056)	(158,883)	(104,710)
10.00		(442,785)	(385,238)	(329,667)	(275,188)	(220,807)	(166,634)	(112,461)
CIL £psm		(451,642)	(393,401)	(337,462)	(282,982)	(228,558)	(174,385)	(120,211)
-		(460,653)	(401,646)	(345,256)	(290,777)	(236,308)	(182,135)	(127,962)
(recommended CIL)		(469,664)	(409,892)	(353,064)	(298,571)	(244,092)	(189,886)	(135,713)
-		(478,691)	(418,137)	(361,129)	(306,366)	(251,886)	(197,637)	(143,463)
-		(487,753)	(426,382)	(369,193)	(314,160)	(259,681)	(205,387)	(151,214)
		(496,815)	(434,627)	(377,258)	(321,955)	(267,475)	(213,138)	(158,965)
		(505,877)	(442,872)	(385,323)	(329,749)	(275,270)	(220,888)	(166,715)
		(514,939)	(451,736)	(393,488)	(337,544)	(283,064)	(228,639)	(174,466)
		(524,001)	(460,747)	(401,733)	(345,338)	(290,859)	(236,390)	(182,217)
		(533,063)	(469,758)	(409,978)	(353,148)	(298,653)	(244,174)	(189,967)
		(542,124)	(478,786)	(418,223)	(361,213)	(306,448)	(251,968)	(197,718)
		(551,186)	(487,848)	(426,468)	(369,278)	(314,242)	(259,763)	(205,469)
		(560,248)	(496,910)	(434,713)	(377,343)	(322,037)	(267,557)	(213,219)
		(569,310)	(505,972)	(442,958)	(385,408)	(329,831)	(275,352)	(220,970)
		(578,372)	(515,034)	(451,831)	(393,575)	(337,626)	(283,146)	(228,720)
		(587,434)	(524,096)	(460,842)	(401,820)	(345,420)	(290,940)	(236,471)
		(596,496)	(533,158)	(469,853)	(410,065)	(353,233)	(298,735)	(244,255)
		(605,558)	(542,220)	(478,881)	(418,310)	(361,298)	(306,529)	(252,050)
		(614,620)	(551,282)	(487,943)	(426,555)	(369,363)	(314,324)	(259,844)
		(623,682)	(560,343)	(497,005)	(434,800)	(377,427)	(322,118)	(267,639)
		(632,743)	(569,405)	(506,067)	(443,045)	(385,492)	(329,913)	(275,433)
		(641,805)	(578,467)	(515,129)	(451,926)	(393,661)	(337,707)	(283,228)
		(650,867)	(587,529)	(524,191)	(460,937)	(401,906)	(345,502)	(291,022)
		(659,929)	(596,591)	(533,253)	(469,948)	(410,151)	(353,318)	(298,817)

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

251201 SWC_Residential Appraisals_CIL_v3_L_R

Appraisal Ref: **O** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: **Location / Value Zone: Area Wide**
 Notes/Comments: **Lower Quartile BCIS, Current CIL: £0**
 No Units: **50**
 Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			50 Units						
AH Policy requirement (% Target)			30%						
Open Market Sale (OMS) housing			70%						
AH tenure split %			Affordable Rent: 0.0%						
			Social Rent: 70.0% 70.0% % Rented						
			First Homes: 0.0%						
			Other Intermediate (LCHO/Sub-Market etc.): 30.0% 9.0% % of total (>10% First Homes PPG 023)						
			100% 100.0%						
CIL Rate (£ psm)			0.00 £ psm						
Unit Mix -									
	OMS Unit mix%	MV # units		AH mix%	AH # units		Overall mix%	Total # units	
2 bed House	35.0%	12.3		45.0%	6.8		38%	19.0	
3 bed House	20.0%	7.0		22.5%	3.4		21%	10.4	
3 bed House (with garage)	20.0%	7.0		22.5%	3.4		21%	10.4	
4 bed House (with garage)	20.0%	7.0		10.0%	1.5		17%	8.5	
5 bed House (with garage)	5.0%	1.8		0.0%	0.0		4%	1.8	
1 bed Flat	0.0%	0.0		0.0%	0.0		0%	0.0	
2 bed Flat	0.0%	0.0		0.0%	0.0		0%	0.0	
3 bed Flat	0.0%	0.0		0.0%	0.0		0%	0.0	
Total number of units		100.0%	35.0	100.0%	15.0	100%	50.0		
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)		Net to Gross %	Garage area (sqm)		Gross (GIA) per unit (sqm)	(sqft)	
2 bed House	75.0	807					75.0	807	
3 bed House	95.0	1,023					95.0	1,023	
3 bed House (with garage)	95.0	1,023			16.0		111.0	1,195	
4 bed House (with garage)	120.0	1,292			16.0		136.0	1,464	
5 bed House (with garage)	135.0	1,453			16.0		151.0	1,625	
1 bed Flat	50.0	538		85.0%			58.8	633	
2 bed Flat	65.0	700		85.0%			76.5	823	
3 bed Flat	0.0	0		85.0%			0.0	0	
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)		Net to Gross %	Garage area (sqm)		Gross (GIA) per unit (sqm)	(sqft)	
2 bed House	75.0	807					75.0	807	
3 bed House	95.0	1,023					95.0	1,023	
3 bed House (with garage)	95.0	1,023			16.0		111.0	1,195	
4 bed House (with garage)	120.0	1,292			16.0		136.0	1,464	
5 bed House (with garage)	135.0	1,453			16.0		151.0	1,625	
1 bed Flat	50.0	538		85.0%			58.8	633	
2 bed Flat	65.0	700		85.0%			76.5	823	
3 bed Flat	0.0	0		85.0%			0.0	0	
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)		Total GIA (all units) (sqm)	(sqft)	
2 bed House	919	9,889		506	5,449		1,425	15,339	
3 bed House	665	7,158		321	3,451		986	10,609	
3 bed House (with garage)	777	8,364		375	4,032		1,152	12,396	
4 bed House (with garage)	952	10,247		204	2,196		1,156	12,443	
5 bed House (with garage)	264	2,844		0	0		264	2,844	
1 bed Flat	0	0		0	0		0	0	
2 bed Flat	0	0		0	0		0	0	
3 bed Flat	0	0		0	0		0	0	
		3,577	38,503	1,406	15,129	4,983	53,631		
AH % by floor area:		28.21% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)		total MV £ (no AH)		
2 bed House	330,000	4,400	409	4,400	409		6,270,000		
3 bed House	415,000	4,368	406	4,368	406		4,305,625		
3 bed House (with garage)	425,000	4,474	416	3,829	356		4,409,375		
4 bed House (with garage)	510,000	4,250	395	3,750	348		4,335,000		
5 bed House (with garage)	570,000	4,222	392	3,775	351		997,500		
1 bed Flat	205,000	4,100	381	3,485	324		0		
2 bed Flat	255,000	3,923	364	3,335	310		0		
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		0		
							20,317,500		
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Site Typology:

Notes/Comments:

Houses

Location / Value Zone:

Lower Quartile BCIS, Current CIL: £0

No Units:

Greenfield/Brownfield:

50

Brownfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
2 bed House	12.3	@	330,000	4,042,500
3 bed House	7.0	@	415,000	2,905,000
3 bed House (with garage)	7.0	@	425,000	2,975,000
4 bed House (with garage)	7.0	@	510,000	3,570,000
5 bed House (with garage)	1.8	@	570,000	997,500
1 bed Flat	0.0	@	205,000	-
2 bed Flat	0.0	@	255,000	-
3 bed Flat	0.0	@	0	-
	35.0			14,490,000
Affordable Rent GDV -				
2 bed House	0.0	@	123,750	-
3 bed House	0.0	@	155,625	-
3 bed House (with garage)	0.0	@	159,375	-
4 bed House (with garage)	0.0	@	191,250	-
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	0.0	@	76,875	-
2 bed Flat	0.0	@	95,625	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	4.7	@	123,750	584,719
3 bed House	2.4	@	155,625	367,664
3 bed House (with garage)	2.4	@	159,375	376,523
4 bed House (with garage)	1.1	@	191,250	200,813
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	0.0	@	76,875	-
2 bed Flat	0.0	@	95,625	-
3 bed Flat	0.0	@	0	-
	10.5			1,529,719
First Homes GDV -				
2 bed House	0.0	@	231,000	-
3 bed House	0.0	@	250,000	-
3 bed House (with garage)	0.0	@	250,000	-
4 bed House (with garage)	0.0	@	250,000	-
5 bed House (with garage)	0.0	@	250,000	-
1 bed Flat	0.0	@	143,500	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	2.0	@	231,000	467,775
3 bed House	1.0	@	290,500	294,131
3 bed House (with garage)	1.0	@	297,500	301,219
4 bed House (with garage)	0.5	@	357,000	160,650
5 bed House (with garage)	0.0	@	399,000	-
1 bed Flat	0.0	@	143,500	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	4.5	15.0		1,223,775
Sub-total GDV Residential				
	50			17,243,494
AH on-site cost analysis:				
	617 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	3,074,006
			61,480 £ per unit (total units)	
Grant				
	50	units @	per unit	-
Total GDV				
				17,243,494

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses

Site Typology:

Location / Value Zone:

Area Wide

No Units:

50

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

Greenfield/Brownfield:

Brownfield

DEVELOPMENT COSTS

Initial Payments -

Statutory Planning Fees (Residential)	01-Apr-25		(capped at £411,885)	31,750 £	(31,750)
Planning Application Professional Fees, Surveys and reports			(capped at £1,500,000)	127,000 £	(127,000)
CIL (Mkrt only inc. garages)	Max	3,577 sqm	0.00 £ psm		-
	CIL analysis:	0.00% % of GDV		0 £ per unit (total units)	
Site Specific S106	Year 1			0	-
(strategic site cashflow yrs 1-15)	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	-
Site Specific S106 (installment)		50 units @		36,405 per unit	(1,820,250)
	Sub-total				(1,820,250)
	S106 analysis:	1,092,150 £ per ha	10.56% % of GDV	36,405 £ per unit (total units)	
AH Commuted Sum		4,983 sqm (total)		£ psm	-
	Comm. Sum analysis:	0.00% % of GDV			

Construction Costs -

Site Clearance, Demolition & Remediation		1.67 ha @		123,550 £ per ha (if brownfield)	(205,917)
Strategic Site Infra. 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	-
	Years 1-15	50 units @		per unit	-
	Sub-total				-
	Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
2 bed House		1,425 sqm @		1,451 psm	(2,067,675)
3 bed House		986 sqm @		1,451 psm	(1,430,142)
3 bed House (EXC. garage)		986 sqm @		1,451 psm	(1,430,142)
4 bed House (EXC. garage)		1,020 sqm @		1,451 psm	(1,480,020)
5 bed House (EXC. garage)		236 sqm @		1,451 psm	(342,799)
1 bed Flat		- sqm @		1,628 psm	-
2 bed Flat		- sqm @		1,628 psm	-
3 bed Flat		- sqm @		1,628 psm	-
Garages for 3B House	10.4	16.0	166 sqm @	531 psm	(88,188)
Garages for 4B House	8.5	16.0	136 sqm @	531 psm	(72,250)
Garages for 5B House	1.8	16.0	28 sqm @	531 psm	(14,875)
	Total GIA check:		4,983 £ per garage	£8,500	
External works		6,926,090 @		15.0%	(1,038,914)
	Ext. Works analysis:			20,778 £ per unit (total units)	

Policy Costs on design -

Net Biodiversity costs			50 units @		268 £ per unit	(13,400)
M4(2) Category 2 Housing	Aff units	15 units @	95% @		625 £ per unit	(8,906)
M4(3) Category 3 Housing	Aff units (>20 units)	15 units @	5% @		12,133 £ per unit	(9,100)
M4(2) Category 2 Housing	OMS units	35 units @	95% @		625 £ per unit	(20,781)
M4(3) Category 3 Housing	OMS units (>20 units)	35 units @	5% @		12,133 £ per unit	(21,233)
Part L/FHS - Houses		50 units @			5,816 £ per unit	(290,800)
Part L/FHS - Flats		- units @			2,712 £ per unit	-
	Part L/FHS analysis:			4.2% % of BCIS costs		
EV Charging Points - Houses		50 units @			0 £ per unit	-
EV Charging Points - Flats		- units @		4 flats per charger	0 £ per 4 units	-
Water Efficiency - Houses		50 units @			2,683 £ per unit	(134,150)
Water Efficiency - Flats		- units @			909 £ per unit	-
Broadband infrastructure	(< 20 units only)	- units @			747 £ per unit	-
	Sub-total					(498,370)
	Policy Costs analysis: (design costs only)			9,967 £ per unit (total units)		
				7.2% % of BCIS costs		
Contingency (on construction)		8,669,290 @		5.0%		(433,465)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology: Houses
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: No Units: 50
Greenfield/Brownfield: Brownfield
Lower Quartile BCIS, Current CIL: £0

Professional Fees	8,669,290 @	6.5%		(563,504)
Disposal Costs -				
OMS Marketing and Promotion	14,490,000 OMS @	3.00%	8,694 £ per unit	(434,700)
Residential Sales Agent Costs	14,490,000 OMS @	1.00%	2,898 £ per unit	(144,900)
Residential Sales Legal Costs	14,490,000 OMS @	0.50%	1,449 £ per unit	(72,450)
Affordable Sale Legal Costs	2,753,494 AH @	0.25%	138 £ per unit	(6,884)
Empty Property Costs (SC, Council Tax proxy)	50 units (1/2 back during sales period)	0	0 £ per unit PA (£ per	-
Disposal Cost analysis:			13,179 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00% APR	0.565% pcm		(55,932)
Developers Profit -				
Profit on OMS	14,490,000	20.00%		(2,898,000)
Margin on AH	2,753,494	6.00% on AH values		(165,210)
Profit analysis:	17,243,494	17.76% blended GDV	(3,063,210)	
	12,360,125	24.78% on costs	(3,063,210)	
TOTAL COSTS				(15,423,334)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				1,820,159
SDLT	1,820,159 @	HMRC formula		(80,508)
Acquisition Agent fees	1,820,159 @	1.0%		(18,202)
Acquisition Legal fees	1,820,159 @	0.5%		(9,101)
Interest on Land	1,820,159 @	7.00%		(127,411)
Residual Land Value				1,584,938
RLV analysis:	31,699 £ per plot	950,963 £ per ha (net)	384,849 £ per acre (net)	
		855,866 £ per ha (gross)	346,364 £ per acre (gross)	
			9.19% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density	30.0 dph (net)			
Site Area (net)	1.67 ha (net)	4.12 acres (net)		
Net to Gross ratio	90%			
Site Area (gross)	1.85 ha (gross)	4.58 acres (gross)		
Density analysis:	2,990 sqm/ha (net)	13,023 sqft/ac (net)		
	27 dph (gross)			
Benchmark Land Value (net)	36,607 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)	1,830,369
BLV analysis:		988,399 £ per ha (gross)	400,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)		(147,258) £ per ha (net)	(59,595) £ per acre (net)	(245,431)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses

Site Typology:

Location / Value Zone:

Area Wide

No Units:

50

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

Greenfield/Brownfield:

Brownfield

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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 30%						
Balance (RLV - BLV £ per acre (n))	(59,595)	10%	15%	20%	25%	30%	35%	40%
0.00		208,011	141,158	74,304	7,406	(59,595)	(126,632)	(193,813)
10.00		198,280	131,966	65,653	(724)	(67,183)	(133,698)	(200,336)
20.00		188,548	122,775	57,002	(8,854)	(74,771)	(140,765)	(206,859)
30.00		178,816	113,584	48,352	(16,985)	(82,359)	(147,831)	(213,393)
40.00		169,084	104,392	39,701	(25,115)	(89,947)	(154,897)	(219,936)
50.00		159,352	95,201	31,046	(33,245)	(97,536)	(161,964)	(226,480)
60.00		149,620	86,010	22,373	(41,375)	(105,124)	(169,030)	(233,024)
70.00		139,888	76,819	13,701	(49,505)	(112,720)	(176,096)	(239,567)
80.00		130,156	67,627	5,029	(57,636)	(120,330)	(183,162)	(246,111)
90.00		120,424	58,436	(3,643)	(65,766)	(127,940)	(190,229)	(252,655)
100.00		110,692	49,245	(12,315)	(73,896)	(135,550)	(197,295)	(259,198)
110.00		100,960	40,051	(20,988)	(82,026)	(143,159)	(204,361)	(265,742)
120.00		91,228	30,837	(29,660)	(90,156)	(150,769)	(211,434)	(272,286)
130.00		81,496	21,622	(38,332)	(98,287)	(158,379)	(218,523)	(278,829)
140.00		71,764	12,408	(47,004)	(106,418)	(165,989)	(225,612)	(285,378)
150.00		62,032	3,194	(55,676)	(114,571)	(173,599)	(232,701)	(291,945)
160.00		52,300	(6,020)	(64,349)	(122,725)	(181,209)	(239,790)	(298,512)
170.00		42,568	(15,234)	(73,021)	(130,878)	(188,819)	(246,879)	(305,079)
180.00		32,836	(24,449)	(81,693)	(139,031)	(196,428)	(253,968)	(311,646)
190.00		23,104	(33,663)	(90,365)	(147,185)	(204,038)	(261,057)	(318,213)
200.00		13,372	(42,877)	(99,038)	(155,338)	(211,657)	(268,146)	(324,780)
210.00		3,640	(52,091)	(107,725)	(163,492)	(219,291)	(275,235)	(331,347)
220.00		(6,229)	(61,306)	(116,422)	(171,645)	(226,926)	(282,324)	(337,914)
230.00		(15,985)	(70,520)	(125,119)	(179,798)	(234,560)	(289,425)	(344,481)
240.00		(25,742)	(79,734)	(133,816)	(187,952)	(242,194)	(296,539)	(351,073)
250.00		(35,498)	(88,948)	(142,513)	(196,105)	(249,829)	(303,653)	(357,665)

TABLE 2

TABLE 2		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV £ per acre (n))	(59,595)	100%	110%	120%	130%	140%	150%	160%
CIL £psm - (recommended CIL) -	0.00	(59,595)	(98,209)	(136,900)	(175,625)	(214,368)	(253,217)	(292,079)
	10.00	(67,183)	(105,797)	(144,510)	(183,235)	(222,002)	(260,851)	(299,741)
	20.00	(74,771)	(113,395)	(152,120)	(190,845)	(229,636)	(268,485)	(307,402)
	30.00	(82,359)	(121,005)	(159,730)	(198,455)	(237,270)	(276,120)	(315,064)
	40.00	(89,947)	(128,615)	(167,340)	(206,065)	(244,905)	(283,754)	(322,726)
	50.00	(97,536)	(136,225)	(174,950)	(213,690)	(252,539)	(291,399)	(330,387)
	60.00	(105,124)	(143,835)	(182,560)	(221,324)	(260,173)	(299,061)	(338,049)
	70.00	(112,720)	(151,445)	(190,169)	(228,959)	(267,808)	(306,722)	(345,710)
	80.00	(120,330)	(159,055)	(197,779)	(236,593)	(275,442)	(314,384)	(353,372)
	90.00	(127,940)	(166,664)	(205,389)	(244,227)	(283,076)	(322,045)	(361,063)
	100.00	(135,550)	(174,274)	(213,012)	(251,861)	(290,719)	(329,707)	(368,755)
	110.00	(143,159)	(181,884)	(220,647)	(259,496)	(298,381)	(337,369)	(376,446)
	120.00	(150,769)	(189,494)	(228,281)	(267,130)	(306,042)	(345,030)	(384,138)
	130.00	(158,379)	(197,104)	(235,915)	(274,764)	(313,704)	(352,692)	(391,914)
	140.00	(165,989)	(204,714)	(243,549)	(282,399)	(321,365)	(360,380)	(399,872)
	150.00	(173,599)	(212,335)	(251,184)	(290,039)	(329,027)	(368,072)	(407,831)
160.00	(181,209)	(219,969)	(258,818)	(297,701)	(336,689)	(375,763)	(415,925)	
170.00	(188,819)	(227,603)	(266,452)	(305,362)	(344,350)	(383,455)	(424,096)	
180.00	(196,428)	(235,238)	(274,087)	(313,024)	(352,012)	(391,208)	(432,267)	
190.00	(204,038)	(242,872)	(281,721)	(320,685)	(359,698)	(399,166)	(440,438)	
200.00	(211,657)	(250,506)	(289,359)	(328,347)	(367,389)	(407,124)	(448,995)	
210.00	(219,291)	(258,140)	(297,021)	(336,008)	(375,081)	(415,199)	(457,925)	
220.00	(226,926)	(265,775)	(304,682)	(343,670)	(382,772)	(423,370)	(466,893)	
230.00	(234,560)	(273,409)	(312,344)	(351,332)	(390,501)	(431,541)	(475,864)	
240.00	(242,194)	(281,043)	(320,005)	(359,015)	(398,460)	(439,712)	(484,835)	
250.00	(249,829)	(288,679)	(327,667)	(366,706)	(406,418)	(448,203)	(493,806)	

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses

No Units:

50

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

TABLE 3

		Profit							
		20%							
Balance (RLV - BLV £ per acre (n))		(59,595)	15%	16%	17%	18%	19%	20%	21%
CIL £psm (recommended CIL)	0.00		92,577	62,142	31,708	1,274	(29,160)	(59,595)	(90,029)
	10.00		84,989	54,554	24,120	(6,314)	(36,749)	(67,183)	(97,617)
	20.00		77,400	46,966	16,532	(13,902)	(44,337)	(74,771)	(105,205)
	30.00		69,812	39,378	8,944	(21,491)	(51,925)	(82,359)	(112,794)
	40.00		62,224	31,790	1,355	(29,079)	(59,513)	(89,947)	(120,382)
	50.00		54,636	24,202	(6,233)	(36,667)	(67,101)	(97,536)	(127,970)
	60.00		47,048	16,613	(13,821)	(44,255)	(74,690)	(105,124)	(135,558)
	70.00		39,451	9,017	(21,417)	(51,851)	(82,286)	(112,720)	(143,154)
	80.00		31,842	1,407	(29,027)	(59,461)	(89,896)	(120,330)	(150,764)
	90.00		24,232	(6,203)	(36,637)	(67,071)	(97,505)	(127,940)	(158,374)
	100.00		16,622	(13,812)	(44,247)	(74,681)	(105,115)	(135,550)	(165,984)
	110.00		9,012	(21,422)	(51,857)	(82,291)	(112,725)	(143,159)	(173,594)
	120.00		1,402	(29,032)	(59,466)	(89,901)	(120,335)	(150,769)	(181,204)
	130.00		(6,208)	(36,642)	(67,076)	(97,511)	(127,945)	(158,379)	(188,813)
	140.00		(13,818)	(44,252)	(74,686)	(105,120)	(135,555)	(165,989)	(196,423)
	150.00		(21,427)	(51,862)	(82,296)	(112,730)	(143,165)	(173,599)	(204,033)
	160.00		(29,037)	(59,472)	(89,906)	(120,340)	(150,774)	(181,209)	(211,643)
	170.00		(36,647)	(67,081)	(97,516)	(127,950)	(158,384)	(188,819)	(219,253)
	180.00		(44,257)	(74,691)	(105,126)	(135,560)	(165,994)	(196,428)	(226,863)
	190.00		(51,867)	(82,301)	(112,735)	(143,170)	(173,604)	(204,038)	(234,472)
	200.00		(59,486)	(89,920)	(120,354)	(150,788)	(181,223)	(211,657)	(242,091)
	210.00		(67,120)	(97,554)	(127,989)	(158,423)	(188,857)	(219,291)	(249,726)
	220.00		(74,754)	(105,189)	(135,623)	(166,057)	(196,491)	(226,926)	(257,360)
	230.00		(82,389)	(112,823)	(143,257)	(173,691)	(204,126)	(234,560)	(264,994)
	240.00		(90,023)	(120,457)	(150,891)	(181,326)	(211,760)	(242,194)	(272,629)
	250.00		(97,657)	(128,091)	(158,526)	(188,960)	(219,394)	(249,829)	(280,263)

TABLE 4

		BLV (£ per acre (n))							
		(59,595)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm (recommended CIL)	0.00		284,849	259,849	234,849	209,849	184,849	159,849	134,849
	10.00		277,261	252,261	227,261	202,261	177,261	152,261	127,261
	20.00		269,673	244,673	219,673	194,673	169,673	144,673	119,673
	30.00		262,085	237,085	212,085	187,085	162,085	137,085	112,085
	40.00		254,497	229,497	204,497	179,497	154,497	129,497	104,497
	50.00		246,908	221,908	196,908	171,908	146,908	121,908	96,908
	60.00		239,320	214,320	189,320	164,320	139,320	114,320	89,320
	70.00		231,724	206,724	181,724	156,724	131,724	106,724	81,724
	80.00		224,114	199,114	174,114	149,114	124,114	99,114	74,114
	90.00		216,504	191,504	166,504	141,504	116,504	91,504	66,504
	100.00		208,894	183,894	158,894	133,894	108,894	83,894	58,894
	110.00		201,285	176,285	151,285	126,285	101,285	76,285	51,285
	120.00		193,675	168,675	143,675	118,675	93,675	68,675	43,675
	130.00		186,065	161,065	136,065	111,065	86,065	61,065	36,065
	140.00		178,455	153,455	128,455	103,455	78,455	53,455	28,455
	150.00		170,845	145,845	120,845	95,845	70,845	45,845	20,845
	160.00		163,235	138,235	113,235	88,235	63,235	38,235	13,235
	170.00		155,625	130,625	105,625	80,625	55,625	30,625	5,625
	180.00		148,016	123,016	98,016	73,016	48,016	23,016	(1,984)
	190.00		140,406	115,406	90,406	65,406	40,406	15,406	(9,594)
	200.00		132,787	107,787	82,787	57,787	32,787	7,787	(17,213)
	210.00		125,153	100,153	75,153	50,153	25,153	153	(24,847)
	220.00		117,518	92,518	67,518	42,518	17,518	(7,482)	(32,482)
	230.00		109,884	84,884	59,884	34,884	9,884	(15,116)	(40,116)
	240.00		102,250	77,250	52,250	27,250	2,250	(22,750)	(47,750)
	250.00		94,615	69,615	44,615	19,615	(5,385)	(30,385)	(55,385)

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Scheme Typology:

Houses

No Units:

50

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

TABLE 5		Density (dph) (net)		30					
Balance (RLV - BLV £ per acre (n))		(59,595)	30	35	40	45	50	55	60
CIL £psm (recommended CIL)	-	0.00	(59,595)	12,887	85,369	157,851	230,332	302,814	375,296
	-	10.00	(67,183)	4,034	75,251	146,468	217,685	288,902	360,119
	-	20.00	(74,771)	(4,819)	65,134	135,086	205,038	274,991	344,943
	-	30.00	(82,359)	(13,672)	55,016	123,704	192,391	261,079	329,767
	-	40.00	(89,947)	(22,524)	44,898	112,321	179,744	247,167	314,590
	-	50.00	(97,536)	(31,377)	34,781	100,939	167,097	233,256	299,414
	-	60.00	(105,124)	(40,230)	24,663	89,557	154,450	219,344	284,237
	-	70.00	(112,720)	(49,083)	14,546	78,175	141,803	205,432	269,061
	-	80.00	(120,330)	(57,936)	4,428	66,792	129,156	191,521	253,885
	-	90.00	(127,940)	(66,804)	(5,689)	55,410	116,509	177,609	238,708
	-	100.00	(135,550)	(75,682)	(15,814)	44,028	103,862	163,697	223,532
	-	110.00	(143,159)	(84,560)	(25,961)	32,639	91,215	149,785	208,356
	-	120.00	(150,769)	(93,438)	(36,107)	21,224	78,555	135,874	193,179
	-	130.00	(158,379)	(102,316)	(46,254)	9,809	65,872	121,935	177,997
	-	140.00	(165,989)	(111,195)	(56,400)	(1,606)	53,189	107,983	162,778
	-	150.00	(173,599)	(120,073)	(66,547)	(13,020)	40,506	94,032	147,558
	-	160.00	(181,209)	(128,951)	(76,693)	(24,435)	27,823	80,080	132,338
	-	170.00	(188,819)	(137,829)	(86,840)	(35,850)	15,139	66,129	117,118
	-	180.00	(196,428)	(146,707)	(96,986)	(47,265)	2,456	52,178	101,899
	-	190.00	(204,038)	(155,585)	(107,132)	(58,680)	(10,227)	38,226	86,679
	-	200.00	(211,657)	(164,464)	(117,279)	(70,094)	(22,910)	24,275	71,459
	-	210.00	(219,291)	(173,342)	(127,425)	(81,509)	(35,593)	10,323	56,240
	-	220.00	(226,926)	(182,242)	(137,572)	(92,924)	(48,276)	(3,628)	41,020
	-	230.00	(234,560)	(191,148)	(147,737)	(104,339)	(60,959)	(17,579)	25,800
	-	240.00	(242,194)	(200,055)	(157,916)	(115,777)	(73,642)	(31,531)	10,580
	-	250.00	(249,829)	(208,962)	(168,095)	(127,228)	(86,362)	(45,495)	(4,639)

TABLE 6		Build cost		(where 100% is a 5% increase, and 95% is a 5% decrease etc.)					
Balance (RLV - BLV £ per acre (n))		(59,595)	90%	95%	100%	105%	110%	115%	120%
CIL £psm (recommended CIL)	-	0.00	129,266	34,931	(59,595)	(154,356)	(249,445)	(344,976)	(443,680)
	-	10.00	121,697	27,362	(67,183)	(161,966)	(257,079)	(352,668)	(452,564)
	-	20.00	114,128	19,793	(74,771)	(169,576)	(264,714)	(360,359)	(461,535)
	-	30.00	106,558	12,223	(82,359)	(177,186)	(272,348)	(368,051)	(470,506)
	-	40.00	98,989	4,654	(89,947)	(184,796)	(279,999)	(375,743)	(479,478)
	-	50.00	91,420	(2,931)	(97,536)	(192,406)	(287,660)	(383,434)	(488,449)
	-	60.00	83,851	(10,519)	(105,124)	(200,016)	(295,322)	(391,186)	(497,420)
	-	70.00	76,281	(18,107)	(112,720)	(207,648)	(302,983)	(399,152)	(506,434)
	-	80.00	68,712	(25,695)	(120,330)	(215,282)	(310,645)	(407,144)	(515,450)
	-	90.00	61,143	(33,283)	(127,940)	(222,917)	(318,306)	(415,226)	(524,466)
	-	100.00	53,573	(40,872)	(135,550)	(230,551)	(325,968)	(423,397)	(533,482)
	-	110.00	46,004	(48,460)	(143,159)	(238,185)	(333,629)	(431,568)	(542,502)
	-	120.00	38,435	(56,048)	(150,769)	(245,820)	(341,291)	(439,739)	(551,565)
	-	130.00	30,866	(63,636)	(158,379)	(253,454)	(348,973)	(448,232)	(560,629)
	-	140.00	23,296	(71,224)	(165,989)	(261,088)	(356,665)	(457,194)	(569,693)
	-	150.00	15,727	(78,813)	(173,599)	(268,723)	(364,356)	(466,166)	(578,757)
	-	160.00	8,158	(86,401)	(181,209)	(276,357)	(372,048)	(475,137)	(587,862)
	-	170.00	588	(93,989)	(188,819)	(283,999)	(379,739)	(484,108)	(596,977)
	-	180.00	(6,981)	(101,577)	(196,428)	(291,660)	(387,431)	(493,079)	(606,092)
	-	190.00	(14,560)	(109,165)	(204,038)	(299,322)	(395,322)	(502,063)	(615,207)
	-	200.00	(22,149)	(116,754)	(211,657)	(306,983)	(403,289)	(511,079)	(624,322)
	-	210.00	(29,737)	(124,352)	(219,291)	(314,645)	(411,285)	(520,095)	(633,437)
	-	220.00	(37,325)	(131,962)	(226,926)	(322,307)	(419,456)	(529,111)	(642,552)
	-	230.00	(44,913)	(139,572)	(234,560)	(329,968)	(427,627)	(538,126)	(651,667)
	-	240.00	(52,501)	(147,182)	(242,194)	(337,630)	(435,798)	(547,167)	(660,782)
	-	250.00	(60,090)	(154,792)	(249,829)	(345,291)	(443,969)	(556,230)	(669,897)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses

No Units:

50

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV £ per acre (n))	(59,595)	90%	95%	100%	105%	110%	115%	120%
0.00		(292,128)	(175,643)	(59,595)	56,182	171,768	287,180	402,533
10.00		(299,789)	(183,252)	(67,183)	48,613	164,198	279,626	394,980
CIL £psm		(307,451)	(190,862)	(74,771)	41,043	156,629	272,073	387,427
-		(315,112)	(198,472)	(82,359)	33,474	149,060	264,520	379,874
(recommended CIL)		(322,774)	(206,082)	(89,947)	25,905	141,490	256,967	372,321
-		(330,435)	(213,708)	(97,536)	18,329	133,921	249,414	364,767
-		(338,097)	(221,342)	(105,124)	10,741	126,352	241,861	357,214
		(345,759)	(228,977)	(112,720)	3,153	118,783	234,308	349,661
		(353,442)	(236,611)	(120,330)	(4,435)	111,213	226,755	342,108
		(361,134)	(244,245)	(127,940)	(12,023)	103,644	219,201	334,555
		(368,825)	(251,880)	(135,550)	(19,611)	96,075	211,648	327,002
		(376,517)	(259,514)	(143,159)	(27,200)	88,505	204,091	319,449
		(384,208)	(267,148)	(150,769)	(34,788)	80,936	196,522	311,896
		(391,987)	(274,783)	(158,379)	(42,376)	73,367	188,953	304,342
		(399,945)	(282,417)	(165,989)	(49,964)	65,798	181,383	296,789
		(407,934)	(290,063)	(173,599)	(57,552)	58,228	173,814	289,236
		(416,034)	(297,725)	(181,209)	(65,141)	50,659	166,245	281,683
		(424,205)	(305,387)	(188,819)	(72,729)	43,090	158,676	274,130
		(432,376)	(313,048)	(196,428)	(80,317)	35,520	151,106	266,577
		(440,547)	(320,710)	(204,038)	(87,905)	27,951	143,537	259,024
		(449,119)	(328,371)	(211,657)	(95,493)	20,372	135,968	251,471
		(458,090)	(336,033)	(219,291)	(103,082)	12,784	128,398	243,917
		(467,062)	(343,694)	(226,926)	(110,676)	5,195	120,829	236,364
		(476,033)	(351,359)	(234,560)	(118,286)	(2,393)	113,260	228,811
		(485,004)	(359,050)	(242,194)	(125,896)	(9,981)	105,691	221,258
		(493,982)	(366,742)	(249,829)	(133,506)	(17,569)	98,121	213,705

TABLE 8		Grant (£ per unit)						
Balance (RLV - BLV £ per acre (n))	(59,595)	0	5,000	10,000	15,000	20,000	25,000	30,000
0.00		(59,595)	(6,484)	46,548	99,525	152,501	205,413	258,272
10.00		(67,183)	(14,072)	38,979	91,955	144,931	197,860	250,718
CIL £psm		(74,771)	(21,660)	31,410	84,386	137,362	190,307	243,165
-		(82,359)	(29,248)	23,841	76,817	129,793	182,753	235,612
(recommended CIL)		(89,947)	(36,837)	16,271	69,247	122,224	175,200	228,059
-		(97,536)	(44,425)	8,686	61,678	114,654	167,631	220,506
-		(105,124)	(52,013)	1,098	54,109	107,085	160,061	212,953
		(112,720)	(59,601)	(6,490)	46,540	99,516	152,492	205,400
		(120,330)	(67,189)	(14,079)	38,970	91,946	144,923	197,847
		(127,940)	(74,778)	(21,667)	31,401	84,377	137,353	190,293
		(135,550)	(82,366)	(29,255)	23,832	76,808	129,784	182,740
		(143,159)	(89,954)	(36,843)	16,262	69,239	122,215	175,187
		(150,769)	(97,542)	(44,431)	8,679	61,669	114,646	167,622
		(158,379)	(105,130)	(52,020)	1,091	54,100	107,076	160,052
		(165,989)	(112,726)	(59,608)	(6,497)	46,531	99,507	152,483
		(173,599)	(120,336)	(67,196)	(14,085)	38,961	91,938	144,914
		(181,209)	(127,946)	(74,784)	(21,673)	31,392	84,368	137,345
		(188,819)	(135,556)	(82,372)	(29,261)	23,823	76,799	129,775
		(196,428)	(143,166)	(89,960)	(36,850)	16,254	69,230	122,206
		(204,038)	(150,776)	(97,549)	(44,438)	8,673	61,661	114,637
		(211,657)	(158,385)	(105,137)	(52,026)	1,085	54,091	107,067
		(219,291)	(165,995)	(112,733)	(59,614)	(6,503)	46,522	99,498
		(226,926)	(173,605)	(120,342)	(67,202)	(14,092)	38,953	91,929
		(234,560)	(181,215)	(127,952)	(74,791)	(21,680)	31,383	84,360
		(242,194)	(188,825)	(135,562)	(82,379)	(29,268)	23,814	76,790
		(249,829)	(196,435)	(143,172)	(89,967)	(36,856)	16,245	69,221

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

251201 SWC_Residential Appraisals_CIL_v3_L_R

Appraisal Ref: **P** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Area Wide** No Units: **100**
 Notes/Comments: **Lower Quartile BCIS, Current CIL: £0** Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		100 Units							
AH Policy requirement (% Target)		30%							
Open Market Sale (OMS) housing		70%							
AH tenure split %		Open Market Sale (OMS) 70% Affordable Rent: 0.0% Social Rent: 70.0% First Homes: 0.0% Other Intermediate (LCHO/Sub-Market etc.): 30.0% 70.0% % Rented 9.0% % of total (>10% First Homes PPG 023)							
CIL Rate (£ psm)		0.00 £ psm							
Unit Mix -									
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
2 bed House	25.0%	17.5	22.0%	6.6	24%	24.1			
3 bed House	20.0%	14.0	15.0%	4.5	19%	18.5			
3 bed House (with garage)	20.0%	14.0	15.0%	4.5	19%	18.5			
4 bed House (with garage)	20.0%	14.0	10.0%	3.0	17%	17.0			
5 bed House (with garage)	5.0%	3.5	0.0%	0.0	4%	3.5			
1 bed Flat	4.0%	2.8	23.0%	6.9	10%	9.7			
2 bed Flat	6.0%	4.2	15.0%	4.5	9%	8.7			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	70.0	100.0%	30.0	100%			
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
2 bed House	1,313	14,128	495	5,328	1,808	19,456			
3 bed House	1,330	14,316	428	4,602	1,758	18,918			
3 bed House (with garage)	1,554	16,727	500	5,377	2,054	22,104			
4 bed House (with garage)	1,904	20,494	408	4,392	2,312	24,886			
5 bed House (with garage)	529	5,689	0	0	529	5,689			
1 bed Flat	165	1,773	406	4,369	571	6,142			
2 bed Flat	321	3,457	344	3,704	665	7,161			
3 bed Flat	0	0	0	0	0	0			
		7,115	76,584	2,580	27,771	9,695	104,355		
AH % by floor area:		26.61% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)			
2 bed House	330,000	4,400	409	4,400	409	7,953,000			
3 bed House	415,000	4,368	406	4,368	406	7,677,500			
3 bed House (with garage)	425,000	4,474	416	3,829	356	7,862,500			
4 bed House (with garage)	510,000	4,250	395	3,750	348	8,670,000			
5 bed House (with garage)	570,000	4,222	392	3,775	351	1,995,000			
1 bed Flat	205,000	4,100	381	3,485	324	1,988,500			
2 bed Flat	255,000	3,923	364	3,335	310	2,218,500			
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0			
		38,365,000							
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Site Typology:

Notes/Comments:

Houses & Flats

Location / Value Zone:

Lower Quartile BCIS, Current CIL: £0

No Units:

Greenfield/Brownfield:

100

Brownfield

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
2 bed House	17.5	@	330,000		5,775,000
3 bed House	14.0	@	415,000		5,810,000
3 bed House (with garage)	14.0	@	425,000		5,950,000
4 bed House (with garage)	14.0	@	510,000		7,140,000
5 bed House (with garage)	3.5	@	570,000		1,995,000
1 bed Flat	2.8	@	205,000		574,000
2 bed Flat	4.2	@	255,000		1,071,000
3 bed Flat	0.0	@	0		-
	70.0				28,315,000
Affordable Rent GDV -					
2 bed House	0.0	@	123,750		-
3 bed House	0.0	@	155,625		-
3 bed House (with garage)	0.0	@	159,375		-
4 bed House (with garage)	0.0	@	191,250		-
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	4.6	@	123,750		571,725
3 bed House	3.2	@	155,625		490,219
3 bed House (with garage)	3.2	@	159,375		502,031
4 bed House (with garage)	2.1	@	191,250		401,625
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	4.8	@	76,875		371,306
2 bed Flat	3.2	@	95,625		301,219
3 bed Flat	0.0	@	0		-
	21.0				2,638,125
First Homes GDV -					
2 bed House	0.0	@	231,000		-
3 bed House	0.0	@	250,000		-
3 bed House (with garage)	0.0	@	250,000		-
4 bed House (with garage)	0.0	@	250,000		-
5 bed House (with garage)	0.0	@	250,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	2.0	@	231,000		457,380
3 bed House	1.4	@	290,500		392,175
3 bed House (with garage)	1.4	@	297,500		401,625
4 bed House (with garage)	0.9	@	357,000		321,300
5 bed House (with garage)	0.0	@	399,000		-
1 bed Flat	2.1	@	143,500		297,045
2 bed Flat	1.4	@	178,500		240,975
3 bed Flat	0.0	@	0		-
	9.0	30.0			2,110,500
Sub-total GDV Residential					
	100				33,063,625
AH on-site cost analysis:					
	547 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)		5,301,375
			53,014 £ per unit (total units)		
Grant					
	100	units @		per unit	-
Total GDV					
					33,063,625

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses & Flats

No Units:

100

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

DEVELOPMENT COSTS

Initial Payments -

Statutory Planning Fees (Residential)	01-Apr-25		(capped at £411,885)	40,835 £	(40,835)
Planning Application Professional Fees, Surveys and reports			(capped at £1,500,000)	122,505 £	(122,505)
CIL (Mkrt only inc. garages)	Max	7,115 sqm	0.00 £ psm		-
CIL analysis:		0.00% % of GDV		0 £ per unit (total units)	
Site Specific S106	Year 1			0	-
(strategic site cashflow yrs 1-15)	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	-
Site Specific S106 (installment)		100 units @		36,405 per unit	(3,640,500)
Sub-total					(3,640,500)
S106 analysis:	1,456,200 £ per ha	11.01% % of GDV		36,405 £ per unit (total units)	
AH Commuted Sum		9,695 sqm (total)		£ psm	-
Comm. Sum analysis:		0.00% % of GDV			

Construction Costs -

Site Clearance, Demolition & Remediation		2.50 ha @		123,550 £ per ha (if brownfield)	(308,875)
Strategic Site Infra. 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	-
Years 1-15		100 units @			-
Sub-total					-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total units)	
2 bed House		1,808 sqm @		1,451 psm	(2,622,683)
3 bed House		1,758 sqm @		1,451 psm	(2,550,133)
3 bed House (EXC. garage)		1,758 sqm @		1,451 psm	(2,550,133)
4 bed House (EXC. garage)		2,040 sqm @		1,451 psm	(2,960,040)
5 bed House (EXC. garage)		473 sqm @		1,451 psm	(685,598)
1 bed Flat		571 sqm @		1,628 psm	(928,918)
2 bed Flat		665 sqm @		1,628 psm	(1,083,099)
3 bed Flat		- sqm @		1,628 psm	-
Garages for 3B House	18.5	16.0	296 sqm @	531 psm	(157,250)
Garages for 4B House	17.0	16.0	272 sqm @	531 psm	(144,500)
Garages for 5B House	3.5	16.0	56 sqm @	531 psm	(29,750)
Total GIA check:		9,695 £ per garage		£8,500	
External works		13,712,101 @		15.0%	(2,056,815)
Ext. Works analysis:				20,568 £ per unit (total units)	

Policy Costs on design -

Net Biodiversity costs		100 units @		268 £ per unit	(26,800)
M4(2) Category 2 Housing	Aff units	30 units @	95% @	625 £ per unit	(17,813)
M4(3) Category 3 Housing	Aff units (>20 units)	30 units @	5% @	12,133 £ per unit	(18,200)
M4(2) Category 2 Housing	OMS units	70 units @	95% @	625 £ per unit	(41,563)
M4(3) Category 3 Housing	OMS units (>20 units)	70 units @	5% @	12,133 £ per unit	(42,466)
Part L/FHS - Houses		82 units @		5,816 £ per unit	(474,586)
Part L/FHS - Flats		18 units @		2,712 £ per unit	(49,901)
Part L/FHS analysis:				3.8% % of BCIS costs	
EV Charging Points - Houses		82 units @		0 £ per unit	-
EV Charging Points - Flats		18 units @		0 £ per 4 units	-
Water Efficiency - Houses		82 units @		2,683 £ per unit	(218,933)
Water Efficiency - Flats		18 units @		909 £ per unit	(16,726)
Broadband infrastructure	(< 20 units only)	- units @		747 £ per unit	-
Sub-total					(906,985)
Policy Costs analysis: (design costs only)				9,070 £ per unit (total units)	
				6.6% % of BCIS costs	
Contingency (on construction)		16,984,776 @		5.0%	(849,239)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses & Flats

No Units:

100

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

Professional Fees	16,984,776	@	6.5%		(1,104,010)
Disposal Costs -					
OMS Marketing and Promotion	28,315,000	OMS @	3.00%	8,495 £ per unit	(849,450)
Residential Sales Agent Costs	28,315,000	OMS @	1.00%	2,832 £ per unit	(283,150)
Residential Sales Legal Costs	28,315,000	OMS @	0.50%	1,416 £ per unit	(141,575)
Affordable Sale Legal Costs	4,748,625	AH @	0.25%	119 £ per unit	(11,872)
Empty Property Costs (SC, Council Tax proxy)	100 units (1/2 back during sales period)		0	0 £ per unit PA (£ per	-
Disposal Cost analysis:				12,860 £ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00% APR		0.565% pcm	(121,671)
Developers Profit -					
Profit on OMS	28,315,000		20.00%		(5,663,000)
Margin on AH	4,748,625		6.00% on AH values		(284,918)
Profit analysis:	33,063,625		17.99% blended GDV	(5,947,918)	
	24,149,583		24.63% on costs	(5,947,918)	
TOTAL COSTS					(30,097,501)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					2,966,124
SDLT	2,966,124	@	HMRC formula		(137,806)
Acquisition Agent fees	2,966,124	@	1.0%		(29,661)
Acquisition Legal fees	2,966,124	@	0.5%		(14,831)
Interest on Land	2,966,124	@	7.00%		(207,629)
Residual Land Value					2,576,197
RLV analysis:	25,762 £ per plot	1,030,479 £ per ha (net)	417,029 £ per acre (net)		
		927,431 £ per ha (gross)	375,326 £ per acre (gross)		
			7.79% % RLV / GDV		

BENCHMARK LAND VALUE (BLV)					
Residential Density		40.0 dph (net)			
Site Area (net)		2.50 ha (net)	6.18 acres (net)		
Net to Gross ratio		90%			
Site Area (gross)		2.78 ha (gross)	6.86 acres (gross)		
Density analysis:		3,878 sqm/ha (net)	16,893 sqft/ac (net)		
		36 dph (gross)			
Benchmark Land Value (net)	27,456 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)		2,745,553
BLV analysis:		988,399 £ per ha (gross)	400,000 £ per acre (gross)		

BALANCE					
Surplus/(Deficit)		(67,742) £ per ha (net)	(27,415) £ per acre (net)		(169,355)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses & Flats

No Units:

100

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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 30%						
Balance (RLV - BLV £ per acre (n))	(27,415)	10%	15%	20%	25%	30%	35%	40%
0.00		351,591	257,110	162,499	67,683	(27,415)	(122,906)	(219,074)
10.00		338,632	244,839	150,917	56,791	(37,616)	(132,450)	(227,966)
20.00		325,672	232,567	139,334	45,898	(47,817)	(141,993)	(236,893)
30.00		312,713	220,296	127,752	35,005	(58,032)	(151,539)	(245,820)
40.00		299,727	208,025	116,169	24,113	(68,270)	(161,122)	(254,761)
50.00		286,734	195,753	104,586	13,212	(78,508)	(170,706)	(263,732)
60.00		273,741	183,452	92,991	2,282	(88,746)	(180,290)	(272,702)
70.00		260,748	171,146	81,372	(8,647)	(98,990)	(189,900)	(281,709)
80.00		247,754	158,839	69,753	(19,577)	(109,268)	(199,526)	(290,726)
90.00		234,761	146,533	58,134	(30,506)	(119,546)	(209,152)	(299,766)
100.00		221,768	134,226	46,515	(41,456)	(129,824)	(218,805)	(308,832)
110.00		208,749	121,920	34,894	(52,426)	(140,122)	(228,476)	(317,917)
120.00		195,719	109,584	23,236	(63,395)	(150,443)	(238,147)	(327,034)
130.00		182,688	97,239	11,578	(74,365)	(160,764)	(247,861)	(336,151)
140.00		169,658	84,894	(80)	(85,353)	(171,093)	(257,579)	(345,269)
150.00		156,627	72,549	(11,738)	(96,365)	(181,459)	(267,321)	(354,386)
160.00		143,597	60,204	(23,418)	(107,377)	(191,826)	(277,090)	(363,503)
170.00		130,534	47,833	(35,119)	(118,390)	(202,206)	(286,873)	(372,620)
180.00		117,463	35,446	(46,820)	(129,442)	(212,621)	(296,694)	(381,737)
190.00		104,392	23,059	(58,520)	(140,500)	(223,035)	(306,531)	(390,855)
200.00		91,321	10,673	(70,247)	(151,558)	(233,486)	(316,408)	(399,972)
210.00		78,250	(1,724)	(81,994)	(162,652)	(243,952)	(326,285)	(409,136)
220.00		65,144	(14,156)	(93,740)	(173,759)	(254,437)	(336,162)	(418,569)
230.00		52,028	(26,588)	(105,493)	(184,866)	(264,957)	(346,039)	(428,132)
240.00		38,913	(39,020)	(117,288)	(196,021)	(275,491)	(355,915)	(437,776)
250.00		25,797	(51,471)	(129,083)	(207,180)	(286,068)	(365,792)	(447,697)

TABLE 2

TABLE 2		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV £ per acre (n))	(27,415)	100%	110%	120%	130%	140%	150%	160%
CIL £psm (recommended CIL)	0.00	(27,415)	(79,703)	(132,224)	(185,090)	(238,373)	(292,241)	(346,661)
	10.00	(37,616)	(89,941)	(142,532)	(195,456)	(248,839)	(302,872)	(357,298)
	20.00	(47,817)	(100,190)	(152,852)	(205,853)	(259,349)	(313,509)	(367,935)
	30.00	(58,032)	(110,468)	(163,173)	(216,268)	(269,869)	(324,146)	(378,571)
	40.00	(68,270)	(120,746)	(173,513)	(226,685)	(280,430)	(334,783)	(389,208)
	50.00	(78,508)	(131,024)	(183,880)	(237,151)	(291,007)	(345,419)	(399,845)
	60.00	(88,746)	(141,327)	(194,246)	(247,617)	(301,631)	(356,056)	(410,577)
	70.00	(98,990)	(151,648)	(204,638)	(258,121)	(312,267)	(366,693)	(421,582)
	80.00	(109,268)	(161,968)	(215,052)	(268,641)	(322,904)	(377,330)	(432,819)
	90.00	(119,546)	(172,303)	(225,467)	(279,195)	(333,541)	(387,966)	(444,071)
	100.00	(129,824)	(182,669)	(235,929)	(289,772)	(344,178)	(398,603)	(456,333)
	110.00	(140,122)	(193,036)	(246,395)	(300,389)	(354,814)	(409,292)	(468,679)
	120.00	(150,443)	(203,422)	(256,893)	(311,026)	(365,451)	(420,298)	(481,045)
	130.00	(160,764)	(213,837)	(267,413)	(321,662)	(376,088)	(431,506)	(493,412)
	140.00	(171,093)	(224,251)	(277,960)	(332,299)	(386,725)	(442,758)	(505,778)
	150.00	(181,459)	(234,707)	(288,537)	(342,936)	(397,361)	(454,898)	(518,144)
160.00	(191,826)	(245,173)	(299,147)	(353,573)	(408,007)	(467,235)	(530,511)	
170.00	(202,206)	(255,665)	(309,784)	(364,209)	(419,013)	(479,602)	(542,877)	
180.00	(212,621)	(266,185)	(320,421)	(374,846)	(430,192)	(491,968)	(555,243)	
190.00	(223,035)	(276,725)	(331,057)	(385,483)	(441,444)	(504,334)	(567,610)	
200.00	(233,486)	(287,302)	(341,694)	(396,120)	(453,462)	(516,701)	(579,976)	
210.00	(243,952)	(297,906)	(352,331)	(406,756)	(465,792)	(529,067)	(592,342)	
220.00	(254,437)	(308,542)	(362,968)	(417,728)	(478,158)	(541,433)	(604,709)	
230.00	(264,957)	(319,179)	(373,604)	(428,879)	(490,524)	(553,800)	(617,075)	
240.00	(275,491)	(329,816)	(384,241)	(440,131)	(502,891)	(566,166)	(629,441)	
250.00	(286,068)	(340,452)	(394,878)	(452,027)	(515,257)	(578,532)	(641,871)	

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses & Flats

No Units:

100

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

TABLE 3		Profit	20%						
Balance (RLV - BLV £ per acre (n))		(27,415)	15%	16%	17%	18%	19%	20%	21%
CIL £psm (recommended CIL)	0.00		170,825	131,177	91,529	51,881	12,233	(27,415)	(67,063)
	10.00		160,624	120,976	81,328	41,680	2,032	(37,616)	(77,264)
	20.00		150,423	110,775	71,127	31,479	(8,169)	(47,817)	(87,465)
	30.00		140,208	100,560	60,912	21,264	(18,384)	(58,032)	(97,680)
	40.00		129,970	90,322	50,674	11,026	(28,622)	(68,270)	(107,918)
	50.00		119,731	80,084	40,436	788	(38,860)	(78,508)	(118,156)
	60.00		109,493	69,845	30,198	(9,450)	(49,098)	(88,746)	(128,394)
	70.00		99,249	59,601	19,953	(19,694)	(59,342)	(98,990)	(138,638)
	80.00		88,971	49,323	9,675	(29,973)	(69,620)	(109,268)	(148,916)
	90.00		78,693	39,045	(603)	(40,251)	(79,899)	(119,546)	(159,194)
	100.00		68,415	28,767	(10,881)	(50,529)	(90,177)	(129,824)	(169,472)
	110.00		58,118	18,470	(21,178)	(60,826)	(100,474)	(140,122)	(179,770)
	120.00		47,797	8,149	(31,499)	(71,147)	(110,795)	(150,443)	(190,091)
	130.00		37,476	(2,172)	(41,820)	(81,468)	(121,116)	(160,764)	(200,411)
	140.00		27,146	(12,501)	(52,149)	(91,797)	(131,445)	(171,093)	(210,741)
	150.00		16,780	(22,868)	(62,516)	(102,164)	(141,811)	(181,459)	(221,107)
	160.00		6,414	(33,234)	(72,882)	(112,530)	(152,178)	(191,826)	(231,474)
	170.00		(3,967)	(43,614)	(83,262)	(122,910)	(162,558)	(202,206)	(241,854)
	180.00		(14,381)	(54,029)	(93,677)	(133,325)	(172,973)	(212,621)	(252,269)
	190.00		(24,796)	(64,444)	(104,092)	(143,740)	(183,388)	(223,035)	(262,683)
	200.00		(35,246)	(74,894)	(114,542)	(154,190)	(193,838)	(233,486)	(273,134)
	210.00		(45,712)	(85,360)	(125,008)	(164,656)	(204,304)	(243,952)	(283,599)
	220.00		(56,197)	(95,845)	(135,493)	(175,141)	(214,789)	(254,437)	(294,085)
	230.00		(66,717)	(106,365)	(146,013)	(185,661)	(225,309)	(264,957)	(304,605)
	240.00		(77,251)	(116,899)	(156,547)	(196,195)	(235,843)	(275,491)	(315,139)
	250.00		(87,828)	(127,476)	(167,124)	(206,772)	(246,420)	(286,068)	(325,715)

TABLE 4		BLV (£ per acre (n))		444,444					
Balance (RLV - BLV £ per acre (n))		(27,415)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm (recommended CIL)	0.00		317,029	292,029	267,029	242,029	217,029	192,029	167,029
	10.00		306,828	281,828	256,828	231,828	206,828	181,828	156,828
	20.00		296,627	271,627	246,627	221,627	196,627	171,627	146,627
	30.00		286,412	261,412	236,412	211,412	186,412	161,412	136,412
	40.00		276,174	251,174	226,174	201,174	176,174	151,174	126,174
	50.00		265,936	240,936	215,936	190,936	165,936	140,936	115,936
	60.00		255,698	230,698	205,698	180,698	155,698	130,698	105,698
	70.00		245,454	220,454	195,454	170,454	145,454	120,454	95,454
	80.00		235,176	210,176	185,176	160,176	135,176	110,176	85,176
	90.00		224,898	199,898	174,898	149,898	124,898	99,898	74,898
	100.00		214,620	189,620	164,620	139,620	114,620	89,620	64,620
	110.00		204,322	179,322	154,322	129,322	104,322	79,322	54,322
	120.00		194,001	169,001	144,001	119,001	94,001	69,001	44,001
	130.00		183,680	158,680	133,680	108,680	83,680	58,680	33,680
	140.00		173,351	148,351	123,351	98,351	73,351	48,351	23,351
	150.00		162,985	137,985	112,985	87,985	62,985	37,985	12,985
	160.00		152,618	127,618	102,618	77,618	52,618	27,618	2,618
	170.00		142,238	117,238	92,238	67,238	42,238	17,238	(7,762)
	180.00		131,823	106,823	81,823	56,823	31,823	6,823	(18,177)
	190.00		121,409	96,409	71,409	46,409	21,409	(3,591)	(28,591)
	200.00		110,958	85,958	60,958	35,958	10,958	(14,042)	(39,042)
	210.00		100,492	75,492	50,492	25,492	492	(24,508)	(49,508)
	220.00		90,007	65,007	40,007	15,007	(9,993)	(34,993)	(59,993)
	230.00		79,487	54,487	29,487	4,487	(20,513)	(45,513)	(70,513)
	240.00		68,953	43,953	18,953	(6,047)	(31,047)	(56,047)	(81,047)
	250.00		58,376	33,376	8,376	(16,624)	(41,624)	(66,624)	(91,624)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses & Flats

No Units:

100

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

TABLE 5		Density (dph) (net)						
		30	35	40	45	50	55	60
Balance (RLV - BLV £ per acre (n))	(27,415)							
	0.00	(144,491)	(85,953)	(27,415)	31,123	89,661	148,199	206,715
	10.00	(152,166)	(94,879)	(37,616)	19,647	76,910	134,173	191,435
CIL £psm	20.00	(159,845)	(103,819)	(47,817)	8,171	64,159	120,146	176,134
-	30.00	(167,523)	(112,778)	(58,032)	(3,305)	51,408	106,120	160,833
(recommended CIL)	40.00	(175,202)	(121,736)	(68,270)	(14,804)	38,656	92,094	145,531
-	50.00	(182,896)	(130,694)	(78,508)	(26,322)	25,865	78,051	130,230
	60.00	(190,605)	(139,658)	(88,746)	(37,840)	13,067	63,974	114,880
	70.00	(198,313)	(148,652)	(98,990)	(49,357)	269	49,896	99,523
	80.00	(206,022)	(157,645)	(109,268)	(60,892)	(12,528)	35,819	84,166
	90.00	(213,752)	(166,638)	(119,546)	(72,454)	(25,363)	21,729	68,809
	100.00	(221,493)	(175,647)	(129,824)	(84,017)	(38,210)	7,597	53,404
	110.00	(229,233)	(184,678)	(140,122)	(95,580)	(51,058)	(6,535)	37,987
	120.00	(236,984)	(193,708)	(150,443)	(107,177)	(63,911)	(20,668)	22,570
	130.00	(244,759)	(202,743)	(160,764)	(118,788)	(76,812)	(34,837)	7,139
	140.00	(252,534)	(211,813)	(171,093)	(130,399)	(89,713)	(49,028)	(8,343)
	150.00	(260,319)	(220,884)	(181,459)	(142,035)	(102,614)	(63,219)	(23,824)
	160.00	(268,131)	(229,961)	(191,826)	(153,697)	(115,568)	(77,439)	(39,310)
	170.00	(275,942)	(239,074)	(202,206)	(165,359)	(128,526)	(91,693)	(54,860)
	180.00	(283,776)	(248,187)	(212,621)	(177,055)	(141,489)	(105,947)	(70,409)
	190.00	(291,626)	(257,323)	(223,035)	(188,771)	(154,507)	(120,243)	(85,979)
	200.00	(299,483)	(266,480)	(233,486)	(200,491)	(167,526)	(134,563)	(101,601)
	210.00	(307,373)	(275,645)	(243,952)	(212,265)	(180,579)	(148,892)	(117,223)
	220.00	(315,263)	(284,850)	(254,437)	(224,039)	(193,661)	(163,283)	(132,905)
	230.00	(323,195)	(294,055)	(264,957)	(235,859)	(206,761)	(177,674)	(148,604)
	240.00	(331,129)	(303,309)	(275,491)	(247,694)	(219,911)	(192,128)	(164,345)
	250.00	(339,106)	(312,567)	(286,068)	(259,571)	(233,074)	(206,593)	(180,125)

TABLE 6		Build cost (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV £ per acre (n))	(27,415)							
	0.00	224,035	98,712	(27,415)	(154,812)	(284,532)	(416,980)	(567,723)
	10.00	213,955	88,578	(37,616)	(165,133)	(295,120)	(428,114)	(580,090)
CIL £psm	20.00	203,876	78,443	(47,817)	(175,496)	(305,756)	(439,366)	(592,456)
-	30.00	193,796	68,308	(58,032)	(185,862)	(316,393)	(451,191)	(604,822)
(recommended CIL)	40.00	183,716	58,173	(68,270)	(196,228)	(327,030)	(463,507)	(617,189)
-	50.00	173,626	48,039	(78,508)	(206,641)	(337,666)	(475,874)	(629,555)
	60.00	163,520	37,883	(88,746)	(217,055)	(348,303)	(488,240)	(641,986)
	70.00	153,414	27,716	(98,990)	(227,485)	(358,940)	(500,606)	(654,422)
	80.00	143,309	17,550	(109,268)	(237,950)	(369,577)	(512,973)	(666,858)
	90.00	133,203	7,383	(119,546)	(248,416)	(380,213)	(525,339)	(679,295)
	100.00	123,097	(2,783)	(129,824)	(258,930)	(390,850)	(537,705)	(691,731)
	110.00	112,991	(12,954)	(140,122)	(269,450)	(401,487)	(550,072)	(704,167)
	120.00	102,885	(23,155)	(150,443)	(280,011)	(412,276)	(562,438)	(716,603)
	130.00	92,758	(33,355)	(160,764)	(290,588)	(423,305)	(574,804)	(729,040)
	140.00	82,623	(43,556)	(171,093)	(301,210)	(434,556)	(587,171)	(741,476)
	150.00	72,488	(53,757)	(181,459)	(311,847)	(445,935)	(599,537)	(753,912)
	160.00	62,353	(63,972)	(191,826)	(322,483)	(458,232)	(611,903)	(766,348)
	170.00	52,219	(74,210)	(202,206)	(333,120)	(470,588)	(624,270)	(778,785)
	180.00	42,084	(84,448)	(212,621)	(343,757)	(482,954)	(636,670)	(791,245)
	190.00	31,937	(94,686)	(223,035)	(354,394)	(495,321)	(649,107)	(803,752)
	200.00	21,771	(104,934)	(233,486)	(365,030)	(507,687)	(661,543)	(816,259)
	210.00	11,604	(115,212)	(243,952)	(375,667)	(520,053)	(673,979)	(828,765)
	220.00	1,438	(125,490)	(254,437)	(386,304)	(532,420)	(686,415)	(841,272)
	230.00	(8,729)	(135,768)	(264,957)	(396,941)	(544,786)	(698,852)	(853,778)
	240.00	(18,895)	(146,073)	(275,491)	(407,577)	(557,152)	(711,288)	(866,285)
	250.00	(29,095)	(156,394)	(286,068)	(418,577)	(569,519)	(723,724)	(878,791)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses & Flats

No Units:

100

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		(27,415)	90%	95%	100%	105%	110%	115%	120%
CIL £psm (recommended CIL)	0.00		(337,848)	(181,003)	(27,415)	124,736	276,087	426,991	577,598
	10.00		(348,485)	(191,369)	(37,616)	114,601	266,007	416,935	567,563
	20.00		(359,122)	(201,736)	(47,817)	104,467	255,928	406,879	557,528
	30.00		(369,759)	(212,120)	(58,032)	94,332	245,848	396,823	547,493
	40.00		(380,395)	(222,535)	(68,270)	84,197	235,769	386,767	537,458
	50.00		(391,032)	(232,950)	(78,508)	74,062	225,667	376,711	527,422
	60.00		(401,669)	(243,407)	(88,746)	63,919	215,561	366,655	517,387
	70.00		(412,464)	(253,873)	(98,990)	53,753	205,455	356,599	507,352
	80.00		(423,497)	(264,367)	(109,268)	43,586	195,349	346,525	497,304
	90.00		(434,749)	(274,887)	(119,546)	33,420	185,244	336,446	487,248
	100.00		(446,145)	(285,432)	(129,824)	23,253	175,138	326,366	477,193
	110.00		(458,442)	(296,009)	(140,122)	13,087	165,032	316,287	467,137
	120.00		(470,790)	(306,619)	(150,443)	2,904	154,926	306,207	457,081
	130.00		(483,157)	(317,256)	(160,764)	(7,297)	144,805	296,128	447,025
	140.00		(495,523)	(327,893)	(171,093)	(17,498)	134,670	286,048	436,969
	150.00		(507,889)	(338,530)	(181,459)	(27,699)	124,536	275,968	426,913
	160.00		(520,256)	(349,166)	(191,826)	(37,900)	114,401	265,889	416,857
	170.00		(532,622)	(359,803)	(202,206)	(48,120)	104,266	255,809	406,801
	180.00		(544,988)	(370,440)	(212,621)	(58,358)	94,131	245,719	396,745
	190.00		(557,355)	(381,077)	(223,035)	(68,596)	83,996	235,613	386,689
	200.00		(569,721)	(391,713)	(233,486)	(78,835)	73,843	225,507	376,633
	210.00		(582,087)	(402,350)	(243,952)	(89,082)	63,677	215,402	366,566
	220.00		(594,454)	(413,169)	(254,437)	(99,360)	53,510	205,296	356,486
	230.00		(606,820)	(424,218)	(264,957)	(109,638)	43,344	195,190	346,407
	240.00		(619,201)	(435,469)	(275,491)	(119,916)	33,178	185,084	336,327
	250.00		(631,638)	(446,933)	(286,068)	(130,214)	23,011	174,978	326,248
TABLE 8		Grant (£ per unit)							
Balance (RLV - BLV £ per acre (n))		(27,415)	0	5,000	10,000	15,000	20,000	25,000	30,000
CIL £psm (recommended CIL)	0.00		(27,415)	44,211	115,566	186,705	257,678	328,535	399,301
	10.00		(37,616)	34,044	105,432	176,599	247,598	318,479	389,245
	20.00		(47,817)	23,878	95,297	166,493	237,518	308,423	379,189
	30.00		(58,032)	13,711	85,162	156,388	227,439	298,368	369,133
	40.00		(68,270)	3,545	75,027	146,282	217,359	288,294	359,077
	50.00		(78,508)	(6,632)	64,893	136,176	207,280	278,215	349,021
	60.00		(88,746)	(16,833)	54,758	126,070	197,192	268,135	338,965
	70.00		(98,990)	(27,034)	44,593	115,949	187,086	258,056	328,909
	80.00		(109,268)	(37,235)	34,426	105,814	176,980	247,976	318,853
	90.00		(119,546)	(47,436)	24,260	95,679	166,874	237,897	308,797
	100.00		(129,824)	(57,654)	14,093	85,544	156,768	227,817	298,741
	110.00		(140,122)	(67,892)	3,927	75,410	146,663	217,738	288,672
	120.00		(150,443)	(78,130)	(6,251)	65,275	136,557	207,658	278,593
	130.00		(160,764)	(88,368)	(16,452)	55,140	126,451	197,573	268,513
	140.00		(171,093)	(98,617)	(26,653)	44,975	116,331	187,467	258,434
	150.00		(181,459)	(108,895)	(36,854)	34,809	106,196	177,361	248,354
	160.00		(191,826)	(119,173)	(47,055)	24,642	96,061	167,255	238,275
	170.00		(202,206)	(129,451)	(57,276)	14,476	85,927	157,149	228,195
	180.00		(212,621)	(139,754)	(67,514)	4,309	75,792	147,044	218,116
	190.00		(223,035)	(150,075)	(77,752)	(5,871)	65,657	136,938	208,036
	200.00		(233,486)	(160,396)	(87,990)	(16,072)	55,522	126,832	197,953
	210.00		(243,952)	(170,732)	(98,243)	(26,273)	45,357	116,713	187,848
	220.00		(254,437)	(181,099)	(108,521)	(36,473)	35,191	106,579	177,742
	230.00		(264,957)	(191,465)	(118,799)	(46,674)	25,024	96,444	167,636
	240.00		(275,491)	(201,854)	(129,077)	(56,898)	14,858	86,309	157,530
	250.00		(286,068)	(212,269)	(139,386)	(67,136)	4,691	76,174	147,424

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

251201 SWC_Residential Appraisals_CIL_v3_L_R

Appraisal Ref: **Q** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Area Wide** No Units: **300**
 Notes/Comments: **Lower Quartile BCIS, Current CIL: £0** Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		300 Units							
AH Policy requirement (% Target)		30%							
Open Market Sale (OMS) housing		Open Market Sale (OMS) 70%							
AH tenure split %		Affordable Rent: 0.0%							
		Social Rent: 70.0% 70.0% % Rented							
		First Homes: 0.0%							
		Other Intermediate (LCHO/Sub-Market etc.): 30.0% 9.0% % of total (>10% First Homes PPG 023)							
		100% 100.0%							
CIL Rate (£ psm)		0.00 £ psm							
Unit Mix -									
	OMS Unit mix%	MV # units		AH mix%	AH # units		Overall mix%	Total # units	
2 bed House	25.0%	52.5		22.0%	19.8		24%	72.3	
3 bed House	20.0%	42.0		15.0%	13.5		19%	55.5	
3 bed House (with garage)	20.0%	42.0		15.0%	13.5		19%	55.5	
4 bed House (with garage)	20.0%	42.0		10.0%	9.0		17%	51.0	
5 bed House (with garage)	5.0%	10.5		0.0%	0.0		4%	10.5	
1 bed Flat	4.0%	8.4		23.0%	20.7		10%	29.1	
2 bed Flat	6.0%	12.6		15.0%	13.5		9%	26.1	
3 bed Flat	0.0%	0.0		0.0%	0.0		0%	0.0	
Total number of units		100.0%	210.0	100.0%	90.0		100%	300.0	
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)		Net to Gross %	Garage area (sqm)		Gross (GIA) per unit (sqm)	(sqft)	
2 bed House	75.0	807					75.0	807	
3 bed House	95.0	1,023					95.0	1,023	
3 bed House (with garage)	95.0	1,023			16.0		111.0	1,195	
4 bed House (with garage)	120.0	1,292			16.0		136.0	1,464	
5 bed House (with garage)	135.0	1,453			16.0		151.0	1,625	
1 bed Flat	50.0	538		85.0%			58.8	633	
2 bed Flat	65.0	700		85.0%			76.5	823	
3 bed Flat	0.0	0		85.0%			0.0	0	
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)		Net to Gross %	Garage area (sqm)		Gross (GIA) per unit (sqm)	(sqft)	
2 bed House	75.0	807					75.0	807	
3 bed House	95.0	1,023					95.0	1,023	
3 bed House (with garage)	95.0	1,023			16.0		111.0	1,195	
4 bed House (with garage)	120.0	1,292			16.0		136.0	1,464	
5 bed House (with garage)	135.0	1,453			16.0		151.0	1,625	
1 bed Flat	50.0	538		85.0%			58.8	633	
2 bed Flat	65.0	700		85.0%			76.5	823	
3 bed Flat	0.0	0		85.0%			0.0	0	
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)		Total GIA (all units) (sqm)	(sqft)	
2 bed House	3,938	42,383		1,485	15,984		5,423	58,367	
3 bed House	3,990	42,948		1,283	13,805		5,273	56,753	
3 bed House (with garage)	4,662	50,181		1,499	16,130		6,161	66,311	
4 bed House (with garage)	5,712	61,483		1,224	13,175		6,936	74,658	
5 bed House (with garage)	1,586	17,066		0	0		1,586	17,066	
1 bed Flat	494	5,319		1,218	13,107		1,712	18,425	
2 bed Flat	964	10,371		1,032	11,112		1,996	21,483	
3 bed Flat	0	0		0	0		0	0	
		21,345	229,752	7,740	83,313		29,085	313,065	
AH % by floor area:		26.61% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)		total MV £ (no AH)		
2 bed House	330,000	4,400	409	4,400	409		23,859,000		
3 bed House	415,000	4,368	406	4,368	406		23,032,500		
3 bed House (with garage)	425,000	4,474	416	3,829	356		23,587,500		
4 bed House (with garage)	510,000	4,250	395	3,750	348		26,010,000		
5 bed House (with garage)	570,000	4,222	392	3,775	351		5,985,000		
1 bed Flat	205,000	4,100	381	3,485	324		5,965,500		
2 bed Flat	255,000	3,923	364	3,335	310		6,655,500		
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		0		
		115,095,000							
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Site Typology:

Notes/Comments:

Houses & Flats

Location / Value Zone:

Lower Quartile BCIS, Current CIL: £0

No Units:

Greenfield/Brownfield:

300

Brownfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
2 bed House	52.5	@	330,000	17,325,000
3 bed House	42.0	@	415,000	17,430,000
3 bed House (with garage)	42.0	@	425,000	17,850,000
4 bed House (with garage)	42.0	@	510,000	21,420,000
5 bed House (with garage)	10.5	@	570,000	5,985,000
1 bed Flat	8.4	@	205,000	1,722,000
2 bed Flat	12.6	@	255,000	3,213,000
3 bed Flat	0.0	@	0	-
	210.0			84,945,000
Affordable Rent GDV -				
2 bed House	0.0	@	123,750	-
3 bed House	0.0	@	155,625	-
3 bed House (with garage)	0.0	@	159,375	-
4 bed House (with garage)	0.0	@	191,250	-
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	0.0	@	76,875	-
2 bed Flat	0.0	@	95,625	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	13.9	@	123,750	1,715,175
3 bed House	9.5	@	155,625	1,470,656
3 bed House (with garage)	9.5	@	159,375	1,506,094
4 bed House (with garage)	6.3	@	191,250	1,204,875
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	14.5	@	76,875	1,113,919
2 bed Flat	9.5	@	95,625	903,656
3 bed Flat	0.0	@	0	-
	63.0			7,914,375
First Homes GDV -				
2 bed House	0.0	@	231,000	-
3 bed House	0.0	@	250,000	-
3 bed House (with garage)	0.0	@	250,000	-
4 bed House (with garage)	0.0	@	250,000	-
5 bed House (with garage)	0.0	@	250,000	-
1 bed Flat	0.0	@	143,500	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	5.9	@	231,000	1,372,140
3 bed House	4.1	@	290,500	1,176,525
3 bed House (with garage)	4.1	@	297,500	1,204,875
4 bed House (with garage)	2.7	@	357,000	963,900
5 bed House (with garage)	0.0	@	399,000	-
1 bed Flat	6.2	@	143,500	891,135
2 bed Flat	4.1	@	178,500	722,925
3 bed Flat	0.0	@	0	-
	27.0	90.0		6,331,500
Sub-total GDV Residential				99,190,875
AH on-site cost analysis:				
547 £ psm (total GIA sqm)				15,904,125
EMV (no AH) less £GDV (inc. AH)				
53,014 £ per unit (total units)				
Grant				
	300	units @		per unit
Total GDV				99,190,875

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses & Flats

No Units:

300

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

DEVELOPMENT COSTS

Initial Payments -

Statutory Planning Fees (Residential)	01-Apr-25		(capped at £411,885)	78,635 £	(78,635)
Planning Application Professional Fees, Surveys and reports			(capped at £1,500,000)	235,905 £	(235,905)
CIL (Mkrt only inc. garages)	Max	21,345 sqm	0.00 £ psm		-
CIL analysis:		0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106	Year 1		0		-
(strategic site cashflow yrs 1-15)	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		-
Site Specific S106 (installment)		300 units @	36,405 per unit		(10,921,500)
Sub-total					(10,921,500)
S106 analysis:		1,456,200 £ per ha	11.01% % of GDV	36,405 £ per unit (total units)	
AH Commuted Sum		29,085 sqm (total)	£ psm		-
Comm. Sum analysis:		0.00% % of GDV			

Construction Costs -

Site Clearance, Demolition & Remediation		7.50 ha @	123,550 £ per ha (if brownfield)		(926,625)
Strategic Site Infra. 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		-
	Years 1-15	300 units @			-
Sub-total					-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
2 bed House		5,423 sqm @	1,451 psm		(7,868,048)
3 bed House		5,273 sqm @	1,451 psm		(7,650,398)
3 bed House (EXC. garage)		5,273 sqm @	1,451 psm		(7,650,398)
4 bed House (EXC. garage)		6,120 sqm @	1,451 psm		(8,880,120)
5 bed House (EXC. garage)		1,418 sqm @	1,451 psm		(2,056,793)
1 bed Flat		1,712 sqm @	1,628 psm		(2,786,753)
2 bed Flat		1,996 sqm @	1,628 psm		(3,249,296)
3 bed Flat		- sqm @	1,628 psm		-
Garages for 3B House	55.5	16.0	888 sqm @	531 psm	(471,750)
Garages for 4B House	51.0	16.0	816 sqm @	531 psm	(433,500)
Garages for 5B House	10.5	16.0	168 sqm @	531 psm	(89,250)
Total GIA check:		29,085	£ per garage	£8,500	
External works		41,136,304 @	15.0%		(6,170,446)
Ext. Works analysis:				20,568 £ per unit (total units)	

Policy Costs on design -

Net Biodiversity costs		300 units @	268 £ per unit		(80,400)
M4(2) Category 2 Housing	Aff units	90 units @	95% @	625 £ per unit	(53,438)
M4(3) Category 3 Housing	Aff units (>20 units)	90 units @	5% @	12,133 £ per unit	(54,599)
M4(2) Category 2 Housing	OMS units	210 units @	95% @	625 £ per unit	(124,688)
M4(3) Category 3 Housing	OMS units (>20 units)	210 units @	5% @	12,133 £ per unit	(127,397)
Part L/FHS - Houses		245 units @		5,816 £ per unit	(1,423,757)
Part L/FHS - Flats		55 units @		2,712 £ per unit	(149,702)
Part L/FHS analysis:			3.8% % of BCIS costs		
EV Charging Points - Houses	245 units @		0 £ per unit		-
EV Charging Points - Flats	55 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency - Houses	245 units @		2,683 £ per unit		(656,798)
Water Efficiency - Flats	55 units @		909 £ per unit		(50,177)
Broadband infrastructure	(< 20 units only)	- units @	747 £ per unit		-
Sub-total					(2,720,954)
Policy Costs analysis: (design costs only)			9,070 £ per unit (total units)		
			6.6% % of BCIS costs		
Contingency (on construction)		50,954,329 @	5.0%		(2,547,716)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:
Site Typology:
Notes/Comments:

Houses & Flats

Location / Value Zone: **Area Wide**
Lower Quartile BCIS, Current CIL: £0

No Units: **300**
Greenfield/Brownfield: **Brownfield**

Professional Fees	50,954,329	@	6.5%		(3,312,031)
Disposal Costs -					
OMS Marketing and Promotion	84,945,000	OMS @	3.00%	8,495 £ per unit	(2,548,350)
Residential Sales Agent Costs	84,945,000	OMS @	1.00%	2,832 £ per unit	(849,450)
Residential Sales Legal Costs	84,945,000	OMS @	0.50%	1,416 £ per unit	(424,725)
Affordable Sale Legal Costs	14,245,875	AH @	0.25%	119 £ per unit	(35,615)
Empty Property Costs (SC, Council Tax proxy)	300 units (1/2 back during sales period)		0	0 £ per unit PA (£ per	-
Disposal Cost analysis:				12,860 £ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00% APR		0.565% pcm	(166,470)
Developers Profit -					
Profit on OMS	84,945,000		20.00%		(16,989,000)
Margin on AH	14,245,875		6.00% on AH values		(854,753)
Profit analysis:	99,190,875		17.99% blended GDV	(17,843,753)	
	72,074,727		24.76% on costs	(17,843,753)	
TOTAL COSTS					(89,918,479)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					9,272,396
SDLT	9,272,396	@	HMRC formula		(453,120)
Acquisition Agent fees	9,272,396	@	1.0%		(92,724)
Acquisition Legal fees	9,272,396	@	0.5%		(46,362)
Interest on Land	9,272,396	@	7.00%		(649,068)
Residual Land Value					8,031,122
RLV analysis:	26,770 £ per plot	1,070,816 £ per ha (net)	433,353 £ per acre (net)		
		963,735 £ per ha (gross)	390,018 £ per acre (gross)		
			8.10% % RLV / GDV		

BENCHMARK LAND VALUE (BLV)					
Residential Density	40.0	dph (net)			
Site Area (net)	7.50	ha (net)	18.53	acres (net)	
Net to Gross ratio	90%				
Site Area (gross)	8.33	ha (gross)	20.59	acres (gross)	
Density analysis:	3,878	sqm/ha (net)	16,893	sqft/ac (net)	
	36	dph (gross)			
Benchmark Land Value (net)	27,456 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)		8,236,658
BLV analysis:		988,399 £ per ha (gross)	400,000 £ per acre (gross)		

BALANCE					
Surplus/(Deficit)		(27,405) £ per ha (net)	(11,091) £ per acre (net)		(205,536)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses & Flats

No Units:

300

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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

TABLE 1		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre (n))	(11,091)	10%	15%	20%	25%	30%	35%	40%	
Max CIL £ psm	0.00	366,432	272,168	177,844	83,434	(11,091)	(105,802)	(200,793)	
	10.00	353,567	260,008	166,388	72,683	(21,148)	(115,162)	(209,462)	
	20.00	340,702	247,847	154,932	61,932	(31,206)	(124,525)	(218,134)	
	30.00	327,827	235,687	143,476	51,175	(41,264)	(133,889)	(226,817)	
	-	314,951	223,522	132,018	40,412	(51,321)	(143,253)	(235,501)	
	(recommended CIL)	40.00	302,075	211,350	120,550	29,649	(61,380)	(152,623)	(244,184)
		50.00	289,200	199,178	109,082	18,885	(71,450)	(162,000)	(252,881)
		60.00	276,324	187,006	97,614	8,122	(81,521)	(171,378)	(261,579)
		70.00	263,448	174,834	86,146	(2,641)	(91,591)	(180,755)	(270,277)
		80.00	250,572	162,662	74,678	(13,416)	(101,662)	(190,142)	(278,990)
90.00		237,696	150,490	63,210	(24,192)	(111,740)	(199,534)	(287,703)	
100.00		224,808	138,313	51,729	(34,968)	(121,824)	(208,925)	(296,421)	
110.00		211,920	126,128	40,249	(45,744)	(131,909)	(218,321)	(305,151)	
120.00		199,032	113,944	28,768	(56,520)	(141,993)	(227,728)	(313,881)	
130.00		186,144	101,759	17,287	(67,310)	(152,085)	(237,135)	(322,624)	
140.00	173,256	89,575	5,807	(78,100)	(162,184)	(246,544)	(331,370)		
150.00	160,368	77,390	(5,683)	(88,890)	(172,283)	(255,967)	(340,126)		
160.00	147,475	65,199	(17,178)	(99,680)	(182,381)	(265,390)	(348,891)		
170.00	134,574	53,001	(28,672)	(110,480)	(192,495)	(274,819)	(357,663)		
180.00	121,673	40,803	(40,167)	(121,284)	(202,609)	(284,258)	(366,446)		
190.00	108,771	28,605	(51,661)	(132,089)	(212,723)	(293,698)	(375,238)		
200.00	95,870	16,407	(63,170)	(142,893)	(222,849)	(303,152)	(384,040)		
210.00	82,969	4,204	(74,679)	(153,711)	(232,980)	(312,609)	(392,856)		
220.00	70,059	(8,008)	(86,188)	(164,531)	(243,110)	(322,075)	(401,678)		
230.00	57,143	(20,221)	(97,697)	(175,352)	(253,254)	(331,550)	(410,521)		
240.00	44,228	(32,434)	(109,219)	(186,179)	(263,402)	(341,032)	(419,373)		
250.00									

TABLE 2

TABLE 2		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV £ per acre (n))		(11,091)	100%	110%	120%	130%	140%	150%	160%
CIL £psm	0.00	(11,091)	(62,555)	(114,095)	(165,721)	(217,449)	(269,325)	(321,384)	
	10.00	(21,148)	(72,626)	(124,179)	(175,819)	(227,580)	(279,486)	(331,588)	
	20.00	(31,206)	(82,696)	(134,263)	(185,923)	(237,710)	(289,651)	(341,795)	
	30.00	(41,264)	(92,767)	(144,347)	(196,037)	(247,845)	(299,822)	(352,020)	
	(recommended CIL)	40.00	(51,321)	(102,838)	(154,443)	(206,151)	(257,993)	(310,007)	(362,250)
	50.00	(61,380)	(112,917)	(164,542)	(216,267)	(268,141)	(320,193)	(372,497)	
	60.00	(71,450)	(123,002)	(174,641)	(226,397)	(278,299)	(330,397)	(382,754)	
	70.00	(81,521)	(133,086)	(184,742)	(236,528)	(288,465)	(340,602)	(393,024)	
	80.00	(91,591)	(143,170)	(194,856)	(246,661)	(298,633)	(350,827)	(403,313)	
	90.00	(101,662)	(153,264)	(204,971)	(256,808)	(308,818)	(361,054)	(413,613)	
(recommended CIL)	100.00	(111,740)	(163,363)	(215,085)	(266,956)	(319,003)	(371,301)	(423,930)	
	110.00	(121,824)	(173,462)	(225,215)	(277,112)	(329,206)	(381,556)	(434,342)	
	120.00	(131,909)	(183,561)	(235,345)	(287,278)	(339,410)	(391,825)	(445,312)	
	130.00	(141,993)	(193,676)	(245,476)	(297,445)	(349,633)	(402,111)	(457,309)	
	140.00	(152,085)	(203,790)	(255,624)	(307,629)	(359,858)	(412,409)	(469,333)	
	150.00	(162,184)	(213,904)	(265,771)	(317,814)	(370,105)	(422,726)	(481,387)	
	160.00	(172,283)	(224,032)	(275,925)	(328,015)	(380,357)	(433,092)	(493,473)	
	170.00	(182,381)	(234,162)	(286,091)	(338,219)	(390,626)	(443,958)	(505,594)	
	180.00	(192,495)	(244,293)	(296,257)	(348,439)	(400,910)	(455,906)	(517,754)	
	190.00	(202,609)	(254,439)	(306,440)	(358,664)	(411,205)	(467,927)	(529,956)	
	200.00	(212,723)	(264,587)	(316,625)	(368,908)	(421,521)	(479,976)	(542,202)	
	210.00	(222,849)	(274,739)	(326,823)	(379,158)	(431,856)	(492,059)	(554,496)	
	220.00	(232,980)	(284,904)	(337,028)	(389,427)	(442,677)	(504,175)	(566,852)	
	230.00	(243,110)	(295,070)	(347,246)	(399,708)	(454,504)	(516,331)	(579,266)	
	240.00	(253,254)	(305,251)	(357,471)	(410,000)	(466,521)	(528,528)	(591,754)	
	250.00	(263,402)	(315,436)	(367,712)	(420,317)	(478,570)	(540,770)	(604,317)	

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses & Flats

No Units:

300

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

TABLE 3		Profit	20%						
Balance (RLV - BLV £ per acre (n))		(11,091)	15%	16%	17%	18%	19%	20%	21%
CIL £psm (recommended CIL)	0.00		187,149	147,501	107,853	68,205	28,557	(11,091)	(50,738)
	10.00		177,091	137,443	97,795	58,148	18,500	(21,148)	(60,796)
	20.00		167,034	127,386	87,738	48,090	8,442	(31,206)	(70,854)
	30.00		156,976	117,328	77,680	38,032	(1,616)	(41,264)	(80,911)
	40.00		146,918	107,270	67,622	27,975	(11,673)	(51,321)	(90,969)
	50.00		136,860	97,212	57,564	17,916	(21,732)	(61,380)	(101,028)
	60.00		126,789	87,141	47,493	7,845	(31,802)	(71,450)	(111,098)
	70.00		116,719	77,071	37,423	(2,225)	(41,873)	(81,521)	(121,169)
	80.00		106,648	67,000	27,352	(12,296)	(51,944)	(91,591)	(131,239)
	90.00		96,577	56,930	17,282	(22,366)	(62,014)	(101,662)	(141,310)
	100.00		86,499	46,851	7,204	(32,444)	(72,092)	(111,740)	(151,388)
	110.00		76,415	36,767	(2,881)	(42,529)	(82,176)	(121,824)	(161,472)
	120.00		66,331	26,683	(12,965)	(52,613)	(92,261)	(131,909)	(171,556)
	130.00		56,246	16,599	(23,049)	(62,697)	(102,345)	(141,993)	(181,641)
	140.00		46,154	6,507	(33,141)	(72,789)	(112,437)	(152,085)	(191,733)
	150.00		36,056	(3,592)	(43,240)	(82,888)	(122,536)	(162,184)	(201,832)
	160.00		25,957	(13,691)	(53,339)	(92,987)	(132,635)	(172,283)	(211,931)
	170.00		15,858	(23,790)	(63,438)	(103,086)	(142,734)	(182,381)	(222,029)
	180.00		5,744	(33,903)	(73,551)	(113,199)	(152,847)	(192,495)	(232,143)
	190.00		(4,370)	(44,018)	(83,666)	(123,313)	(162,961)	(202,609)	(242,257)
	200.00		(14,484)	(54,132)	(93,780)	(133,428)	(173,076)	(212,723)	(252,371)
	210.00		(24,610)	(64,258)	(103,906)	(143,554)	(183,201)	(222,849)	(262,497)
	220.00		(34,740)	(74,388)	(114,036)	(153,684)	(193,332)	(232,980)	(272,628)
	230.00		(44,871)	(84,519)	(124,167)	(163,815)	(203,463)	(243,110)	(282,758)
	240.00		(55,015)	(94,663)	(134,311)	(173,959)	(213,606)	(253,254)	(292,902)
	250.00		(65,163)	(104,811)	(144,458)	(184,106)	(223,754)	(263,402)	(303,050)

TABLE 4		BLV (£ per acre (n))							
Balance (RLV - BLV £ per acre (n))		(11,091)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm (recommended CIL)	0.00		333,353	308,353	283,353	258,353	233,353	208,353	183,353
	10.00		323,296	298,296	273,296	248,296	223,296	198,296	173,296
	20.00		313,238	288,238	263,238	238,238	213,238	188,238	163,238
	30.00		303,180	278,180	253,180	228,180	203,180	178,180	153,180
	40.00		293,123	268,123	243,123	218,123	193,123	168,123	143,123
	50.00		283,064	258,064	233,064	208,064	183,064	158,064	133,064
	60.00		272,994	247,994	222,994	197,994	172,994	147,994	122,994
	70.00		262,923	237,923	212,923	187,923	162,923	137,923	112,923
	80.00		252,853	227,853	202,853	177,853	152,853	127,853	102,853
	90.00		242,782	217,782	192,782	167,782	142,782	117,782	92,782
	100.00		232,704	207,704	182,704	157,704	132,704	107,704	82,704
	110.00		222,620	197,620	172,620	147,620	122,620	97,620	72,620
	120.00		212,535	187,535	162,535	137,535	112,535	87,535	62,535
	130.00		202,451	177,451	152,451	127,451	102,451	77,451	52,451
	140.00		192,359	167,359	142,359	117,359	92,359	67,359	42,359
	150.00		182,260	157,260	132,260	107,260	82,260	57,260	32,260
	160.00		172,161	147,161	122,161	97,161	72,161	47,161	22,161
	170.00		162,063	137,063	112,063	87,063	62,063	37,063	12,063
	180.00		151,949	126,949	101,949	76,949	51,949	26,949	1,949
	190.00		141,835	116,835	91,835	66,835	41,835	16,835	(8,165)
	200.00		131,721	106,721	81,721	56,721	31,721	6,721	(18,279)
	210.00		121,595	96,595	71,595	46,595	21,595	(3,405)	(28,405)
	220.00		111,464	86,464	61,464	36,464	11,464	(13,536)	(38,536)
	230.00		101,334	76,334	51,334	26,334	1,334	(23,666)	(48,666)
	240.00		91,190	66,190	41,190	16,190	(8,810)	(33,810)	(58,810)
	250.00		81,042	56,042	31,042	6,042	(18,958)	(43,958)	(68,958)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses & Flats

No Units:

300

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

TABLE 5		Density (dph) (net)					
		30		40		50	
Balance (RLV - BLV £ per acre (n))		(11,091)					
	0.00	(132,377)	(71,724)	(11,091)	49,512	110,112	231,280
	10.00	(139,930)	(80,524)	(21,148)	38,210	97,555	216,228
CIL £psm	20.00	(147,483)	(89,326)	(31,206)	26,909	84,998	201,175
-	30.00	(155,038)	(98,137)	(41,264)	15,598	72,441	186,106
(recommended CIL)	40.00	(162,601)	(106,949)	(51,321)	4,283	59,884	171,038
-	50.00	(170,164)	(115,761)	(61,380)	(7,032)	47,316	155,969
	60.00	(177,727)	(124,572)	(71,450)	(18,346)	34,743	140,901
	70.00	(185,291)	(133,389)	(81,521)	(29,661)	22,171	125,832
	80.00	(192,863)	(142,213)	(91,591)	(40,987)	9,599	110,750
	90.00	(200,437)	(151,036)	(101,662)	(52,316)	(2,973)	95,664
	100.00	(208,011)	(159,860)	(111,740)	(63,646)	(15,559)	80,578
	110.00	(215,585)	(168,687)	(121,824)	(74,975)	(28,147)	65,491
	120.00	(223,170)	(177,523)	(131,909)	(86,310)	(40,735)	50,403
	130.00	(230,756)	(186,360)	(141,993)	(97,654)	(53,323)	35,298
	140.00	(238,341)	(195,196)	(152,085)	(108,999)	(65,921)	20,192
	150.00	(245,932)	(204,040)	(162,184)	(120,344)	(78,527)	5,086
	160.00	(253,530)	(212,890)	(172,283)	(131,696)	(91,132)	(10,020)
	170.00	(261,128)	(221,740)	(182,381)	(143,057)	(103,737)	(25,145)
	180.00	(268,729)	(230,592)	(192,495)	(154,418)	(116,357)	(40,271)
	190.00	(276,340)	(239,456)	(202,609)	(165,780)	(128,980)	(55,398)
	200.00	(283,950)	(248,320)	(212,723)	(177,157)	(141,604)	(70,529)
	210.00	(291,566)	(257,186)	(222,849)	(188,536)	(154,234)	(85,678)
	220.00	(299,190)	(266,065)	(232,980)	(199,914)	(166,877)	(100,826)
	230.00	(306,815)	(274,945)	(243,110)	(211,308)	(179,520)	(115,974)
	240.00	(314,449)	(283,830)	(253,254)	(222,705)	(192,169)	(131,145)
	250.00	(322,087)	(292,725)	(263,402)	(234,102)	(204,832)	(146,316)

TABLE 6		Build cost					
		100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)			
Balance (RLV - BLV £ per acre (n))		(11,091)					
	0.00	237,234	113,209	(11,091)	(135,820)	(261,255)	(529,455)
	10.00	227,219	103,185	(21,148)	(145,918)	(271,421)	(541,754)
CIL £psm	20.00	217,205	93,152	(31,206)	(156,017)	(281,587)	(554,111)
-	30.00	207,190	83,118	(41,264)	(166,116)	(291,771)	(566,522)
(recommended CIL)	40.00	197,176	73,083	(51,321)	(176,220)	(301,956)	(578,998)
-	50.00	187,161	63,049	(61,380)	(186,334)	(312,154)	(591,544)
	60.00	177,147	53,015	(71,450)	(196,448)	(322,358)	(604,171)
	70.00	167,132	42,980	(81,521)	(206,563)	(332,574)	(616,887)
	80.00	157,113	32,943	(91,591)	(216,693)	(342,799)	(629,702)
	90.00	147,089	22,898	(101,662)	(226,824)	(353,037)	(642,631)
	100.00	137,065	12,852	(111,740)	(236,955)	(363,283)	(655,686)
	110.00	127,041	2,806	(121,824)	(247,103)	(373,547)	(668,894)
	120.00	117,017	(7,239)	(131,909)	(257,250)	(383,818)	(682,269)
	130.00	106,993	(17,285)	(141,993)	(267,404)	(394,111)	(695,842)
	140.00	96,969	(27,336)	(152,085)	(277,569)	(404,415)	(709,644)
	150.00	86,945	(37,394)	(162,184)	(287,735)	(414,733)	(723,721)
	160.00	76,912	(47,452)	(172,283)	(297,917)	(425,075)	(738,005)
	170.00	66,878	(57,509)	(182,381)	(308,101)	(435,546)	(752,295)
	180.00	56,843	(67,567)	(192,495)	(318,297)	(446,681)	(766,584)
	190.00	46,809	(77,631)	(202,609)	(328,502)	(458,703)	(780,874)
	200.00	36,774	(87,701)	(212,723)	(338,716)	(470,754)	(795,213)
	210.00	26,740	(97,772)	(222,849)	(348,941)	(482,837)	(809,583)
	220.00	16,701	(107,842)	(232,980)	(359,178)	(494,953)	(823,953)
	230.00	6,655	(117,913)	(243,110)	(369,425)	(507,104)	(838,324)
	240.00	(3,390)	(127,997)	(253,254)	(379,689)	(519,297)	(852,752)
	250.00	(13,436)	(138,082)	(263,402)	(389,961)	(531,533)	(867,203)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses & Flats

No Units:

300

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))	(11,091)	90%	95%	100%	105%	110%	115%	120%	
0.00		(314,713)	(162,365)	(11,091)	139,635	290,069	440,298	590,408	
10.00		(324,917)	(172,464)	(21,148)	129,611	280,054	430,300	580,418	
CIL £psm	20.00	(335,137)	(182,569)	(31,206)	119,587	270,040	420,302	570,427	
-	30.00	(345,362)	(192,683)	(41,264)	109,555	260,025	410,304	560,436	
(recommended CIL)	40.00	(355,605)	(202,797)	(51,321)	99,520	250,011	400,298	550,440	
-	50.00	(365,856)	(212,915)	(61,380)	89,486	239,996	390,292	540,442	
-	60.00	(376,125)	(223,045)	(71,450)	79,452	229,982	380,287	530,444	
	70.00	(386,407)	(233,176)	(81,521)	69,417	219,967	370,281	520,447	
	80.00	(396,702)	(243,312)	(91,591)	59,383	209,953	360,275	510,449	
	90.00	(407,019)	(253,459)	(101,662)	49,349	199,938	350,269	500,451	
	100.00	(417,354)	(263,607)	(111,740)	39,304	189,917	340,264	490,453	
	110.00	(427,707)	(273,767)	(121,824)	29,258	179,893	330,258	480,455	
	120.00	(438,313)	(283,933)	(131,909)	19,213	169,869	320,252	470,457	
	130.00	(449,764)	(294,104)	(141,993)	9,167	159,845	310,247	460,460	
	140.00	(461,815)	(304,288)	(152,085)	(878)	149,821	300,241	450,462	
	150.00	(473,899)	(314,475)	(162,184)	(10,924)	139,797	290,231	440,464	
	160.00	(486,020)	(324,679)	(172,283)	(20,981)	129,772	280,216	430,466	
	170.00	(498,179)	(334,885)	(182,381)	(31,039)	119,748	270,202	420,468	
	180.00	(510,382)	(345,110)	(192,495)	(41,097)	109,717	260,187	410,467	
	190.00	(522,629)	(355,339)	(202,609)	(51,154)	99,683	250,173	400,462	
	200.00	(534,928)	(365,586)	(212,723)	(61,212)	89,649	240,158	390,456	
	210.00	(547,289)	(375,843)	(222,849)	(71,280)	79,614	230,144	380,450	
	220.00	(559,711)	(386,112)	(232,980)	(81,350)	69,580	220,130	370,444	
	230.00	(572,208)	(396,402)	(243,110)	(91,421)	59,545	210,115	360,439	
	240.00	(584,787)	(406,703)	(253,254)	(101,491)	49,511	200,101	350,433	
	250.00	(597,458)	(417,020)	(263,402)	(111,565)	39,468	190,078	340,427	

TABLE 8		Grant (£ per unit)							
Balance (RLV - BLV £ per acre (n))	(11,091)	0	5,000	10,000	15,000	20,000	25,000	30,000	
0.00		(11,091)	59,560	130,120	200,608	271,040	341,408	411,743	
10.00		(21,148)	49,525	120,096	190,593	261,026	331,403	401,745	
CIL £psm	20.00	(31,206)	39,483	110,071	180,575	251,011	321,397	391,748	
-	30.00	(41,264)	29,438	100,037	170,551	240,997	311,391	381,750	
(recommended CIL)	40.00	(51,321)	19,392	90,002	160,527	230,983	301,385	371,752	
-	50.00	(61,380)	9,346	79,968	150,503	220,968	291,380	361,747	
-	60.00	(71,450)	(699)	69,934	140,479	210,954	281,374	351,741	
	70.00	(81,521)	(10,745)	59,899	130,455	200,939	271,368	341,735	
	80.00	(91,591)	(20,801)	49,865	120,431	190,925	261,357	331,730	
	90.00	(101,662)	(30,859)	39,826	110,407	180,910	251,343	321,724	
	100.00	(111,740)	(40,916)	29,781	100,376	170,886	241,328	311,718	
	110.00	(121,824)	(50,974)	19,735	90,342	160,862	231,314	301,712	
	120.00	(131,909)	(61,032)	9,690	80,307	150,838	221,299	291,707	
	130.00	(141,993)	(71,099)	(356)	70,273	140,814	211,285	281,701	
	140.00	(152,085)	(81,170)	(10,402)	60,239	130,790	201,270	271,695	
	150.00	(162,184)	(91,241)	(20,454)	50,204	120,766	191,256	261,688	
	160.00	(172,283)	(101,311)	(30,512)	40,170	110,742	181,241	251,674	
	170.00	(182,381)	(111,386)	(40,569)	30,124	100,716	171,222	241,660	
	180.00	(192,495)	(121,470)	(50,627)	20,079	90,681	161,198	231,645	
	190.00	(202,609)	(131,554)	(60,685)	10,033	80,647	151,174	221,631	
	200.00	(212,723)	(141,638)	(70,749)	(13)	70,612	141,150	211,616	
	210.00	(222,849)	(151,727)	(80,819)	(10,058)	60,578	131,126	201,602	
	220.00	(232,980)	(161,826)	(90,890)	(20,107)	50,544	121,102	191,587	
	230.00	(243,110)	(171,925)	(100,960)	(30,164)	40,509	111,078	181,573	
	240.00	(253,254)	(182,024)	(111,031)	(40,222)	30,467	101,054	171,557	
	250.00	(263,402)	(192,134)	(121,115)	(50,280)	20,422	91,021	161,533	

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

251201 SWC_Residential Appraisals_CIL_v3_L_R

Appraisal Ref: **R** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Area Wide** No Units: **500**
 Notes/Comments: **Lower Quartile BCIS, Current CIL: £0** Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme		500 Units															
AH Policy requirement (% Target)		30%															
Open Market Sale (OMS) housing		70%															
AH tenure split %		Open Market Sale (OMS) Affordable Rent: 0.0% Social Rent: 70.0% First Homes: 0.0% Other Intermediate (LCHO/Sub-Market etc.): 30.0% 100% 100.0% 70.0% % Rented 9.0% % of total (>10% First Homes PPG 023)															
CIL Rate (£ psm)		0.00 £ psm															
Unit Mix -		OMS Unit mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units					
2 bed House		25.0%		87.5		22.0%		33.0		24%		120.5					
3 bed House		20.0%		70.0		15.0%		22.5		19%		92.5					
3 bed House (with garage)		20.0%		70.0		15.0%		22.5		19%		92.5					
4 bed House (with garage)		20.0%		70.0		10.0%		15.0		17%		85.0					
5 bed House (with garage)		5.0%		17.5		0.0%		0.0		4%		17.5					
1 bed Flat		4.0%		14.0		23.0%		34.5		10%		48.5					
2 bed Flat		6.0%		21.0		15.0%		22.5		9%		43.5					
3 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0					
Total number of units		100.0%		350.0		100.0%		150.0		100%		500.0					
OMS Floor areas, per Unit -		Net area per unit (sqm) (sqft)		Net to Gross %		Garage area (sqm)		Gross (GIA) per unit (sqm) (sqft)									
2 bed House		75.0 807						75.0 807									
3 bed House		95.0 1,023						95.0 1,023									
3 bed House (with garage)		95.0 1,023				16.0		111.0 1,195									
4 bed House (with garage)		120.0 1,292				16.0		136.0 1,464									
5 bed House (with garage)		135.0 1,453				16.0		151.0 1,625									
1 bed Flat		50.0 538		85.0%				58.8 633									
2 bed Flat		65.0 700				85.0%		76.5 823									
3 bed Flat		0.0 0				85.0%		0.0 0									
AH Floor areas, per Unit -		Net area per unit (sqm) (sqft)		Net to Gross %		Garage area (sqm)		Gross (GIA) per unit (sqm) (sqft)									
2 bed House		75.0 807						75.0 807									
3 bed House		95.0 1,023						95.0 1,023									
3 bed House (with garage)		95.0 1,023				16.0		111.0 1,195									
4 bed House (with garage)		120.0 1,292				16.0		136.0 1,464									
5 bed House (with garage)		135.0 1,453				16.0		151.0 1,625									
1 bed Flat		50.0 538		85.0%				58.8 633									
2 bed Flat		65.0 700				85.0%		76.5 823									
3 bed Flat		0.0 0				85.0%		0.0 0									
Total Gross Overall Floor areas -		OMS Units GIA (sqm) (sqft)		AH units GIA (sqm) (sqft)		Total GIA (all units) (sqm) (sqft)											
2 bed House		6,563 70,638		2,475 26,641		9,038 97,279											
3 bed House		6,650 71,580		2,138 23,008		8,788 94,588											
3 bed House (with garage)		7,770 83,636		2,498 26,883		10,268 110,518											
4 bed House (with garage)		9,520 102,472		2,040 21,958		11,560 124,431											
5 bed House (with garage)		2,643 28,444		0 0		2,643 28,444											
1 bed Flat		824 8,864		2,029 21,844		2,853 30,709											
2 bed Flat		1,606 17,286		1,721 18,520		3,326 35,806											
3 bed Flat		0 0		0 0		0 0											
		35,574 382,920		12,900 138,854		48,474 521,774											
AH % by floor area:		26.61% AH % by floor area (difference due to mix)															
Open Market Sales values (£) -		£ OMS (per unit)		£ psm (net)		£ psf (net)		£ psm (gross)		£ psf (gross)		total MV £ (no AH)					
2 bed House		330,000		4,400		409		4,400		409		39,765,000					
3 bed House		415,000		4,368		406		4,368		406		38,387,500					
3 bed House (with garage)		425,000		4,474		416		3,829		356		39,312,500					
4 bed House (with garage)		510,000		4,250		395		3,750		348		43,350,000					
5 bed House (with garage)		570,000		4,222		392		3,775		351		9,975,000					
1 bed Flat		205,000		4,100		381		3,485		324		9,942,500					
2 bed Flat		255,000		3,923		364		3,335		310		11,092,500					
3 bed Flat		0		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		0					
												191,825,000					
Affordable Housing values (£) -		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV		Other Int. £		% of MV	
2 bed House		123,750		37.5%		123,750		37.5%		231,000		70.0%		231,000		70.0%	
3 bed House		155,625		37.5%		155,625		37.5%		250,000		70.0%		290,500		70.0%	
3 bed House (with garage)		159,375		37.5%		159,375		37.5%		250,000		70.0%		297,500		70.0%	
4 bed House (with garage)		191,250		37.5%		191,250		37.5%		250,000		70.0%		357,000		70.0%	
5 bed House (with garage)		213,750		37.5%		213,750		37.5%		250,000		70.0%		399,000		70.0%	
1 bed Flat		76,875		37.5%		76,875		37.5%		143,500		70.0%		143,500		70.0%	
2 bed Flat		95,625		37.5%		95,625		37.5%		178,500		70.0%		178,500		70.0%	
3 bed Flat		0		37.5%		0		37.5%		0		70.0%		0		70.0%	
																* capped @£250K	

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Site Typology:

Notes/Comments:

Houses & Flats

Location / Value Zone:

Lower Quartile BCIS, Current CIL: £0

No Units:

Greenfield/Brownfield:

500

Brownfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
2 bed House	87.5	@	330,000	28,875,000
3 bed House	70.0	@	415,000	29,050,000
3 bed House (with garage)	70.0	@	425,000	29,750,000
4 bed House (with garage)	70.0	@	510,000	35,700,000
5 bed House (with garage)	17.5	@	570,000	9,975,000
1 bed Flat	14.0	@	205,000	2,870,000
2 bed Flat	21.0	@	255,000	5,355,000
3 bed Flat	0.0	@	0	-
	350.0			141,575,000
Affordable Rent GDV -				
2 bed House	0.0	@	123,750	-
3 bed House	0.0	@	155,625	-
3 bed House (with garage)	0.0	@	159,375	-
4 bed House (with garage)	0.0	@	191,250	-
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	0.0	@	76,875	-
2 bed Flat	0.0	@	95,625	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	23.1	@	123,750	2,858,625
3 bed House	15.8	@	155,625	2,451,094
3 bed House (with garage)	15.8	@	159,375	2,510,156
4 bed House (with garage)	10.5	@	191,250	2,008,125
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	24.2	@	76,875	1,856,531
2 bed Flat	15.8	@	95,625	1,506,094
3 bed Flat	0.0	@	0	-
	105.0			13,190,625
First Homes GDV -				
2 bed House	0.0	@	231,000	-
3 bed House	0.0	@	250,000	-
3 bed House (with garage)	0.0	@	250,000	-
4 bed House (with garage)	0.0	@	250,000	-
5 bed House (with garage)	0.0	@	250,000	-
1 bed Flat	0.0	@	143,500	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	9.9	@	231,000	2,286,900
3 bed House	6.8	@	290,500	1,960,875
3 bed House (with garage)	6.8	@	297,500	2,008,125
4 bed House (with garage)	4.5	@	357,000	1,606,500
5 bed House (with garage)	0.0	@	399,000	-
1 bed Flat	10.4	@	143,500	1,485,225
2 bed Flat	6.8	@	178,500	1,204,875
3 bed Flat	0.0	@	0	-
	45.0	150.0		10,552,500
Sub-total GDV Residential				165,318,125
AH on-site cost analysis:				
547 £ psm (total GIA sqm)				26,506,875
EMV (no AH) less £GDV (inc. AH)				53,014 £ per unit (total units)
Grant				-
500 units @ per unit				
Total GDV				165,318,125

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses & Flats

No Units:

500

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

DEVELOPMENT COSTS

Initial Payments -

Statutory Planning Fees (Residential)	01-Apr-25		(capped at £411,885)	116,435 £	(116,435)
Planning Application Professional Fees, Surveys and reports			(capped at £1,500,000)	349,305 £	(349,305)
CIL (Mkrt only inc. garages)	Max	35,574 sqm	0.00 £ psm		-
CIL analysis:		0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106	Year 1		0		-
(strategic site cashflow yrs 1-15)	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		-
Site Specific S106 (installment)		500 units @	36,405 per unit		(18,202,500)
Sub-total					(18,202,500)
S106 analysis:		1,456,200 £ per ha	11.01% % of GDV	36,405 £ per unit (total units)	
AH Commuted Sum		48,474 sqm (total)		£ psm	-
Comm. Sum analysis:		0.00% % of GDV			

Construction Costs -

Site Clearance, Demolition & Remediation		12.50 ha @	123,550 £ per ha (if brownfield)		(1,544,375)
Strategic Site Infra. 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		-
	Years 1-15	500 units @		per unit	-
Sub-total					-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
2 bed House		9,038 sqm @	1,451 psm		(13,113,413)
3 bed House		8,788 sqm @	1,451 psm		(12,750,663)
3 bed House (EXC. garage)		8,788 sqm @	1,451 psm		(12,750,663)
4 bed House (EXC. garage)		10,200 sqm @	1,451 psm		(14,800,200)
5 bed House (EXC. garage)		2,363 sqm @	1,451 psm		(3,427,988)
1 bed Flat		2,853 sqm @	1,628 psm		(4,644,588)
2 bed Flat		3,326 sqm @	1,628 psm		(5,415,494)
3 bed Flat		- sqm @	1,628 psm		-
Garages for 3B House	92.5	16.0	1,480 sqm @	531 psm	(786,250)
Garages for 4B House	85.0	16.0	1,360 sqm @	531 psm	(722,500)
Garages for 5B House	17.5	16.0	280 sqm @	531 psm	(148,750)
Total GIA check:		48,474	£ per garage	£8,500	
External works		68,560,507 @	15.0%		(10,284,076)
Ext. Works analysis:				20,568 £ per unit (total units)	

Policy Costs on design -

Net Biodiversity costs		500 units @	268 £ per unit		(134,000)
M4(2) Category 2 Housing	Aff units	150 units @	95% @	625 £ per unit	(89,063)
M4(3) Category 3 Housing	Aff units (>20 units)	150 units @	5% @	12,133 £ per unit	(90,998)
M4(2) Category 2 Housing	OMS units	350 units @	95% @	625 £ per unit	(207,813)
M4(3) Category 3 Housing	OMS units (>20 units)	350 units @	5% @	12,133 £ per unit	(212,328)
Part L/FHS - Houses		408 units @		5,816 £ per unit	(2,372,928)
Part L/FHS - Flats		92 units @		2,712 £ per unit	(249,504)
Part L/FHS analysis:			3.8% % of BCIS costs		
EV Charging Points - Houses	408 units @		0 £ per unit		-
EV Charging Points - Flats	92 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency - Houses	408 units @		2,683 £ per unit		(1,094,664)
Water Efficiency - Flats	92 units @		909 £ per unit		(83,628)
Broadband infrastructure	(< 20 units only)	- units @	747 £ per unit		-
Sub-total					(4,534,924)
Policy Costs analysis: (design costs only)			9,070 £ per unit (total units)		
			6.6% % of BCIS costs		
Contingency (on construction)		84,923,882 @	5.0%		(4,246,194)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:
Site Typology:
Notes/Comments:

Houses & Flats

Location / Value Zone: **Area Wide**
Lower Quartile BCIS, Current CIL: £0

No Units:

500

Greenfield/Brownfield: **Brownfield**

Professional Fees	84,923,882	@	6.5%		(5,520,052)
Disposal Costs -					
OMS Marketing and Promotion	141,575,000	OMS @	3.00%	8,495 £ per unit	(4,247,250)
Residential Sales Agent Costs	141,575,000	OMS @	1.00%	2,832 £ per unit	(1,415,750)
Residential Sales Legal Costs	141,575,000	OMS @	0.50%	1,416 £ per unit	(707,875)
Affordable Sale Legal Costs	23,743,125	AH @	0.25%	119 £ per unit	(59,358)
Empty Property Costs (SC, Council Tax proxy)	500 units (1/2 back during sales period)		0	0 £ per unit PA (£ per	-
Disposal Cost analysis:				12,860 £ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00% APR		0.565% pcm	(182,300)
Developers Profit -					
Profit on OMS	141,575,000		20.00%		(28,315,000)
Margin on AH	23,743,125		6.00% on AH values		(1,424,588)
Profit analysis:	165,318,125		17.99% blended GDV	(29,739,588)	
	119,970,901		24.79% on costs	(29,739,588)	
TOTAL COSTS					(149,710,489)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					15,607,636
SDLT	15,607,636	@	HMRC formula		(769,882)
Acquisition Agent fees	15,607,636	@	1.0%		(156,076)
Acquisition Legal fees	15,607,636	@	0.5%		(78,038)
Interest on Land	15,607,636	@	7.00%		(1,092,535)
Residual Land Value					13,511,105
RLV analysis:	27,022 £ per plot	1,080,888 £ per ha (net)	437,430 £ per acre (net)		
		972,800 £ per ha (gross)	393,687 £ per acre (gross)		
			8.17% % RLV / GDV		

BENCHMARK LAND VALUE (BLV)					
Residential Density		40.0	dph (net)		
Site Area (net)		12.50	ha (net)	30.89	acres (net)
Net to Gross ratio		90%			
Site Area (gross)		13.89	ha (gross)	34.32	acres (gross)
Density analysis:		3,878	sqm/ha (net)	16,893	sqft/ac (net)
		36	dph (gross)		
Benchmark Land Value (net)	27,456 £ per plot	1,098,221	£ per ha (net)	444,444	£ per acre (net)
BLV analysis:		988,399	£ per ha (gross)	400,000	£ per acre (gross)
					13,727,764

BALANCE					
Surplus/(Deficit)		(17,333)	£ per ha (net)	(7,014)	£ per acre (net)
					(216,659)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses & Flats

No Units:

500

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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 30%						
Balance (RLV - BLV £ per acre (n))	(7,014)	10%	15%	20%	25%	30%	35%	40%
0.00		370,094	275,919	181,691	87,392	(7,014)	(101,535)	(196,240)
10.00		357,252	263,784	170,264	76,665	(17,033)	(110,853)	(204,857)
20.00		344,410	251,649	158,836	65,938	(27,052)	(120,171)	(213,478)
30.00		331,568	239,515	147,408	55,211	(37,071)	(129,489)	(222,103)
40.00		318,726	227,380	135,974	44,484	(47,095)	(138,809)	(230,728)
50.00		305,880	215,241	124,539	33,757	(57,121)	(148,135)	(239,353)
60.00		293,031	203,099	113,105	23,030	(67,148)	(157,461)	(247,982)
70.00		280,182	190,958	101,670	12,301	(77,175)	(166,787)	(256,615)
80.00		267,334	178,816	90,236	1,566	(87,201)	(176,113)	(265,249)
90.00		254,485	166,674	78,798	(9,168)	(97,228)	(185,443)	(273,883)
100.00		241,636	154,533	67,356	(19,903)	(107,262)	(194,778)	(282,524)
110.00		228,788	142,390	55,914	(30,638)	(117,297)	(204,112)	(291,166)
120.00		215,937	130,241	44,472	(41,372)	(127,332)	(213,447)	(299,809)
130.00		203,081	118,091	33,030	(52,109)	(137,367)	(222,783)	(308,456)
140.00		190,225	105,942	21,588	(62,851)	(147,401)	(232,127)	(317,108)
150.00		177,369	93,793	10,145	(73,594)	(157,445)	(241,470)	(325,761)
160.00		164,513	81,644	(1,303)	(84,337)	(167,488)	(250,814)	(334,416)
170.00		151,657	69,489	(12,753)	(95,080)	(177,532)	(260,161)	(343,079)
180.00		138,801	57,332	(24,204)	(105,823)	(187,575)	(269,514)	(351,741)
190.00		125,937	45,175	(35,654)	(116,573)	(197,623)	(278,867)	(360,409)
200.00		113,073	33,018	(47,104)	(127,325)	(207,676)	(288,220)	(369,082)
210.00		100,209	20,860	(58,555)	(138,076)	(217,728)	(297,583)	(377,755)
220.00		87,345	8,703	(70,014)	(148,828)	(227,781)	(306,945)	(386,437)
230.00		74,481	(3,457)	(81,473)	(159,581)	(237,839)	(316,308)	(395,121)
240.00		61,611	(15,623)	(92,932)	(170,341)	(247,901)	(325,679)	(403,810)
250.00		48,738	(27,789)	(104,391)	(181,102)	(257,963)	(335,052)	(412,505)

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV £ per acre (n))	(7,014)	100%	110%	120%	130%	140%	150%	160%
	0.00	(7,014)	(58,292)	(109,605)	(160,962)	(212,370)	(263,836)	(315,383)
	10.00	(17,033)	(68,318)	(119,640)	(171,006)	(222,423)	(273,903)	(325,466)
CIL £psm	20.00	(27,052)	(78,345)	(129,675)	(181,049)	(232,475)	(283,976)	(335,552)
-	30.00	(37,071)	(88,372)	(139,710)	(191,092)	(242,537)	(294,048)	(345,646)
(recommended CIL)	40.00	(47,095)	(98,399)	(149,746)	(201,144)	(252,599)	(304,122)	(355,741)
	50.00	(57,121)	(108,434)	(159,790)	(211,196)	(262,662)	(314,206)	(365,841)
	60.00	(67,148)	(118,469)	(169,833)	(221,249)	(272,728)	(324,289)	(375,947)
	70.00	(77,175)	(128,503)	(179,877)	(231,302)	(282,800)	(334,374)	(386,053)
	80.00	(87,201)	(138,538)	(189,920)	(241,363)	(292,872)	(344,468)	(396,171)
	90.00	(97,228)	(148,574)	(199,970)	(251,425)	(302,945)	(354,562)	(406,290)
	100.00	(107,262)	(158,617)	(210,023)	(261,487)	(313,029)	(364,661)	(416,416)
	110.00	(117,297)	(168,661)	(220,075)	(271,552)	(323,112)	(374,768)	(426,547)
	120.00	(127,332)	(178,704)	(230,128)	(281,624)	(333,195)	(384,874)	(436,685)
	130.00	(137,367)	(188,747)	(240,188)	(291,697)	(343,290)	(394,990)	(447,594)
	140.00	(147,401)	(198,797)	(250,250)	(301,769)	(353,384)	(405,109)	(459,329)
	150.00	(157,445)	(208,849)	(260,312)	(311,851)	(363,482)	(415,234)	(471,073)
	160.00	(167,488)	(218,902)	(270,376)	(321,935)	(373,588)	(425,365)	(482,826)
	170.00	(177,532)	(228,955)	(280,448)	(332,018)	(383,694)	(435,500)	(494,587)
	180.00	(187,575)	(239,013)	(290,521)	(342,111)	(393,809)	(446,225)	(506,361)
	190.00	(197,623)	(249,075)	(300,593)	(352,206)	(403,927)	(457,958)	(518,142)
	200.00	(207,676)	(259,138)	(310,674)	(362,302)	(414,051)	(469,702)	(529,938)
	210.00	(217,728)	(269,200)	(320,757)	(372,408)	(424,182)	(481,453)	(541,745)
	220.00	(227,781)	(279,272)	(330,841)	(382,514)	(434,316)	(493,214)	(553,564)
	230.00	(237,839)	(289,345)	(340,933)	(392,628)	(444,856)	(504,986)	(565,397)
	240.00	(247,901)	(299,417)	(351,027)	(402,746)	(456,587)	(516,765)	(577,247)
	250.00	(257,963)	(309,497)	(361,122)	(412,868)	(468,331)	(528,561)	(589,112)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses & Flats

No Units:

500

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

TABLE 3		Profit	20%						
Balance (RLV - BLV £ per acre (n))		(7,014)	15%	16%	17%	18%	19%	20%	21%
CIL £psm (recommended CIL)	0.00		191,225	151,577	111,929	72,281	32,633	(7,014)	(46,662)
	10.00		181,206	141,558	101,910	62,262	22,614	(17,033)	(56,681)
	20.00		171,187	131,539	91,891	52,243	12,595	(27,052)	(66,700)
	30.00		161,168	121,520	81,872	42,224	2,576	(37,071)	(76,719)
	40.00		151,145	111,497	71,849	32,201	(7,447)	(47,095)	(86,743)
	50.00		141,118	101,470	61,822	22,174	(17,473)	(57,121)	(96,769)
	60.00		131,091	91,444	51,796	12,148	(27,500)	(67,148)	(106,796)
	70.00		121,065	81,417	41,769	2,121	(37,527)	(77,175)	(116,823)
	80.00		111,038	71,390	31,742	(7,906)	(47,553)	(87,201)	(126,849)
	90.00		101,011	61,364	21,716	(17,932)	(57,580)	(97,228)	(136,876)
	100.00		90,977	51,329	11,681	(27,967)	(67,614)	(107,262)	(146,910)
	110.00		80,942	41,294	1,647	(38,001)	(77,649)	(117,297)	(156,945)
	120.00		70,907	31,260	(8,388)	(48,036)	(87,684)	(127,332)	(166,980)
	130.00		60,873	21,225	(18,423)	(58,071)	(97,719)	(137,367)	(177,015)
	140.00		50,838	11,190	(28,458)	(68,106)	(107,754)	(147,401)	(187,049)
	150.00		40,795	1,147	(38,501)	(78,149)	(117,797)	(157,445)	(197,093)
	160.00		30,751	(8,897)	(48,545)	(88,192)	(127,840)	(167,488)	(207,136)
	170.00		20,708	(18,940)	(58,588)	(98,236)	(137,884)	(177,532)	(217,179)
	180.00		10,664	(28,984)	(68,631)	(108,279)	(147,927)	(187,575)	(227,223)
	190.00		616	(39,032)	(78,680)	(118,327)	(157,975)	(197,623)	(237,271)
	200.00		(9,436)	(49,084)	(88,732)	(128,380)	(168,028)	(207,676)	(247,324)
	210.00		(19,489)	(59,137)	(98,785)	(138,433)	(178,081)	(217,728)	(257,376)
	220.00		(29,542)	(69,190)	(108,837)	(148,485)	(188,133)	(227,781)	(267,429)
	230.00		(39,599)	(79,247)	(118,895)	(158,543)	(198,191)	(237,839)	(277,486)
	240.00		(49,661)	(89,309)	(128,957)	(168,605)	(208,253)	(247,901)	(287,549)
	250.00		(59,724)	(99,372)	(139,019)	(178,667)	(218,315)	(257,963)	(297,611)

TABLE 4		BLV (£ per acre (n))							
Balance (RLV - BLV £ per acre (n))		(7,014)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm (recommended CIL)	0.00		337,430	312,430	287,430	262,430	237,430	212,430	187,430
	10.00		327,411	302,411	277,411	252,411	227,411	202,411	177,411
	20.00		317,392	292,392	267,392	242,392	217,392	192,392	167,392
	30.00		307,373	282,373	257,373	232,373	207,373	182,373	157,373
	40.00		297,349	272,349	247,349	222,349	197,349	172,349	147,349
	50.00		287,323	262,323	237,323	212,323	187,323	162,323	137,323
	60.00		277,296	252,296	227,296	202,296	177,296	152,296	127,296
	70.00		267,269	242,269	217,269	192,269	167,269	142,269	117,269
	80.00		257,243	232,243	207,243	182,243	157,243	132,243	107,243
	90.00		247,216	222,216	197,216	172,216	147,216	122,216	97,216
	100.00		237,182	212,182	187,182	162,182	137,182	112,182	87,182
	110.00		227,147	202,147	177,147	152,147	127,147	102,147	77,147
	120.00		217,112	192,112	167,112	142,112	117,112	92,112	67,112
	130.00		207,077	182,077	157,077	132,077	107,077	82,077	57,077
	140.00		197,043	172,043	147,043	122,043	97,043	72,043	47,043
	150.00		186,999	161,999	136,999	111,999	86,999	61,999	36,999
	160.00		176,956	151,956	126,956	101,956	76,956	51,956	26,956
	170.00		166,912	141,912	116,912	91,912	66,912	41,912	16,912
	180.00		156,869	131,869	106,869	81,869	56,869	31,869	6,869
	190.00		146,821	121,821	96,821	71,821	46,821	21,821	(3,179)
	200.00		136,768	111,768	86,768	61,768	36,768	11,768	(13,232)
	210.00		126,716	101,716	76,716	51,716	26,716	1,716	(23,284)
	220.00		116,663	91,663	66,663	41,663	16,663	(8,337)	(33,337)
	230.00		106,605	81,605	56,605	31,605	6,605	(18,395)	(43,395)
	240.00		96,543	71,543	46,543	21,543	(3,457)	(28,457)	(53,457)
	250.00		86,481	61,481	36,481	11,481	(13,519)	(38,519)	(63,519)

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses & Flats

No Units:

500

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

TABLE 5		Density (dph) (net)				40			
Balance (RLV - BLV £ per acre (n))		(7,014)	30	35	40	45	50	55	60
(recommended CIL)	CIL £psm	0.00	(129,158)	(68,068)	(7,014)	54,019	115,033	176,041	237,030
		10.00	(136,684)	(76,841)	(17,033)	42,756	102,518	162,279	222,022
		20.00	(144,211)	(85,614)	(27,052)	31,486	90,003	148,513	207,014
		30.00	(151,737)	(94,388)	(37,071)	20,215	77,488	134,747	192,005
		40.00	(159,264)	(103,161)	(47,095)	8,943	64,973	120,981	176,988
		50.00	(166,797)	(111,939)	(57,121)	(2,328)	52,453	107,214	161,970
		60.00	(174,330)	(120,719)	(67,148)	(13,599)	39,930	93,448	146,952
		70.00	(181,862)	(129,499)	(77,175)	(24,871)	27,406	79,682	131,934
		80.00	(189,395)	(138,280)	(87,201)	(36,148)	14,882	65,906	116,917
		90.00	(196,929)	(147,060)	(97,228)	(47,428)	2,358	52,130	101,899
		100.00	(204,469)	(155,844)	(107,262)	(58,708)	(10,165)	38,354	86,874
		110.00	(212,008)	(164,632)	(117,297)	(69,988)	(22,695)	24,578	71,845
		120.00	(219,548)	(173,420)	(127,332)	(81,268)	(35,229)	10,802	56,817
		130.00	(227,087)	(182,208)	(137,367)	(92,551)	(47,762)	(2,976)	41,788
		140.00	(234,633)	(190,996)	(147,401)	(103,840)	(60,295)	(16,762)	26,760
		150.00	(242,180)	(199,789)	(157,445)	(115,130)	(72,829)	(30,549)	11,731
		160.00	(249,726)	(208,586)	(167,488)	(126,419)	(85,366)	(44,336)	(3,309)
170.00	(257,273)	(217,382)	(177,532)	(137,708)	(97,910)	(58,122)	(18,349)		
180.00	(264,826)	(226,178)	(187,575)	(149,002)	(110,453)	(71,910)	(33,389)		
190.00	(272,380)	(234,978)	(197,623)	(160,301)	(122,997)	(85,707)	(48,429)		
200.00	(279,934)	(243,782)	(207,676)	(171,600)	(135,540)	(99,505)	(63,470)		
210.00	(287,490)	(252,587)	(217,728)	(182,899)	(148,092)	(113,303)	(78,523)		
220.00	(295,052)	(261,391)	(227,781)	(194,200)	(160,647)	(127,101)	(93,575)		
230.00	(302,615)	(270,202)	(237,839)	(205,510)	(173,201)	(140,905)	(108,627)		
240.00	(310,177)	(279,015)	(247,901)	(216,819)	(185,755)	(154,715)	(123,679)		
250.00	(317,746)	(287,829)	(257,963)	(228,128)	(198,317)	(168,525)	(138,740)		

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		(7,014)	90%	95%	100%	105%	110%	115%	120%
(recommended CIL)	CIL £psm	0.00	240,540	116,858	(7,014)	(131,107)	(255,541)	(380,515)	(516,512)
		10.00	230,547	106,853	(17,033)	(141,147)	(265,613)	(390,639)	(528,334)
		20.00	220,554	96,847	(27,052)	(151,190)	(275,686)	(400,770)	(540,167)
		30.00	210,560	86,842	(37,071)	(161,233)	(285,761)	(410,903)	(552,019)
		40.00	200,567	76,836	(47,095)	(171,277)	(295,844)	(421,048)	(563,884)
		50.00	190,573	66,824	(57,121)	(181,321)	(305,927)	(431,193)	(575,764)
		60.00	180,574	56,812	(67,148)	(191,373)	(316,012)	(441,532)	(587,661)
		70.00	170,575	46,800	(77,175)	(201,426)	(326,107)	(453,007)	(599,577)
		80.00	160,576	36,788	(87,201)	(211,478)	(336,201)	(464,767)	(611,514)
		90.00	150,577	26,777	(97,228)	(221,531)	(346,299)	(476,532)	(623,472)
		100.00	140,578	16,765	(107,262)	(231,593)	(356,405)	(488,310)	(635,453)
		110.00	130,579	6,752	(117,297)	(241,655)	(366,511)	(500,097)	(647,459)
		120.00	120,579	(3,266)	(127,332)	(251,717)	(376,626)	(511,892)	(659,491)
		130.00	110,574	(13,285)	(137,367)	(261,782)	(386,744)	(523,705)	(671,555)
		140.00	100,569	(23,304)	(147,401)	(271,855)	(396,866)	(535,527)	(683,651)
		150.00	90,564	(33,323)	(157,445)	(281,927)	(406,997)	(547,361)	(695,780)
		160.00	80,559	(43,342)	(167,488)	(292,000)	(417,128)	(559,214)	(707,947)
170.00	70,553	(53,361)	(177,532)	(302,082)	(427,273)	(571,080)	(720,158)		
180.00	60,547	(63,387)	(187,575)	(312,165)	(437,428)	(582,962)	(732,413)		
190.00	50,535	(73,413)	(197,623)	(322,248)	(448,457)	(594,861)	(744,720)		
200.00	40,523	(83,440)	(207,676)	(332,341)	(460,201)	(606,779)	(757,084)		
210.00	30,511	(93,467)	(217,728)	(342,436)	(471,961)	(618,717)	(769,510)		
220.00	20,499	(103,493)	(227,781)	(352,531)	(483,725)	(630,679)	(782,007)		
230.00	10,488	(113,522)	(237,839)	(362,637)	(495,503)	(642,664)	(794,581)		
240.00	476	(123,557)	(247,901)	(372,743)	(507,290)	(654,676)	(807,244)		
250.00	(9,538)	(133,592)	(257,963)	(382,855)	(519,085)	(666,715)	(820,007)		

251201 SWC_Residential Appraisals_CIL_v3_L_R

Scheme Typology:

Houses & Flats

No Units:

500

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Current CIL: £0

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		(7,014)	90%	95%	100%	105%	110%	115%	120%
CIL £psm (recommended CIL)		0.00	(308,990)	(157,719)	(7,014)	143,379	293,542	443,559	593,492
		10.00	(319,085)	(167,762)	(17,033)	133,374	283,548	433,576	583,513
		20.00	(329,179)	(177,806)	(27,052)	123,369	273,555	423,592	573,534
		30.00	(339,285)	(187,857)	(37,071)	113,364	263,562	413,609	563,555
		40.00	(349,391)	(197,910)	(47,095)	103,358	253,568	403,625	553,575
		50.00	(359,503)	(207,962)	(57,121)	93,353	243,575	393,639	543,596
		60.00	(369,621)	(218,015)	(67,148)	83,347	233,582	383,651	533,617
		70.00	(379,742)	(228,077)	(77,175)	73,335	223,588	373,663	523,637
		80.00	(389,873)	(238,139)	(87,201)	63,324	213,595	363,675	513,653
		90.00	(400,005)	(248,201)	(97,228)	53,312	203,597	353,686	503,670
		100.00	(410,149)	(258,267)	(107,262)	43,300	193,598	343,698	493,686
		110.00	(420,295)	(268,339)	(117,297)	33,288	183,599	333,710	483,703
		120.00	(430,453)	(278,412)	(127,332)	23,276	173,600	323,722	473,719
		130.00	(440,753)	(288,485)	(137,367)	13,264	163,601	313,734	463,736
		140.00	(452,171)	(298,568)	(147,401)	3,247	153,602	303,746	453,752
		150.00	(463,940)	(308,652)	(157,445)	(6,772)	143,603	293,757	443,769
		160.00	(475,718)	(318,736)	(167,488)	(16,791)	133,601	283,765	433,785
		170.00	(487,512)	(328,830)	(177,532)	(26,810)	123,596	273,771	423,802
		180.00	(499,316)	(338,925)	(187,575)	(36,829)	113,591	263,778	413,818
		190.00	(511,131)	(349,024)	(197,623)	(46,848)	103,586	253,785	403,835
		200.00	(522,964)	(359,130)	(207,676)	(56,869)	93,580	243,791	393,851
		210.00	(534,811)	(369,236)	(217,728)	(66,896)	83,575	233,798	383,863
		220.00	(546,673)	(379,353)	(227,781)	(76,923)	73,570	223,805	373,875
		230.00	(558,552)	(389,471)	(237,839)	(86,949)	63,558	213,811	363,887
		240.00	(570,450)	(399,596)	(247,901)	(96,976)	53,546	203,818	353,899
		250.00	(582,369)	(409,727)	(257,963)	(107,003)	43,534	193,819	343,911

TABLE 8		Grant (£ per unit) -							
Balance (RLV - BLV £ per acre (n))		(7,014)	0	5,000	10,000	15,000	20,000	25,000	30,000
CIL £psm (recommended CIL)		0.00	(7,014)	63,409	133,780	204,096	274,366	344,600	414,809
		10.00	(17,033)	53,397	123,775	194,097	264,372	334,612	404,826
		20.00	(27,052)	43,385	113,770	184,097	254,379	324,624	394,842
		30.00	(37,071)	33,373	103,764	174,098	244,386	314,636	384,859
		40.00	(47,095)	23,361	93,759	164,099	234,392	304,648	374,873
		50.00	(57,121)	13,346	83,752	154,100	224,399	294,659	364,885
		60.00	(67,148)	3,327	73,740	144,101	214,406	284,670	354,896
		70.00	(77,175)	(6,692)	63,728	134,096	204,409	274,677	344,908
		80.00	(87,201)	(16,711)	53,716	124,091	194,410	264,683	334,920
		90.00	(97,228)	(26,730)	43,704	114,086	184,411	254,690	324,932
		100.00	(107,262)	(36,749)	33,693	104,081	174,412	244,696	314,944
		110.00	(117,297)	(46,770)	23,681	94,076	164,413	234,703	304,956
		120.00	(127,332)	(56,796)	13,668	84,070	154,414	224,710	294,967
		130.00	(137,367)	(66,823)	3,649	74,059	144,415	214,716	284,979
		140.00	(147,401)	(76,850)	(6,370)	64,048	134,413	204,723	274,987
		150.00	(157,445)	(86,876)	(16,389)	54,036	124,408	194,724	264,994
		160.00	(167,488)	(96,903)	(26,408)	44,024	114,403	184,725	255,001
		170.00	(177,532)	(106,934)	(36,427)	34,012	104,397	174,726	245,007
		180.00	(187,575)	(116,969)	(46,446)	24,000	94,392	164,727	235,014
		190.00	(197,623)	(127,004)	(56,471)	13,988	84,387	154,728	225,021
		200.00	(207,676)	(137,039)	(66,498)	3,971	74,379	144,729	215,027
		210.00	(217,728)	(147,074)	(76,524)	(6,048)	64,367	134,730	205,034
		220.00	(227,781)	(157,114)	(86,551)	(16,067)	54,355	124,724	195,038
		230.00	(237,839)	(167,157)	(96,578)	(26,086)	44,343	114,719	185,039
		240.00	(247,901)	(177,201)	(106,607)	(36,105)	34,332	104,714	175,040
		250.00	(257,963)	(187,244)	(116,641)	(46,124)	24,320	94,709	165,041

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

251201 SWC_PBSA & BTR Appraisals_CIL_v3_S_T

Appraisal Ref:
Scheme Typology:
Site Typology:
Notes:

S
PBSA

Location: **Town Centre/ Urban Area**
Median BCIS, Current CIL: £137

No Units: **75**

Greenfield/Brownfield: **Brownfield**

(see Typologies Matrix)

ASSUMPTIONS - COMMERCIAL USES

Units -	# Com. Units	AH %	% mix	# Units	# Mkt Resi Units	# AH Units
En-suite Cluster Flat			60%	45	45	
Studio			40%	30	30	
[blank spare]		0%	60%	0		0
[blank spare]			40%	0		0
[blank spare]	0		0			
[blank spare]	0					
[blank spare]	0					
[blank spare]						
	0			75	75	0
Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit		
En-suite Cluster Flat	15	161	85.0%	18		190
Studio	25	269	85.0%	29		317
[blank spare]	0	0	100.0%	0		0
[blank spare]	0	0	100.0%	0		0
[blank spare]	0	0	100.0%	0		0
[blank spare]	0	0	100.0%	0		0
[blank spare]	0	0	100.0%	0		0
[blank spare]						
[blank spare]						
Total Floor areas -	NIA (sqm)	NIA (sqft)		GIA (sqm)		GIA (sqft)
En-suite Cluster Flat	675	7,266		794		8,548
Studio	750	8,073		882		9,498
[blank spare]	0	0		0		0
[blank spare]	0	0		0		0
[blank spare]	0	0		0		0
[blank spare]	0	0		0		0
[blank spare]						
[blank spare]						
	1,425	15,339		1,676		18,045
Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
En-suite Cluster Flat	780	9,360		22%	0	8.50%
Studio	900	10,800		22%	0	8.50%
[blank spare]	-	-		0%	0	0.00%
[blank spare]	-	-		0%	0	0.00%
[blank spare]	-	-		0%	0	0.00%
[blank spare]	-	-		0%	0	0.00%
[blank spare]	-	-		0%	0	0.00%
[blank spare]	-	-		0%	0	0.00%
[blank spare]						
			* as applicable	*Total Incentive including Rent Free & Void allowance (months)		

251201 SWC_PBSA & BTR Appraisals_CIL_v3_S_T

Scheme Typology: **PBSA** **No Units:** **75**
Site Typology: **Town Centre/ Urban Area** **Greenfield/Brownfield:** **Brownfield**
Notes: **Median BCIS, Current CIL: £137**

GROSS DEVELOPMENT VALUE						
Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
En-suite Cluster Flat	unit	421,200	22%	328,536	8.50%	3,865,129
Studio	unit	324,000	22%	252,720	8.50%	2,973,176
[blank spare]	unit	-	0%	-	0.00%	-
[blank spare]	unit	-	0%	-	0.00%	-
[blank spare]	£ psf	-	0%	-	0.00%	-
[blank spare]	£ psf	-	0%	-	0.00%	-
[blank spare]						
[blank spare]						
				581,256		6,838,306
Commercial GDV -			less RF/Void	Purchasers Costs %	PC £	£
En-suite Cluster Flat			-	3,865,129 6.80%	(246,094)	3,619,035
Studio			-	2,973,176 6.80%	(189,303)	2,783,873
[blank spare]			-	0 0.00%	-	-
[blank spare]			-	0 0.00%	-	-
[blank spare]			-	0 0.00%	-	-
[blank spare]			-	0 0.00%	-	-
[blank spare]			-	0 0.00%	-	-
[blank spare]			-	0 0.00%	-	-
Sub-total GDV Commercial						6,402,908
Grant Funding			0 AH units @	0 per unit		-
Total GDV						6,402,908

DEVELOPMENT COSTS						
Initial Payments -						
Statutory Planning Fees (Residential) 01-Apr-25				(capped at £411,885)	36,110 £	(36,110)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	108,330 £	(108,330)
CIL (ext. Aff. Housing - discounted market rent) (Max CIL)		1,676 sqm (gross)		137.00 £ psm		(229,676)
CIL analysis:		3.59% % of GDV		3,062 £ per unit (total units)		
Site Specific S106 Contributions	75 units @			11,589		(869,175)
S106 analysis		13.57% % of GDV		518.46 £ psm (GIA)		
Construction Costs -						
Site Clearance and Demolition		0.50 ha @		123,550 £ per ha (if brownfield)		(61,775)
Site Infrastructure costs		0	Included in External			-
Infra. Costs analysis:		0.00% % of GDV		0.00 £ psm (GIA)		
En-suite Cluster Flat		794 sqm @		2,387 psm		(1,895,559)
Studio		882 sqm @		2,387 psm		(2,106,176)
[blank spare]		- sqm @		0 psm		-
[blank spare]		- sqm @		0 psm		-
[blank spare]		- sqm @		0 psm		-
[blank spare]		- sqm @		0 psm		-
[blank spare]		- sqm @		0 psm		-
[blank spare]		- sqm @		0 psm		-
[blank spare]	1,676	- sqm @		0 psm		-
External works		4,001,735 @		15.0%		(600,260)
Ext. Works analysis:				8,003 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity Costs	75 units @			268 £ per unit		(20,100)
M4(2) Category 2 Housing	OMS units 75 units @		95% @	625 £ per unit		(44,531)
M4(3) Category 3 Housing	OMS units >20 75 units @		5% @	12,133 £ per unit		(45,499)
Part L/FHS -Flats	75 units @			2,712 £ per unit		(203,400)
Part L/FHS analysis:				5.1% % of BCIS costs		
Water Efficiency - Flats	75 units @			909 £ per unit		(68,175)
Broadband infrastructure (< 20 units only)	- units @			747 £ per unit		-
Building Safety Levy	1,676			psm levy rate		-
Sub-total						(381,705)
Policy Costs analysis: (design costs only)				5,089 £ per unit (total units)		
Contingency (on construction)		5,045,476 @		5.0%		(252,274)

251201 SWC_PBSA & BTR Appraisals_CIL_v3_S_T

Scheme Typology: **PBSA** No Units: **75**
Site Typology: Location: **Town Centre/ Urban Area** Greenfield/Brownfield: **Brownfield**
Notes: Median BCIS, Current CIL: £137

Professional Fees	5,045,476 @	10.0%	Commercial	(504,548)
Disposal Costs -				
Letting Agents Costs	581,256 ERV @	10.00%		(58,126)
Letting Legal Costs	581,256 ERV @	5.00%		(29,063)
Investment Sale Agents Costs	6,402,908 GDV @	1.00%		(64,029)
Investment Sale Legal Costs	6,402,908 GDV @	0.50%		(32,015)
Marketing and Promotion	6,402,908 GDV @	0.50%		(32,015)
Interest (on Development Costs) -	7.00% APR	0.565%	pcm	(694,951)
Developers Profit -				
Profit on Cost (commercial scheme)	7,955,786	15.00%		(1,193,368)
TOTAL COSTS				(9,149,154)

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(2,746,246)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.00%		-
Acquisition Legal fees	- @	0.50%		-
Interest on Land	- @	7.00%		-
Residual Land Value				(2,746,246)
RLV analysis:	(36,617) £ per plot	(5,492,492) £ per ha (net)	(2,222,781) £ per acre (net)	
		(4,943,243) £ per ha (gross)	(2,000,503) £ per acre (gross)	
			-42.89% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Plot Ratio / Density		150.00	(GIA-Site Area / Dph, as appropriate)	
Site Area	0.00 < alt formula >	0.50 ha (net)	1.24 acres (net)	
Net to Gross ratio		90%		
Site Area (gross)		0.56 ha (gross)	1.37 acres (gross)	
Density analysis:		3,353 sqm/ha (net)	14,606 sqft/ac (net)	
		135 dph (gross)		
Benchmark Land Value (net)	7,321 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)	549,111
BLV analysis:		988,399 £ per ha (gross)	400,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)		(6,590,713) £ per ha (net)	(2,667,225) £ per acre (net)	(3,295,357)

251201 SWC_PBSA & BTR Appraisals_CIL_v3_S_T

Scheme Typology:

PBSA

No Units: 75

Site Typology:

Location:

Town Centre/ Urban Area

Greenfield/Brownfield:

Brownfield

Notes:

Median BCIS, Current CIL: £137

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	(2,667,225)	10%	15%	20%	25%	30%	35%	40%
	1500.00	(4,748,615)	(4,601,365)	(4,454,115)	(4,306,865)	(4,159,615)	(4,012,365)	(3,865,115)
	1510.00	(4,764,303)	(4,616,181)	(4,468,060)	(4,319,938)	(4,171,817)	(4,023,695)	(3,875,574)
Max CIL £ psm	1520.00	(4,779,991)	(4,630,998)	(4,482,005)	(4,333,012)	(4,184,019)	(4,035,026)	(3,886,032)
137.00	1530.00	(4,795,679)	(4,645,815)	(4,495,950)	(4,346,085)	(4,196,221)	(4,046,356)	(3,896,491)
(recommended CIL)	1540.00	(4,811,367)	(4,660,631)	(4,509,895)	(4,359,159)	(4,208,423)	(4,057,686)	(3,906,950)
137.00	1550.00	(4,827,056)	(4,675,448)	(4,523,840)	(4,372,232)	(4,220,624)	(4,069,017)	(3,917,409)
	1560.00	(4,842,744)	(4,690,264)	(4,537,785)	(4,385,306)	(4,232,826)	(4,080,347)	(3,927,868)
	1570.00	(4,858,432)	(4,705,081)	(4,551,730)	(4,398,379)	(4,245,028)	(4,091,677)	(3,938,326)
	1580.00	(4,874,120)	(4,719,898)	(4,565,675)	(4,411,453)	(4,257,230)	(4,103,008)	(3,948,785)
	1590.00	(4,889,808)	(4,734,714)	(4,579,620)	(4,424,526)	(4,269,432)	(4,114,338)	(3,959,244)
	1600.00	(4,905,497)	(4,749,531)	(4,593,565)	(4,437,600)	(4,281,634)	(4,125,668)	(3,969,703)
	1610.00	(4,921,185)	(4,764,348)	(4,607,510)	(4,450,673)	(4,293,836)	(4,136,999)	(3,980,162)
	1620.00	(4,936,873)	(4,779,164)	(4,621,455)	(4,463,747)	(4,306,038)	(4,148,329)	(3,990,620)
	1630.00	(4,952,561)	(4,793,981)	(4,635,401)	(4,476,820)	(4,318,240)	(4,159,660)	(4,001,079)
	1640.00	(4,968,249)	(4,808,797)	(4,649,346)	(4,489,894)	(4,330,442)	(4,170,990)	(4,011,538)
	1650.00	(4,983,938)	(4,823,614)	(4,663,291)	(4,502,967)	(4,342,644)	(4,182,320)	(4,021,997)
	1660.00	(4,999,626)	(4,838,431)	(4,677,236)	(4,516,041)	(4,354,846)	(4,193,651)	(4,032,456)
	1670.00	(5,015,314)	(4,853,247)	(4,691,181)	(4,529,114)	(4,367,048)	(4,204,981)	(4,042,914)
	1680.00	(5,031,002)	(4,868,064)	(4,705,126)	(4,542,188)	(4,379,250)	(4,216,311)	(4,053,373)
	1690.00	(5,046,690)	(4,882,881)	(4,719,071)	(4,555,261)	(4,391,451)	(4,227,642)	(4,063,832)
	1700.00	(5,062,379)	(4,897,697)	(4,733,016)	(4,568,335)	(4,403,653)	(4,238,972)	(4,074,291)
	1710.00	(5,078,067)	(4,912,514)	(4,746,961)	(4,581,408)	(4,415,855)	(4,250,302)	(4,084,750)
	1720.00	(5,093,755)	(4,927,330)	(4,760,906)	(4,594,482)	(4,428,057)	(4,261,633)	(4,095,208)
	1730.00	(5,109,443)	(4,942,147)	(4,774,851)	(4,607,555)	(4,440,259)	(4,272,963)	(4,105,667)
	1740.00	(5,125,131)	(4,956,964)	(4,788,796)	(4,620,629)	(4,452,461)	(4,284,294)	(4,116,126)
	1750.00	(5,140,819)	(4,971,780)	(4,802,741)	(4,633,702)	(4,464,663)	(4,295,624)	(4,126,585)

TABLE 2

		Site Specific S106	100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV £ per acre (n))	(2,667,225)	100%	110%	120%	130%	140%	150%	160%
	1500.00	(5,043,115)	(5,139,469)	(5,235,823)	(5,332,177)	(5,428,531)	(5,524,885)	(5,621,239)
	1510.00	(5,060,546)	(5,156,900)	(5,253,254)	(5,349,608)	(5,445,963)	(5,542,317)	(5,638,671)
CIL £psm	1520.00	(5,077,977)	(5,174,331)	(5,270,686)	(5,367,040)	(5,463,394)	(5,559,748)	(5,656,102)
137.00	1530.00	(5,095,409)	(5,191,763)	(5,288,117)	(5,384,471)	(5,480,825)	(5,577,179)	(5,673,533)
(recommended CIL)	1540.00	(5,112,840)	(5,209,194)	(5,305,548)	(5,401,902)	(5,498,256)	(5,594,611)	(5,690,965)
137.00	1550.00	(5,130,271)	(5,226,625)	(5,322,980)	(5,419,334)	(5,515,688)	(5,612,042)	(5,708,396)
	1560.00	(5,147,703)	(5,244,057)	(5,340,411)	(5,436,765)	(5,533,119)	(5,629,473)	(5,725,827)
	1570.00	(5,165,134)	(5,261,488)	(5,357,842)	(5,454,196)	(5,550,550)	(5,646,905)	(5,743,259)
	1580.00	(5,182,565)	(5,278,919)	(5,375,273)	(5,471,628)	(5,567,982)	(5,664,336)	(5,760,690)
	1590.00	(5,199,997)	(5,296,351)	(5,392,705)	(5,489,059)	(5,585,413)	(5,681,767)	(5,778,121)
	1600.00	(5,217,428)	(5,313,782)	(5,410,136)	(5,506,490)	(5,602,844)	(5,699,199)	(5,795,553)
	1610.00	(5,234,859)	(5,331,213)	(5,427,567)	(5,523,922)	(5,620,276)	(5,716,630)	(5,812,984)
	1620.00	(5,252,290)	(5,348,645)	(5,444,999)	(5,541,353)	(5,637,707)	(5,734,061)	(5,830,415)
	1630.00	(5,269,722)	(5,366,076)	(5,462,430)	(5,558,784)	(5,655,138)	(5,751,493)	(5,847,847)
	1640.00	(5,287,153)	(5,383,507)	(5,479,861)	(5,576,216)	(5,672,570)	(5,768,924)	(5,865,278)
	1650.00	(5,304,584)	(5,400,939)	(5,497,293)	(5,593,647)	(5,690,001)	(5,786,355)	(5,882,709)
	1660.00	(5,322,016)	(5,418,370)	(5,514,724)	(5,611,078)	(5,707,432)	(5,803,787)	(5,900,141)
	1670.00	(5,339,447)	(5,435,801)	(5,532,155)	(5,628,510)	(5,724,864)	(5,821,218)	(5,917,572)
	1680.00	(5,356,878)	(5,453,233)	(5,549,587)	(5,645,941)	(5,742,295)	(5,838,649)	(5,935,003)
	1690.00	(5,374,310)	(5,470,664)	(5,567,018)	(5,663,372)	(5,759,726)	(5,856,080)	(5,952,435)
	1700.00	(5,391,741)	(5,488,095)	(5,584,449)	(5,680,804)	(5,777,158)	(5,873,512)	(5,969,866)
	1710.00	(5,409,172)	(5,505,527)	(5,601,881)	(5,698,235)	(5,794,589)	(5,890,943)	(5,987,297)
	1720.00	(5,426,604)	(5,522,958)	(5,619,312)	(5,715,666)	(5,812,020)	(5,908,374)	(6,004,729)
	1730.00	(5,444,035)	(5,540,389)	(5,636,743)	(5,733,097)	(5,829,452)	(5,925,806)	(6,022,160)
	1740.00	(5,461,466)	(5,557,821)	(5,654,175)	(5,750,529)	(5,846,883)	(5,943,237)	(6,039,591)
	1750.00	(5,478,898)	(5,575,252)	(5,671,606)	(5,767,960)	(5,864,314)	(5,960,668)	(6,057,023)

251201 SWC_PBSA & BTR Appraisals_CIL_v3_S_T

Scheme Typology:

PBSA

No Units: 75

Site Typology:

Location: Town Centre/ Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Median BCIS, Current CIL: £137

TABLE 3		Profit 15%							
Balance (RLV - BLV £ per acre (n))		(2,667,225)	15%	16%	17%	18%	19%	20%	21%
CIL £psm 137.00 (recommended CIL) 137.00	1500.00		(5,043,115)	(5,128,168)	(5,213,221)	(5,298,274)	(5,383,327)	(5,468,380)	(5,553,434)
	1510.00		(5,060,546)	(5,145,751)	(5,230,955)	(5,316,160)	(5,401,365)	(5,486,570)	(5,571,774)
	1520.00		(5,077,977)	(5,163,334)	(5,248,690)	(5,334,046)	(5,419,402)	(5,504,759)	(5,590,115)
	1530.00		(5,095,409)	(5,180,916)	(5,266,424)	(5,351,932)	(5,437,440)	(5,522,948)	(5,608,456)
	1540.00		(5,112,840)	(5,198,499)	(5,284,159)	(5,369,818)	(5,455,478)	(5,541,137)	(5,626,797)
	1550.00		(5,130,271)	(5,216,082)	(5,301,893)	(5,387,704)	(5,473,515)	(5,559,326)	(5,645,137)
	1560.00		(5,147,703)	(5,233,665)	(5,319,628)	(5,405,590)	(5,491,553)	(5,577,516)	(5,663,478)
	1570.00		(5,165,134)	(5,251,248)	(5,337,362)	(5,423,476)	(5,509,591)	(5,595,705)	(5,681,819)
	1580.00		(5,182,565)	(5,268,831)	(5,355,097)	(5,441,363)	(5,527,628)	(5,613,894)	(5,700,160)
	1590.00		(5,199,997)	(5,286,414)	(5,372,831)	(5,459,249)	(5,545,666)	(5,632,083)	(5,718,501)
	1600.00		(5,217,428)	(5,303,997)	(5,390,566)	(5,477,135)	(5,563,704)	(5,650,272)	(5,736,841)
	1610.00		(5,234,859)	(5,321,580)	(5,408,300)	(5,495,021)	(5,581,741)	(5,668,462)	(5,755,182)
	1620.00		(5,252,290)	(5,339,163)	(5,426,035)	(5,512,907)	(5,599,779)	(5,686,651)	(5,773,523)
	1630.00		(5,269,722)	(5,356,745)	(5,443,769)	(5,530,793)	(5,617,816)	(5,704,840)	(5,791,864)
	1640.00		(5,287,153)	(5,374,328)	(5,461,504)	(5,548,679)	(5,635,854)	(5,723,029)	(5,810,205)
	1650.00		(5,304,584)	(5,391,911)	(5,479,238)	(5,566,565)	(5,653,892)	(5,741,219)	(5,828,545)
	1660.00		(5,322,016)	(5,409,494)	(5,496,973)	(5,584,451)	(5,671,929)	(5,759,408)	(5,846,886)
	1670.00		(5,339,447)	(5,427,077)	(5,514,707)	(5,602,337)	(5,689,967)	(5,777,597)	(5,865,227)
	1680.00		(5,356,878)	(5,444,660)	(5,532,442)	(5,620,223)	(5,708,005)	(5,795,786)	(5,883,568)
	1690.00		(5,374,310)	(5,462,243)	(5,550,176)	(5,638,109)	(5,726,042)	(5,813,975)	(5,901,908)
1700.00		(5,391,741)	(5,479,826)	(5,567,910)	(5,655,995)	(5,744,080)	(5,832,165)	(5,920,249)	
1710.00		(5,409,172)	(5,497,409)	(5,585,645)	(5,673,881)	(5,762,117)	(5,850,354)	(5,938,590)	
1720.00		(5,426,604)	(5,514,992)	(5,603,379)	(5,691,767)	(5,780,155)	(5,868,543)	(5,956,931)	
1730.00		(5,444,035)	(5,532,574)	(5,621,114)	(5,709,653)	(5,798,193)	(5,886,732)	(5,975,272)	
1740.00		(5,461,466)	(5,550,157)	(5,638,848)	(5,727,539)	(5,816,230)	(5,904,921)	(5,993,612)	
1750.00		(5,478,898)	(5,567,740)	(5,656,583)	(5,745,425)	(5,834,268)	(5,923,111)	(6,011,953)	

TABLE 4		BLV (£ per acre (n)) 444,444							
Balance (RLV - BLV £ per acre (n))		(2,667,225)	50,000	150,000	250,000	350,000	450,000	550,000	650,000
CIL £psm 137.00 (recommended CIL) 137.00	1500.00		(4,648,671)	(4,748,671)	(4,848,671)	(4,948,671)	(5,048,671)	(5,148,671)	(5,248,671)
	1510.00		(4,666,102)	(4,766,102)	(4,866,102)	(4,966,102)	(5,066,102)	(5,166,102)	(5,266,102)
	1520.00		(4,683,533)	(4,783,533)	(4,883,533)	(4,983,533)	(5,083,533)	(5,183,533)	(5,283,533)
	1530.00		(4,700,965)	(4,800,965)	(4,900,965)	(5,000,965)	(5,100,965)	(5,200,965)	(5,300,965)
	1540.00		(4,718,396)	(4,818,396)	(4,918,396)	(5,018,396)	(5,118,396)	(5,218,396)	(5,318,396)
	1550.00		(4,735,827)	(4,835,827)	(4,935,827)	(5,035,827)	(5,135,827)	(5,235,827)	(5,335,827)
	1560.00		(4,753,259)	(4,853,259)	(4,953,259)	(5,053,259)	(5,153,259)	(5,253,259)	(5,353,259)
	1570.00		(4,770,690)	(4,870,690)	(4,970,690)	(5,070,690)	(5,170,690)	(5,270,690)	(5,370,690)
	1580.00		(4,788,121)	(4,888,121)	(4,988,121)	(5,088,121)	(5,188,121)	(5,288,121)	(5,388,121)
	1590.00		(4,805,553)	(4,905,553)	(5,005,553)	(5,105,553)	(5,205,553)	(5,305,553)	(5,405,553)
	1600.00		(4,822,984)	(4,922,984)	(5,022,984)	(5,122,984)	(5,222,984)	(5,322,984)	(5,422,984)
	1610.00		(4,840,415)	(4,940,415)	(5,040,415)	(5,140,415)	(5,240,415)	(5,340,415)	(5,440,415)
	1620.00		(4,857,846)	(4,957,846)	(5,057,846)	(5,157,846)	(5,257,846)	(5,357,846)	(5,457,846)
	1630.00		(4,875,278)	(4,975,278)	(5,075,278)	(5,175,278)	(5,275,278)	(5,375,278)	(5,475,278)
	1640.00		(4,892,709)	(4,992,709)	(5,092,709)	(5,192,709)	(5,292,709)	(5,392,709)	(5,492,709)
	1650.00		(4,910,140)	(5,010,140)	(5,110,140)	(5,210,140)	(5,310,140)	(5,410,140)	(5,510,140)
	1660.00		(4,927,572)	(5,027,572)	(5,127,572)	(5,227,572)	(5,327,572)	(5,427,572)	(5,527,572)
	1670.00		(4,945,003)	(5,045,003)	(5,145,003)	(5,245,003)	(5,345,003)	(5,445,003)	(5,545,003)
	1680.00		(4,962,434)	(5,062,434)	(5,162,434)	(5,262,434)	(5,362,434)	(5,462,434)	(5,562,434)
	1690.00		(4,979,866)	(5,079,866)	(5,179,866)	(5,279,866)	(5,379,866)	(5,479,866)	(5,579,866)
1700.00		(4,997,297)	(5,097,297)	(5,197,297)	(5,297,297)	(5,397,297)	(5,497,297)	(5,597,297)	
1710.00		(5,014,728)	(5,114,728)	(5,214,728)	(5,314,728)	(5,414,728)	(5,514,728)	(5,614,728)	
1720.00		(5,032,160)	(5,132,160)	(5,232,160)	(5,332,160)	(5,432,160)	(5,532,160)	(5,632,160)	
1730.00		(5,049,591)	(5,149,591)	(5,249,591)	(5,349,591)	(5,449,591)	(5,549,591)	(5,649,591)	
1740.00		(5,067,022)	(5,167,022)	(5,267,022)	(5,367,022)	(5,467,022)	(5,567,022)	(5,667,022)	
1750.00		(5,084,454)	(5,184,454)	(5,284,454)	(5,384,454)	(5,484,454)	(5,584,454)	(5,684,454)	

251201 SWC_PBSA & BTR Appraisals_CIL_v3_S_T

Scheme Typology:

PBSA

No Units: 75

Site Typology:

Location: Town Centre/ Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Median BCIS, Current CIL: £137

TABLE 5		Density (dph) (net)		150					
Balance (RLV - BLV £ per acre (n))		(2,667,225)	400	500	600	700	800	900	1000
CIL £psm (recommended CIL) 137.00	1500.00	(12,581,701)	(15,597,135)	(18,612,570)	(21,628,004)	(24,643,438)	(27,658,873)	(30,674,307)	
	1510.00	(12,628,184)	(15,655,240)	(18,682,295)	(21,709,350)	(24,736,405)	(27,763,461)	(30,790,516)	
	1520.00	(12,674,668)	(15,713,344)	(18,752,020)	(21,790,696)	(24,829,372)	(27,868,049)	(30,906,725)	
	1530.00	(12,721,151)	(15,771,448)	(18,821,745)	(21,872,042)	(24,922,340)	(27,972,637)	(31,022,934)	
	1540.00	(12,767,635)	(15,829,553)	(18,891,471)	(21,953,389)	(25,015,307)	(28,077,225)	(31,139,143)	
	1550.00	(12,814,118)	(15,887,657)	(18,961,196)	(22,034,735)	(25,108,274)	(28,181,813)	(31,255,351)	
	1560.00	(12,860,602)	(15,945,762)	(19,030,921)	(22,116,081)	(25,201,241)	(28,286,400)	(31,371,560)	
	1570.00	(12,907,085)	(16,003,866)	(19,100,647)	(22,197,427)	(25,294,208)	(28,390,988)	(31,487,769)	
	1580.00	(12,953,569)	(16,061,970)	(19,170,372)	(22,278,773)	(25,387,175)	(28,495,576)	(31,603,978)	
	1590.00	(13,000,052)	(16,120,075)	(19,240,097)	(22,360,120)	(25,480,142)	(28,600,164)	(31,720,187)	
	1600.00	(13,046,536)	(16,178,179)	(19,309,822)	(22,441,466)	(25,573,109)	(28,704,752)	(31,836,396)	
	1610.00	(13,093,020)	(16,236,284)	(19,379,548)	(22,522,812)	(25,666,076)	(28,809,340)	(31,952,604)	
	1620.00	(13,139,503)	(16,294,388)	(19,449,273)	(22,604,158)	(25,759,043)	(28,913,928)	(32,068,813)	
	1630.00	(13,185,987)	(16,352,492)	(19,518,998)	(22,685,504)	(25,852,010)	(29,018,516)	(32,185,022)	
	1640.00	(13,232,470)	(16,410,597)	(19,588,724)	(22,766,850)	(25,944,977)	(29,123,104)	(32,301,231)	
	1650.00	(13,278,954)	(16,468,701)	(19,658,449)	(22,848,197)	(26,037,944)	(29,227,692)	(32,417,440)	
	1660.00	(13,325,437)	(16,526,806)	(19,728,174)	(22,929,543)	(26,130,911)	(29,332,280)	(32,533,648)	
	1670.00	(13,371,921)	(16,584,910)	(19,797,900)	(23,010,889)	(26,223,878)	(29,436,868)	(32,649,857)	
	1680.00	(13,418,404)	(16,643,015)	(19,867,625)	(23,092,235)	(26,316,846)	(29,541,456)	(32,766,066)	
	1690.00	(13,464,888)	(16,701,119)	(19,937,350)	(23,173,581)	(26,409,813)	(29,646,044)	(32,882,275)	
	1700.00	(13,511,371)	(16,759,223)	(20,007,075)	(23,254,928)	(26,502,780)	(29,750,632)	(32,998,484)	
	1710.00	(13,557,855)	(16,817,328)	(20,076,801)	(23,336,274)	(26,595,747)	(29,855,220)	(33,114,693)	
	1720.00	(13,604,338)	(16,875,432)	(20,146,526)	(23,417,620)	(26,688,714)	(29,959,808)	(33,230,901)	
	1730.00	(13,650,822)	(16,933,537)	(20,216,251)	(23,498,966)	(26,781,681)	(30,064,396)	(33,347,110)	
	1740.00	(13,697,305)	(16,991,641)	(20,285,977)	(23,580,312)	(26,874,648)	(30,168,984)	(33,463,319)	
	1750.00	(13,743,789)	(17,049,745)	(20,355,702)	(23,661,658)	(26,967,615)	(30,273,571)	(33,579,528)	
TABLE 6		Build cost		100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
Balance (RLV - BLV £ per acre (n))		(2,667,225)	90%	95%	100%	105%	110%	115%	120%
CIL £psm (recommended CIL) 137.00	1350.00	(4,240,601)	(4,511,123)	(4,781,645)	(5,052,167)	(5,322,689)	(5,593,211)	(5,863,733)	
	1360.00	(4,258,032)	(4,528,554)	(4,799,076)	(5,069,598)	(5,340,120)	(5,610,642)	(5,881,164)	
	1370.00	(4,275,463)	(4,545,985)	(4,816,507)	(5,087,029)	(5,357,551)	(5,628,073)	(5,898,595)	
	1380.00	(4,292,895)	(4,563,417)	(4,833,939)	(5,104,461)	(5,374,983)	(5,645,505)	(5,916,027)	
	1390.00	(4,310,326)	(4,580,848)	(4,851,370)	(5,121,892)	(5,392,414)	(5,662,936)	(5,933,458)	
	1400.00	(4,327,757)	(4,598,279)	(4,868,801)	(5,139,323)	(5,409,845)	(5,680,367)	(5,950,889)	
	1410.00	(4,345,189)	(4,615,711)	(4,886,233)	(5,156,755)	(5,427,277)	(5,697,799)	(5,968,321)	
	1420.00	(4,362,620)	(4,633,142)	(4,903,664)	(5,174,186)	(5,444,708)	(5,715,230)	(5,985,752)	
	1430.00	(4,380,051)	(4,650,573)	(4,921,095)	(5,191,617)	(5,462,139)	(5,732,661)	(6,003,183)	
	1440.00	(4,397,483)	(4,668,005)	(4,938,527)	(5,209,049)	(5,479,571)	(5,750,093)	(6,020,615)	
	1450.00	(4,414,914)	(4,685,436)	(4,955,958)	(5,226,480)	(5,497,002)	(5,767,524)	(6,038,046)	
	1460.00	(4,432,345)	(4,702,867)	(4,973,389)	(5,243,911)	(5,514,433)	(5,784,955)	(6,055,477)	
	1470.00	(4,449,777)	(4,720,299)	(4,990,821)	(5,261,343)	(5,531,865)	(5,802,387)	(6,072,909)	
	1480.00	(4,467,208)	(4,737,730)	(5,008,252)	(5,278,774)	(5,549,296)	(5,819,818)	(6,090,340)	
	1490.00	(4,484,639)	(4,755,161)	(5,025,683)	(5,296,205)	(5,566,727)	(5,837,249)	(6,107,771)	
	1500.00	(4,502,071)	(4,772,593)	(5,043,115)	(5,313,637)	(5,584,159)	(5,854,681)	(6,125,202)	
	1510.00	(4,519,502)	(4,790,024)	(5,060,546)	(5,331,068)	(5,601,590)	(5,872,112)	(6,142,634)	
	1520.00	(4,536,933)	(4,807,455)	(5,077,977)	(5,348,499)	(5,619,021)	(5,889,543)	(6,160,065)	
	1530.00	(4,554,365)	(4,824,887)	(5,095,409)	(5,365,931)	(5,636,453)	(5,906,974)	(6,177,496)	
	1540.00	(4,571,796)	(4,842,318)	(5,112,840)	(5,383,362)	(5,653,884)	(5,924,406)	(6,194,928)	
	1550.00	(4,589,227)	(4,859,749)	(5,130,271)	(5,400,793)	(5,671,315)	(5,941,837)	(6,212,359)	
	1560.00	(4,606,659)	(4,877,181)	(5,147,703)	(5,418,225)	(5,688,746)	(5,959,268)	(6,229,790)	
	1570.00	(4,624,090)	(4,894,612)	(5,165,134)	(5,435,656)	(5,706,178)	(5,976,700)	(6,247,222)	
	1580.00	(4,641,521)	(4,912,043)	(5,182,565)	(5,453,087)	(5,723,609)	(5,994,131)	(6,264,653)	
	1590.00	(4,658,953)	(4,929,475)	(5,199,997)	(5,470,518)	(5,741,040)	(6,011,562)	(6,282,084)	
	1600.00	(4,676,384)	(4,946,906)	(5,217,428)	(5,487,950)	(5,758,472)	(6,028,994)	(6,299,516)	

251201 SWC_PBSA & BTR Appraisals_CIL_v3_S_T

Scheme Typology:

PBSA

No Units:

75

Site Typology:

Location:

Town Centre/ Urban Area

Greenfield/Brownfield:

Brownfield

Notes:

Median BCIS, Current CIL: £137

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV £ per acre (n))	(2,667,225)	90%	95%	100%	105%	110%	115%	120%
1500.00		(5,549,169)	(5,296,142)	(5,043,115)	(4,790,087)	(4,537,060)	(4,284,032)	(4,031,005)
1510.00		(5,566,601)	(5,313,573)	(5,060,546)	(4,807,519)	(4,554,491)	(4,301,464)	(4,048,436)
CIL Epsm		(5,584,032)	(5,331,005)	(5,077,977)	(4,824,950)	(4,571,922)	(4,318,895)	(4,065,868)
137.00		(5,601,463)	(5,348,436)	(5,095,409)	(4,842,381)	(4,589,354)	(4,336,326)	(4,083,299)
(recommended CIL)		(5,618,895)	(5,365,867)	(5,112,840)	(4,859,812)	(4,606,785)	(4,353,758)	(4,100,730)
137.00		(5,636,326)	(5,383,299)	(5,130,271)	(4,877,244)	(4,624,216)	(4,371,189)	(4,118,162)
		(5,653,757)	(5,400,730)	(5,147,703)	(4,894,675)	(4,641,648)	(4,388,620)	(4,135,593)
		(5,671,189)	(5,418,161)	(5,165,134)	(4,912,106)	(4,659,079)	(4,406,052)	(4,153,024)
		(5,688,620)	(5,435,593)	(5,182,565)	(4,929,538)	(4,676,510)	(4,423,483)	(4,170,456)
		(5,706,051)	(5,453,024)	(5,199,997)	(4,946,969)	(4,693,942)	(4,440,914)	(4,187,887)
		(5,723,483)	(5,470,455)	(5,217,428)	(4,964,400)	(4,711,373)	(4,458,346)	(4,205,318)
		(5,740,914)	(5,487,887)	(5,234,859)	(4,981,832)	(4,728,804)	(4,475,777)	(4,222,749)
		(5,758,345)	(5,505,318)	(5,252,290)	(4,999,263)	(4,746,236)	(4,493,208)	(4,240,181)
		(5,775,777)	(5,522,749)	(5,269,722)	(5,016,694)	(4,763,667)	(4,510,640)	(4,257,612)
		(5,793,208)	(5,540,181)	(5,287,153)	(5,034,126)	(4,781,098)	(4,528,071)	(4,275,043)
		(5,810,639)	(5,557,612)	(5,304,584)	(5,051,557)	(4,798,530)	(4,545,502)	(4,292,475)
		(5,828,071)	(5,575,043)	(5,322,016)	(5,068,988)	(4,815,961)	(4,562,934)	(4,309,906)
		(5,845,502)	(5,592,475)	(5,339,447)	(5,086,420)	(4,833,392)	(4,580,365)	(4,327,337)
		(5,862,933)	(5,609,906)	(5,356,878)	(5,103,851)	(4,850,824)	(4,597,796)	(4,344,769)
		(5,880,365)	(5,627,337)	(5,374,310)	(5,121,282)	(4,868,255)	(4,615,228)	(4,362,200)
		(5,897,796)	(5,644,769)	(5,391,741)	(5,138,714)	(4,885,686)	(4,632,659)	(4,379,631)
		(5,915,227)	(5,662,200)	(5,409,172)	(5,156,145)	(4,903,118)	(4,650,090)	(4,397,063)
		(5,932,659)	(5,679,631)	(5,426,604)	(5,173,576)	(4,920,549)	(4,667,521)	(4,414,494)
		(5,950,090)	(5,697,062)	(5,444,035)	(5,191,008)	(4,937,980)	(4,684,953)	(4,431,925)
		(5,967,521)	(5,714,494)	(5,461,466)	(5,208,439)	(4,955,412)	(4,702,384)	(4,449,357)
		(5,984,953)	(5,731,925)	(5,478,898)	(5,225,870)	(4,972,843)	(4,719,815)	(4,466,788)

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

251201 SWC_PBSA & BTR Appraisals_CIL_v3_S_T

Appraisal Ref:
Scheme Typology:
Site Typology:
Notes:

T
BTR
Location: **Town Centre/ Urban Area**
Median BCIS: No defined CIL rate for BTR (assumed £0)

No Units: **75**

Greenfield/Brownfield:

Brownfield

(see Typologies Matrix)

ASSUMPTIONS - COMMERCIAL USES

Units -	# Com. Units	AH %	% mix	# Units	# Mkt Resi Units	# AH Units
BTR 1 Bed units			60%	36	36	
BTR 2 Bed units			40%	24	24	
BTR 1 Bed units - Disc Mrkt Rent		20%	60%	9		9
BTR 2 Bed units - Disc Mrkt Rent			40%	6		6
[blank spare]	0		0			
[blank spare]	0					
[blank spare]	0					
[blank spare]						
	0			75	60	15

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

251201 SWC_PBSA & BTR Appraisals_CIL_v3_S_T

Scheme Typology: **BTR** No Units: **75**
Site Typology: Location: **Town Centre/ Urban Area** Greenfield/Brownfield: **Brownfield**
Notes: Median BCIS. No defined CIL rate for BTR (assumed £0)

GROSS DEVELOPMENT VALUE						
Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
BTR 1 Bed units	unit	399,600	22%	311,688	5.00%	6,233,760
BTR 2 Bed units	unit	331,200	22%	258,336	5.00%	5,166,720
BTR 1 Bed units - Disc Mrkt Rent	unit	79,920	22%	62,338	5.00%	1,246,752
BTR 2 Bed units - Disc Mrkt Rent	unit	66,240	22%	51,667	5.00%	1,033,344
[blank spare]	£ psf	-	0%	-	0.00%	-
[blank spare]	£ psf	-	0%	-	0.00%	-
[blank spare]						
[blank spare]						
				684,029		13,680,576
Commercial GDV -			less RF/Void	Purchasers Costs %	PC £	£
BTR 1 Bed units			-	6,233,760	6.80%	(396,906)
BTR 2 Bed units			-	5,166,720	6.80%	(328,967)
BTR 1 Bed units - Disc Mrkt Rent			-	1,246,752	6.80%	(79,381)
BTR 2 Bed units - Disc Mrkt Rent			-	1,033,344	6.80%	(65,793)
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
Sub-total GDV Commercial						12,809,528
Grant Funding			15	AH units @	0 per unit	-
Total GDV						12,809,528

DEVELOPMENT COSTS						
Initial Payments -						
Statutory Planning Fees (Residential) 01-Apr-25				(capped at £411,885)	36,110 £	(36,110)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	108,330 £	(108,330)
CIL (ext. Aff. Housing - discounted market rent) (Max CIL)			3,953 sqm (gross)	0.00 £ psm		-
CIL analysis:			0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions	75 units @			11,589		(869,175)
S106 analysis			6.79% % of GDV	175.90 £ psm (GIA)		
Construction Costs -						
Site Clearance and Demolition			83.33 ha @	123,550 £ per ha (if brownfield)		(10,295,833)
Site Infrastructure costs			0	Included in External		-
Infra. Costs analysis:			0.00% % of GDV	0.00 £ psm (GIA)		
BTR 1 Bed units			2,118 sqm @	1,893 psm		(4,008,706)
BTR 2 Bed units			1,835 sqm @	1,893 psm		(3,474,212)
BTR 1 Bed units - Disc Mrkt Rent			529 sqm @	1,893 psm		(1,002,176)
BTR 2 Bed units - Disc Mrkt Rent			459 sqm @	1,893 psm		(868,553)
[blank spare]			- sqm @	0 psm		-
[blank spare]			- sqm @	0 psm		-
[blank spare]			- sqm @	0 psm		-
[blank spare]	4,941		- sqm @	0 psm		-
External works			9,353,647 @	15.0%		(1,403,047)
Ext. Works analysis:				18,707 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity Costs	75 units @			268 £ per unit		(20,100)
M4(2) Category 2 Housing	Aff units	15 units @	95% @	625 £ per unit		(8,906)
M4(3) Category 3 Housing	Aff units (>20 units)	15 units @	5% @	12,133 £ per unit		(9,100)
M4(2) Category 2 Housing	OMS units	60 units @	95% @	625 £ per unit		(35,625)
M4(3) Category 3 Housing	OMS units >20	60 units @	5% @	12,133 £ per unit		(36,399)
Part L/FHS -Flats	75 units @			2,712 £ per unit		(203,400)
Part L/FHS analysis:				2.2% % of BCIS costs		
Water Efficiency - Flats	75 units @			909 £ per unit		(68,175)
Broadband infrastructure (< 20 units only)	-			747 £ per unit		-
Building Safety Levy	4,941			psm levy rate		-
Sub-total						(381,705)
Policy Costs analysis: (design costs only)				5,089 £ per unit (total units)		
Contingency (on construction)			21,434,232 @	5.0%		(1,071,712)

251201 SWC_PBSA & BTR Appraisals_CIL_v3_S_T

Scheme Typology: **BTR** No Units: **75**
Site Typology: Location: **Town Centre/ Urban Area** Greenfield/Brownfield: **Brownfield**
Notes: Median BCIS. No defined CIL rate for BTR (assumed £0)

Professional Fees	21,434,232 @	10.0%	Commercial	(2,143,423)
Disposal Costs -				
Letting Agents Costs	684,029 ERV @	10.00%		(68,403)
Letting Legal Costs	684,029 ERV @	5.00%		(34,201)
Investment Sale Agents Costs	12,809,528 GDV @	1.00%		(128,095)
Investment Sale Legal Costs	12,809,528 GDV @	0.50%		(64,048)
Marketing and Promotion	12,809,528 GDV @	0.50%		(64,048)
Interest (on Development Costs) -	7.00% APR	0.565%	pcm	(2,930,585)
Developers Profit -				
Profit on Cost (commercial scheme)	28,952,362	15.00%		(4,342,854)
TOTAL COSTS				(33,295,216)

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(20,485,688)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.00%		-
Acquisition Legal fees	- @	0.50%		-
Interest on Land	- @	7.00%		-
Residual Land Value				(20,485,688)
RLV analysis:	(273,143) £ per plot	(245,828) £ per ha (net)	(99,485) £ per acre (net)	
		(221,245) £ per ha (gross)	(89,537) £ per acre (gross)	
			-159.93% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Plot Ratio / Density		90%	(GIA-Site Area / Dph, as appropriate)	
Site Area	0.55 < alt formula >	83.33 ha (net)	205.92 acres (net)	
Net to Gross ratio		90%		
Site Area (gross)		92.59 ha (gross)	228.80 acres (gross)	
Density analysis:		59 sqm/ha (net)	444,444 sqft/ac (net)	
		1 dph (gross)		
Benchmark Land Value (net)	1,220,246 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)	91,518,427
BLV analysis:		988,399 £ per ha (gross)	400,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)		(1,344,049) £ per ha (net)	(543,929) £ per acre (net)	(112,004,115)

251201 SWC_PBSA & BTR Appraisals_CIL_v3_S_T

Scheme Typology: **BTR** No Units: **75**
 Site Typology: Location: **Town Centre/ Urban Area** Greenfield/Brownfield: **Brownfield**
 Notes: **Median BCIS. No defined CIL rate for BTR (assumed £0)**

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))	(543,929)	10%	15%	20%	25%	30%	35%	40%
	1500.00	(584,263)	(582,592)	(580,920)	(579,249)	(577,578)	(575,906)	(574,235)
	1510.00	(584,541)	(582,854)	(581,167)	(579,480)	(577,793)	(576,107)	(574,420)
Max CIL £ psm	1520.00	(584,818)	(583,116)	(581,414)	(579,711)	(578,009)	(576,307)	(574,605)
0.00	1530.00	(585,096)	(583,378)	(581,660)	(579,943)	(578,225)	(576,507)	(574,790)
(recommended CIL)	1540.00	(585,373)	(583,640)	(581,907)	(580,174)	(578,441)	(576,708)	(574,975)
0.00	1550.00	(585,650)	(583,902)	(582,153)	(580,405)	(578,656)	(576,908)	(575,160)
	1560.00	(585,928)	(584,164)	(582,400)	(580,636)	(578,872)	(577,108)	(575,344)
	1570.00	(586,205)	(584,426)	(582,647)	(580,867)	(579,088)	(577,309)	(575,529)
	1580.00	(586,483)	(584,688)	(582,893)	(581,099)	(579,304)	(577,509)	(575,714)
	1590.00	(586,760)	(584,950)	(583,140)	(581,330)	(579,520)	(577,709)	(575,899)
	1600.00	(587,038)	(585,212)	(583,387)	(581,561)	(579,735)	(577,910)	(576,084)
	1610.00	(587,315)	(585,474)	(583,633)	(581,792)	(579,951)	(578,110)	(576,269)
	1620.00	(587,592)	(585,736)	(583,880)	(582,023)	(580,167)	(578,311)	(576,454)
	1630.00	(587,870)	(585,998)	(584,126)	(582,255)	(580,383)	(578,511)	(576,639)
	1640.00	(588,147)	(586,260)	(584,373)	(582,486)	(580,599)	(578,711)	(576,824)
	1650.00	(588,425)	(586,522)	(584,620)	(582,717)	(580,814)	(578,912)	(577,009)
	1660.00	(588,702)	(586,784)	(584,866)	(582,948)	(581,030)	(579,112)	(577,194)
	1670.00	(588,980)	(587,046)	(585,113)	(583,179)	(581,246)	(579,312)	(577,379)
	1680.00	(589,257)	(587,308)	(585,359)	(583,411)	(581,462)	(579,513)	(577,564)
	1690.00	(589,535)	(587,570)	(585,606)	(583,642)	(581,677)	(579,713)	(577,749)
	1700.00	(589,812)	(587,832)	(585,853)	(583,873)	(581,893)	(579,914)	(577,934)
	1710.00	(590,089)	(588,094)	(586,099)	(584,104)	(582,109)	(580,114)	(578,119)
	1720.00	(590,367)	(588,356)	(586,346)	(584,335)	(582,325)	(580,314)	(578,304)
	1730.00	(590,644)	(588,618)	(586,592)	(584,566)	(582,541)	(580,515)	(578,489)
	1740.00	(590,922)	(588,880)	(586,839)	(584,798)	(582,756)	(580,715)	(578,674)
	1750.00	(591,199)	(589,142)	(587,086)	(585,029)	(582,972)	(580,915)	(578,859)

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV £ per acre (n))	(543,929)	100%	110%	120%	130%	140%	150%	160%
	1500.00	(580,920)	(581,499)	(582,077)	(582,655)	(583,233)	(583,811)	(584,389)
	1510.00	(581,167)	(581,745)	(582,323)	(582,901)	(583,480)	(584,058)	(584,636)
CIL £psm	1520.00	(581,414)	(581,992)	(582,570)	(583,148)	(583,726)	(584,304)	(584,882)
0.00	1530.00	(581,660)	(582,238)	(582,817)	(583,395)	(583,973)	(584,551)	(585,129)
(recommended CIL)	1540.00	(581,907)	(582,485)	(583,063)	(583,641)	(584,219)	(584,797)	(585,376)
0.00	1550.00	(582,153)	(582,732)	(583,310)	(583,888)	(584,466)	(585,044)	(585,622)
	1560.00	(582,400)	(582,978)	(583,556)	(584,134)	(584,713)	(585,291)	(585,869)
	1570.00	(582,647)	(583,225)	(583,803)	(584,381)	(584,959)	(585,537)	(586,115)
	1580.00	(582,893)	(583,471)	(584,050)	(584,628)	(585,206)	(585,784)	(586,362)
	1590.00	(583,140)	(583,718)	(584,296)	(584,874)	(585,452)	(586,031)	(586,609)
	1600.00	(583,387)	(583,965)	(584,543)	(585,121)	(585,699)	(586,277)	(586,855)
	1610.00	(583,633)	(584,211)	(584,789)	(585,367)	(585,946)	(586,524)	(587,102)
	1620.00	(583,880)	(584,458)	(585,036)	(585,614)	(586,192)	(586,770)	(587,348)
	1630.00	(584,126)	(584,704)	(585,283)	(585,861)	(586,439)	(587,017)	(587,595)
	1640.00	(584,373)	(584,951)	(585,529)	(586,107)	(586,685)	(587,264)	(587,842)
	1650.00	(584,620)	(585,198)	(585,776)	(586,354)	(586,932)	(587,510)	(588,088)
	1660.00	(584,866)	(585,444)	(586,022)	(586,601)	(587,179)	(587,757)	(588,335)
	1670.00	(585,113)	(585,691)	(586,269)	(586,847)	(587,425)	(588,003)	(588,582)
	1680.00	(585,359)	(585,937)	(586,516)	(587,094)	(587,672)	(588,250)	(588,828)
	1690.00	(585,606)	(586,184)	(586,762)	(587,340)	(587,918)	(588,497)	(589,075)
	1700.00	(585,853)	(586,431)	(587,009)	(587,587)	(588,165)	(588,743)	(589,321)
	1710.00	(586,099)	(586,677)	(587,255)	(587,834)	(588,412)	(588,990)	(589,568)
	1720.00	(586,346)	(586,924)	(587,502)	(588,080)	(588,658)	(589,236)	(589,815)
	1730.00	(586,592)	(587,171)	(587,749)	(588,327)	(588,905)	(589,483)	(590,061)
	1740.00	(586,839)	(587,417)	(587,995)	(588,573)	(589,152)	(589,730)	(590,308)
	1750.00	(587,086)	(587,664)	(588,242)	(588,820)	(589,398)	(589,976)	(590,554)

251201 SWC_PBSA & BTR Appraisals_CIL_v3_S_T

Scheme Typology: **BTR** No Units: **75**
 Site Typology: Location: **Town Centre/ Urban Area** Greenfield/Brownfield: **Brownfield**
 Notes: **Median BCIS. No defined CIL rate for BTR (assumed £0)**

Balance (RLV - BLV £ per acre (n))	Profit 15%						
	15%	16%	17%	18%	19%	20%	21%
1500.00	(580,920)	(582,648)	(584,376)	(586,103)	(587,831)	(589,559)	(591,287)
1510.00	(581,167)	(582,897)	(584,627)	(586,357)	(588,086)	(589,816)	(591,546)
1520.00	(581,414)	(583,146)	(584,878)	(586,610)	(588,342)	(590,074)	(591,805)
CIL £psm							
0.00	(581,660)	(583,394)	(585,128)	(586,863)	(588,597)	(590,331)	(592,065)
(recommended CIL)							
0.00	(581,907)	(583,643)	(585,379)	(587,116)	(588,852)	(590,588)	(592,324)
1550.00	(582,153)	(583,892)	(585,630)	(587,369)	(589,107)	(590,846)	(592,584)
1560.00	(582,400)	(584,141)	(585,881)	(587,622)	(589,362)	(591,103)	(592,843)
1570.00	(582,647)	(584,389)	(586,132)	(587,875)	(589,617)	(591,360)	(593,103)
1580.00	(582,893)	(584,638)	(586,383)	(588,128)	(589,873)	(591,617)	(593,362)
1590.00	(583,140)	(584,887)	(586,634)	(588,381)	(590,128)	(591,875)	(593,622)
1600.00	(583,387)	(585,136)	(586,885)	(588,634)	(590,383)	(592,132)	(593,881)
1610.00	(583,633)	(585,384)	(587,136)	(588,887)	(590,638)	(592,389)	(594,141)
1620.00	(583,880)	(585,633)	(587,387)	(589,140)	(590,893)	(592,647)	(594,400)
1630.00	(584,126)	(585,882)	(587,637)	(589,393)	(591,149)	(592,904)	(594,660)
1640.00	(584,373)	(586,131)	(587,888)	(589,646)	(591,404)	(593,161)	(594,919)
1650.00	(584,620)	(586,379)	(588,139)	(589,899)	(591,659)	(593,419)	(595,179)
1660.00	(584,866)	(586,628)	(588,390)	(590,152)	(591,914)	(593,676)	(595,438)
1670.00	(585,113)	(586,877)	(588,641)	(590,405)	(592,169)	(593,933)	(595,698)
1680.00	(585,359)	(587,126)	(588,892)	(590,658)	(592,425)	(594,191)	(595,957)
1690.00	(585,606)	(587,374)	(589,143)	(590,911)	(592,680)	(594,448)	(596,217)
1700.00	(585,853)	(587,623)	(589,394)	(591,164)	(592,935)	(594,705)	(596,476)
1710.00	(586,099)	(587,872)	(589,645)	(591,417)	(593,190)	(594,963)	(596,735)
1720.00	(586,346)	(588,121)	(589,896)	(591,670)	(593,445)	(595,220)	(596,995)
1730.00	(586,592)	(588,369)	(590,146)	(591,923)	(593,700)	(595,477)	(597,254)
1740.00	(586,839)	(588,618)	(590,397)	(592,176)	(593,956)	(595,735)	(597,514)
1750.00	(587,086)	(588,867)	(590,648)	(592,430)	(594,211)	(595,992)	(597,773)

Balance (RLV - BLV £ per acre (n))	BLV (£ per acre (n)) 444,444						
	50,000	150,000	250,000	350,000	450,000	550,000	650,000
1500.00	(186,476)	(286,476)	(386,476)	(486,476)	(586,476)	(686,476)	(786,476)
1510.00	(186,723)	(286,723)	(386,723)	(486,723)	(586,723)	(686,723)	(786,723)
1520.00	(186,970)	(286,970)	(386,970)	(486,970)	(586,970)	(686,970)	(786,970)
CIL £psm							
0.00	(187,216)	(287,216)	(387,216)	(487,216)	(587,216)	(687,216)	(787,216)
(recommended CIL)							
0.00	(187,463)	(287,463)	(387,463)	(487,463)	(587,463)	(687,463)	(787,463)
1550.00	(187,709)	(287,709)	(387,709)	(487,709)	(587,709)	(687,709)	(787,709)
1560.00	(187,956)	(287,956)	(387,956)	(487,956)	(587,956)	(687,956)	(787,956)
1570.00	(188,203)	(288,203)	(388,203)	(488,203)	(588,203)	(688,203)	(788,203)
1580.00	(188,449)	(288,449)	(388,449)	(488,449)	(588,449)	(688,449)	(788,449)
1590.00	(188,696)	(288,696)	(388,696)	(488,696)	(588,696)	(688,696)	(788,696)
1600.00	(188,943)	(288,943)	(388,943)	(488,943)	(588,943)	(688,943)	(788,943)
1610.00	(189,189)	(289,189)	(389,189)	(489,189)	(589,189)	(689,189)	(789,189)
1620.00	(189,436)	(289,436)	(389,436)	(489,436)	(589,436)	(689,436)	(789,436)
1630.00	(189,682)	(289,682)	(389,682)	(489,682)	(589,682)	(689,682)	(789,682)
1640.00	(189,929)	(289,929)	(389,929)	(489,929)	(589,929)	(689,929)	(789,929)
1650.00	(190,176)	(290,176)	(390,176)	(490,176)	(590,176)	(690,176)	(790,176)
1660.00	(190,422)	(290,422)	(390,422)	(490,422)	(590,422)	(690,422)	(790,422)
1670.00	(190,669)	(290,669)	(390,669)	(490,669)	(590,669)	(690,669)	(790,669)
1680.00	(190,915)	(290,915)	(390,915)	(490,915)	(590,915)	(690,915)	(790,915)
1690.00	(191,162)	(291,162)	(391,162)	(491,162)	(591,162)	(691,162)	(791,162)
1700.00	(191,409)	(291,409)	(391,409)	(491,409)	(591,409)	(691,409)	(791,409)
1710.00	(191,655)	(291,655)	(391,655)	(491,655)	(591,655)	(691,655)	(791,655)
1720.00	(191,902)	(291,902)	(391,902)	(491,902)	(591,902)	(691,902)	(791,902)
1730.00	(192,148)	(292,148)	(392,148)	(492,148)	(592,148)	(692,148)	(792,148)
1740.00	(192,395)	(292,395)	(392,395)	(492,395)	(592,395)	(692,395)	(792,395)
1750.00	(192,642)	(292,642)	(392,642)	(492,642)	(592,642)	(692,642)	(792,642)

251201 SWC_PBSA & BTR Appraisals_CIL_v3_S_T

Scheme Typology: **BTR** No Units: **75**
 Site Typology: **Town Centre/ Urban Area** Greenfield/Brownfield: **Brownfield**
 Notes: **Median BCIS. No defined CIL rate for BTR (assumed £0)**

TABLE 5		Density (dph) (net)		1					
Balance (RLV - BLV £ per acre (n))		(543,929)	400	500	600	700	800	900	1000
CIL £psm (recommended CIL)	0.00	1500.00	(27,612,177)	(34,385,231)	(41,158,284)	(47,931,338)	(54,704,391)	(61,477,445)	(68,250,498)
		1510.00	(27,721,780)	(34,522,235)	(41,322,689)	(48,123,143)	(54,923,598)	(61,724,052)	(68,524,506)
		1520.00	(27,831,384)	(34,659,239)	(41,487,094)	(48,314,949)	(55,142,804)	(61,970,659)	(68,798,515)
		1530.00	(27,940,987)	(34,796,243)	(41,651,499)	(48,506,755)	(55,362,011)	(62,217,267)	(69,072,523)
		1540.00	(28,050,590)	(34,933,247)	(41,815,904)	(48,698,561)	(55,581,217)	(62,463,874)	(69,346,531)
		1550.00	(28,160,193)	(35,070,251)	(41,980,309)	(48,890,366)	(55,800,424)	(62,710,482)	(69,620,539)
		1560.00	(28,269,797)	(35,207,255)	(42,144,714)	(49,082,172)	(56,019,630)	(62,957,089)	(69,894,547)
		1570.00	(28,379,400)	(35,344,259)	(42,309,118)	(49,273,978)	(56,238,837)	(63,203,696)	(70,168,556)
		1580.00	(28,489,003)	(35,481,263)	(42,473,523)	(49,465,783)	(56,458,044)	(63,450,304)	(70,442,564)
		1590.00	(28,598,607)	(35,618,267)	(42,637,928)	(49,657,589)	(56,677,250)	(63,696,911)	(70,716,572)
		1600.00	(28,708,210)	(35,755,272)	(42,802,333)	(49,849,395)	(56,896,457)	(63,943,518)	(70,990,580)
		1610.00	(28,817,813)	(35,892,276)	(42,966,738)	(50,041,201)	(57,115,663)	(64,190,126)	(71,264,588)
		1620.00	(28,927,416)	(36,029,280)	(43,131,143)	(50,233,006)	(57,334,730)	(64,436,733)	(71,538,596)
		1630.00	(29,037,020)	(36,166,284)	(43,295,548)	(50,424,812)	(57,554,076)	(64,683,340)	(71,812,605)
		1640.00	(29,146,623)	(36,303,288)	(43,459,953)	(50,616,618)	(57,773,283)	(64,929,948)	(72,086,613)
		1650.00	(29,256,226)	(36,440,292)	(43,624,358)	(50,808,424)	(57,992,489)	(65,176,555)	(72,360,621)
		1660.00	(29,365,829)	(36,577,296)	(43,788,763)	(51,000,229)	(58,211,696)	(65,423,163)	(72,634,629)
		1670.00	(29,475,433)	(36,714,300)	(43,953,168)	(51,192,035)	(58,430,902)	(65,669,770)	(72,908,637)
		1680.00	(29,585,036)	(36,851,304)	(44,117,573)	(51,383,841)	(58,650,109)	(65,916,377)	(73,182,646)
		1690.00	(29,694,639)	(36,988,308)	(44,281,977)	(51,575,647)	(58,869,316)	(66,162,985)	(73,456,654)
		1700.00	(29,804,243)	(37,125,312)	(44,446,382)	(51,767,452)	(59,088,522)	(66,409,592)	(73,730,662)
		1710.00	(29,913,846)	(37,262,317)	(44,610,787)	(51,959,258)	(59,307,729)	(66,656,199)	(74,004,670)
		1720.00	(30,023,449)	(37,399,321)	(44,775,192)	(52,151,064)	(59,526,935)	(66,902,807)	(74,278,678)
		1730.00	(30,133,052)	(37,536,325)	(44,939,597)	(52,342,869)	(59,746,142)	(67,149,414)	(74,552,687)
		1740.00	(30,242,656)	(37,673,329)	(45,104,002)	(52,534,675)	(59,965,348)	(67,396,022)	(74,826,695)
		1750.00	(30,352,259)	(37,810,333)	(45,268,407)	(52,726,481)	(60,184,555)	(67,642,629)	(75,100,703)

TABLE 6		Build cost		100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
Balance (RLV - BLV £ per acre (n))		(543,929)	90%	95%	100%	105%	110%	115%	120%
CIL £psm (recommended CIL)	0.00	1350.00	(569,634)	(573,427)	(577,221)	(581,015)	(584,809)	(588,603)	(592,397)
		1360.00	(569,880)	(573,674)	(577,468)	(581,262)	(585,056)	(588,850)	(592,644)
		1370.00	(570,127)	(573,921)	(577,715)	(581,508)	(585,302)	(589,096)	(592,890)
		1380.00	(570,373)	(574,167)	(577,961)	(581,755)	(585,549)	(589,343)	(593,137)
		1390.00	(570,620)	(574,414)	(578,208)	(582,002)	(585,796)	(589,589)	(593,383)
		1400.00	(570,867)	(574,660)	(578,454)	(582,248)	(586,042)	(589,836)	(593,630)
		1410.00	(571,113)	(574,907)	(578,701)	(582,495)	(586,289)	(590,083)	(593,877)
		1420.00	(571,360)	(575,154)	(578,948)	(582,741)	(586,535)	(590,329)	(594,123)
		1430.00	(571,606)	(575,400)	(579,194)	(582,988)	(586,782)	(590,576)	(594,370)
		1440.00	(571,853)	(575,647)	(579,441)	(583,235)	(587,029)	(590,823)	(594,616)
		1450.00	(572,100)	(575,893)	(579,687)	(583,481)	(587,275)	(591,069)	(594,863)
		1460.00	(572,346)	(576,140)	(579,934)	(583,728)	(587,522)	(591,316)	(595,110)
		1470.00	(572,593)	(576,387)	(580,181)	(583,975)	(587,768)	(591,562)	(595,356)
		1480.00	(572,839)	(576,633)	(580,427)	(584,221)	(588,015)	(591,809)	(595,603)
		1490.00	(573,086)	(576,880)	(580,674)	(584,468)	(588,262)	(592,056)	(595,849)
		1500.00	(573,333)	(577,127)	(580,920)	(584,714)	(588,508)	(592,302)	(596,096)
		1510.00	(573,579)	(577,373)	(581,167)	(584,961)	(588,755)	(592,549)	(596,343)
		1520.00	(573,826)	(577,620)	(581,414)	(585,208)	(589,001)	(592,795)	(596,589)
		1530.00	(574,072)	(577,866)	(581,660)	(585,454)	(589,248)	(593,042)	(596,836)
		1540.00	(574,319)	(578,113)	(581,907)	(585,701)	(589,495)	(593,289)	(597,082)
		1550.00	(574,566)	(578,360)	(582,153)	(585,947)	(589,741)	(593,535)	(597,329)
		1560.00	(574,812)	(578,606)	(582,400)	(586,194)	(589,988)	(593,782)	(597,576)
		1570.00	(575,059)	(578,853)	(582,647)	(586,441)	(590,234)	(594,028)	(597,822)
		1580.00	(575,305)	(579,099)	(582,893)	(586,687)	(590,481)	(594,275)	(598,069)
		1590.00	(575,552)	(579,346)	(583,140)	(586,934)	(590,728)	(594,522)	(598,316)
		1600.00	(575,799)	(579,593)	(583,387)	(587,180)	(590,974)	(594,768)	(598,562)

251201 SWC_PBSA & BTR Appraisals_CIL_v3_S_T

Scheme Typology:

BTR

No Units: **75**

Site Typology:

Location:

Town Centre/ Urban Area

Greenfield/Brownfield:

Brownfield

Notes:

Median BCIS. No defined CIL rate for BTR (assumed £0)

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV £ per acre (n))	(543,929)	90%	95%	100%	105%	110%	115%	120%
	1500.00	(586,995)	(583,958)	(580,920)	(577,883)	(574,846)	(571,809)	(568,772)
	1510.00	(587,241)	(584,204)	(581,167)	(578,130)	(575,093)	(572,055)	(569,018)
CIL Epsm	1520.00	(587,488)	(584,451)	(581,414)	(578,376)	(575,339)	(572,302)	(569,265)
0.00	1530.00	(587,735)	(584,697)	(581,660)	(578,623)	(575,586)	(572,549)	(569,511)
(recommended CIL)	1540.00	(587,981)	(584,944)	(581,907)	(578,870)	(575,832)	(572,795)	(569,758)
0.00	1550.00	(588,228)	(585,191)	(582,153)	(579,116)	(576,079)	(573,042)	(570,005)
	1560.00	(588,474)	(585,437)	(582,400)	(579,363)	(576,326)	(573,288)	(570,251)
	1570.00	(588,721)	(585,684)	(582,647)	(579,609)	(576,572)	(573,535)	(570,498)
	1580.00	(588,968)	(585,931)	(582,893)	(579,856)	(576,819)	(573,782)	(570,744)
	1590.00	(589,214)	(586,177)	(583,140)	(580,103)	(577,065)	(574,028)	(570,991)
	1600.00	(589,461)	(586,424)	(583,387)	(580,349)	(577,312)	(574,275)	(571,238)
	1610.00	(589,708)	(586,670)	(583,633)	(580,596)	(577,559)	(574,521)	(571,484)
	1620.00	(589,954)	(586,917)	(583,880)	(580,843)	(577,805)	(574,768)	(571,731)
	1630.00	(590,201)	(587,164)	(584,126)	(581,089)	(578,052)	(575,015)	(571,977)
	1640.00	(590,447)	(587,410)	(584,373)	(581,336)	(578,299)	(575,261)	(572,224)
	1650.00	(590,694)	(587,657)	(584,620)	(581,582)	(578,545)	(575,508)	(572,471)
	1660.00	(590,941)	(587,903)	(584,866)	(581,829)	(578,792)	(575,755)	(572,717)
	1670.00	(591,187)	(588,150)	(585,113)	(582,076)	(579,038)	(576,001)	(572,964)
	1680.00	(591,434)	(588,397)	(585,359)	(582,322)	(579,285)	(576,248)	(573,211)
	1690.00	(591,680)	(588,643)	(585,606)	(582,569)	(579,532)	(576,494)	(573,457)
	1700.00	(591,927)	(588,890)	(585,853)	(582,815)	(579,778)	(576,741)	(573,704)
	1710.00	(592,174)	(589,136)	(586,099)	(583,062)	(580,025)	(576,988)	(573,950)
	1720.00	(592,420)	(589,383)	(586,346)	(583,309)	(580,271)	(577,234)	(574,197)
	1730.00	(592,667)	(589,630)	(586,592)	(583,555)	(580,518)	(577,481)	(574,444)
	1740.00	(592,913)	(589,876)	(586,839)	(583,802)	(580,765)	(577,727)	(574,690)
	1750.00	(593,160)	(590,123)	(587,086)	(584,048)	(581,011)	(577,974)	(574,937)

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

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Appraisal Ref: **U** (see Typologies Matrix)
 Scheme Typology: **Age Restricted / Sheltered Housing**
 Site Typology: **Location: Area Wide**
 Notes/Comments: **Median BCIS; 40% AH, Current CIL: £0**
 No Units: **50**
 Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			50 Units						
AH Policy requirement (% Target)			40%						
Open Market Sale (OMS) housing			Open Market Sale (OMS) 60%						
AH tenure split %			Affordable Rent:		0.0%		70.0% % Rented		
			Social Rent:		70.0%				
			First Homes:		0.0%				
			Other Intermediate (LCHO/Sub-Market etc.):		30.0%		12.0% % of total (>10% First Homes PPG 023)		
			100%		100.0%				
CIL Rate (£ psm)			0.00 £ psm						
Unit Mix -									
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
2 bed House	0.0%	0.0	0.0%	0	0%	0.0			
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0			
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0			
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	60.0%	18.0	60.0%	12.0	60%	30.0			
2 bed Flat	40.0%	12.0	40.0%	8.0	40%	20.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	30.0	100.0%	20.0	100%	50.0		
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	75.0	807	85.0%		88.2	950			
3 bed Flat	0.0	0	85.0%		0.0	0			
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	75.0	807	85.0%		88.2	950			
3 bed Flat	0.0	0	85.0%		0.0	0			
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
2 bed House	0	0	0	0	0	0			
3 bed House	0	0	0	0	0	0			
3 bed House (with garage)	0	0	0	0	0	0			
4 bed House (with garage)	0	0	0	0	0	0			
5 bed House (with garage)	0	0	0	0	0	0			
1 bed Flat	1,059	11,397	706	7,598	1,765	18,995			
2 bed Flat	1,059	11,397	706	7,598	1,765	18,995			
3 bed Flat	0	0	0	0	0	0			
	2,118	22,794	1,412	15,196	3,529	37,990			
AH % by floor area:		40.00% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)			
2 bed House		0	0	0	0	0			
3 bed House		0	0	0	0	0			
3 bed House (with garage)		0	0	0	0	0			
4 bed House (with garage)		0	0	0	0	0			
5 bed House (with garage)		0	0	0	0	0			
1 bed Flat	260,000	5,200	483	4,420	411	7,800,000			
2 bed Flat	350,000	4,667	434	3,967	369	7,000,000			
3 bed Flat		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0			
						14,800,000			
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
3 bed House	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
3 bed House (with garage)	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
4 bed House (with garage)	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
5 bed House (with garage)	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
1 bed Flat	97,500	37.5%	97,500	37.5%	182,000	70.0%	182,000	70.0%	
2 bed Flat	131,250	37.5%	131,250	37.5%	245,000	70.0%	245,000	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0.0%	70.0%	
* capped @£250K									

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology: Age Restricted / Sheltered Housing
Site Typology: Location: Area Wide
Notes/Comments: Median BCIS; 40% AH, Current CIL: £0

No Units: 50
Greenfield/Brownfield: Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
2 bed House	0.0	@	0	-	
3 bed House	0.0	@	0	-	
3 bed House (with garage)	0.0	@	0	-	
4 bed House (with garage)	0.0	@	0	-	
5 bed House (with garage)	0.0	@	0	-	
1 bed Flat	18.0	@	260,000	4,680,000	
2 bed Flat	12.0	@	350,000	4,200,000	
3 bed Flat	0.0	@	0	-	
	30.0			8,880,000	
Affordable Rent GDV -					
2 bed House	0.0	@	0	-	
3 bed House	0.0	@	0	-	
3 bed House (with garage)	0.0	@	0	-	
4 bed House (with garage)	0.0	@	0	-	
5 bed House (with garage)	0.0	@	0	-	
1 bed Flat	0.0	@	97,500	-	
2 bed Flat	0.0	@	131,250	-	
3 bed Flat	0.0	@	0	-	
	0.0			-	
Social Rent GDV -					
2 bed House	0.0	@	0	-	
3 bed House	0.0	@	0	-	
3 bed House (with garage)	0.0	@	0	-	
4 bed House (with garage)	0.0	@	0	-	
5 bed House (with garage)	0.0	@	0	-	
1 bed Flat	8.4	@	97,500	819,000	
2 bed Flat	5.6	@	131,250	735,000	
3 bed Flat	0.0	@	0	-	
	14.0			1,554,000	
First Homes GDV -					
2 bed House	0.0	@	0	-	
3 bed House	0.0	@	0	-	
3 bed House (with garage)	0.0	@	0	-	
4 bed House (with garage)	0.0	@	0	-	
5 bed House (with garage)	0.0	@	0	-	
1 bed Flat	0.0	@	182,000	-	
2 bed Flat	0.0	@	245,000	-	
3 bed Flat	0.0	@	0	-	
	0.0			-	
Other Intermediate GDV -					
2 bed House	0.0	@	0	-	
3 bed House	0.0	@	0	-	
3 bed House (with garage)	0.0	@	0	-	
4 bed House (with garage)	0.0	@	0	-	
5 bed House (with garage)	0.0	@	0	-	
1 bed Flat	3.6	@	182,000	655,200	
2 bed Flat	2.4	@	245,000	588,000	
3 bed Flat	0.0	@	0	-	
	6.0	20.0		1,243,200	
Sub-total GDV Residential	50			11,677,200	
AH on-site cost analysis:		EMV (no AH) less EGDV (inc. AH)		3,122,800	
		885 £ psm (total GIA sqm)		62,456 £ per unit (total units)	
Grant	20	AH units @	0 per unit	-	
Total GDV				11,677,200	

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology: Age Restricted / Sheltered Housing
Site Typology: Location: Area Wide
Notes/Comments: Median BCIS; 40% AH, Current CIL: £0
 No Units: 50
 Greenfield/Brownfield: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25			(capped at £411,885)	31,750 £				(31,750)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	127,000 £				(127,000)
CIL (Mrkt only inc. garages)	Max		2,118 sqm	0.00 £ psm					-
	CIL analysis:		0.00% % of GDV		0 £ per unit (total units)				
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	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				-
Site Specific S106 (installment)			50 units @		9,031 per unit				(451,541)
	Sub-total								(451,541)
	S106 analysis:	1,083,699 £ per ha		3.87% % of GDV	9,031 £ per unit (total units)				
AH Commuted Sum			3,529 sqm (total)		0 £ psm				-
	Comm. Sum analysis:		0.00% % of GDV						
Construction Costs -									
Site Clearance, Demolition & Remediation			0.42 ha @		£ per ha (if brownfield)				-
Site Infrastructure costs	Year 1				0				-
(strategic site cashflow yrs 1-15)	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				-
	Years 1-15		50 units @		0 per unit				-
	Sub-total								-
	Infra. Costs analysis:	- £ per ha		0.00% % of GDV	0 £ per unit (total units)				
2 bed House			- sqm @		0 psm				-
3 bed House			- sqm @		0 psm				-
3 bed House (EXC. garage)			- sqm @		0 psm				-
4 bed House (EXC. garage)			- sqm @		0 psm				-
5 bed House (EXC. garage)			- sqm @		0 psm				-
1 bed Flat			1,765 sqm @		1,893 psm				(3,340,588)
2 bed Flat			1,765 sqm @		1,893 psm				(3,340,588)
3 bed Flat			- sqm @		1,893 psm				-
Garages for 3B House	-	16.0	0 sqm @		531 psm				-
Garages for 4B House	-	16.0	0 sqm @		531 psm				-
Garages for 5B House	-	16.0	0 sqm @		531 psm				-
	Total GIA check:		3,529 £ per garage		£8,500				
External works			6,681,176 @		15.0%				(1,002,176)
	Ext. Works analysis:				20,044 £ per unit (total units)				
Policy Costs on design -									
Net Biodiversity costs			50 units @		1,003 £ per unit				(50,150)
M4(2) Category 2 Housing	Aff units	20 units @		0% @	625 £ per unit				-
M4(3) Category 3 Housing	Aff units (>20 units)	20 units @		100% @	12,133 £ per unit				(242,660)
M4(2) Category 2 Housing	OMS units	30 units @		0% @	625 £ per unit				-
M4(3) Category 3 Housing	OMS units (>20 units)	30 units @		100% @	12,133 £ per unit				(363,990)
Part L/FHS - Flats		50 units @			2,712 £ per unit				(135,600)
	Part L/FHS analysis:				2.0% % of BCIS costs				
Water Efficiency - Flats		50 units @			909 £ per unit				(45,450)
Broadband infrastructure	(< 20 units only)	- units @			747 £ per unit				-
Building Safety Levy		50 3,529			psm levy rate				-
	Sub-total								(837,850)
	Policy Costs analysis: (design costs only)				16,757 £ per unit (total units)				
					12.5% % of BCIS costs				
Contingency (on construction)			8,521,203 @		3.0%				(255,636)

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology: **Age Restricted / Sheltered Housing** No Units: **50**
 Site Typology: Location: **Area Wide** Greenfield/Brownfield: **Greenfield**
 Notes/Comments: **Median BCIS; 40% AH, Current CIL: £0**

Professional Fees	8,521,203	@	10.0%		(852,120)
Disposal Costs -					
OMS Marketing and Promotion	8,880,000	OMS @	3.00%	5,328 £ per unit	(266,400)
Residential Sales Agent Costs	8,880,000	OMS @	1.00%	1,776 £ per unit	(88,800)
Residential Sales Legal Costs	8,880,000	OMS @	0.50%	888 £ per unit	(44,400)
Affordable Sale Legal Costs		AH @	0.25%	£ per unit	
Empty Property Costs				2,000 £ per unit	(100,000)
Disposal Cost analysis:				7,992 £ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00% APR		0.565% pcm	(617,011)
Developers Profit -					
Profit on OMS	8,880,000		20.00%		(1,776,000)
Margin on AH	2,797,200		6.00%	on AH values	(167,832)
Profit analysis:	11,677,200		16.65% blended GDV	(1,943,832)	
	11,355,862		17.12% on costs	(1,943,832)	
TOTAL COSTS					(13,299,694)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					(1,622,494)
SDLT	-	@	HMRC formula		-
Acquisition Agent fees	-	@	1.0%		-
Acquisition Legal fees	-	@	0.5%		-
Interest on Land	-	@	7.00%		-
Residual Land Value					(1,622,494)
RLV analysis:	(32,450) £ per plot	(3,893,984) £ per ha (net)	(1,575,874) £ per acre (net)		
		(3,115,188) £ per ha (gross)	(1,260,699) £ per acre (gross)		
			-13.89% % RLV / GDV		

BENCHMARK LAND VALUE (BLV)					
Residential Density		120.0	dph (net)		
Site Area (net)		0.42	ha (net)	1.03	acres (net)
Net to Gross ratio		80%			
Site Area (gross)		0.52	ha (gross)	1.29	acres (gross)
Density analysis:		8,471	sqm/ha (net)	36,899	sqft/ac (net)
		96	dph (gross)		
Benchmark Land Value (net)	4,633 £ per plot	555,975	£ per ha (net)	225,000	£ per acre (net)
BLV analysis:		444,780	£ per ha (gross)	180,000	£ per acre (gross)
					231,656

BALANCE					
Surplus/(Deficit)		(4,449,959)	£ per ha (net)	(1,800,874)	£ per acre (net)
					(1,854,150)

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology: **Age Restricted / Sheltered Housing** No Units: **50**
 Site Typology: Location: **Area Wide** Greenfield/Brownfield: **Greenfield**
 Notes/Comments: **Median BCIS; 40% AH, Current CIL: £0**

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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 £ per acre (n))	(1,800,874)	15%	20%	25%	30%	35%	40%	45%
0.00	(770,455)	(975,930)	(1,181,404)	(1,387,042)	(1,593,958)	(1,800,874)	(2,050,119)	
10.00	(802,265)	(1,005,868)	(1,209,471)	(1,413,386)	(1,618,421)	(1,823,455)	(2,193,144)	
20.00	(834,075)	(1,035,807)	(1,237,539)	(1,439,731)	(1,642,883)	(1,846,036)	(2,336,310)	
30.00	(865,885)	(1,065,746)	(1,265,806)	(1,466,075)	(1,667,346)	(1,868,617)	(2,479,476)	
40.00	(897,694)	(1,095,684)	(1,293,674)	(1,492,420)	(1,691,809)	(1,891,198)	(2,622,642)	
50.00	(929,504)	(1,125,623)	(1,321,741)	(1,518,764)	(1,716,271)	(1,913,778)	(2,765,807)	
60.00	(961,314)	(1,155,561)	(1,349,809)	(1,545,108)	(1,740,734)	(1,936,359)	(2,908,973)	
70.00	(993,124)	(1,185,500)	(1,377,876)	(1,571,453)	(1,765,197)	(1,958,940)	(3,052,139)	
80.00	(1,024,934)	(1,215,439)	(1,405,944)	(1,597,797)	(1,789,659)	(1,981,521)	(3,195,305)	
90.00	(1,056,743)	(1,245,377)	(1,434,161)	(1,624,142)	(1,814,122)	(2,004,102)	(3,338,470)	
100.00	(1,088,553)	(1,275,316)	(1,462,387)	(1,650,486)	(1,838,585)	(2,026,683)	(3,481,636)	
110.00	(1,120,363)	(1,305,254)	(1,490,614)	(1,676,830)	(1,863,047)	(2,049,264)	(3,624,802)	
120.00	(1,152,173)	(1,335,193)	(1,518,840)	(1,703,175)	(1,887,510)	(2,071,845)	(3,767,968)	
130.00	(1,183,982)	(1,365,132)	(1,547,066)	(1,729,519)	(1,911,972)	(2,094,426)	(3,911,134)	
140.00	(1,215,792)	(1,395,070)	(1,575,292)	(1,755,864)	(1,936,435)	(2,117,007)	(4,054,299)	
150.00	(1,247,602)	(1,425,009)	(1,603,518)	(1,782,208)	(1,960,898)	(2,231,565)	(4,197,465)	
160.00	(1,279,412)	(1,454,947)	(1,631,744)	(1,808,552)	(1,985,360)	(2,387,673)	(4,340,631)	
170.00	(1,311,221)	(1,485,044)	(1,659,970)	(1,834,897)	(2,009,823)	(2,543,853)	(4,483,797)	
180.00	(1,343,031)	(1,515,152)	(1,688,197)	(1,861,241)	(2,034,286)	(2,700,034)	(4,626,962)	
190.00	(1,374,841)	(1,545,260)	(1,716,423)	(1,887,586)	(2,058,748)	(2,856,215)	(4,770,128)	
200.00	(1,406,651)	(1,575,368)	(1,744,649)	(1,913,930)	(2,083,211)	(3,012,396)	(4,913,294)	
210.00	(1,438,461)	(1,605,476)	(1,772,875)	(1,940,274)	(2,107,674)	(3,168,577)	(5,056,460)	
220.00	(1,470,270)	(1,635,584)	(1,801,101)	(1,966,619)	(2,132,136)	(3,324,758)	(5,199,625)	
230.00	(1,502,080)	(1,665,691)	(1,829,327)	(1,992,963)	(2,156,599)	(3,480,939)	(5,342,791)	
240.00	(1,534,045)	(1,695,799)	(1,857,553)	(2,019,308)	(2,181,062)	(3,637,119)	(5,485,957)	
250.00	(1,566,035)	(1,725,907)	(1,885,780)	(2,045,652)	(2,205,524)	(3,793,300)	(5,629,123)	

TABLE 2

TABLE 2		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV £ per acre (n))		(1,800,874)	100%	110%	120%	130%	140%	150%	160%
CIL £psm 0.00 (recommended CIL)		0.00	(1,800,874)	(1,849,023)	(1,897,172)	(1,945,320)	(1,993,469)	(2,041,618)	(2,089,767)
		10.00	(1,823,455)	(1,871,604)	(1,919,752)	(1,967,901)	(2,016,050)	(2,064,199)	(2,112,348)
		20.00	(1,846,036)	(1,894,185)	(1,942,333)	(1,990,482)	(2,038,631)	(2,086,780)	(2,199,386)
		30.00	(1,868,617)	(1,916,765)	(1,964,914)	(2,013,063)	(2,061,212)	(2,109,361)	(2,355,448)
		40.00	(1,891,198)	(1,939,346)	(1,987,495)	(2,035,644)	(2,083,793)	(2,178,760)	(2,511,629)
		50.00	(1,913,778)	(1,961,927)	(2,010,076)	(2,058,225)	(2,106,374)	(2,334,789)	(2,667,810)
		60.00	(1,936,359)	(1,984,508)	(2,032,657)	(2,080,806)	(2,158,135)	(2,490,970)	(2,823,991)
		70.00	(1,958,940)	(2,007,089)	(2,055,238)	(2,103,387)	(2,314,135)	(2,647,151)	(2,980,172)
		80.00	(1,981,521)	(2,029,670)	(2,077,819)	(2,137,509)	(2,470,310)	(2,803,331)	(3,136,352)
		90.00	(2,004,102)	(2,052,251)	(2,100,400)	(2,293,492)	(2,626,491)	(2,959,512)	(3,292,533)
		100.00	(2,026,683)	(2,074,832)	(2,122,981)	(2,449,651)	(2,782,672)	(3,115,693)	(3,448,714)
		110.00	(2,049,264)	(2,097,413)	(2,272,850)	(2,605,832)	(2,938,853)	(3,271,874)	(3,604,895)
		120.00	(2,071,845)	(2,119,994)	(2,428,991)	(2,762,013)	(3,095,034)	(3,428,055)	(3,761,076)
		130.00	(2,094,426)	(2,252,207)	(2,585,172)	(2,918,193)	(3,251,214)	(3,584,236)	(3,917,257)
		140.00	(2,117,007)	(2,408,332)	(2,741,353)	(3,074,374)	(3,407,395)	(3,740,416)	(4,073,438)
		150.00	(2,231,565)	(2,564,513)	(2,897,534)	(3,230,555)	(3,563,576)	(3,896,597)	(4,229,618)
	160.00	(2,387,673)	(2,720,694)	(3,053,715)	(3,386,736)	(3,719,757)	(4,052,778)	(4,385,799)	
	170.00	(2,543,853)	(2,876,875)	(3,209,896)	(3,542,917)	(3,875,938)	(4,208,959)	(4,541,980)	
	180.00	(2,700,034)	(3,033,055)	(3,366,077)	(3,699,098)	(4,032,119)	(4,365,140)	(4,698,161)	
	190.00	(2,856,215)	(3,189,236)	(3,522,257)	(3,855,278)	(4,188,300)	(4,521,321)	(4,854,342)	
	200.00	(3,012,396)	(3,345,417)	(3,678,438)	(4,011,459)	(4,344,480)	(4,677,501)	(5,010,523)	
	210.00	(3,168,577)	(3,501,598)	(3,834,619)	(4,167,640)	(4,500,661)	(4,833,682)	(5,166,703)	
	220.00	(3,324,758)	(3,657,779)	(3,990,800)	(4,323,821)	(4,656,842)	(4,989,863)	(5,322,884)	
	230.00	(3,480,939)	(3,813,960)	(4,146,981)	(4,480,002)	(4,813,023)	(5,146,044)	(5,479,065)	
	240.00	(3,637,119)	(3,970,140)	(4,303,162)	(4,636,183)	(4,969,204)	(5,302,225)	(5,635,246)	
	250.00	(3,793,300)	(4,126,321)	(4,459,342)	(4,792,364)	(5,125,385)	(5,458,406)	(5,791,427)	

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology: **Age Restricted / Sheltered Housing** No Units: **50**
 Site Typology: Location: **Area Wide** Greenfield/Brownfield: **Greenfield**
 Notes/Comments: **Median BCIS; 40% AH, Current CIL: £0**

		Profit							
		20%							
Balance (RLV - BLV £ per acre (n))	(1,800,874)	15%	16%	17%	18%	19%	20%	21%	
0.00		(1,369,632)	(1,455,880)	(1,542,128)	(1,628,377)	(1,714,625)	(1,800,874)	(1,887,122)	
10.00		(1,392,212)	(1,478,461)	(1,564,709)	(1,650,958)	(1,737,206)	(1,823,455)	(1,909,703)	
CIL £psm	20.00	(1,414,793)	(1,501,042)	(1,587,290)	(1,673,539)	(1,759,787)	(1,846,036)	(1,932,284)	
0.00	30.00	(1,437,374)	(1,523,623)	(1,609,871)	(1,696,120)	(1,782,368)	(1,868,617)	(1,954,865)	
(recommended CIL)	40.00	(1,459,955)	(1,546,204)	(1,632,452)	(1,718,701)	(1,804,949)	(1,891,198)	(1,977,446)	
-	50.00	(1,482,536)	(1,568,785)	(1,655,033)	(1,741,282)	(1,827,530)	(1,913,778)	(2,000,027)	
	60.00	(1,505,117)	(1,591,365)	(1,677,614)	(1,763,862)	(1,850,111)	(1,936,359)	(2,022,608)	
	70.00	(1,527,698)	(1,613,946)	(1,700,195)	(1,786,443)	(1,872,692)	(1,958,940)	(2,045,189)	
	80.00	(1,550,279)	(1,636,527)	(1,722,776)	(1,809,024)	(1,895,273)	(1,981,521)	(2,067,770)	
	90.00	(1,572,860)	(1,659,108)	(1,745,357)	(1,831,605)	(1,917,854)	(2,004,102)	(2,090,351)	
	100.00	(1,595,441)	(1,681,689)	(1,767,938)	(1,854,186)	(1,940,435)	(2,026,683)	(2,112,932)	
	110.00	(1,618,022)	(1,704,270)	(1,790,518)	(1,876,767)	(1,963,015)	(2,049,264)	(2,135,512)	
	120.00	(1,640,602)	(1,726,851)	(1,813,099)	(1,899,348)	(1,985,596)	(2,071,845)	(2,158,093)	
	130.00	(1,663,183)	(1,749,432)	(1,835,680)	(1,921,929)	(2,008,177)	(2,094,426)	(2,180,674)	
	140.00	(1,685,764)	(1,772,013)	(1,858,261)	(1,944,510)	(2,030,758)	(2,117,007)	(2,203,255)	
	150.00	(1,800,322)	(1,886,571)	(1,972,819)	(2,059,068)	(2,145,316)	(2,231,565)	(2,317,813)	
	160.00	(1,956,430)	(2,042,679)	(2,128,927)	(2,215,176)	(2,301,424)	(2,387,673)	(2,473,921)	
	170.00	(2,112,611)	(2,198,860)	(2,285,108)	(2,371,356)	(2,457,605)	(2,543,853)	(2,630,102)	
	180.00	(2,268,792)	(2,355,040)	(2,441,289)	(2,527,537)	(2,613,786)	(2,700,034)	(2,786,283)	
	190.00	(2,424,973)	(2,511,221)	(2,597,470)	(2,683,718)	(2,769,967)	(2,856,215)	(2,942,464)	
	200.00	(2,581,154)	(2,667,402)	(2,753,651)	(2,839,899)	(2,926,147)	(3,012,396)	(3,098,644)	
	210.00	(2,737,334)	(2,823,583)	(2,909,831)	(2,996,080)	(3,082,328)	(3,168,577)	(3,254,825)	
	220.00	(2,893,515)	(2,979,764)	(3,066,012)	(3,152,261)	(3,238,509)	(3,324,758)	(3,411,006)	
	230.00	(3,049,696)	(3,135,945)	(3,222,193)	(3,308,442)	(3,394,690)	(3,480,939)	(3,567,187)	
	240.00	(3,205,877)	(3,292,125)	(3,378,374)	(3,464,622)	(3,550,871)	(3,637,119)	(3,723,368)	
	250.00	(3,362,058)	(3,448,306)	(3,534,555)	(3,620,803)	(3,707,052)	(3,793,300)	(3,879,549)	

		BLV (£ per acre (n))							
		100,000	125,000	150,000	175,000	200,000	225,000	250,000	
Balance (RLV - BLV £ per acre (n))	(1,800,874)	0.00	10.00	20.00	30.00	40.00	50.00	60.00	70.00
0.00		(1,675,874)	(1,700,874)	(1,725,874)	(1,750,874)	(1,775,874)	(1,800,874)	(1,825,874)	
10.00		(1,698,455)	(1,723,455)	(1,748,455)	(1,773,455)	(1,798,455)	(1,823,455)	(1,848,455)	
CIL £psm	20.00	(1,721,036)	(1,746,036)	(1,771,036)	(1,796,036)	(1,821,036)	(1,846,036)	(1,871,036)	
0.00	30.00	(1,743,617)	(1,768,617)	(1,793,617)	(1,818,617)	(1,843,617)	(1,868,617)	(1,893,617)	
(recommended CIL)	40.00	(1,766,198)	(1,791,198)	(1,816,198)	(1,841,198)	(1,866,198)	(1,891,198)	(1,916,198)	
-	50.00	(1,788,778)	(1,813,778)	(1,838,778)	(1,863,778)	(1,888,778)	(1,913,778)	(1,938,778)	
	60.00	(1,811,359)	(1,836,359)	(1,861,359)	(1,886,359)	(1,911,359)	(1,936,359)	(1,961,359)	
	70.00	(1,833,940)	(1,858,940)	(1,883,940)	(1,908,940)	(1,933,940)	(1,958,940)	(1,983,940)	
	80.00	(1,856,521)	(1,881,521)	(1,906,521)	(1,931,521)	(1,956,521)	(1,981,521)	(2,006,521)	
	90.00	(1,879,102)	(1,904,102)	(1,929,102)	(1,954,102)	(1,979,102)	(2,004,102)	(2,029,102)	
	100.00	(1,901,683)	(1,926,683)	(1,951,683)	(1,976,683)	(2,001,683)	(2,026,683)	(2,051,683)	
	110.00	(1,924,264)	(1,949,264)	(1,974,264)	(1,999,264)	(2,024,264)	(2,049,264)	(2,074,264)	
	120.00	(1,946,845)	(1,971,845)	(1,996,845)	(2,021,845)	(2,046,845)	(2,071,845)	(2,096,845)	
	130.00	(1,969,426)	(1,994,426)	(2,019,426)	(2,044,426)	(2,069,426)	(2,094,426)	(2,119,426)	
	140.00	(1,992,007)	(2,017,007)	(2,042,007)	(2,067,007)	(2,092,007)	(2,117,007)	(2,142,007)	
	150.00	(2,106,565)	(2,131,565)	(2,156,565)	(2,181,565)	(2,206,565)	(2,231,565)	(2,256,565)	
	160.00	(2,262,673)	(2,287,673)	(2,312,673)	(2,337,673)	(2,362,673)	(2,387,673)	(2,412,673)	
	170.00	(2,418,853)	(2,443,853)	(2,468,853)	(2,493,853)	(2,518,853)	(2,543,853)	(2,568,853)	
	180.00	(2,575,034)	(2,600,034)	(2,625,034)	(2,650,034)	(2,675,034)	(2,700,034)	(2,725,034)	
	190.00	(2,731,215)	(2,756,215)	(2,781,215)	(2,806,215)	(2,831,215)	(2,856,215)	(2,881,215)	
	200.00	(2,887,396)	(2,912,396)	(2,937,396)	(2,962,396)	(2,987,396)	(3,012,396)	(3,037,396)	
	210.00	(3,043,577)	(3,068,577)	(3,093,577)	(3,118,577)	(3,143,577)	(3,168,577)	(3,193,577)	
	220.00	(3,199,758)	(3,224,758)	(3,249,758)	(3,274,758)	(3,299,758)	(3,324,758)	(3,349,758)	
	230.00	(3,355,939)	(3,380,939)	(3,405,939)	(3,430,939)	(3,455,939)	(3,480,939)	(3,505,939)	
	240.00	(3,512,119)	(3,537,119)	(3,562,119)	(3,587,119)	(3,612,119)	(3,637,119)	(3,662,119)	
	250.00	(3,668,300)	(3,693,300)	(3,718,300)	(3,743,300)	(3,768,300)	(3,793,300)	(3,818,300)	

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology:

Age Restricted / Sheltered Housing

No Units:

50

Site Typology:

Location:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Median BCIS; 40% AH, Current CIL: £0

TABLE 5		Density (dph) (net)		120					
Balance (RLV - BLV £ per acre (n))	(1,800,874)	30	35	40	45	50	55	60	
CIL £psm 0.00 (recommended CIL) -	0.00	(618,968)	(684,630)	(750,291)	(815,953)	(881,614)	(947,276)	(1,012,937)	
	10.00	(624,614)	(691,216)	(757,818)	(824,421)	(891,023)	(957,625)	(1,024,227)	
	20.00	(630,259)	(697,802)	(765,345)	(832,888)	(900,432)	(967,975)	(1,035,518)	
	30.00	(635,904)	(704,388)	(772,872)	(841,356)	(909,840)	(978,324)	(1,046,808)	
	40.00	(641,549)	(710,974)	(780,399)	(849,824)	(919,249)	(988,674)	(1,058,099)	
	50.00	(647,195)	(717,560)	(787,926)	(858,292)	(928,658)	(999,023)	(1,069,389)	
	60.00	(652,840)	(724,146)	(795,453)	(866,760)	(938,066)	(1,009,373)	(1,080,680)	
	70.00	(658,485)	(730,733)	(802,980)	(875,228)	(947,475)	(1,019,723)	(1,091,970)	
	80.00	(664,130)	(737,319)	(810,507)	(883,695)	(956,884)	(1,030,072)	(1,103,261)	
	90.00	(669,776)	(743,905)	(818,034)	(892,163)	(966,293)	(1,040,422)	(1,114,551)	
	100.00	(675,421)	(750,491)	(825,561)	(900,631)	(975,701)	(1,050,771)	(1,125,842)	
	110.00	(681,066)	(757,077)	(833,088)	(909,099)	(985,110)	(1,061,121)	(1,137,132)	
	120.00	(686,711)	(763,663)	(840,615)	(917,567)	(994,519)	(1,071,471)	(1,148,422)	
	130.00	(692,356)	(770,249)	(848,142)	(926,035)	(1,003,927)	(1,081,820)	(1,159,713)	
	140.00	(698,002)	(776,835)	(855,669)	(934,503)	(1,013,336)	(1,092,170)	(1,171,003)	
	150.00	(726,641)	(810,248)	(893,855)	(977,462)	(1,061,069)	(1,144,676)	(1,228,282)	
160.00	(765,668)	(855,780)	(945,891)	(1,036,002)	(1,126,114)	(1,216,225)	(1,306,336)		
170.00	(804,713)	(901,332)	(997,951)	(1,094,570)	(1,191,189)	(1,287,808)	(1,384,427)		
180.00	(843,759)	(946,885)	(1,050,011)	(1,153,138)	(1,256,264)	(1,359,391)	(1,462,517)		
190.00	(882,804)	(992,438)	(1,102,072)	(1,211,706)	(1,321,340)	(1,430,974)	(1,540,608)		
200.00	(921,849)	(1,037,990)	(1,154,132)	(1,270,273)	(1,386,415)	(1,502,556)	(1,618,698)		
210.00	(960,894)	(1,083,543)	(1,206,192)	(1,328,841)	(1,451,490)	(1,574,139)	(1,696,788)		
220.00	(999,939)	(1,129,096)	(1,258,253)	(1,387,409)	(1,516,566)	(1,645,722)	(1,774,879)		
230.00	(1,038,985)	(1,174,649)	(1,310,313)	(1,445,977)	(1,581,641)	(1,717,305)	(1,852,969)		
240.00	(1,078,030)	(1,220,201)	(1,362,373)	(1,504,545)	(1,646,716)	(1,788,888)	(1,931,060)		
250.00	(1,117,075)	(1,265,754)	(1,414,433)	(1,563,113)	(1,711,792)	(1,860,471)	(2,009,155)		

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology:

Age Restricted / Sheltered Housing

No Units:

50

Site Typology:

Location:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Median BCIS; 40% AH, Current CIL: £0

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV £ per acre (n))	(1,800,874)	90%	95%	100%	105%	110%	115%	120%
		(10,230,227)	(7,402,216)	(4,574,204)	(2,143,213)	(1,808,124)	(1,473,036)	(1,139,571)
		(10,386,408)	(7,558,396)	(4,730,385)	(2,165,794)	(1,830,705)	(1,495,617)	(1,162,025)
CIL £psm	320.00	(10,542,588)	(7,714,577)	(4,886,566)	(2,188,375)	(1,853,286)	(1,518,198)	(1,184,479)
0.00	330.00	(10,698,769)	(7,870,758)	(5,042,747)	(2,214,982)	(1,875,867)	(1,540,779)	(1,206,933)
(recommended CIL)	340.00	(10,854,950)	(8,026,939)	(5,198,928)	(2,370,954)	(1,898,448)	(1,563,360)	(1,229,387)
-	350.00	(11,011,131)	(8,183,120)	(5,355,109)	(2,527,097)	(1,921,029)	(1,585,941)	(1,251,840)
	360.00	(11,167,312)	(8,339,301)	(5,511,289)	(2,683,278)	(1,943,610)	(1,608,522)	(1,274,294)
	370.00	(11,323,493)	(8,495,481)	(5,667,470)	(2,839,459)	(1,966,191)	(1,631,102)	(1,296,748)
	380.00	(11,479,673)	(8,651,662)	(5,823,651)	(2,995,640)	(1,988,772)	(1,653,683)	(1,319,202)
	390.00	(11,635,854)	(8,807,843)	(5,979,832)	(3,151,821)	(2,011,353)	(1,676,264)	(1,341,656)
	400.00	(11,792,035)	(8,964,024)	(6,136,013)	(3,308,002)	(2,033,934)	(1,698,845)	(1,364,110)
	410.00	(11,948,216)	(9,120,205)	(6,292,194)	(3,464,182)	(2,056,514)	(1,721,426)	(1,386,564)
	420.00	(12,104,397)	(9,276,386)	(6,448,375)	(3,620,363)	(2,079,095)	(1,744,007)	(1,409,018)
	430.00	(12,260,578)	(9,432,567)	(6,604,555)	(3,776,544)	(2,101,676)	(1,766,588)	(1,431,500)
	440.00	(12,416,759)	(9,588,747)	(6,760,736)	(3,932,725)	(2,124,257)	(1,789,169)	(1,454,080)
	450.00	(12,572,939)	(9,744,928)	(6,916,917)	(4,088,906)	(2,146,838)	(1,811,750)	(1,476,661)
	460.00	(12,729,120)	(9,901,109)	(7,073,098)	(4,245,087)	(2,169,419)	(1,834,331)	(1,499,242)
	470.00	(12,885,301)	(10,057,290)	(7,229,279)	(4,401,268)	(2,192,000)	(1,856,912)	(1,521,823)
	480.00	(13,041,482)	(10,213,471)	(7,385,460)	(4,557,448)	(2,214,581)	(1,879,492)	(1,544,404)
	490.00	(13,197,663)	(10,369,652)	(7,541,640)	(4,713,629)	(2,237,162)	(1,902,073)	(1,566,985)
	500.00	(13,353,844)	(10,525,832)	(7,697,821)	(4,869,810)	(2,259,743)	(1,924,654)	(1,589,566)
	510.00	(13,510,024)	(10,682,013)	(7,854,002)	(5,025,991)	(2,282,324)	(1,947,235)	(1,612,147)
	520.00	(13,666,205)	(10,838,194)	(8,010,183)	(5,182,172)	(2,354,332)	(1,969,816)	(1,634,728)
	530.00	(13,822,386)	(10,994,375)	(8,166,364)	(5,338,353)	(2,510,344)	(1,992,397)	(1,657,309)
	540.00	(13,978,567)	(11,150,556)	(8,322,545)	(5,494,533)	(2,666,522)	(2,014,978)	(1,679,890)
	550.00	(14,134,748)	(11,306,737)	(8,478,725)	(5,650,714)	(2,822,703)	(2,037,559)	(1,702,470)

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

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Appraisal Ref: **V** (see Typologies Matrix)
 Scheme Typology: **Age Restricted / Sheltered Housing**
 Site Typology: **Area Wide**
 Notes/Comments: **Median BCIS: 30% AH, Current CIL: £0**
 No Units: **50**
 Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme		50 Units															
AH Policy requirement (% Target)		30%															
Open Market Sale (OMS) housing		Open Market Sale (OMS)		70%													
AH tenure split %		Affordable Rent:		0.0%		70.0% % Rented											
		Social Rent:		70.0%													
		First Homes:		0.0%													
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%		9.0% % of total (>10% First Homes PPG 023)											
				100%		100.0%											
CIL Rate (£ psm)		0.00 £ psm															
Unit Mix -		OMS Unit mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units					
2 bed House		0.0%		0.0		0.0%		0		0%		0.0					
3 bed House		0.0%		0.0		0.0%		0.0		0%		0.0					
3 bed House (with garage)		0.0%		0.0		0.0%		0.0		0%		0.0					
4 bed House (with garage)		0.0%		0.0		0.0%		0.0		0%		0.0					
5 bed House (with garage)		0.0%		0.0		0.0%		0.0		0%		0.0					
1 bed Flat		60.0%		21.0		60.0%		9.0		60%		30.0					
2 bed Flat		40.0%		14.0		40.0%		6.0		40%		20.0					
3 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0					
Total number of units		100.0%		35.0		100.0%		15.0		100%		50.0					
Net area per unit						Net to Gross %		Garage area		Gross (GIA) per unit							
OMS Floor areas, per Unit -		(sqm)		(sqft)				(sqm)		(sqm)		(sqft)					
2 bed House		75.0		807						75.0		807					
3 bed House		95.0		1,023						95.0		1,023					
3 bed House (with garage)		95.0		1,023				16.0		111.0		1,195					
4 bed House (with garage)		120.0		1,292				16.0		136.0		1,464					
5 bed House (with garage)		135.0		1,453				16.0		151.0		1,625					
1 bed Flat		50.0		538		85.0%				58.8		633					
2 bed Flat		75.0		807		85.0%				88.2		950					
3 bed Flat		0.0		0		85.0%				0.0		0					
Net area per unit						Net to Gross %		Garage area		Gross (GIA) per unit							
AH Floor areas, per Unit -		(sqm)		(sqft)				(sqm)		(sqm)		(sqft)					
2 bed House		75.0		807						75.0		807					
3 bed House		95.0		1,023						95.0		1,023					
3 bed House (with garage)		95.0		1,023				16.0		111.0		1,195					
4 bed House (with garage)		120.0		1,292				16.0		136.0		1,464					
5 bed House (with garage)		135.0		1,453				16.0		151.0		1,625					
1 bed Flat		50.0		538		85.0%				58.8		633					
2 bed Flat		75.0		807		85.0%				88.2		950					
3 bed Flat		0.0		0		85.0%				0.0		0					
Total Gross Overall Floor areas -		OMS Units GIA				AH units GIA				Total GIA (all units)							
		(sqm)		(sqft)		(sqm)		(sqft)		(sqm)		(sqft)					
2 bed House		0		0		0		0		0		0					
3 bed House		0		0		0		0		0		0					
3 bed House (with garage)		0		0		0		0		0		0					
4 bed House (with garage)		0		0		0		0		0		0					
5 bed House (with garage)		0		0		0		0		0		0					
1 bed Flat		1,235		13,297		529		5,699		1,765		18,995					
2 bed Flat		1,235		13,297		529		5,699		1,765		18,995					
3 bed Flat		0		0		0		0		0		0					
		2,471		26,593		1,059		11,397		3,529		37,990					
AH % by floor area:		30.00% AH % by floor area (difference due to mix)															
Open Market Sales values (£) -		£ OMS (per unit)		£ psm (net)		£ psf (net)		£ psm (gross)		£ psf (gross)		total MV £ (no AH)					
2 bed House				0		0		0		0		0					
3 bed House				0		0		0		0		0					
3 bed House (with garage)				0		0		0		0		0					
4 bed House (with garage)				0		0		0		0		0					
5 bed House (with garage)				0		0		0		0		0					
1 bed Flat		260,000		5,200		483		4,420		411		7,800,000					
2 bed Flat		350,000		4,667		434		3,967		369		7,000,000					
3 bed Flat				#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		0					
												14,800,000					
Affordable Housing values (£) -		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV		Other Int. £		% of MV	
2 bed House		0		37.5%		0		37.5%		0		70.0%		0		70.0%	
3 bed House		0		37.5%		0		37.5%		0		70.0%		0		70.0%	
3 bed House (with garage)		0		37.5%		0		37.5%		0		70.0%		0		70.0%	
4 bed House (with garage)		0		37.5%		0		37.5%		0		70.0%		0		70.0%	
5 bed House (with garage)		0		37.5%		0		37.5%		0		70.0%		0		70.0%	
1 bed Flat		97,500		37.5%		97,500		37.5%		182,000		70.0%		182,000		70.0%	
2 bed Flat		131,250		37.5%		131,250		37.5%		245,000		70.0%		245,000		70.0%	
3 bed Flat		0		37.5%		0		37.5%		0		70.0%		0		70.0%	
* capped @£250K																	

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology:
Site Typology:
Notes/Comments:

Age Restricted / Sheltered Housing
Location: Area Wide
Median BCIS: 30% AH, Current CIL: £0

No Units: 50
Greenfield/Brownfield: Brownfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	21.0	@	260,000	5,460,000
2 bed Flat	14.0	@	350,000	4,900,000
3 bed Flat	0.0	@	0	-
	35.0			10,360,000
Affordable Rent GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	97,500	-
2 bed Flat	0.0	@	131,250	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	6.3	@	97,500	614,250
2 bed Flat	4.2	@	131,250	551,250
3 bed Flat	0.0	@	0	-
	10.5			1,165,500
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	182,000	-
2 bed Flat	0.0	@	245,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	2.7	@	182,000	491,400
2 bed Flat	1.8	@	245,000	441,000
3 bed Flat	0.0	@	0	-
	4.5	15.0		932,400
Sub-total GDV Residential				
	50			12,457,900
AH on-site cost analysis:				
	664 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	2,342,100
			46,842 £ per unit (total units)	
Grant				
	15	AH units @	0 per unit	-
Total GDV				
				12,457,900

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology: Age Restricted / Sheltered Housing
Site Typology: Location: Area Wide
Notes/Comments: Median BCIS: 30% AH, Current CIL: £0

No Units: 50
 Greenfield/Brownfield: Brownfield

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25				(capped at £411,885)	31,750 £			(31,750)
Planning Application Professional Fees, Surveys and reports					(capped at £1,500,000)	127,000 £			(127,000)
CIL (Mkrt only inc. garages)	Max		2,471 sqm		0.00 £ psm				-
	CIL analysis:		0.00% % of GDV			0 £ per unit (total units)			
Site Specific S106	Year 1					0			-
(strategic site cashflow yrs 1-15)	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			-
Site Specific S106 (installment)			50 units @			9,718 per unit			(485,877)
	Sub-total								(485,877)
	S106 analysis:	1,166,105 £ per ha		3.90% % of GDV		9,718 £ per unit (total units)			
AH Commuted Sum			3,529 sqm (total)			0 £ psm			-
	Comm. Sum analysis:		0.00% % of GDV						
Construction Costs -									
Site Clearance, Demolition & Remediation			0.42 ha @			123,550 £ per ha (if brownfield)			(51,479)
Site Infrastructure costs	Year 1					0			-
(strategic site cashflow yrs 1-15)	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			-
	Years 1-15								-
	Sub-total		50 units @			0 per unit			-
	Infra. Costs analysis:	- £ per ha		0.00% % of GDV		0 £ per unit (total units)			
2 bed House			- sqm @			0 psm			-
3 bed House			- sqm @			0 psm			-
3 bed House (EXC. garage)			- sqm @			0 psm			-
4 bed House (EXC. garage)			- sqm @			0 psm			-
5 bed House (EXC. garage)			- sqm @			0 psm			-
1 bed Flat			1,765 sqm @			1,893 psm			(3,340,588)
2 bed Flat			1,765 sqm @			1,893 psm			(3,340,588)
3 bed Flat			- sqm @			1,893 psm			-
Garages for 3B House	-	16.0	0 sqm @			531 psm			-
Garages for 4B House	-	16.0	0 sqm @			531 psm			-
Garages for 5B House	-	16.0	0 sqm @			531 psm			-
	Total GIA check:		3,529 £ per garage			£8,500			
External works			6,681,176 @			15.0%			(1,002,176)
	Ext. Works analysis:					20,044 £ per unit (total units)			
Policy Costs on design -									
Net Biodiversity costs			50 units @			268 £ per unit			(13,400)
M4(2) Category 2 Housing	Aff units	15 units @		0% @		625 £ per unit			-
M4(3) Category 3 Housing	Aff units (>20 units)	15 units @		100% @		12,133 £ per unit			(181,995)
M4(2) Category 2 Housing	OMS units	35 units @		0% @		625 £ per unit			-
M4(3) Category 3 Housing	OMS units (>20 units)	35 units @		100% @		12,133 £ per unit			(424,655)
Part L/FHS - Flats		50 units @				2,712 £ per unit			(135,600)
	Part L/FHS analysis:					2.0% % of BCIS costs			
Water Efficiency - Flats		50 units @				909 £ per unit			(45,450)
Broadband infrastructure	(< 20 units only)	- units @				747 £ per unit			-
Building Safety Levy		50 3,529				psm levy rate			-
	Sub-total								(801,100)
	Policy Costs analysis: (design costs only)					16,022 £ per unit (total units)			
						12.0% % of BCIS costs			
Contingency (on construction)			8,535,932 @			5.0%			(426,797)

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology: Age Restricted / Sheltered Housing
Site Typology: Location: Area Wide
Notes/Comments: Median BCIS; 30% AH, Current CIL: £0

No Units: 50
 Greenfield/Brownfield: Brownfield

Professional Fees	8,535,932 @	10.0%		(853,593)
Disposal Costs -				
OMS Marketing and Promotion	10,360,000 OMS @	3.00%	6,216 £ per unit	(310,800)
Residential Sales Agent Costs	10,360,000 OMS @	1.00%	2,072 £ per unit	(103,600)
Residential Sales Legal Costs	10,360,000 OMS @	0.50%	1,036 £ per unit	(51,800)
Affordable Sale Legal Costs	AH @	0.25%	£ per unit	(10,000)
Empty Property Costs			2,000 £ per unit	(100,000)
Disposal Cost analysis:			9,524 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00% APR	0.565% pcm		(678,064)
Developers Profit -				
Profit on OMS	10,360,000	20.00%		(2,072,000)
Margin on AH	2,097,900	6.00% on AH values		(125,874)
Profit analysis:	12,457,900	17.64% blended GDV	(2,197,874)	
	11,715,213	18.76% on costs	(2,197,874)	
TOTAL COSTS				(13,913,087)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				(1,455,187)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				(1,455,187)
RLV analysis:	(29,104) £ per plot	(3,492,449) £ per ha (net)	(1,413,375) £ per acre (net)	
		(3,143,204) £ per ha (gross)	(1,272,037) £ per acre (gross)	
			-11.68% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density	120.0 dph (net)			
Site Area (net)	0.42 ha (net)	1.03 acres (net)		
Net to Gross ratio	90%			
Site Area (gross)	0.46 ha (gross)	1.14 acres (gross)		
Density analysis:	8,471 sqm/ha (net)	36,899 sqft/ac (net)		
	108 dph (gross)			
Benchmark Land Value (net)	9,152 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)	457,592
BLV analysis:		988,399 £ per ha (gross)	400,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	(4,590,670) £ per ha (net)	(1,857,819) £ per acre (net)		(1,912,779)

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology:
Site Typology:
Notes/Comments:

Age Restricted / Sheltered Housing
Location: **Area Wide**
Median BCIS: 30% AH, Current CIL: £0

No Units: **50**
Greenfield/Brownfield: **Brownfield**

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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 30%						
Balance (RLV - BLV £ per acre (n))	(1,857,819)	15%	20%	25%	30%	35%	40%	45%
0.00	(1,239,819)	(1,445,293)	(1,650,903)	(1,857,819)	(2,064,735)	(2,271,651)	(2,478,567)	(2,685,483)
10.00	(1,271,629)	(1,475,232)	(1,679,129)	(1,884,163)	(2,089,197)	(2,294,232)	(2,499,267)	(2,704,302)
20.00	(1,303,439)	(1,505,171)	(1,707,355)	(1,910,508)	(2,113,660)	(2,316,813)	(2,519,966)	(2,723,119)
30.00	(1,335,248)	(1,535,109)	(1,735,581)	(1,936,852)	(2,138,123)	(2,339,393)	(2,540,663)	(2,741,933)
40.00	(1,367,058)	(1,565,048)	(1,763,807)	(1,963,196)	(2,162,585)	(2,471,346)	(2,672,616)	(2,873,886)
50.00	(1,398,868)	(1,594,986)	(1,792,034)	(1,989,541)	(2,187,048)	(2,627,470)	(2,828,740)	(3,029,911)
60.00	(1,430,678)	(1,624,925)	(1,820,260)	(2,015,885)	(2,211,511)	(2,783,651)	(2,984,721)	(3,181,021)
70.00	(1,462,488)	(1,654,864)	(1,848,486)	(2,042,230)	(2,235,973)	(2,939,832)	(3,140,892)	(3,337,192)
80.00	(1,494,297)	(1,684,803)	(1,876,712)	(2,068,574)	(2,260,436)	(3,096,013)	(3,297,063)	(3,493,363)
90.00	(1,526,107)	(1,714,742)	(1,904,938)	(2,094,918)	(2,284,899)	(3,252,194)	(3,453,234)	(3,649,534)
100.00	(1,557,917)	(1,745,681)	(1,933,164)	(2,121,263)	(2,309,361)	(3,408,375)	(3,609,405)	(3,805,705)
110.00	(1,589,727)	(1,775,620)	(1,961,390)	(2,147,607)	(2,333,824)	(3,564,556)	(3,765,576)	(3,961,876)
120.00	(1,621,536)	(1,805,559)	(1,989,617)	(2,173,952)	(2,358,287)	(3,720,736)	(3,921,747)	(4,118,047)
130.00	(1,653,346)	(1,835,498)	(2,017,843)	(2,200,296)	(2,382,749)	(3,876,917)	(4,077,918)	(4,274,218)
140.00	(1,685,156)	(1,865,437)	(2,046,069)	(2,226,640)	(2,407,212)	(4,033,098)	(4,234,089)	(4,430,389)
150.00	(1,716,966)	(1,895,376)	(2,074,295)	(2,252,985)	(2,431,675)	(4,189,279)	(4,390,260)	(4,586,560)
160.00	(1,748,776)	(1,925,315)	(2,102,521)	(2,279,329)	(2,456,137)	(4,345,460)	(4,546,431)	(4,742,731)
170.00	(1,780,586)	(1,955,254)	(2,130,747)	(2,305,674)	(2,561,804)	(4,501,641)	(4,702,602)	(4,898,902)
180.00	(1,812,396)	(1,985,193)	(2,158,973)	(2,332,018)	(2,730,893)	(4,657,821)	(4,858,773)	(5,055,073)
190.00	(1,844,206)	(2,015,132)	(2,187,200)	(2,358,362)	(2,900,989)	(4,814,002)	(5,014,944)	(5,211,244)
200.00	(1,876,016)	(2,045,071)	(2,215,426)	(2,384,707)	(3,069,285)	(4,970,183)	(5,171,115)	(5,367,415)
210.00	(1,907,826)	(2,075,010)	(2,243,652)	(2,411,051)	(3,238,481)	(5,126,364)	(5,327,286)	(5,523,586)
220.00	(1,939,636)	(2,104,949)	(2,271,878)	(2,437,396)	(3,407,677)	(5,282,545)	(5,483,457)	(5,679,757)
230.00	(1,971,446)	(2,134,888)	(2,300,104)	(2,463,740)	(3,576,873)	(5,438,726)	(5,639,628)	(5,835,928)
240.00	(2,003,256)	(2,164,827)	(2,328,330)	(2,490,084)	(3,746,069)	(5,594,906)	(5,795,799)	(6,032,100)
250.00	(2,035,066)	(2,194,766)	(2,356,556)	(2,516,429)	(3,915,265)	(5,751,087)	(5,952,980)	(6,188,271)

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV £ per acre (n))	(1,857,819)	100%	110%	120%	130%	140%	150%	160%
0.00	(1,857,819)	(1,909,629)	(1,961,439)	(2,013,249)	(2,065,059)	(2,116,869)	(2,168,679)	(2,220,489)
10.00	(1,884,163)	(1,935,973)	(1,987,783)	(2,039,593)	(2,091,404)	(2,143,214)	(2,195,024)	(2,246,834)
20.00	(1,910,508)	(1,962,318)	(2,014,128)	(2,065,938)	(2,117,748)	(2,169,558)	(2,221,368)	(2,273,178)
30.00	(1,936,852)	(1,988,662)	(2,040,472)	(2,092,282)	(2,144,092)	(2,195,902)	(2,247,712)	(2,299,522)
40.00	(1,963,196)	(2,015,007)	(2,066,817)	(2,118,627)	(2,170,437)	(2,222,247)	(2,274,057)	(2,325,867)
50.00	(1,989,541)	(2,041,351)	(2,093,161)	(2,144,971)	(2,196,781)	(2,248,591)	(2,300,401)	(2,352,211)
60.00	(2,015,885)	(2,067,695)	(2,119,505)	(2,171,315)	(2,223,126)	(2,274,936)	(2,326,746)	(2,378,556)
70.00	(2,042,230)	(2,094,040)	(2,145,850)	(2,197,660)	(2,249,470)	(2,301,280)	(2,353,090)	(2,404,900)
80.00	(2,068,574)	(2,120,384)	(2,172,194)	(2,224,004)	(2,275,814)	(2,327,624)	(2,379,434)	(2,431,244)
90.00	(2,094,918)	(2,146,728)	(2,198,539)	(2,250,349)	(2,302,159)	(2,353,969)	(2,405,779)	(2,457,589)
100.00	(2,121,263)	(2,173,073)	(2,224,883)	(2,276,693)	(2,328,503)	(2,380,313)	(2,432,123)	(2,483,933)
110.00	(2,147,607)	(2,199,417)	(2,251,227)	(2,303,037)	(2,354,848)	(2,406,658)	(2,458,468)	(2,510,278)
120.00	(2,173,952)	(2,225,762)	(2,277,572)	(2,329,382)	(2,381,192)	(2,433,002)	(2,484,812)	(2,536,622)
130.00	(2,200,296)	(2,252,106)	(2,303,916)	(2,355,726)	(2,407,536)	(2,459,346)	(2,511,156)	(2,562,966)
140.00	(2,226,640)	(2,278,450)	(2,330,261)	(2,382,071)	(2,433,881)	(2,485,691)	(2,537,501)	(2,589,311)
150.00	(2,252,985)	(2,304,795)	(2,356,605)	(2,408,415)	(2,460,225)	(2,512,035)	(2,563,845)	(2,615,655)
160.00	(2,279,329)	(2,331,139)	(2,382,949)	(2,434,759)	(2,486,569)	(2,538,379)	(2,590,189)	(2,641,999)
170.00	(2,305,674)	(2,357,484)	(2,409,294)	(2,461,104)	(2,512,914)	(2,564,724)	(2,616,534)	(2,668,344)
180.00	(2,332,018)	(2,383,828)	(2,435,638)	(2,487,448)	(2,539,258)	(2,591,068)	(2,642,878)	(2,694,688)
190.00	(2,358,362)	(2,410,172)	(2,461,983)	(2,513,793)	(2,565,603)	(2,617,413)	(2,669,223)	(2,721,033)
200.00	(2,384,707)	(2,436,517)	(2,488,327)	(2,540,137)	(2,602,028)	(2,664,919)	(2,727,810)	(2,790,701)
210.00	(2,411,051)	(2,462,861)	(2,514,671)	(2,566,481)	(2,618,291)	(2,670,101)	(2,721,911)	(2,773,721)
220.00	(2,437,396)	(2,489,206)	(2,541,016)	(2,602,826)	(2,654,636)	(2,706,446)	(2,758,256)	(2,810,066)
230.00	(2,463,740)	(2,515,550)	(2,567,360)	(2,619,170)	(2,670,980)	(2,722,790)	(2,774,600)	(2,826,410)
240.00	(2,490,084)	(2,541,894)	(2,593,704)	(2,645,514)	(2,697,324)	(2,749,134)	(2,800,944)	(2,852,754)
250.00	(2,516,429)	(2,568,239)	(2,620,049)	(2,671,859)	(2,723,669)	(2,775,479)	(2,827,289)	(2,879,099)

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology:
Site Typology:
Notes/Comments:

Age Restricted / Sheltered Housing
Location: Area Wide
Median BCIS: 30% AH, Current CIL: £0

No Units: 50
Greenfield/Brownfield: Brownfield

Balance (RLV - BLV £ per acre (n))	Profit 20%							
	(1,857,819)	15%	16%	17%	18%	19%	20%	21%
0.00		(1,354,703)	(1,455,326)	(1,555,949)	(1,656,572)	(1,757,196)	(1,857,819)	(1,958,442)
10.00		(1,381,047)	(1,481,670)	(1,582,294)	(1,682,917)	(1,783,540)	(1,884,163)	(1,984,786)
20.00		(1,407,391)	(1,508,015)	(1,608,638)	(1,709,261)	(1,809,884)	(1,910,508)	(2,011,131)
CIL £psm								
0.00		(1,433,736)	(1,534,359)	(1,634,982)	(1,735,606)	(1,836,229)	(1,936,852)	(2,037,475)
(recommended CIL)		(1,460,080)	(1,560,704)	(1,661,327)	(1,761,950)	(1,862,573)	(1,963,196)	(2,063,820)
		(1,486,425)	(1,587,048)	(1,687,671)	(1,788,294)	(1,888,918)	(1,989,541)	(2,090,164)
		(1,512,769)	(1,613,392)	(1,714,016)	(1,814,639)	(1,915,262)	(2,015,885)	(2,116,508)
		(1,539,113)	(1,639,737)	(1,740,360)	(1,840,983)	(1,941,606)	(2,042,230)	(2,142,853)
		(1,565,458)	(1,666,081)	(1,766,704)	(1,867,328)	(1,967,951)	(2,068,574)	(2,169,197)
		(1,591,802)	(1,692,425)	(1,793,049)	(1,893,672)	(1,994,295)	(2,094,918)	(2,195,542)
		(1,618,147)	(1,718,770)	(1,819,393)	(1,920,016)	(2,020,640)	(2,121,263)	(2,221,886)
		(1,644,491)	(1,745,114)	(1,845,738)	(1,946,361)	(2,046,984)	(2,147,607)	(2,248,230)
		(1,670,835)	(1,771,459)	(1,872,082)	(1,972,705)	(2,073,328)	(2,173,952)	(2,274,575)
		(1,697,180)	(1,797,803)	(1,898,426)	(1,999,050)	(2,099,673)	(2,200,296)	(2,300,919)
		(1,723,524)	(1,824,147)	(1,924,771)	(2,025,394)	(2,126,017)	(2,226,640)	(2,327,264)
		(1,749,869)	(1,850,492)	(1,951,115)	(2,051,738)	(2,152,362)	(2,252,985)	(2,353,608)
		(1,776,213)	(1,876,836)	(1,977,459)	(2,078,083)	(2,178,706)	(2,279,329)	(2,379,952)
		(1,802,557)	(1,903,181)	(2,003,804)	(2,104,427)	(2,205,050)	(2,305,674)	(2,406,297)
		(1,828,902)	(1,929,525)	(2,030,148)	(2,130,772)	(2,231,395)	(2,332,018)	(2,432,641)
		(1,855,246)	(1,955,869)	(2,056,493)	(2,157,116)	(2,257,739)	(2,358,362)	(2,458,986)
		(1,881,591)	(1,982,214)	(2,082,837)	(2,183,460)	(2,284,084)	(2,384,707)	(2,485,330)
		(1,907,935)	(2,008,558)	(2,109,181)	(2,209,805)	(2,310,428)	(2,411,051)	(2,511,674)
		(1,934,279)	(2,034,903)	(2,135,526)	(2,236,149)	(2,336,772)	(2,437,396)	(2,538,019)
		(1,960,624)	(2,061,247)	(2,161,870)	(2,262,493)	(2,363,117)	(2,463,740)	(2,564,363)
		(1,986,968)	(2,087,591)	(2,188,215)	(2,288,838)	(2,389,461)	(2,490,084)	(2,590,708)
		(2,013,313)	(2,113,936)	(2,214,559)	(2,315,182)	(2,415,806)	(2,516,429)	(2,617,052)

Balance (RLV - BLV £ per acre (n))	BLV (£ per acre (n))						
	(1,857,819)	100,000	125,000	150,000	175,000	200,000	250,000
0.00		(1,513,375)	(1,538,375)	(1,563,375)	(1,588,375)	(1,613,375)	(1,663,375)
10.00		(1,539,719)	(1,564,719)	(1,589,719)	(1,614,719)	(1,639,719)	(1,689,719)
20.00		(1,566,064)	(1,591,064)	(1,616,064)	(1,641,064)	(1,666,064)	(1,716,064)
CIL £psm							
0.00		(1,592,408)	(1,617,408)	(1,642,408)	(1,667,408)	(1,692,408)	(1,742,408)
(recommended CIL)		(1,618,752)	(1,643,752)	(1,668,752)	(1,693,752)	(1,718,752)	(1,768,752)
		(1,645,097)	(1,670,097)	(1,695,097)	(1,720,097)	(1,745,097)	(1,795,097)
		(1,671,441)	(1,696,441)	(1,721,441)	(1,746,441)	(1,771,441)	(1,821,441)
		(1,697,786)	(1,722,786)	(1,747,786)	(1,772,786)	(1,797,786)	(1,847,786)
		(1,724,130)	(1,749,130)	(1,774,130)	(1,799,130)	(1,824,130)	(1,874,130)
		(1,750,474)	(1,775,474)	(1,800,474)	(1,825,474)	(1,850,474)	(1,900,474)
		(1,776,819)	(1,801,819)	(1,826,819)	(1,851,819)	(1,876,819)	(1,926,819)
		(1,803,163)	(1,828,163)	(1,853,163)	(1,878,163)	(1,903,163)	(1,953,163)
		(1,829,508)	(1,854,508)	(1,879,508)	(1,904,508)	(1,929,508)	(1,979,508)
		(1,855,852)	(1,880,852)	(1,905,852)	(1,930,852)	(1,955,852)	(2,005,852)
		(1,882,196)	(1,907,196)	(1,932,196)	(1,957,196)	(1,982,196)	(2,032,196)
		(1,908,541)	(1,933,541)	(1,958,541)	(1,983,541)	(2,008,541)	(2,058,541)
		(1,934,885)	(1,959,885)	(1,984,885)	(2,009,885)	(2,034,885)	(2,084,885)
		(1,961,230)	(1,986,230)	(2,011,230)	(2,036,230)	(2,061,230)	(2,111,230)
		(1,987,574)	(2,012,574)	(2,037,574)	(2,062,574)	(2,087,574)	(2,137,574)
		(2,013,918)	(2,038,918)	(2,063,918)	(2,088,918)	(2,113,918)	(2,163,918)
		(2,040,263)	(2,065,263)	(2,090,263)	(2,115,263)	(2,140,263)	(2,190,263)
		(2,066,607)	(2,091,607)	(2,116,607)	(2,141,607)	(2,166,607)	(2,216,607)
		(2,092,952)	(2,117,952)	(2,142,952)	(2,167,952)	(2,192,952)	(2,242,952)
		(2,119,296)	(2,144,296)	(2,169,296)	(2,194,296)	(2,219,296)	(2,269,296)
		(2,145,640)	(2,170,640)	(2,195,640)	(2,220,640)	(2,245,640)	(2,295,640)
		(2,171,985)	(2,196,985)	(2,221,985)	(2,246,985)	(2,271,985)	(2,321,985)

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology:
Site Typology:
Notes/Comments:

Age Restricted / Sheltered Housing
Location: **Area Wide**
Median BCIS: 30% AH, Current CIL: £0

No Units: **50**
Greenfield/Brownfield: **Brownfield**

TABLE 5		Density (dph) (net)						
		120						
Balance (RLV - BLV £ per acre (n))		(1,857,819)	30	35	40	45	50	55
CIL £psm								
0.00								
(recommended CIL)								
0.00		(847,543)	(903,669)	(959,796)	(1,015,922)	(1,072,049)	(1,128,175)	(1,184,301)
10.00		(854,129)	(911,353)	(968,577)	(1,025,801)	(1,083,025)	(1,140,250)	(1,197,474)
20.00		(860,715)	(919,037)	(977,359)	(1,035,680)	(1,094,002)	(1,152,324)	(1,210,646)
30.00		(867,301)	(926,721)	(986,140)	(1,045,560)	(1,104,979)	(1,164,399)	(1,223,818)
40.00		(873,887)	(934,404)	(994,922)	(1,055,439)	(1,115,956)	(1,176,473)	(1,236,990)
50.00		(880,473)	(942,088)	(1,003,703)	(1,065,318)	(1,126,933)	(1,188,548)	(1,250,162)
60.00		(887,059)	(949,772)	(1,012,484)	(1,075,197)	(1,137,910)	(1,200,622)	(1,263,335)
70.00		(893,645)	(957,456)	(1,021,266)	(1,085,076)	(1,148,886)	(1,212,697)	(1,276,507)
80.00		(900,232)	(965,139)	(1,030,047)	(1,094,955)	(1,159,863)	(1,224,771)	(1,289,679)
90.00		(906,818)	(972,823)	(1,038,829)	(1,104,834)	(1,170,840)	(1,236,846)	(1,302,851)
100.00		(913,404)	(980,507)	(1,047,610)	(1,114,714)	(1,181,817)	(1,248,920)	(1,316,023)
110.00		(919,990)	(988,191)	(1,056,392)	(1,124,593)	(1,192,794)	(1,260,995)	(1,329,196)
120.00		(926,576)	(995,875)	(1,065,173)	(1,134,472)	(1,203,771)	(1,273,069)	(1,342,368)
130.00		(933,162)	(1,003,558)	(1,073,955)	(1,144,351)	(1,214,747)	(1,285,144)	(1,355,540)
140.00		(939,748)	(1,011,242)	(1,082,736)	(1,154,230)	(1,225,724)	(1,297,218)	(1,368,712)
150.00		(946,334)	(1,018,926)	(1,091,518)	(1,164,109)	(1,236,701)	(1,309,293)	(1,381,884)
160.00		(952,920)	(1,026,610)	(1,100,299)	(1,173,988)	(1,247,678)	(1,321,367)	(1,395,057)
170.00		(959,506)	(1,034,294)	(1,109,081)	(1,183,868)	(1,258,655)	(1,333,442)	(1,408,229)
180.00		(966,093)	(1,041,977)	(1,117,862)	(1,193,747)	(1,269,632)	(1,345,516)	(1,421,401)
190.00		(972,679)	(1,049,661)	(1,126,643)	(1,203,626)	(1,280,608)	(1,357,591)	(1,434,573)
200.00		(979,265)	(1,057,345)	(1,135,425)	(1,213,505)	(1,291,585)	(1,369,665)	(1,447,745)
210.00		(1,015,132)	(1,065,029)	(1,144,206)	(1,223,384)	(1,302,562)	(1,381,740)	(1,460,918)
220.00		(1,060,666)	(1,086,951)	(1,152,988)	(1,233,263)	(1,313,539)	(1,393,814)	(1,474,090)
230.00		(1,106,219)	(1,140,041)	(1,173,934)	(1,243,143)	(1,324,516)	(1,405,889)	(1,487,262)
240.00		(1,151,772)	(1,193,186)	(1,234,602)	(1,276,076)	(1,335,493)	(1,417,963)	(1,500,434)
250.00		(1,197,324)	(1,246,331)	(1,295,337)	(1,344,344)	(1,393,384)	(1,442,463)	(1,513,606)

TABLE 6		Build cost						
		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		100%	90%	95%	100%	105%	110%	115%
Balance (RLV - BLV £ per acre (n))		(1,857,819)						
CIL £psm								
0.00								
(recommended CIL)								
0.00		(913,971)	(1,385,107)	(1,857,819)	(2,331,618)	(4,078,230)	(7,355,261)	(10,632,292)
10.00		(940,168)	(1,411,303)	(1,884,163)	(2,357,962)	(4,260,441)	(7,537,472)	(10,814,503)
20.00		(966,364)	(1,437,499)	(1,910,508)	(2,384,307)	(4,442,652)	(7,719,683)	(10,996,714)
30.00		(992,560)	(1,463,696)	(1,936,852)	(2,410,651)	(4,624,863)	(7,901,894)	(11,178,925)
40.00		(1,018,757)	(1,489,892)	(1,963,196)	(2,436,996)	(4,807,074)	(8,084,105)	(11,361,136)
50.00		(1,044,953)	(1,516,088)	(1,989,541)	(2,463,340)	(4,989,285)	(8,266,316)	(11,543,347)
60.00		(1,071,149)	(1,542,284)	(2,015,885)	(2,489,684)	(5,171,496)	(8,448,527)	(11,725,558)
70.00		(1,097,345)	(1,568,481)	(2,042,230)	(2,516,029)	(5,353,707)	(8,630,738)	(11,907,769)
80.00		(1,123,542)	(1,594,677)	(2,068,574)	(2,542,373)	(5,535,918)	(8,812,949)	(12,089,980)
90.00		(1,149,738)	(1,621,119)	(2,094,918)	(2,568,718)	(5,718,129)	(8,995,160)	(12,272,191)
100.00		(1,175,934)	(1,647,464)	(2,121,263)	(2,623,536)	(5,900,340)	(9,177,371)	(12,454,402)
110.00		(1,202,131)	(1,673,808)	(2,147,607)	(2,805,531)	(6,082,551)	(9,359,582)	(12,636,613)
120.00		(1,228,327)	(1,700,152)	(2,173,952)	(2,987,730)	(6,264,762)	(9,541,793)	(12,818,824)
130.00		(1,254,523)	(1,726,497)	(2,200,296)	(3,169,941)	(6,446,973)	(9,724,004)	(13,001,035)
140.00		(1,280,719)	(1,752,841)	(2,226,640)	(3,352,152)	(6,629,184)	(9,906,215)	(13,183,246)
150.00		(1,306,916)	(1,779,186)	(2,252,985)	(3,534,363)	(6,811,395)	(10,088,426)	(13,365,457)
160.00		(1,333,112)	(1,805,530)	(2,279,329)	(3,716,574)	(6,993,606)	(10,270,637)	(13,547,668)
170.00		(1,359,308)	(1,831,874)	(2,305,674)	(3,898,785)	(7,175,817)	(10,452,848)	(13,729,879)
180.00		(1,385,504)	(1,858,219)	(2,332,018)	(4,080,996)	(7,358,027)	(10,635,059)	(13,912,090)
190.00		(1,411,701)	(1,884,563)	(2,358,362)	(4,263,207)	(7,540,238)	(10,817,270)	(14,094,301)
200.00		(1,437,897)	(1,910,908)	(2,384,707)	(4,445,418)	(7,722,449)	(10,999,481)	(14,276,512)
210.00		(1,464,093)	(1,937,252)	(2,411,051)	(4,627,629)	(7,904,660)	(11,181,692)	(14,458,723)
220.00		(1,490,290)	(1,963,596)	(2,437,396)	(4,809,840)	(8,086,871)	(11,363,903)	(14,640,934)
230.00		(1,516,486)	(1,989,941)	(2,463,740)	(4,992,051)	(8,269,082)	(11,546,114)	(14,823,145)
240.00		(1,542,682)	(2,016,285)	(2,490,084)	(5,174,262)	(8,451,293)	(11,728,325)	(15,005,356)
250.00		(1,568,878)	(2,042,630)	(2,516,429)	(5,356,473)	(8,633,504)	(11,910,536)	(15,187,567)

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology:

Site Typology:

Notes/Comments:

Age Restricted / Sheltered Housing

Location:

Median BCIS: 30% AH, Current CIL: £0

No Units:

Greenfield/Brownfield:

50

Brownfield

Balance (RLV - BLV £ per acre (n))	Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
	(1,857,819)	90%	95%	100%	105%	110%	115%
0.00	(1,857,819)	(4,122,860)	(2,248,755)	(1,857,819)	(1,467,779)	(1,079,315)	(690,852)
10.00		(4,305,071)	(2,275,100)	(1,884,163)	(1,493,975)	(1,105,511)	(717,048)
20.00		(4,487,282)	(2,301,444)	(1,910,508)	(1,520,171)	(1,131,708)	(743,244)
30.00		(4,669,493)	(2,327,788)	(1,936,852)	(1,546,367)	(1,157,904)	(769,440)
40.00		(4,851,704)	(2,354,133)	(1,963,196)	(1,572,564)	(1,184,100)	(795,637)
50.00		(5,033,915)	(2,380,477)	(1,989,541)	(1,598,760)	(1,210,296)	(821,833)
60.00		(5,216,126)	(2,406,822)	(2,015,885)	(1,624,956)	(1,236,493)	(848,029)
70.00		(5,398,337)	(2,433,166)	(2,042,230)	(1,651,293)	(1,262,689)	(874,226)
80.00		(5,580,548)	(2,459,510)	(2,068,574)	(1,677,638)	(1,288,885)	(900,422)
90.00		(5,762,759)	(2,485,855)	(2,094,918)	(1,703,982)	(1,315,082)	(926,618)
100.00		(5,944,970)	(2,645,675)	(2,121,263)	(1,730,326)	(1,341,278)	(952,814)
110.00		(6,127,181)	(2,827,835)	(2,147,607)	(1,756,671)	(1,367,474)	(979,011)
120.00		(6,309,392)	(3,010,046)	(2,173,952)	(1,783,015)	(1,393,670)	(1,005,207)
130.00		(6,491,603)	(3,192,257)	(2,200,296)	(1,809,360)	(1,419,867)	(1,031,403)
140.00		(6,673,814)	(3,374,468)	(2,226,640)	(1,835,704)	(1,446,063)	(1,057,600)
150.00		(6,856,025)	(3,556,679)	(2,252,985)	(1,862,048)	(1,472,259)	(1,083,796)
160.00		(7,038,236)	(3,738,890)	(2,279,329)	(1,888,393)	(1,498,456)	(1,109,992)
170.00		(7,220,447)	(3,921,101)	(2,305,674)	(1,914,737)	(1,524,652)	(1,136,188)
180.00		(7,402,658)	(4,103,312)	(2,332,018)	(1,941,082)	(1,550,848)	(1,162,385)
190.00		(7,584,869)	(4,285,523)	(2,358,362)	(1,967,426)	(1,577,044)	(1,188,581)
200.00		(7,767,080)	(4,467,734)	(2,384,707)	(1,993,770)	(1,603,241)	(1,214,777)
210.00		(7,949,291)	(4,649,945)	(2,411,051)	(2,020,115)	(1,629,437)	(1,240,973)
220.00		(8,131,502)	(4,832,156)	(2,437,396)	(2,046,459)	(1,655,633)	(1,267,170)
230.00		(8,313,713)	(5,014,366)	(2,463,740)	(2,072,803)	(1,681,867)	(1,293,366)
240.00		(8,495,924)	(5,196,577)	(2,490,084)	(2,099,148)	(1,708,211)	(1,319,562)
250.00		(8,678,135)	(5,378,788)	(2,516,429)	(2,125,492)	(1,734,556)	(1,345,759)

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

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Appraisal Ref: **W** (see Typologies Matrix)
 Scheme Typology: **Assisted Living / Extra Care**
 Site Typology: **Location: Area Wide**
 Notes/Comments: **Median BCIS; 40% AH, Current CIL: £0**
 No Units: **60**
 Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			60 Units						
AH Policy requirement (% Target)			40%						
Open Market Sale (OMS) housing			60%						
AH tenure split %			Open Market Sale (OMS)		Affordable Rent:		0.0%		
			Social Rent:				70.0% % Rented		
			First Homes:				0.0%		
			Other Intermediate (LCHO/Sub-Market etc.):				30.0%		
			100%		100.0%		12.0% % of total (>10% First Homes PPG 023)		
CIL Rate (£ psm)			0.00 £ psm						
Unit Mix -		OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
2 bed House		0.0%	0.0	0.0%	0	0%	0.0		
3 bed House		0.0%	0.0	0.0%	0.0	0%	0.0		
3 bed House (with garage)		0.0%	0.0	0.0%	0.0	0%	0.0		
4 bed House (with garage)		0.0%	0.0	0.0%	0.0	0%	0.0		
5 bed House (with garage)		0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat		60.0%	21.6	60.0%	14.4	60%	36.0		
2 bed Flat		40.0%	14.4	40.0%	9.6	40%	24.0		
3 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units		100.0%	36.0	100.0%	24.0	100%	60.0		
OMS Floor areas, per Unit -		Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)		
2 bed House		75.0	807			75.0	807		
3 bed House		95.0	1,023			95.0	1,023		
3 bed House (with garage)		95.0	1,023		16.0	111.0	1,195		
4 bed House (with garage)		120.0	1,292		16.0	136.0	1,464		
5 bed House (with garage)		135.0	1,453		16.0	151.0	1,625		
1 bed Flat		60.0	646	75.0%		80.0	861		
2 bed Flat		80.0	861	75.0%		106.7	1,148		
3 bed Flat		0.0	0	75.0%		0.0	0		
AH Floor areas, per Unit -		Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)		
2 bed House		75.0	807			75.0	807		
3 bed House		95.0	1,023			95.0	1,023		
3 bed House (with garage)		95.0	1,023		16.0	111.0	1,195		
4 bed House (with garage)		120.0	1,292		16.0	136.0	1,464		
5 bed House (with garage)		135.0	1,453		16.0	151.0	1,625		
1 bed Flat		60.0	646	75.0%		80.0	861		
2 bed Flat		80.0	861	75.0%		106.7	1,148		
3 bed Flat		0.0	0	75.0%		0.0	0		
Total Gross Overall Floor areas -		OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
2 bed House		0	0	0	0	0	0		
3 bed House		0	0	0	0	0	0		
3 bed House (with garage)		0	0	0	0	0	0		
4 bed House (with garage)		0	0	0	0	0	0		
5 bed House (with garage)		0	0	0	0	0	0		
1 bed Flat		1,728	18,600	1,152	12,400	2,880	31,000		
2 bed Flat		1,536	16,533	1,024	11,022	2,560	27,556		
3 bed Flat		0	0	0	0	0	0		
		3,264	35,133	2,176	23,422	5,440	58,556		
AH % by floor area:		40.00% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -		£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)		
2 bed House			0	0	0	0	0		
3 bed House			0	0	0	0	0		
3 bed House (with garage)			0	0	0	0	0		
4 bed House (with garage)			0	0	0	0	0		
5 bed House (with garage)			0	0	0	0	0		
1 bed Flat		315,000	5,250	488	3,938	366	11,340,000		
2 bed Flat		418,000	5,225	485	3,919	364	10,032,000		
3 bed Flat			#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0		
							21,372,000		
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House		0	37.5%	0	37.5%	0	70.0%	0	70.0%
3 bed House		0	37.5%	0	37.5%	0	70.0%	0	70.0%
3 bed House (with garage)		0	37.5%	0	37.5%	0	70.0%	0	70.0%
4 bed House (with garage)		0	37.5%	0	37.5%	0	70.0%	0	70.0%
5 bed House (with garage)		0	37.5%	0	37.5%	0	70.0%	0	70.0%
1 bed Flat		118,125	37.5%	118,125	37.5%	220,500	70.0%	220,500	70.0%
2 bed Flat		156,750	37.5%	156,750	37.5%	250,000	70.0%	292,600	70.0%
3 bed Flat		0	37.5%	0	37.5%	0	70.0%	0	70.0%
* capped @£250K									

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology: **Assisted Living / Extra Care** No Units: **60**
 Site Typology: Location: **Area Wide** Greenfield/Brownfield: **Greenfield**
 Notes/Comments: **Median BCIS; 40% AH, Current CIL: £0**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	21.6	@	315,000	6,804,000
2 bed Flat	14.4	@	418,000	6,019,200
3 bed Flat	0.0	@	0	-
	36.0			12,823,200
Affordable Rent GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	118,125	-
2 bed Flat	0.0	@	156,750	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	10.1	@	118,125	1,190,700
2 bed Flat	6.7	@	156,750	1,053,360
3 bed Flat	0.0	@	0	-
	16.8			2,244,060
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	220,500	-
2 bed Flat	0.0	@	250,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	4.3	@	220,500	952,560
2 bed Flat	2.9	@	292,600	842,688
3 bed Flat	0.0	@	0	-
	7.2	24.0		1,795,248
Sub-total GDV Residential	60			16,862,508
AH on-site cost analysis:		£MV (no AH) less £GDV (inc. AH)		4,509,492
		829 £ psm (total GIA sqm)		75,158 £ per unit (total units)
Grant	24	AH units @ 0 per unit		-
Total GDV				16,862,508

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology: Assisted Living / Extra Care
Site Typology: Location: Area Wide
Notes/Comments: Median BCIS; 40% AH, Current CIL: £0
 No Units: 60
 Greenfield/Brownfield: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25			(capped at £411,885)	33,275	£			(33,275)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	99,825	£			(99,825)
CIL (Mrkt only inc. garages)	Max		3,264 sqm	0.00	£ psm				-
	CIL analysis:			0.00% % of GDV		0	£ per unit (total units)		
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	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				-
Site Specific S106 (installment)			60 units @		7,118	per unit			(427,105)
	Sub-total								(427,105)
	S106 analysis:	711,841	£ per ha	2.53% % of GDV		7,118	£ per unit (total units)		
AH Commuted Sum			5,440 sqm (total)		0	£ psm			-
	Comm. Sum analysis:			0.00% % of GDV					
Construction Costs -									
Site Clearance, Demolition & Remediation			0.60 ha @			£ per ha (if brownfield)			-
Site Infrastructure costs	Year 1				0				-
(strategic site cashflow yrs 1-15)	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				-
	Years 1-15		60 units @			0	per unit		-
	Sub-total								-
	Infra. Costs analysis:	-	£ per ha	0.00% % of GDV		0	£ per unit (total units)		
2 bed House			- sqm @		0	psm			-
3 bed House			- sqm @		0	psm			-
3 bed House (EXC. garage)			- sqm @		0	psm			-
4 bed House (EXC. garage)			- sqm @		0	psm			-
5 bed House (EXC. garage)			- sqm @		0	psm			-
1 bed Flat			2,880 sqm @		1,893	psm			(5,451,840)
2 bed Flat			2,560 sqm @		1,893	psm			(4,846,080)
3 bed Flat			- sqm @		1,893	psm			-
Garages for 3B House	-	16.0	0 sqm @		531	psm			-
Garages for 4B House	-	16.0	0 sqm @		531	psm			-
Garages for 5B House	-	16.0	0 sqm @		531	psm			-
	Total GIA check:		5,440	£ per garage	£8,500				
External works			10,297,920 @		15.0%				(1,544,688)
	Ext. Works analysis:					25,745	£ per unit (total units)		
Policy Costs on design -									
Net Biodiversity costs			60 units @		1,003	£ per unit			(60,180)
M4(2) Category 2 Housing	Aff units	24 units @		0% @		625	£ per unit		-
M4(3) Category 3 Housing	Aff units (>20 units)	24 units @		100% @		12,133	£ per unit		(291,192)
M4(2) Category 2 Housing	OMS units	36 units @		0% @		625	£ per unit		-
M4(3) Category 3 Housing	OMS units (>20 units)	36 units @		100% @		12,133	£ per unit		(436,788)
Part L/FHS - Flats		60 units @				2,712	£ per unit		(162,720)
	Part L/FHS analysis:				1.6%	% of BCIS costs			
Water Efficiency - Flats		60 units @				909	£ per unit		(54,540)
Broadband infrastructure	(< 20 units only)	- units @				747	£ per unit		-
Building Safety Levy		60 5,440					psm levy rate		-
	Sub-total								(1,005,420)
	Policy Costs analysis: (design costs only)				16,757	£ per unit (total units)			
					9.8%	% of BCIS costs			
Contingency (on construction)			12,848,028 @		3.0%				(385,441)

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology: **Assisted Living / Extra Care** No Units: **60**
 Site Typology: Location: **Area Wide** Greenfield/Brownfield: **Greenfield**
 Notes/Comments: **Median BCIS; 40% AH, Current CIL: £0**

Professional Fees	12,848,028	@	10.0%		(1,284,803)
Disposal Costs -					
OMS Marketing and Promotion	12,823,200	OMS @	3.00%	6,412 £ per unit	(384,696)
Residential Sales Agent Costs	12,823,200	OMS @	1.00%	2,137 £ per unit	(128,232)
Residential Sales Legal Costs	12,823,200	OMS @	0.50%	1,069 £ per unit	(64,116)
Affordable Sale Legal Costs		AH @	0.25%	£ per unit	(10,000)
Empty Property Costs				2,000 £ per unit	(120,000)
Disposal Cost analysis:				9,784 £ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00% APR		0.565% pcm	(915,124)
Developers Profit -					
Profit on OMS	12,823,200		20.00%		(2,564,640)
Margin on AH	4,039,308		6.00% on AH values		(242,358)
Profit analysis:	16,862,508		16.65% blended GDV	(2,806,998)	
	16,700,644		16.81% on costs	(2,806,998)	
TOTAL COSTS					(19,507,643)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					(2,645,135)
SDLT	-	@	HMRC formula		-
Acquisition Agent fees	-	@	1.0%		-
Acquisition Legal fees	-	@	0.5%		-
Interest on Land	-	@	7.00%		-
Residual Land Value					(2,645,135)
RLV analysis:	(44,086) £ per plot	(4,408,558) £ per ha (net)	(1,784,119) £ per acre (net)		
		(3,526,847) £ per ha (gross)	(1,427,295) £ per acre (gross)		
			-15.69% % RLV / GDV		

BENCHMARK LAND VALUE (BLV)					
Residential Density		100.0	dph (net)		
Site Area (net)		0.60	ha (net)	1.48	acres (net)
Net to Gross ratio		80%			
Site Area (gross)		0.75	ha (gross)	1.85	acres (gross)
Density analysis:		9,067	sqm/ha (net)	39,495	sqft/ac (net)
		80	dph (gross)		
Benchmark Land Value (net)	5,560 £ per plot	555,975	£ per ha (net)	225,000	£ per acre (net)
BLV analysis:		444,780	£ per ha (gross)	180,000	£ per acre (gross)
					333,585

BALANCE					
Surplus/(Deficit)		(4,964,533)	£ per ha (net)	(2,009,119)	£ per acre (net)
					(2,978,720)

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology: **Assisted Living / Extra Care** No Units: **60**
 Site Typology: Location: **Area Wide** Greenfield/Brownfield: **Greenfield**
 Notes/Comments: **Median BCIS; 40% AH, Current CIL: £0**

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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 £ per acre (n))	(2,009,119)	15%	20%	25%	30%	35%	40%	45%
0.00		(883,242)	(1,058,835)	(1,234,427)	(1,410,328)	(1,801,621)	(2,009,119)	(3,475,579)
10.00		(917,291)	(1,090,880)	(1,264,470)	(1,438,526)	(1,827,805)	(2,033,289)	(3,628,820)
20.00		(951,339)	(1,122,926)	(1,294,513)	(1,466,724)	(1,853,989)	(2,057,459)	(3,782,060)
30.00		(985,387)	(1,154,971)	(1,324,555)	(1,494,922)	(1,880,173)	(2,081,629)	(3,935,301)
40.00		(1,019,435)	(1,187,016)	(1,354,598)	(1,523,121)	(1,906,357)	(2,105,799)	(4,088,541)
50.00		(1,053,483)	(1,219,062)	(1,384,640)	(1,551,319)	(1,932,541)	(2,144,367)	(4,241,781)
60.00		(1,087,532)	(1,251,107)	(1,414,736)	(1,579,517)	(1,958,725)	(2,311,335)	(4,395,022)
70.00		(1,121,580)	(1,283,153)	(1,444,949)	(1,607,715)	(1,984,909)	(2,478,495)	(4,548,262)
80.00		(1,155,628)	(1,315,198)	(1,475,161)	(1,635,914)	(2,011,093)	(2,645,666)	(4,701,503)
90.00		(1,189,676)	(1,347,243)	(1,505,373)	(1,664,112)	(2,037,277)	(2,812,838)	(4,854,743)
100.00		(1,223,725)	(1,379,289)	(1,535,586)	(1,692,310)	(2,063,462)	(2,980,009)	(5,007,983)
110.00		(1,257,773)	(1,411,334)	(1,565,798)	(1,720,509)	(2,089,646)	(3,147,180)	(5,161,224)
120.00		(1,291,821)	(1,443,380)	(1,596,011)	(1,748,707)	(2,115,830)	(3,314,352)	(5,314,464)
130.00		(1,325,869)	(1,475,541)	(1,626,223)	(1,776,905)	(2,142,014)	(3,481,523)	(5,467,705)
140.00		(1,359,918)	(1,507,768)	(1,656,435)	(1,805,103)	(2,168,198)	(3,648,694)	(5,620,945)
150.00		(1,393,966)	(1,539,994)	(1,686,648)	(1,833,302)	(2,194,382)	(3,815,866)	(5,774,185)
160.00		(1,428,014)	(1,572,221)	(1,716,860)	(1,861,500)	(2,220,566)	(3,983,037)	(5,927,426)
170.00		(1,462,062)	(1,604,447)	(1,747,073)	(1,889,698)	(2,246,750)	(4,150,208)	(6,080,666)
180.00		(1,496,110)	(1,636,674)	(1,777,285)	(1,917,896)	(2,400,906)	(4,317,380)	(6,233,907)
190.00		(1,530,304)	(1,668,901)	(1,807,498)	(1,946,095)	(2,581,955)	(4,484,551)	(6,387,147)
200.00		(1,564,544)	(1,701,127)	(1,837,710)	(1,974,293)	(2,763,057)	(4,651,722)	(6,540,387)
210.00		(1,598,785)	(1,733,354)	(1,867,922)	(2,002,491)	(2,944,160)	(4,818,894)	(6,693,628)
220.00		(1,633,026)	(1,765,580)	(1,898,135)	(2,030,689)	(3,125,262)	(4,986,065)	(6,846,868)
230.00		(1,667,267)	(1,797,807)	(1,928,347)	(2,058,888)	(3,306,364)	(5,153,236)	(7,000,109)
240.00		(1,701,507)	(1,830,034)	(1,958,560)	(2,087,086)	(3,487,467)	(5,320,408)	(7,153,349)
250.00		(1,735,748)	(1,862,260)	(1,988,772)	(2,115,284)	(3,668,569)	(5,487,579)	(7,306,589)

TABLE 2

TABLE 2		Site Specific S106		100% (where 110% is a 10% increase etc.)				
Balance (RLV - BLV £ per acre (n))	(2,009,119)	100%	110%	120%	130%	140%	150%	160%
CIL £psm 0.00 (recommended CIL)	0.00	(2,009,119)	(2,040,746)	(2,072,373)	(2,104,000)	(2,183,442)	(2,402,040)	(2,620,789)
	10.00	(2,033,289)	(2,064,916)	(2,096,543)	(2,131,949)	(2,350,463)	(2,569,211)	(2,787,960)
	20.00	(2,057,459)	(2,089,086)	(2,120,713)	(2,298,906)	(2,517,634)	(2,736,383)	(2,955,132)
	30.00	(2,081,629)	(2,113,256)	(2,247,371)	(2,466,056)	(2,684,805)	(2,903,554)	(3,122,303)
	40.00	(2,105,799)	(2,195,860)	(2,414,479)	(2,633,228)	(2,851,977)	(3,070,726)	(3,289,474)
	50.00	(2,144,367)	(2,362,901)	(2,581,650)	(2,800,399)	(3,019,148)	(3,237,897)	(3,456,646)
	60.00	(2,311,335)	(2,530,073)	(2,748,821)	(2,967,570)	(3,186,319)	(3,405,068)	(3,623,817)
	70.00	(2,478,495)	(2,697,244)	(2,915,993)	(3,134,742)	(3,353,491)	(3,572,240)	(3,790,989)
	80.00	(2,645,666)	(2,864,415)	(3,083,164)	(3,301,913)	(3,520,662)	(3,739,411)	(3,958,160)
	90.00	(2,812,838)	(3,031,587)	(3,250,335)	(3,469,084)	(3,687,833)	(3,906,582)	(4,125,331)
	100.00	(2,980,009)	(3,198,758)	(3,417,507)	(3,636,256)	(3,855,005)	(4,073,754)	(4,292,503)
	110.00	(3,147,180)	(3,365,929)	(3,584,678)	(3,803,427)	(4,022,176)	(4,240,925)	(4,459,674)
	120.00	(3,314,352)	(3,533,101)	(3,751,850)	(3,970,598)	(4,189,347)	(4,408,096)	(4,626,845)
	130.00	(3,481,523)	(3,700,272)	(3,919,021)	(4,137,770)	(4,356,519)	(4,575,268)	(4,794,017)
	140.00	(3,648,694)	(3,867,443)	(4,086,192)	(4,304,941)	(4,523,690)	(4,742,439)	(4,961,188)
	150.00	(3,815,866)	(4,034,615)	(4,253,364)	(4,472,112)	(4,690,861)	(4,909,610)	(5,128,359)
160.00	(3,983,037)	(4,201,786)	(4,420,535)	(4,639,284)	(4,858,033)	(5,076,782)	(5,295,531)	
170.00	(4,150,208)	(4,368,957)	(4,587,706)	(4,806,455)	(5,025,204)	(5,243,953)	(5,462,702)	
180.00	(4,317,380)	(4,536,129)	(4,754,878)	(4,973,627)	(5,192,375)	(5,411,124)	(5,629,873)	
190.00	(4,484,551)	(4,703,300)	(4,922,049)	(5,140,798)	(5,359,547)	(5,578,296)	(5,797,045)	
200.00	(4,651,722)	(4,870,471)	(5,089,220)	(5,307,969)	(5,526,718)	(5,745,467)	(5,964,216)	
210.00	(4,818,894)	(5,037,643)	(5,256,392)	(5,475,141)	(5,693,889)	(5,912,638)	(6,131,387)	
220.00	(4,986,065)	(5,204,814)	(5,423,563)	(5,642,312)	(5,861,061)	(6,079,810)	(6,298,559)	
230.00	(5,153,236)	(5,371,985)	(5,590,734)	(5,809,483)	(6,028,232)	(6,246,981)	(6,465,730)	
240.00	(5,320,408)	(5,539,157)	(5,757,906)	(5,976,655)	(6,195,404)	(6,414,152)	(6,632,901)	
250.00	(5,487,579)	(5,706,328)	(5,925,077)	(6,143,826)	(6,362,575)	(6,581,324)	(6,800,073)	

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology: **Assisted Living / Extra Care** No Units: **60**
 Site Typology: Location: **Area Wide** Greenfield/Brownfield: **Greenfield**
 Notes/Comments: **Median BCIS; 40% AH, Current CIL: £0**

	Profit	20%	15%	16%	17%	18%	19%	20%	21%
Balance (RLV - BLV £ per acre (n))	(2,009,119)								
	0.00	(1,576,663)	(1,663,154)	(1,749,645)	(1,836,136)	(1,922,628)	(2,009,119)	(2,095,610)	
	10.00	(1,600,832)	(1,687,324)	(1,773,815)	(1,860,306)	(1,946,798)	(2,033,289)	(2,119,780)	
CIL £psm	20.00	(1,625,002)	(1,711,494)	(1,797,985)	(1,884,476)	(1,970,968)	(2,057,459)	(2,143,950)	
0.00	30.00	(1,649,172)	(1,735,664)	(1,822,155)	(1,908,646)	(1,995,138)	(2,081,629)	(2,168,120)	
(recommended CIL)	40.00	(1,673,342)	(1,759,834)	(1,846,325)	(1,932,816)	(2,019,307)	(2,105,799)	(2,192,290)	
-	50.00	(1,711,911)	(1,798,402)	(1,884,893)	(1,971,385)	(2,057,876)	(2,144,367)	(2,230,859)	
	60.00	(1,878,878)	(1,965,370)	(2,051,861)	(2,138,352)	(2,224,843)	(2,311,335)	(2,397,826)	
	70.00	(2,046,038)	(2,132,530)	(2,219,021)	(2,305,512)	(2,392,004)	(2,478,495)	(2,564,986)	
	80.00	(2,213,210)	(2,299,701)	(2,386,192)	(2,472,684)	(2,559,175)	(2,645,666)	(2,732,158)	
	90.00	(2,380,381)	(2,466,872)	(2,553,364)	(2,639,855)	(2,726,346)	(2,812,838)	(2,899,329)	
	100.00	(2,547,552)	(2,634,044)	(2,720,535)	(2,807,026)	(2,893,518)	(2,980,009)	(3,066,500)	
	110.00	(2,714,724)	(2,801,215)	(2,887,706)	(2,974,198)	(3,060,689)	(3,147,180)	(3,233,672)	
	120.00	(2,881,895)	(2,968,386)	(3,054,878)	(3,141,369)	(3,227,860)	(3,314,352)	(3,400,843)	
	130.00	(3,049,066)	(3,135,558)	(3,222,049)	(3,308,540)	(3,395,032)	(3,481,523)	(3,568,014)	
	140.00	(3,216,238)	(3,302,729)	(3,389,220)	(3,475,712)	(3,562,203)	(3,648,694)	(3,735,186)	
	150.00	(3,383,409)	(3,469,900)	(3,556,392)	(3,642,883)	(3,729,374)	(3,815,866)	(3,902,357)	
	160.00	(3,550,581)	(3,637,072)	(3,723,563)	(3,810,054)	(3,896,546)	(3,983,037)	(4,069,528)	
	170.00	(3,717,752)	(3,804,243)	(3,890,734)	(3,977,226)	(4,063,717)	(4,150,208)	(4,236,700)	
	180.00	(3,884,923)	(3,971,415)	(4,057,906)	(4,144,397)	(4,230,888)	(4,317,380)	(4,403,871)	
	190.00	(4,052,095)	(4,138,586)	(4,225,077)	(4,311,568)	(4,398,060)	(4,484,551)	(4,571,042)	
	200.00	(4,219,266)	(4,305,757)	(4,392,249)	(4,478,740)	(4,565,231)	(4,651,722)	(4,738,214)	
	210.00	(4,386,437)	(4,472,929)	(4,559,420)	(4,645,911)	(4,732,402)	(4,818,894)	(4,905,385)	
	220.00	(4,553,609)	(4,640,100)	(4,726,591)	(4,813,083)	(4,899,574)	(4,986,065)	(5,072,556)	
	230.00	(4,720,780)	(4,807,271)	(4,893,763)	(4,980,254)	(5,066,745)	(5,153,236)	(5,239,728)	
	240.00	(4,887,951)	(4,974,443)	(5,060,934)	(5,147,425)	(5,233,917)	(5,320,408)	(5,406,899)	
	250.00	(5,055,123)	(5,141,614)	(5,228,105)	(5,314,597)	(5,401,088)	(5,487,579)	(5,574,070)	

	BLV (£ per acre (n))	100,000	125,000	150,000	175,000	200,000	225,000	250,000
Balance (RLV - BLV £ per acre (n))	(2,009,119)							
	0.00	(1,884,119)	(1,909,119)	(1,934,119)	(1,959,119)	(1,984,119)	(2,009,119)	(2,034,119)
	10.00	(1,908,289)	(1,933,289)	(1,958,289)	(1,983,289)	(2,008,289)	(2,033,289)	(2,058,289)
CIL £psm	20.00	(1,932,459)	(1,957,459)	(1,982,459)	(2,007,459)	(2,032,459)	(2,057,459)	(2,082,459)
0.00	30.00	(1,956,629)	(1,981,629)	(2,006,629)	(2,031,629)	(2,056,629)	(2,081,629)	(2,106,629)
(recommended CIL)	40.00	(1,980,799)	(2,005,799)	(2,030,799)	(2,055,799)	(2,080,799)	(2,105,799)	(2,130,799)
-	50.00	(2,019,367)	(2,044,367)	(2,069,367)	(2,094,367)	(2,119,367)	(2,144,367)	(2,169,367)
	60.00	(2,186,335)	(2,211,335)	(2,236,335)	(2,261,335)	(2,286,335)	(2,311,335)	(2,336,335)
	70.00	(2,353,495)	(2,378,495)	(2,403,495)	(2,428,495)	(2,453,495)	(2,478,495)	(2,503,495)
	80.00	(2,520,666)	(2,545,666)	(2,570,666)	(2,595,666)	(2,620,666)	(2,645,666)	(2,670,666)
	90.00	(2,687,838)	(2,712,838)	(2,737,838)	(2,762,838)	(2,787,838)	(2,812,838)	(2,837,838)
	100.00	(2,855,009)	(2,880,009)	(2,905,009)	(2,930,009)	(2,955,009)	(2,980,009)	(3,005,009)
	110.00	(3,022,180)	(3,047,180)	(3,072,180)	(3,097,180)	(3,122,180)	(3,147,180)	(3,172,180)
	120.00	(3,189,352)	(3,214,352)	(3,239,352)	(3,264,352)	(3,289,352)	(3,314,352)	(3,339,352)
	130.00	(3,356,523)	(3,381,523)	(3,406,523)	(3,431,523)	(3,456,523)	(3,481,523)	(3,506,523)
	140.00	(3,523,694)	(3,548,694)	(3,573,694)	(3,598,694)	(3,623,694)	(3,648,694)	(3,673,694)
	150.00	(3,690,866)	(3,715,866)	(3,740,866)	(3,765,866)	(3,790,866)	(3,815,866)	(3,840,866)
	160.00	(3,858,037)	(3,883,037)	(3,908,037)	(3,933,037)	(3,958,037)	(3,983,037)	(4,008,037)
	170.00	(4,025,208)	(4,050,208)	(4,075,208)	(4,100,208)	(4,125,208)	(4,150,208)	(4,175,208)
	180.00	(4,192,380)	(4,217,380)	(4,242,380)	(4,267,380)	(4,292,380)	(4,317,380)	(4,342,380)
	190.00	(4,359,551)	(4,384,551)	(4,409,551)	(4,434,551)	(4,459,551)	(4,484,551)	(4,509,551)
	200.00	(4,526,722)	(4,551,722)	(4,576,722)	(4,601,722)	(4,626,722)	(4,651,722)	(4,676,722)
	210.00	(4,693,894)	(4,718,894)	(4,743,894)	(4,768,894)	(4,793,894)	(4,818,894)	(4,843,894)
	220.00	(4,861,065)	(4,886,065)	(4,911,065)	(4,936,065)	(4,961,065)	(4,986,065)	(5,011,065)
	230.00	(5,028,236)	(5,053,236)	(5,078,236)	(5,103,236)	(5,128,236)	(5,153,236)	(5,178,236)
	240.00	(5,195,408)	(5,220,408)	(5,245,408)	(5,270,408)	(5,295,408)	(5,320,408)	(5,345,408)
	250.00	(5,362,579)	(5,387,579)	(5,412,579)	(5,437,579)	(5,462,579)	(5,487,579)	(5,512,579)

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology: **Assisted Living / Extra Care** No Units: **60**
 Site Typology: Location: **Area Wide** Greenfield/Brownfield: **Greenfield**
 Notes/Comments: **Median BCIS; 40% AH, Current CIL: £0**

		Density (dph) (net)		100					
Balance (RLV - BLV £ per acre (n))		(2,009,119)	30	35	40	45	50	55	60
CIL £psm 0.00 (recommended CIL)	-	0.00	(760,236)	(849,442)	(938,648)	(1,027,854)	(1,117,060)	(1,206,265)	(1,295,471)
		10.00	(767,487)	(857,901)	(948,316)	(1,038,730)	(1,129,144)	(1,219,559)	(1,309,973)
		20.00	(774,738)	(866,361)	(957,984)	(1,049,607)	(1,141,229)	(1,232,852)	(1,324,475)
		30.00	(781,989)	(874,820)	(967,652)	(1,060,483)	(1,153,314)	(1,246,146)	(1,338,977)
		40.00	(789,240)	(883,280)	(977,320)	(1,071,359)	(1,165,399)	(1,259,439)	(1,353,479)
		50.00	(800,810)	(896,779)	(992,747)	(1,088,715)	(1,184,684)	(1,280,652)	(1,376,620)
		60.00	(850,900)	(955,217)	(1,059,534)	(1,163,851)	(1,268,167)	(1,372,484)	(1,476,801)
		70.00	(901,048)	(1,013,723)	(1,126,398)	(1,239,073)	(1,351,747)	(1,464,422)	(1,577,097)
		80.00	(951,200)	(1,072,233)	(1,193,267)	(1,314,300)	(1,435,333)	(1,556,366)	(1,677,400)
		90.00	(1,001,351)	(1,130,743)	(1,260,135)	(1,389,527)	(1,518,919)	(1,648,311)	(1,777,703)
		100.00	(1,051,503)	(1,189,253)	(1,327,004)	(1,464,754)	(1,602,504)	(1,740,255)	(1,878,005)
		110.00	(1,101,654)	(1,247,763)	(1,393,872)	(1,539,981)	(1,686,090)	(1,832,199)	(1,978,308)
		120.00	(1,151,805)	(1,306,273)	(1,460,741)	(1,615,208)	(1,769,676)	(1,924,143)	(2,078,611)
		130.00	(1,201,957)	(1,364,783)	(1,527,609)	(1,690,435)	(1,853,261)	(2,016,088)	(2,178,914)
		140.00	(1,252,108)	(1,423,293)	(1,594,478)	(1,765,662)	(1,936,847)	(2,108,032)	(2,279,217)
		150.00	(1,302,260)	(1,481,803)	(1,661,346)	(1,840,890)	(2,020,433)	(2,199,976)	(2,379,519)
		160.00	(1,352,411)	(1,540,313)	(1,728,215)	(1,916,117)	(2,104,019)	(2,291,920)	(2,479,822)
		170.00	(1,402,563)	(1,598,823)	(1,795,083)	(1,991,344)	(2,187,604)	(2,383,865)	(2,580,125)
		180.00	(1,452,714)	(1,657,333)	(1,861,952)	(2,066,571)	(2,271,190)	(2,475,809)	(2,680,428)
		190.00	(1,502,865)	(1,715,843)	(1,928,820)	(2,141,798)	(2,354,776)	(2,567,753)	(2,780,731)
		200.00	(1,553,017)	(1,774,353)	(1,995,689)	(2,217,025)	(2,438,361)	(2,659,697)	(2,881,033)
		210.00	(1,603,168)	(1,832,863)	(2,062,558)	(2,292,252)	(2,521,947)	(2,751,642)	(2,981,336)
		220.00	(1,653,320)	(1,891,373)	(2,129,426)	(2,367,479)	(2,605,533)	(2,843,586)	(3,081,639)
		230.00	(1,703,471)	(1,949,883)	(2,196,295)	(2,442,706)	(2,689,118)	(2,935,530)	(3,181,942)
		240.00	(1,753,622)	(2,008,393)	(2,263,163)	(2,517,934)	(2,772,704)	(3,027,474)	(3,282,245)
		250.00	(1,803,774)	(2,066,903)	(2,330,032)	(2,593,161)	(2,856,290)	(3,119,419)	(3,382,547)

		Build cost		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
Balance (RLV - BLV £ per acre (n))		(2,009,119)	90%	95%	100%	105%	110%	115%	120%
CIL £psm 0.00 (recommended CIL)	-	300.00	(1,737,576)	(2,876,801)	(6,323,436)	(9,770,071)	(13,216,705)	(16,663,340)	(20,109,975)
		310.00	(1,761,746)	(3,043,973)	(6,490,607)	(9,937,242)	(13,383,877)	(16,830,511)	(20,277,146)
		320.00	(1,785,916)	(3,211,144)	(6,657,779)	(10,104,413)	(13,551,048)	(16,997,683)	(20,444,317)
		330.00	(1,810,086)	(3,378,315)	(6,824,950)	(10,271,585)	(13,718,219)	(17,164,854)	(20,611,489)
		340.00	(1,834,255)	(3,545,487)	(6,992,121)	(10,438,756)	(13,885,391)	(17,332,025)	(20,778,660)
		350.00	(1,858,425)	(3,712,658)	(7,159,293)	(10,605,927)	(14,052,562)	(17,499,197)	(20,945,831)
		360.00	(1,882,595)	(3,879,829)	(7,326,464)	(10,773,099)	(14,219,733)	(17,666,368)	(21,113,003)
		370.00	(1,906,765)	(4,047,001)	(7,493,635)	(10,940,270)	(14,386,905)	(17,833,539)	(21,280,174)
		380.00	(1,930,935)	(4,214,172)	(7,660,807)	(11,107,441)	(14,554,076)	(18,000,711)	(21,447,345)
		390.00	(1,955,105)	(4,381,343)	(7,827,978)	(11,274,613)	(14,721,247)	(18,167,882)	(21,614,517)
		400.00	(1,979,275)	(4,548,515)	(7,995,149)	(11,441,784)	(14,888,419)	(18,335,053)	(21,781,688)
		410.00	(2,003,445)	(4,715,686)	(8,162,321)	(11,608,955)	(15,055,590)	(18,502,225)	(21,948,859)
		420.00	(2,027,615)	(4,882,857)	(8,329,492)	(11,776,127)	(15,222,761)	(18,669,396)	(22,116,031)
		430.00	(2,051,785)	(5,050,029)	(8,496,663)	(11,943,298)	(15,389,933)	(18,836,567)	(22,283,202)
		440.00	(2,075,955)	(5,217,200)	(8,663,835)	(12,110,469)	(15,557,104)	(19,003,739)	(22,450,373)
		450.00	(2,100,125)	(5,384,371)	(8,831,006)	(12,277,641)	(15,724,275)	(19,170,910)	(22,617,545)
		460.00	(2,124,295)	(5,551,543)	(8,998,177)	(12,444,812)	(15,891,447)	(19,338,081)	(22,784,716)
		470.00	(2,272,123)	(5,718,714)	(9,165,349)	(12,611,983)	(16,058,618)	(19,505,253)	(22,951,887)
		480.00	(2,439,251)	(5,885,885)	(9,332,520)	(12,779,155)	(16,225,789)	(19,672,424)	(23,119,059)
		490.00	(2,606,422)	(6,053,057)	(9,499,691)	(12,946,326)	(16,392,961)	(19,839,595)	(23,286,230)
		500.00	(2,773,593)	(6,220,228)	(9,666,863)	(13,113,497)	(16,560,132)	(20,006,767)	(23,453,401)
		510.00	(2,940,765)	(6,387,399)	(9,834,034)	(13,280,669)	(16,727,303)	(20,173,938)	(23,620,573)
		520.00	(3,107,936)	(6,554,571)	(10,001,205)	(13,447,840)	(16,894,475)	(20,341,109)	(23,787,744)
		530.00	(3,275,108)	(6,721,742)	(10,168,377)	(13,615,011)	(17,061,646)	(20,508,281)	(23,954,915)
		540.00	(3,442,279)	(6,888,914)	(10,335,548)	(13,782,183)	(17,228,818)	(20,675,452)	(24,122,087)
		550.00	(3,609,450)	(7,056,085)	(10,502,720)	(13,949,354)	(17,395,989)	(20,842,624)	(24,289,258)

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology: **Assisted Living / Extra Care** No Units: **60**
 Site Typology: Location: **Area Wide** Greenfield/Brownfield: **Greenfield**
 Notes/Comments: **Median BCIS; 40% AH, Current CIL: £0**

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV £ per acre (n))	(2,009,119)	90%	95%	100%	105%	110%	115%	120%
	380.00	(13,332,752)	(10,496,780)	(7,660,807)	(4,824,834)	(2,255,513)	(1,919,481)	(1,583,450)
	390.00	(13,499,924)	(10,663,951)	(7,827,978)	(4,992,005)	(2,279,683)	(1,943,651)	(1,607,620)
CIL £psm	400.00	(13,667,095)	(10,831,122)	(7,995,149)	(5,159,176)	(2,323,433)	(1,967,821)	(1,631,789)
0.00	410.00	(13,834,267)	(10,998,294)	(8,162,321)	(5,326,348)	(2,490,397)	(1,991,991)	(1,655,959)
(recommended CIL)	420.00	(14,001,438)	(11,165,465)	(8,329,492)	(5,493,519)	(2,657,546)	(2,016,161)	(1,680,129)
-	430.00	(14,168,609)	(11,332,636)	(8,496,663)	(5,660,690)	(2,824,718)	(2,040,331)	(1,704,299)
	440.00	(14,335,781)	(11,499,808)	(8,663,835)	(5,827,862)	(2,991,889)	(2,064,501)	(1,728,469)
	450.00	(14,502,952)	(11,666,979)	(8,831,006)	(5,995,033)	(3,159,060)	(2,088,671)	(1,752,639)
	460.00	(14,670,123)	(11,834,150)	(8,998,177)	(6,162,205)	(3,326,232)	(2,112,841)	(1,776,809)
	470.00	(14,837,295)	(12,001,322)	(9,165,349)	(6,329,376)	(3,493,403)	(2,137,011)	(1,800,979)
	480.00	(15,004,466)	(12,168,493)	(9,332,520)	(6,496,547)	(3,660,574)	(2,161,181)	(1,825,149)
	490.00	(15,171,637)	(12,335,664)	(9,499,691)	(6,663,719)	(3,827,746)	(2,185,351)	(1,849,319)
	500.00	(15,338,809)	(12,502,836)	(9,666,863)	(6,830,890)	(3,994,917)	(2,209,521)	(1,873,489)
	510.00	(15,505,980)	(12,670,007)	(9,834,034)	(6,998,061)	(4,162,088)	(2,233,691)	(1,897,659)
	520.00	(15,673,151)	(12,837,178)	(10,001,205)	(7,165,233)	(4,329,260)	(2,257,861)	(1,921,829)
	530.00	(15,840,323)	(13,004,350)	(10,168,377)	(7,332,404)	(4,496,431)	(2,282,030)	(1,945,999)
	540.00	(16,007,494)	(13,171,521)	(10,335,548)	(7,499,575)	(4,663,602)	(2,306,200)	(1,970,169)
	550.00	(16,174,665)	(13,338,692)	(10,502,720)	(7,666,747)	(4,830,774)	(2,330,370)	(1,994,339)
	560.00	(16,341,837)	(13,505,864)	(10,669,891)	(7,833,918)	(4,997,945)	(2,354,540)	(2,018,508)
	570.00	(16,509,008)	(13,673,035)	(10,837,062)	(8,001,089)	(5,165,116)	(2,378,710)	(2,042,678)
	580.00	(16,676,179)	(13,840,206)	(11,004,234)	(8,168,261)	(5,332,288)	(2,496,414)	(2,066,848)
	590.00	(16,843,351)	(14,007,378)	(11,171,405)	(8,335,432)	(5,499,459)	(2,663,486)	(2,091,018)
	600.00	(17,010,522)	(14,174,549)	(11,338,576)	(8,502,603)	(5,666,630)	(2,830,658)	(2,115,188)
	610.00	(17,177,693)	(14,341,721)	(11,505,748)	(8,669,775)	(5,833,802)	(2,997,829)	(2,139,358)
	620.00	(17,344,865)	(14,508,892)	(11,672,919)	(8,836,946)	(6,000,973)	(3,165,000)	(2,163,528)
	630.00	(17,512,036)	(14,676,063)	(11,840,090)	(9,004,117)	(6,168,144)	(3,332,172)	(2,187,698)

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

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Appraisal Ref: **X** (see Typologies Matrix)
 Scheme Typology: **Assisted Living / Extra Care**
 Site Typology: **Location: Area Wide**
 Notes/Comments: **Median BCIS; 30% AH, Current CIL: £0**
 No Units: **60**
 Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme		60 Units															
AH Policy requirement (% Target)		30%															
Open Market Sale (OMS) housing		Open Market Sale (OMS)		70%													
AH tenure split %		Affordable Rent:		0.0%		70.0% % Rented											
		Social Rent:		70.0%													
		First Homes:		0.0%													
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%		9.0% % of total (>10% First Homes PPG 023)											
				100%		100.0%											
CIL Rate (£ psm)		0.00 £ psm															
Unit Mix -		OMS Unit mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units					
2 bed House		0.0%		0.0		0.0%		0		0%		0.0					
3 bed House		0.0%		0.0		0.0%		0.0		0%		0.0					
3 bed House (with garage)		0.0%		0.0		0.0%		0.0		0%		0.0					
4 bed House (with garage)		0.0%		0.0		0.0%		0.0		0%		0.0					
5 bed House (with garage)		0.0%		0.0		0.0%		0.0		0%		0.0					
1 bed Flat		60.0%		25.2		60.0%		10.8		60%		36.0					
2 bed Flat		40.0%		16.8		40.0%		7.2		40%		24.0					
3 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0					
Total number of units		100.0%		42.0		100.0%		18.0		100%		60.0					
OMS Floor areas, per Unit -		Net area per unit		(sqm)		(sqft)		Net to Gross %		Garage area		Gross (GIA) per unit					
								%		(sqm)		(sqft)					
2 bed House		75.0		807						75.0		807					
3 bed House		95.0		1,023						95.0		1,023					
3 bed House (with garage)		95.0		1,023				16.0		111.0		1,195					
4 bed House (with garage)		120.0		1,292				16.0		136.0		1,464					
5 bed House (with garage)		135.0		1,453				16.0		151.0		1,625					
1 bed Flat		60.0		646		75.0%				80.0		861					
2 bed Flat		80.0		861		75.0%				106.7		1,148					
3 bed Flat		0.0		0		75.0%				0.0		0					
AH Floor areas, per Unit -		Net area per unit		(sqm)		(sqft)		Net to Gross %		Garage area		Gross (GIA) per unit					
								%		(sqm)		(sqft)					
2 bed House		75.0		807						75.0		807					
3 bed House		95.0		1,023						95.0		1,023					
3 bed House (with garage)		95.0		1,023				16.0		111.0		1,195					
4 bed House (with garage)		120.0		1,292				16.0		136.0		1,464					
5 bed House (with garage)		135.0		1,453				16.0		151.0		1,625					
1 bed Flat		60.0		646		75.0%				80.0		861					
2 bed Flat		80.0		861		75.0%				106.7		1,148					
3 bed Flat		0.0		0		75.0%				0.0		0					
Total Gross Overall Floor areas -		OMS Units GIA		(sqm)		(sqft)		AH units GIA		(sqm)		Total GIA (all units)					
2 bed House		0		0		0		0		0		0					
3 bed House		0		0		0		0		0		0					
3 bed House (with garage)		0		0		0		0		0		0					
4 bed House (with garage)		0		0		0		0		0		0					
5 bed House (with garage)		0		0		0		0		0		0					
1 bed Flat		2,016		21,700		864		9,300		2,880		31,000					
2 bed Flat		1,792		19,289		768		8,267		2,560		27,556					
3 bed Flat		0		0		0		0		0		0					
		3,808		40,989		1,632		17,567		5,440		58,556					
AH % by floor area:								30.00% AH % by floor area (difference due to mix)									
Open Market Sales values (£) -		£ OMS (per unit)		£ psm (net)		£ psf (net)		£ psm (gross)		£ psf (gross)		total MV £ (no AH)					
2 bed House				0		0		0		0		0					
3 bed House				0		0		0		0		0					
3 bed House (with garage)				0		0		0		0		0					
4 bed House (with garage)				0		0		0		0		0					
5 bed House (with garage)				0		0		0		0		0					
1 bed Flat		315,000		5,250		488		3,938		366		11,340,000					
2 bed Flat		418,000		5,225		485		3,919		364		10,032,000					
3 bed Flat				#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		0					
												21,372,000					
Affordable Housing values (£) -		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV		Other Int. £		% of MV	
2 bed House		0		37.5%		0		37.5%		0		70.0%		0		70.0%	
3 bed House		0		37.5%		0		37.5%		0		70.0%		0		70.0%	
3 bed House (with garage)		0		37.5%		0		37.5%		0		70.0%		0		70.0%	
4 bed House (with garage)		0		37.5%		0		37.5%		0		70.0%		0		70.0%	
5 bed House (with garage)		0		37.5%		0		37.5%		0		70.0%		0		70.0%	
1 bed Flat		118,125		37.5%		118,125		37.5%		220,500		70.0%		220,500		70.0%	
2 bed Flat		156,750		37.5%		156,750		37.5%		250,000		70.0%		292,600		70.0%	
3 bed Flat		0		37.5%		0		37.5%		0		70.0%		0		70.0%	

* capped @£250K

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology:

Assisted Living / Extra Care

Site Typology:

Location:

Area Wide

Notes/Comments:

Median BCIS; 30% AH, Current CIL: £0

No Units:

60

Greenfield/Brownfield:

Brownfield

GROSS DEVELOPMENT VALUE

OMS GDV -

(part houses due to % mix)

2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	25.2	@	315,000	7,938,000
2 bed Flat	16.8	@	418,000	7,022,400
3 bed Flat	0.0	@	0	-
	42.0			14,960,400

Affordable Rent GDV -

2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	118,125	-
2 bed Flat	0.0	@	156,750	-
3 bed Flat	0.0	@	0	-
	0.0			-

Social Rent GDV -

2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	7.6	@	118,125	893,025
2 bed Flat	5.0	@	156,750	790,020
3 bed Flat	0.0	@	0	-
	12.6			1,683,045

First Homes GDV -

2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	220,500	-
2 bed Flat	0.0	@	250,000	-
3 bed Flat	0.0	@	0	-
	0.0			-

Other Intermediate GDV -

2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	3.2	@	220,500	714,420
2 bed Flat	2.2	@	292,600	632,016
3 bed Flat	0.0	@	0	-
	5.4	18.0		1,346,436

Sub-total GDV Residential

AH on-site cost analysis:

622 £ psm (total GIA sqm)

£MV (no AH) less £GDV (inc. AH)
56,369 £ per unit (total units)

Grant

18 AH units @ 0 per unit

Total GDV

17,989,881

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology: Assisted Living / Extra Care
Site Typology: Location: Area Wide
Notes/Comments: Median BCIS; 30% AH, Current CIL: £0
 No Units: 60
 Greenfield/Brownfield: Brownfield

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25			(capped at £411,885)	33,275	£			(33,275)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	99,825	£			(99,825)
CIL (Mkrt only inc. garages)	Max	3,808 sqm		0.00 £ psm					-
	CIL analysis:	0.00% % of GDV			0	£ per unit (total units)			
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	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				-
Site Specific S106 (installment)		60 units @			7,531	per unit			(451,880)
	Sub-total								(451,880)
	S106 analysis:	753,134	£ per ha	2.51% % of GDV	7,531	£ per unit (total units)			
AH Commuted Sum		5,440 sqm (total)			0	£ psm			-
	Comm. Sum analysis:			0.00% % of GDV					
Construction Costs -									
Site Clearance, Demolition & Remediation		0.60 ha @			123,550	£ per ha (if brownfield)			(74,130)
Site Infrastructure costs	Year 1				0				-
(strategic site cashflow yrs 1-15)	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				-
	Years 1-15								-
	Sub-total								-
	Infra. Costs analysis:	-	£ per ha	0.00% % of GDV		0	£ per unit (total units)		
2 bed House		-	sqm @		0	psm			-
3 bed House		-	sqm @		0	psm			-
3 bed House (EXC. garage)		-	sqm @		0	psm			-
4 bed House (EXC. garage)		-	sqm @		0	psm			-
5 bed House (EXC. garage)		-	sqm @		0	psm			-
1 bed Flat		2,880	sqm @		1,893	psm			(5,451,840)
2 bed Flat		2,560	sqm @		1,893	psm			(4,846,080)
3 bed Flat		-	sqm @		1,893	psm			-
Garages for 3B House	-	16.0	0 sqm @		531	psm			-
Garages for 4B House	-	16.0	0 sqm @		531	psm			-
Garages for 5B House	-	16.0	0 sqm @		531	psm			-
	Total GIA check:			5,440	£ per garage	£8,500			
External works		10,297,920	@		15.0%				(1,544,688)
	Ext. Works analysis:					25,745	£ per unit (total units)		
Policy Costs on design -									
Net Biodiversity costs		60 units @			268	£ per unit			(16,080)
M4(2) Category 2 Housing	Aff units	18 units @		0% @	625	£ per unit			-
M4(3) Category 3 Housing	Aff units (>20 units)	18 units @		100% @	12,133	£ per unit			(218,394)
M4(2) Category 2 Housing	OMS units	42 units @		0% @	625	£ per unit			-
M4(3) Category 3 Housing	OMS units (>20 units)	42 units @		100% @	12,133	£ per unit			(509,586)
Part L/FHS - Flats		60 units @			2,712	£ per unit			(162,720)
	Part L/FHS analysis:					1.6% % of BCIS costs			
Water Efficiency - Flats		60 units @			909	£ per unit			(54,540)
Broadband infrastructure	(< 20 units only)	- units @			747	£ per unit			-
Building Safety Levy		60	5,440			psm levy rate			-
	Sub-total								(961,320)
	Policy Costs analysis: (design costs only)					16,022	£ per unit (total units)		
						9.3% % of BCIS costs			
Contingency (on construction)		12,878,058	@		5.0%				(643,903)

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology: Assisted Living / Extra Care
Site Typology: Location: Area Wide
Notes/Comments: Median BCIS; 30% AH, Current CIL: £0
 No Units: 60
 Greenfield/Brownfield: Brownfield

Professional Fees	12,878,058	@	10.0%		(1,287,806)
Disposal Costs -					
OMS Marketing and Promotion	14,960,400	OMS @	3.00%	7,480 £ per unit	(448,812)
Residential Sales Agent Costs	14,960,400	OMS @	1.00%	2,493 £ per unit	(149,604)
Residential Sales Legal Costs	14,960,400	OMS @	0.50%	1,247 £ per unit	(74,802)
Affordable Sale Legal Costs		AH @	0.25%	£ per unit	(10,000)
Empty Property Costs				2,000 £ per unit	(120,000)
Disposal Cost analysis:				11,387 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00%	APR		0.565% pcm	(963,925)
Developers Profit -					
Profit on OMS	14,960,400		20.00%		(2,992,080)
Margin on AH	3,029,481		6.00%	on AH values	(181,769)
Profit analysis:	17,989,881		17.64%	blended GDV	(3,173,849)
	17,161,890		18.49%	on costs	(3,173,849)
TOTAL COSTS					(20,335,739)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					(2,345,858)
SDLT	-	@	HMRC formula		-
Acquisition Agent fees	-	@	1.0%		-
Acquisition Legal fees	-	@	0.5%		-
Interest on Land	-	@	7.00%		-
Residual Land Value					(2,345,858)
RLV analysis:	(39,098) £ per plot	(3,909,763) £ per ha (net)	(1,582,259) £ per acre (net)		
		(3,518,787) £ per ha (gross)	(1,424,034) £ per acre (gross)		
			-13.04% % RLV / GDV		

BENCHMARK LAND VALUE (BLV)					
Residential Density	100.0	dph (net)			
Site Area (net)	0.60	ha (net)	1.48	acres (net)	
Net to Gross ratio	90%				
Site Area (gross)	0.67	ha (gross)	1.65	acres (gross)	
Density analysis:	9,067	sqm/ha (net)	39,495	sqft/ac (net)	
	90	dph (gross)			
Benchmark Land Value (net)	10,982 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)		658,933
BLV analysis:		988,399 £ per ha (gross)	400,000 £ per acre (gross)		

BALANCE					
Surplus/(Deficit)	(5,007,984)	£ per ha (net)	(2,026,703)	£ per acre (net)	(3,004,791)

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology:

Assisted Living / Extra Care

Site Typology:

Location:

Area Wide

Notes/Comments:

Median BCIS; 30% AH, Current CIL: £0

No Units:

60

Greenfield/Brownfield:

Brownfield

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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

TABLE 1		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre (n))	(2,026,703)	15%	20%	25%	30%	35%	40%	45%	
Max CIL £ psm 0.00 (recommended CIL)	0.00	(1,418,511)	(1,620,395)	(1,823,397)	(2,026,703)	(2,230,010)	(2,943,918)	(5,082,208)	
	10.00	(1,452,559)	(1,652,441)	(1,853,609)	(2,054,902)	(2,256,194)	(3,111,089)	(5,235,448)	
	20.00	(1,486,607)	(1,684,544)	(1,883,822)	(2,083,100)	(2,282,378)	(3,278,260)	(5,388,688)	
	30.00	(1,520,656)	(1,716,770)	(1,914,034)	(2,111,298)	(2,308,562)	(3,445,432)	(5,541,929)	
	40.00	(1,554,704)	(1,748,997)	(1,944,247)	(2,139,497)	(2,334,746)	(3,612,603)	(5,695,170)	
	50.00	(1,588,752)	(1,781,223)	(1,974,459)	(2,167,695)	(2,360,931)	(3,779,774)	(5,848,410)	
	60.00	(1,622,800)	(1,813,450)	(2,004,671)	(2,195,893)	(2,387,115)	(3,946,946)	(6,001,650)	
	70.00	(1,656,849)	(1,845,676)	(2,034,884)	(2,224,091)	(2,413,299)	(4,114,117)	(6,154,891)	
	80.00	(1,690,897)	(1,877,903)	(2,065,096)	(2,252,290)	(2,439,483)	(4,281,288)	(6,308,131)	
	90.00	(1,724,950)	(1,910,130)	(2,095,309)	(2,280,488)	(2,465,667)	(4,448,460)	(6,461,372)	
	100.00	(1,759,191)	(1,942,356)	(2,125,521)	(2,308,686)	(2,616,706)	(4,615,631)	(6,614,612)	
	110.00	(1,793,432)	(1,974,583)	(2,155,734)	(2,336,884)	(2,797,752)	(4,782,802)	(6,767,853)	
	120.00	(1,827,673)	(2,006,809)	(2,185,946)	(2,365,083)	(2,978,855)	(4,949,974)	(6,921,093)	
	130.00	(1,861,913)	(2,039,036)	(2,216,158)	(2,393,281)	(3,159,957)	(5,117,145)	(7,074,333)	
	140.00	(1,896,154)	(2,071,263)	(2,246,371)	(2,421,479)	(3,341,059)	(5,284,316)	(7,227,574)	
	150.00	(1,930,395)	(2,103,489)	(2,276,583)	(2,449,677)	(3,522,161)	(5,451,488)	(7,380,814)	
160.00	(1,964,636)	(2,135,716)	(2,306,796)	(2,477,876)	(3,703,264)	(5,618,659)	(7,534,055)		
170.00	(1,998,876)	(2,167,942)	(2,337,008)	(2,506,074)	(3,884,366)	(5,785,830)	(7,687,295)		
180.00	(2,033,117)	(2,200,169)	(2,367,221)	(2,534,272)	(4,065,468)	(5,953,002)	(7,840,535)		
190.00	(2,067,358)	(2,232,395)	(2,397,433)	(2,562,470)	(4,246,571)	(6,120,173)	(7,993,776)		
200.00	(2,101,599)	(2,264,622)	(2,427,645)	(2,590,669)	(4,427,673)	(6,287,345)	(8,147,016)		
210.00	(2,135,839)	(2,296,849)	(2,457,858)	(2,763,085)	(4,608,775)	(6,454,516)	(8,300,257)		
220.00	(2,170,080)	(2,329,075)	(2,488,070)	(2,958,068)	(4,789,877)	(6,621,687)	(8,453,497)		
230.00	(2,204,321)	(2,361,302)	(2,518,283)	(3,153,101)	(4,970,980)	(6,788,859)	(8,606,737)		
240.00	(2,238,562)	(2,393,528)	(2,548,495)	(3,348,134)	(5,152,082)	(6,956,030)	(8,759,978)		
250.00	(2,272,802)	(2,425,755)	(2,578,707)	(3,543,167)	(5,333,184)	(7,123,201)	(8,913,211)		

TABLE 2

		Site Specific S106					
		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV £ per acre (n))	(2,026,703)	100%	110%	120%	130%	140%	150%
0.00	(2,026,703)	(2,060,165)	(2,093,627)	(2,127,089)	(2,160,551)	(2,194,012)	(2,227,474)
10.00	(2,054,902)	(2,088,364)	(2,121,825)	(2,155,287)	(2,188,749)	(2,222,211)	(2,255,672)
20.00	(2,083,100)	(2,116,562)	(2,150,024)	(2,183,485)	(2,216,947)	(2,250,409)	(2,283,871)
30.00	(2,111,298)	(2,144,760)	(2,178,222)	(2,211,684)	(2,245,145)	(2,278,607)	(2,312,069)
40.00	(2,139,497)	(2,172,958)	(2,206,420)	(2,239,882)	(2,273,344)	(2,306,805)	(2,340,267)
50.00	(2,167,695)	(2,201,157)	(2,234,618)	(2,268,080)	(2,301,542)	(2,335,004)	(2,368,465)
60.00	(2,195,893)	(2,229,355)	(2,262,817)	(2,296,278)	(2,329,740)	(2,363,202)	(2,396,664)
70.00	(2,224,091)	(2,257,553)	(2,291,015)	(2,324,477)	(2,357,938)	(2,391,400)	(2,424,862)
80.00	(2,252,290)	(2,285,751)	(2,319,213)	(2,352,675)	(2,386,137)	(2,419,598)	(2,453,060)
90.00	(2,280,488)	(2,313,950)	(2,347,411)	(2,380,873)	(2,414,335)	(2,447,797)	(2,481,258)
100.00	(2,308,686)	(2,342,148)	(2,375,610)	(2,409,071)	(2,442,533)	(2,475,995)	(2,509,457)
110.00	(2,336,884)	(2,370,346)	(2,403,808)	(2,437,270)	(2,470,731)	(2,504,193)	(2,537,655)
120.00	(2,365,083)	(2,398,544)	(2,432,006)	(2,465,468)	(2,498,930)	(2,532,391)	(2,565,853)
130.00	(2,393,281)	(2,426,743)	(2,460,204)	(2,493,666)	(2,527,128)	(2,560,590)	(2,594,051)
140.00	(2,421,479)	(2,454,941)	(2,488,403)	(2,521,864)	(2,555,326)	(2,588,788)	(2,622,250)
150.00	(2,449,677)	(2,483,139)	(2,516,601)	(2,550,063)	(2,583,524)	(2,616,986)	(2,650,448)
160.00	(2,477,876)	(2,511,337)	(2,544,799)	(2,578,261)	(2,611,723)	(2,645,185)	(2,678,647)
170.00	(2,506,074)	(2,539,536)	(2,572,997)	(2,606,459)	(2,639,921)	(2,673,383)	(2,706,845)
180.00	(2,534,272)	(2,567,734)	(2,601,196)	(2,634,658)	(2,668,120)	(2,701,582)	(2,735,044)
190.00	(2,562,470)	(2,604,673)	(2,646,876)	(2,689,079)	(2,731,282)	(2,773,485)	(2,815,688)
200.00	(2,590,669)	(2,632,872)	(2,675,075)	(2,717,278)	(2,759,481)	(2,801,684)	(2,843,887)
210.00	(2,618,867)	(2,661,070)	(2,703,273)	(2,745,476)	(2,787,679)	(2,829,882)	(2,872,085)
220.00	(2,647,065)	(2,689,268)	(2,731,471)	(2,773,674)	(2,815,877)	(2,858,080)	(2,899,283)
230.00	(2,675,263)	(2,717,466)	(2,759,669)	(2,801,872)	(2,844,075)	(2,886,278)	(2,927,481)
240.00	(2,703,461)	(2,745,664)	(2,787,867)	(2,830,070)	(2,872,273)	(2,914,476)	(2,955,679)
250.00	(2,731,659)	(2,773,862)	(2,816,065)	(2,858,268)	(2,900,471)	(2,942,674)	(2,983,877)

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology:
Site Typology:
Notes/Comments:

Assisted Living / Extra Care

Location: Area Wide
Median BCIS: 30% AH, Current CIL: £0

No Units:

Greenfield/Brownfield: 60 Brownfield

TABLE 3

TABLE 3		Profit	20%						
Balance (RLV - BLV £ per acre (n))		(2,026,703)	15%	16%	17%	18%	19%	20%	21%
CIL £psm 0.00 (recommended CIL) -		7.00	(1,522,171)	(1,623,077)	(1,723,984)	(1,824,890)	(1,925,797)	(2,026,703)	(2,127,610)
		10.00	(1,550,369)	(1,651,276)	(1,752,182)	(1,853,089)	(1,953,995)	(2,054,902)	(2,155,808)
		20.00	(1,578,567)	(1,679,474)	(1,780,380)	(1,881,287)	(1,982,194)	(2,083,100)	(2,184,007)
		30.00	(1,606,766)	(1,707,672)	(1,808,579)	(1,909,485)	(2,010,392)	(2,111,298)	(2,212,205)
		40.00	(1,634,964)	(1,735,870)	(1,836,777)	(1,937,684)	(2,038,590)	(2,139,497)	(2,240,403)
		50.00	(1,663,162)	(1,764,069)	(1,864,975)	(1,965,882)	(2,066,788)	(2,167,695)	(2,268,601)
		60.00	(1,691,360)	(1,792,267)	(1,893,174)	(1,994,080)	(2,094,987)	(2,195,893)	(2,296,800)
		70.00	(1,719,559)	(1,820,465)	(1,921,372)	(2,022,278)	(2,123,185)	(2,224,091)	(2,324,998)
		80.00	(1,747,757)	(1,848,664)	(1,949,570)	(2,050,477)	(2,151,383)	(2,252,290)	(2,353,196)
		90.00	(1,775,955)	(1,876,862)	(1,977,768)	(2,078,675)	(2,179,581)	(2,280,488)	(2,381,394)
		100.00	(1,804,154)	(1,905,060)	(2,005,967)	(2,106,873)	(2,207,780)	(2,308,686)	(2,409,593)
		110.00	(1,832,352)	(1,933,258)	(2,034,165)	(2,135,071)	(2,235,978)	(2,336,884)	(2,437,791)
		120.00	(1,860,550)	(1,961,457)	(2,062,363)	(2,163,270)	(2,264,176)	(2,365,083)	(2,465,989)
		130.00	(1,888,748)	(1,989,655)	(2,090,561)	(2,191,468)	(2,292,374)	(2,393,281)	(2,494,187)
		140.00	(1,916,947)	(2,017,853)	(2,118,760)	(2,219,666)	(2,320,573)	(2,421,479)	(2,522,386)
		150.00	(1,945,145)	(2,046,051)	(2,146,958)	(2,247,864)	(2,348,771)	(2,449,677)	(2,550,584)
	160.00	(1,973,343)	(2,074,250)	(2,175,156)	(2,276,063)	(2,376,969)	(2,477,876)	(2,578,782)	
	170.00	(2,001,541)	(2,102,448)	(2,203,354)	(2,304,261)	(2,405,167)	(2,506,074)	(2,606,980)	
	180.00	(2,029,740)	(2,130,646)	(2,231,553)	(2,332,459)	(2,433,366)	(2,534,272)	(2,635,179)	
	190.00	(2,057,938)	(2,158,844)	(2,259,751)	(2,360,657)	(2,461,564)	(2,562,470)	(2,663,377)	
	200.00	(2,086,136)	(2,187,043)	(2,287,949)	(2,388,856)	(2,489,762)	(2,590,669)	(2,691,575)	
	210.00	(2,258,552)	(2,359,459)	(2,460,366)	(2,561,272)	(2,662,179)	(2,763,085)	(2,863,992)	
	220.00	(2,453,535)	(2,554,442)	(2,655,348)	(2,756,255)	(2,857,161)	(2,958,068)	(3,058,974)	
	230.00	(2,648,568)	(2,749,475)	(2,850,381)	(2,951,288)	(3,052,194)	(3,153,101)	(3,254,008)	
	240.00	(2,843,602)	(2,944,508)	(3,045,415)	(3,146,321)	(3,247,228)	(3,348,134)	(3,449,041)	
	250.00	(3,038,635)	(3,139,541)	(3,240,448)	(3,341,354)	(3,442,261)	(3,543,167)	(3,644,074)	

TABLE 4

TABLE 4		BLV (£ per acre (n))			444,444				
Balance (RLV - BLV £ per acre (n))		(2,026,703)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm 0.00 (recommended CIL)	7.00		(1,682,259)	(1,707,259)	(1,732,259)	(1,757,259)	(1,782,259)	(1,807,259)	(1,832,259)
	10.00		(1,710,458)	(1,735,458)	(1,760,458)	(1,785,458)	(1,810,458)	(1,835,458)	(1,860,458)
	20.00		(1,738,656)	(1,763,656)	(1,788,656)	(1,813,656)	(1,838,656)	(1,863,656)	(1,888,656)
	30.00		(1,766,854)	(1,791,854)	(1,816,854)	(1,841,854)	(1,866,854)	(1,891,854)	(1,916,854)
	40.00		(1,795,053)	(1,820,053)	(1,845,053)	(1,870,053)	(1,895,053)	(1,920,053)	(1,945,053)
	50.00		(1,823,251)	(1,848,251)	(1,873,251)	(1,898,251)	(1,923,251)	(1,948,251)	(1,973,251)
	60.00		(1,851,449)	(1,876,449)	(1,901,449)	(1,926,449)	(1,951,449)	(1,976,449)	(2,001,449)
	70.00		(1,879,647)	(1,904,647)	(1,929,647)	(1,954,647)	(1,979,647)	(2,004,647)	(2,029,647)
	80.00		(1,907,846)	(1,932,846)	(1,957,846)	(1,982,846)	(2,007,846)	(2,032,846)	(2,057,846)
	90.00		(1,936,044)	(1,961,044)	(1,986,044)	(2,011,044)	(2,036,044)	(2,061,044)	(2,086,044)
	100.00		(1,964,242)	(1,989,242)	(2,014,242)	(2,039,242)	(2,064,242)	(2,089,242)	(2,114,242)
	110.00		(1,992,440)	(2,017,440)	(2,042,440)	(2,067,440)	(2,092,440)	(2,117,440)	(2,142,440)
	120.00		(2,020,639)	(2,045,639)	(2,070,639)	(2,095,639)	(2,120,639)	(2,145,639)	(2,170,639)
	130.00		(2,048,837)	(2,073,837)	(2,098,837)	(2,123,837)	(2,148,837)	(2,173,837)	(2,198,837)
	140.00		(2,077,035)	(2,102,035)	(2,127,035)	(2,152,035)	(2,177,035)	(2,202,035)	(2,227,035)
	150.00		(2,105,233)	(2,130,233)	(2,155,233)	(2,180,233)	(2,205,233)	(2,230,233)	(2,255,233)
160.00		(2,133,432)	(2,158,432)	(2,183,432)	(2,208,432)	(2,233,432)	(2,258,432)	(2,283,432)	
170.00		(2,161,630)	(2,186,630)	(2,211,630)	(2,236,630)	(2,261,630)	(2,286,630)	(2,311,630)	
180.00		(2,189,828)	(2,214,828)	(2,239,828)	(2,264,828)	(2,289,828)	(2,314,828)	(2,339,828)	
190.00		(2,218,026)	(2,243,026)	(2,268,026)	(2,293,026)	(2,318,026)	(2,343,026)	(2,368,026)	
200.00		(2,246,225)	(2,271,225)	(2,296,225)	(2,321,225)	(2,346,225)	(2,371,225)	(2,396,225)	
210.00		(2,418,641)	(2,443,641)	(2,468,641)	(2,493,641)	(2,518,641)	(2,543,641)	(2,568,641)	
220.00		(2,613,624)	(2,638,624)	(2,663,624)	(2,688,624)	(2,713,624)	(2,738,624)	(2,763,624)	
230.00		(2,808,657)	(2,833,657)	(2,858,657)	(2,883,657)	(2,908,657)	(2,933,657)	(2,958,657)	
240.00		(3,003,690)	(3,028,690)	(3,053,690)	(3,078,690)	(3,103,690)	(3,128,690)	(3,153,690)	
250.00		(3,198,723)	(3,223,723)	(3,248,723)	(3,273,723)	(3,298,723)	(3,323,723)	(3,348,723)	

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology:
Site Typology:
Notes/Comments:

Assisted Living / Extra Care

Location: Area Wide
Median BCIS: 30% AH, Current CIL: £0

No Units:

Greenfield/Brownfield: 60 Brownfield

TABLE 5		Density (dph) (net)		100					
Balance (RLV - BLV £ per acre (n))		(2,026,703)	30	35	40	45	50	55	60
CIL £psm 0.00 (recommended CIL)	0.00		(965,560)	(1,041,356)	(1,117,152)	(1,192,948)	(1,268,744)	(1,344,540)	(1,420,336)
	10.00		(974,019)	(1,051,225)	(1,128,431)	(1,205,637)	(1,282,843)	(1,360,049)	(1,437,255)
	20.00		(982,479)	(1,061,095)	(1,139,710)	(1,218,326)	(1,296,942)	(1,375,558)	(1,454,174)
	30.00		(990,938)	(1,070,964)	(1,150,990)	(1,231,015)	(1,311,041)	(1,391,067)	(1,471,093)
	40.00		(999,398)	(1,080,833)	(1,162,269)	(1,243,705)	(1,325,140)	(1,406,576)	(1,488,012)
	50.00		(1,007,857)	(1,090,703)	(1,173,548)	(1,256,394)	(1,339,239)	(1,422,085)	(1,504,931)
	60.00		(1,016,317)	(1,100,572)	(1,184,828)	(1,269,083)	(1,353,339)	(1,437,594)	(1,521,849)
	70.00		(1,024,776)	(1,110,442)	(1,196,107)	(1,281,772)	(1,367,438)	(1,453,103)	(1,538,768)
	80.00		(1,033,236)	(1,120,311)	(1,207,386)	(1,294,462)	(1,381,537)	(1,468,612)	(1,555,687)
	90.00		(1,041,695)	(1,130,180)	(1,218,666)	(1,307,151)	(1,395,636)	(1,484,121)	(1,572,606)
	100.00		(1,050,155)	(1,140,050)	(1,229,945)	(1,319,840)	(1,409,735)	(1,499,630)	(1,589,525)
	110.00		(1,058,614)	(1,149,919)	(1,241,224)	(1,332,529)	(1,423,834)	(1,515,139)	(1,606,444)
	120.00		(1,067,074)	(1,159,789)	(1,252,503)	(1,345,218)	(1,437,933)	(1,530,648)	(1,623,363)
	130.00		(1,075,533)	(1,169,658)	(1,263,783)	(1,357,908)	(1,452,032)	(1,546,157)	(1,640,282)
	140.00		(1,083,993)	(1,179,527)	(1,275,062)	(1,370,597)	(1,466,132)	(1,561,666)	(1,657,201)
	150.00		(1,110,201)	(1,189,397)	(1,286,341)	(1,383,286)	(1,480,231)	(1,577,175)	(1,674,120)
	160.00		(1,168,660)	(1,212,962)	(1,297,621)	(1,395,975)	(1,494,330)	(1,592,684)	(1,691,039)
	170.00		(1,227,170)	(1,281,151)	(1,335,194)	(1,408,665)	(1,508,429)	(1,608,193)	(1,707,958)
	180.00		(1,285,680)	(1,349,412)	(1,413,145)	(1,476,909)	(1,540,717)	(1,623,703)	(1,724,877)
	190.00		(1,344,190)	(1,417,674)	(1,491,158)	(1,564,642)	(1,638,127)	(1,711,615)	(1,785,181)
	200.00		(1,402,700)	(1,485,936)	(1,569,172)	(1,652,407)	(1,735,643)	(1,818,879)	(1,902,115)
	210.00		(1,461,210)	(1,554,197)	(1,647,185)	(1,740,172)	(1,833,160)	(1,926,147)	(2,019,135)
	220.00		(1,519,720)	(1,622,459)	(1,725,198)	(1,827,937)	(1,930,676)	(2,033,416)	(2,136,155)
	230.00		(1,578,230)	(1,690,721)	(1,803,211)	(1,915,702)	(2,028,193)	(2,140,684)	(2,253,175)
	240.00		(1,636,740)	(1,758,982)	(1,881,225)	(2,003,467)	(2,125,710)	(2,247,952)	(2,370,195)
	250.00		(1,695,250)	(1,827,244)	(1,959,238)	(2,091,232)	(2,223,226)	(2,355,220)	(2,487,214)
TABLE 6		Build cost		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
Balance (RLV - BLV £ per acre (n))		(2,026,703)	90%	95%	100%	105%	110%	115%	120%
CIL £psm 0.00 (recommended CIL)	0.00		(1,015,586)	(1,519,875)	(2,026,703)	(2,533,844)	(5,682,611)	(9,190,248)	(12,697,885)
	10.00		(1,043,625)	(1,547,915)	(2,054,902)	(2,562,042)	(5,877,644)	(9,385,281)	(12,892,918)
	20.00		(1,071,665)	(1,575,959)	(2,083,100)	(2,590,241)	(6,072,677)	(9,580,314)	(13,087,951)
	30.00		(1,099,705)	(1,604,158)	(2,111,298)	(2,760,126)	(6,267,710)	(9,775,347)	(13,282,984)
	40.00		(1,127,745)	(1,632,356)	(2,139,497)	(2,955,107)	(6,462,744)	(9,970,381)	(13,478,018)
	50.00		(1,155,784)	(1,660,554)	(2,167,695)	(3,150,140)	(6,657,777)	(10,165,414)	(13,673,051)
	60.00		(1,183,824)	(1,688,753)	(2,195,893)	(3,345,173)	(6,852,810)	(10,360,447)	(13,868,084)
	70.00		(1,211,864)	(1,716,951)	(2,224,091)	(3,540,206)	(7,047,843)	(10,555,480)	(14,063,117)
	80.00		(1,239,904)	(1,745,149)	(2,252,290)	(3,735,239)	(7,242,877)	(10,750,514)	(14,258,151)
	90.00		(1,267,943)	(1,773,347)	(2,280,488)	(3,930,273)	(7,437,910)	(10,945,547)	(14,453,184)
	100.00		(1,295,983)	(1,801,546)	(2,308,686)	(4,125,306)	(7,632,943)	(11,140,580)	(14,648,217)
	110.00		(1,324,023)	(1,829,744)	(2,336,884)	(4,320,339)	(7,827,976)	(11,335,613)	(14,843,250)
	120.00		(1,352,062)	(1,857,942)	(2,365,083)	(4,515,372)	(8,023,009)	(11,530,647)	(15,038,284)
	130.00		(1,380,102)	(1,886,140)	(2,393,281)	(4,710,406)	(8,218,043)	(11,725,680)	(15,233,317)
	140.00		(1,408,142)	(1,914,339)	(2,421,479)	(4,905,439)	(8,413,076)	(11,920,713)	(15,428,350)
	150.00		(1,436,182)	(1,942,537)	(2,449,677)	(5,100,472)	(8,608,109)	(12,115,746)	(15,623,383)
	160.00		(1,464,221)	(1,970,735)	(2,477,876)	(5,295,505)	(8,803,142)	(12,310,779)	(15,818,417)
	170.00		(1,492,261)	(1,998,933)	(2,506,074)	(5,490,539)	(8,998,176)	(12,505,813)	(16,013,450)
	180.00		(1,520,301)	(2,027,132)	(2,534,272)	(5,685,572)	(9,193,209)	(12,700,846)	(16,208,483)
	190.00		(1,548,340)	(2,055,330)	(2,562,470)	(5,880,605)	(9,388,242)	(12,895,879)	(16,403,516)
	200.00		(1,576,388)	(2,083,528)	(2,590,669)	(6,075,638)	(9,583,275)	(13,090,912)	(16,598,549)
	210.00		(1,604,586)	(2,111,726)	(2,763,085)	(6,270,672)	(9,778,309)	(13,285,946)	(16,793,583)
	220.00		(1,632,784)	(2,139,925)	(2,958,068)	(6,465,705)	(9,973,342)	(13,480,979)	(16,988,616)
	230.00		(1,660,982)	(2,168,123)	(3,153,101)	(6,660,738)	(10,168,375)	(13,676,012)	(17,183,649)
	240.00		(1,689,181)	(2,196,321)	(3,348,134)	(6,855,771)	(10,363,408)	(13,871,045)	(17,378,682)
	250.00		(1,717,379)	(2,224,519)	(3,543,167)	(7,050,805)	(10,558,442)	(14,066,079)	(17,573,716)

251201 SWC_Retirement Living Appraisals_CIL_v3_U_X

Scheme Typology:

Assisted Living / Extra Care

Site Typology:

Location: Area Wide

Notes/Comments:

Median BCIS; 30% AH, Current CIL: £0

No Units:

60

Greenfield/Brownfield:

Brownfield

Balance (RLV - BLV £ per acre (n))	Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
	(2,026,703)	90%	95%	100%	105%	110%	115%
0.00		(5,284,607)	(2,418,741)	(2,026,703)	(1,634,666)	(1,245,050)	(855,493)
10.00		(5,479,640)	(2,446,939)	(2,054,902)	(1,662,865)	(1,273,090)	(883,533)
20.00		(5,674,673)	(2,475,137)	(2,083,100)	(1,691,063)	(1,301,129)	(911,572)
30.00		(5,869,706)	(2,561,229)	(2,111,298)	(1,719,261)	(1,329,169)	(939,612)
40.00		(6,064,740)	(2,756,105)	(2,139,497)	(1,747,459)	(1,357,209)	(967,652)
50.00		(6,259,773)	(2,951,138)	(2,167,695)	(1,775,658)	(1,385,249)	(995,692)
60.00		(6,454,806)	(3,146,171)	(2,195,893)	(1,803,856)	(1,413,288)	(1,023,731)
70.00		(6,649,839)	(3,341,204)	(2,224,091)	(1,832,054)	(1,441,328)	(1,051,771)
80.00		(6,844,873)	(3,536,238)	(2,252,290)	(1,860,253)	(1,469,368)	(1,079,811)
90.00		(7,039,906)	(3,731,271)	(2,280,488)	(1,888,451)	(1,497,407)	(1,107,850)
100.00		(7,234,939)	(3,926,304)	(2,308,686)	(1,916,649)	(1,525,447)	(1,135,890)
110.00		(7,429,972)	(4,121,337)	(2,336,884)	(1,944,847)	(1,553,487)	(1,163,930)
120.00		(7,625,006)	(4,316,370)	(2,365,083)	(1,973,046)	(1,581,527)	(1,191,970)
130.00		(7,820,039)	(4,511,404)	(2,393,281)	(2,001,244)	(1,609,566)	(1,220,009)
140.00		(8,015,072)	(4,706,437)	(2,421,479)	(2,029,442)	(1,637,606)	(1,248,049)
150.00		(8,210,105)	(4,901,470)	(2,449,677)	(2,057,640)	(1,665,646)	(1,276,089)
160.00		(8,405,138)	(5,096,503)	(2,477,876)	(2,085,839)	(1,693,802)	(1,304,128)
170.00		(8,600,172)	(5,291,537)	(2,506,074)	(2,114,037)	(1,722,000)	(1,332,168)
180.00		(8,795,205)	(5,486,570)	(2,534,272)	(2,142,235)	(1,750,198)	(1,360,208)
190.00		(8,990,238)	(5,681,603)	(2,562,470)	(2,170,433)	(1,778,396)	(1,388,248)
200.00		(9,185,271)	(5,876,636)	(2,590,669)	(2,198,632)	(1,806,595)	(1,416,287)
210.00		(9,380,305)	(6,071,670)	(2,763,085)	(2,226,830)	(1,834,793)	(1,444,327)
220.00		(9,575,338)	(6,266,703)	(2,958,068)	(2,255,028)	(1,862,991)	(1,472,367)
230.00		(9,770,371)	(6,461,736)	(3,153,101)	(2,283,226)	(1,891,189)	(1,500,406)
240.00		(9,965,404)	(6,656,769)	(3,348,134)	(2,311,425)	(1,919,388)	(1,528,446)
250.00		(10,160,438)	(6,851,803)	(3,543,167)	(2,339,623)	(1,947,586)	(1,556,486)

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

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Appraisal Ref: **Y** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: **Location / Value Zone: Area Wide**
 Notes/Comments: **Median BCIS, Current CIL: £54.80**
 No Units: **4**
 Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES													
Total number of units in scheme		4 Units											
AH Policy requirement (% Target)		20%											
Open Market Sale (OMS) housing		Open Market Sale (OMS) 80%											
AH tenure split %		Affordable Rent: 0.0%											
		Social Rent: 70.0% 70.0% % Rented											
		First Homes: 0.0%											
		Other Intermediate (LCHO/Sub-Market etc.): 30.0% 6.0% % of total (>10% First Homes PPG 023)											
		100% 100.0%											
CIL Rate (£ psm)		418.24 £ psm											
Unit Mix -		OMS Unit mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units	
2 bed House		0.0%		0.0		50.0%		0.4		10%		0.4	
3 bed House		25.0%		0.8		25.0%		0.2		25%		1.0	
3 bed House (with garage)		25.0%		0.8		25.0%		0.2		25%		1.0	
4 bed House (with garage)		50.0%		1.6		0.0%		0.0		40%		1.6	
5 bed House (with garage)		0.0%		0.0		0.0%		0.0		0%		0.0	
1 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0	
2 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0	
3 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0	
Total number of units		100.0%		3.2		100.0%		0.8		100%		4.0	
OMS Floor areas, per Unit -		Net area per unit				Net to Gross %		Garage area		Gross (GIA) per unit			
		(sqm)		(sqft)		%		(sqm)		(sqm)		(sqft)	
2 bed House		75.0		807						75.0		807	
3 bed House		95.0		1,023						95.0		1,023	
3 bed House (with garage)		95.0		1,023				16.0		111.0		1,195	
4 bed House (with garage)		120.0		1,292				16.0		136.0		1,464	
5 bed House (with garage)		135.0		1,453				16.0		151.0		1,625	
1 bed Flat		50.0		538		85.0%				58.8		633	
2 bed Flat		65.0		700		85.0%				76.5		823	
3 bed Flat		0.0		0		85.0%				0.0		0	
AH Floor areas, per Unit -		Net area per unit				Net to Gross %		Garage area		Gross (GIA) per unit			
		(sqm)		(sqft)		%		(sqm)		(sqm)		(sqft)	
2 bed House		75.0		807						75.0		807	
3 bed House		95.0		1,023						95.0		1,023	
3 bed House (with garage)		95.0		1,023				16.0		111.0		1,195	
4 bed House (with garage)		120.0		1,292				16.0		136.0		1,464	
5 bed House (with garage)		135.0		1,453				16.0		151.0		1,625	
1 bed Flat		50.0		538		85.0%				58.8		633	
2 bed Flat		65.0		700		85.0%				76.5		823	
3 bed Flat		0.0		0		85.0%				0.0		0	
Total Gross Overall Floor areas -		OMS Units GIA				AH units GIA				Total GIA (all units)			
		(sqm)		(sqft)		(sqm)		(sqft)		(sqm)		(sqft)	
2 bed House		0		0		30		323		30		323	
3 bed House		76		818		19		205		95		1,023	
3 bed House (with garage)		89		956		22		239		111		1,195	
4 bed House (with garage)		218		2,342		0		0		218		2,342	
5 bed House (with garage)		0		0		0		0		0		0	
1 bed Flat		0		0		0		0		0		0	
2 bed Flat		0		0		0		0		0		0	
3 bed Flat		0		0		0		0		0		0	
		382		4,116		71		766		454		4,883	
AH % by floor area:		15.70% AH % by floor area (difference due to mix)											
Open Market Sales values (£) -		£ OMS (per unit)		£ psm (net)		£ psf (net)		£ psm (gross)		£ psf (gross)		total MV £ (no AH)	
2 bed House		330,000		4,400		409		4,400		409		132,000	
3 bed House		415,000		4,368		406		4,368		406		415,000	
3 bed House (with garage)		425,000		4,474		416		3,829		356		425,000	
4 bed House (with garage)		510,000		4,250		395		3,750		348		816,000	
5 bed House (with garage)		570,000		4,222		392		3,775		351		0	
1 bed Flat		205,000		4,100		381		3,485		324		0	
2 bed Flat		255,000		3,923		364		3,335		310		0	
3 bed Flat		0		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		0	
												1,788,000	
Affordable Housing values (£) -		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV	
2 bed House		123,750		37.5%		123,750		37.5%		231,000		70.0%	
3 bed House		155,625		37.5%		155,625		37.5%		250,000		70.0%	
3 bed House (with garage)		159,375		37.5%		159,375		37.5%		250,000		70.0%	
4 bed House (with garage)		191,250		37.5%		191,250		37.5%		250,000		70.0%	
5 bed House (with garage)		213,750		37.5%		213,750		37.5%		250,000		70.0%	
1 bed Flat		76,875		37.5%		76,875		37.5%		143,500		70.0%	
2 bed Flat		95,625		37.5%		95,625		37.5%		178,500		70.0%	
3 bed Flat		0		37.5%		0		37.5%		0		70.0%	
												* capped @£250K	

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Site Typology:

Notes/Comments:

Houses

Location / Value Zone:

Median BCIS, Current CIL: £54.80

No Units:

Greenfield/Brownfield:

4

Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
2 bed House	0.0	@	330,000	-	
3 bed House	0.8	@	415,000	332,000	
3 bed House (with garage)	0.8	@	425,000	340,000	
4 bed House (with garage)	1.6	@	510,000	816,000	
5 bed House (with garage)	0.0	@	570,000	-	
1 bed Flat	0.0	@	205,000	-	
2 bed Flat	0.0	@	255,000	-	
3 bed Flat	0.0	@	0	-	
	3.2			1,488,000	
Affordable Rent GDV -					
2 bed House	0.0	@	123,750	-	
3 bed House	0.0	@	155,625	-	
3 bed House (with garage)	0.0	@	159,375	-	
4 bed House (with garage)	0.0	@	191,250	-	
5 bed House (with garage)	0.0	@	213,750	-	
1 bed Flat	0.0	@	76,875	-	
2 bed Flat	0.0	@	95,625	-	
3 bed Flat	0.0	@	0	-	
	0.0			-	
Social Rent GDV -					
2 bed House	0.3	@	123,750	34,650	
3 bed House	0.1	@	155,625	21,788	
3 bed House (with garage)	0.1	@	159,375	22,313	
4 bed House (with garage)	0.0	@	191,250	-	
5 bed House (with garage)	0.0	@	213,750	-	
1 bed Flat	0.0	@	76,875	-	
2 bed Flat	0.0	@	95,625	-	
3 bed Flat	0.0	@	0	-	
	0.6			78,750	
First Homes GDV -					
2 bed House	0.0	@	231,000	-	
3 bed House	0.0	@	250,000	-	
3 bed House (with garage)	0.0	@	250,000	-	
4 bed House (with garage)	0.0	@	250,000	-	
5 bed House (with garage)	0.0	@	250,000	-	
1 bed Flat	0.0	@	143,500	-	
2 bed Flat	0.0	@	178,500	-	
3 bed Flat	0.0	@	0	-	
	0.0			-	
Other Intermediate GDV -					
2 bed House	0.1	@	231,000	27,720	
3 bed House	0.1	@	290,500	17,430	
3 bed House (with garage)	0.1	@	297,500	17,850	
4 bed House (with garage)	0.0	@	357,000	-	
5 bed House (with garage)	0.0	@	399,000	-	
1 bed Flat	0.0	@	143,500	-	
2 bed Flat	0.0	@	178,500	-	
3 bed Flat	0.0	@	0	-	
	0.2	0.8		63,000	
Sub-total GDV Residential				1,629,750	
AH on-site cost analysis:					
349 £ psm (total GIA sqm)				158,250	
EMV (no AH) less £GDV (inc. AH)					
39,563 £ per unit (total units)					
Grant					
	4	units @		per unit	-
Total GDV				1,629,750	

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology: Houses
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: Median BCIS, Current CIL: £54.80
 No Units: 4
 Greenfield/Brownfield: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25			(capped at £411,885)	2,352 £				(2,352)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	11,760 £				(11,760)
CIL (Mkrt only inc. garages)	Max		382 sqm		418.24 £ psm				(159,935)
	CIL analysis:		9.81% % of GDV		39,984 £ per unit (total units)				
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	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				-
Site Specific S106 (installment)			4 units @		2,211 per unit				(8,844)
	Sub-total							(8,844)	
	S106 analysis:	66,330 £ per ha	0.54% % of GDV		2,211 £ per unit (total units)				
AH Commuted Sum			454 sqm (total)		£ psm				-
	Comm. Sum analysis:		0.00% % of GDV						
Construction Costs -									
Site Clearance, Demolition & Remediation			0.13 ha @		£ per ha (if brownfield)				-
Strategic Site Infra. 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				-
	Years 1-15		4 units @		per unit				-
	Sub-total								-
	Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total units)				
2 bed House			30 sqm @		1,727 psm				(51,810)
3 bed House			95 sqm @		1,727 psm				(164,065)
3 bed House (EXC. garage)			95 sqm @		1,727 psm				(164,065)
4 bed House (EXC. garage)			192 sqm @		1,727 psm				(331,584)
5 bed House (EXC. garage)			- sqm @		1,727 psm				-
1 bed Flat			- sqm @		1,893 psm				-
2 bed Flat			- sqm @		1,893 psm				-
3 bed Flat			- sqm @		1,893 psm				-
Garages for 3B House	1.0	16.0	16 sqm @		531 psm				(8,500)
Garages for 4B House	1.6	16.0	26 sqm @		531 psm				(13,600)
Garages for 5B House	-	16.0	0 sqm @		531 psm				-
	Total GIA check:		454	£ per garage	£8,500				
External works			733,624 @		15.0%				(110,044)
	Ext. Works analysis:				27,511 £ per unit (total units)				
Policy Costs on design -									
Net Biodiversity costs			4 units @		1,003 £ per unit				(4,012)
M4(2) Category 2 Housing	Aff units		1 units @	100% @	625 £ per unit				(500)
M4(3) Category 3 Housing	Aff units (>20 units)		1 units @	0% @	12,133 £ per unit				-
M4(2) Category 2 Housing	OMS units		3 units @	100% @	625 £ per unit				(2,000)
M4(3) Category 3 Housing	OMS units (>20 units)		3 units @	0% @	12,133 £ per unit				-
Part L/FHS - Houses			4 units @		5,816 £ per unit				(23,264)
Part L/FHS - Flats			- units @		2,712 £ per unit				-
	Part L/FHS analysis:				3.2% % of BCIS costs				
EV Charging Points - Houses			4 units @		0 £ per unit				-
EV Charging Points - Flats			- units @		0 £ per 4 units				-
Water Efficiency - Houses			4 units @		2,683 £ per unit				(10,732)
Water Efficiency - Flats			- units @		909 £ per unit				-
Broadband infrastructure	(< 20 units only)		4 units @		747 £ per unit				(2,988)
	Sub-total							(40,508)	
	Policy Costs analysis: (design costs only)				10,127 £ per unit (total units)				
					5.5% % of BCIS costs				
Contingency (on construction)			887,164 @		3.0%				(26,615)

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology: **Houses** No Units: **4**
 Site Typology: Location / Value Zone: **Area Wide** Greenfield/Brownfield: **Greenfield**
 Notes/Comments: **Median BCIS, Current CIL: £54.80**

Professional Fees	887,164	@	6.5%		(57,666)
Disposal Costs -					
OMS Marketing and Promotion	1,488,000	OMS @	3.00%	11,160 £ per unit	(44,640)
Residential Sales Agent Costs	1,488,000	OMS @	1.00%	3,720 £ per unit	(14,880)
Residential Sales Legal Costs	1,488,000	OMS @	0.50%	1,860 £ per unit	(7,440)
Affordable Sale Legal Costs	141,750	AH @	0.25%	89 £ per unit	(354)
Empty Property Costs (SC, Council Tax proxy)	4	units (1/2 back during sales period)	0	0 £ per unit PA (£ per	-
Disposal Cost analysis:				16,829 £ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00% APR	0.565% pcm		(20,978)
Developers Profit -					
Profit on OMS	1,488,000		20.00%		(297,600)
Margin on AH	141,750		6.00% on AH values		(8,505)
Profit analysis:	1,629,750		18.78% blended GDV	(306,105)	
	1,242,628		24.63% on costs	(306,105)	
TOTAL COSTS					(1,548,733)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					81,017
SDLT	81,017	@	HMRC formula		-
Acquisition Agent fees	81,017	@	1.0%		(810)
Acquisition Legal fees	81,017	@	0.5%		(405)
Interest on Land	81,017	@	7.00%		(5,671)
Residual Land Value					74,130
RLV analysis:	18,533 £ per plot	555,977 £ per ha (net)	225,001 £ per acre (net)		
		444,782 £ per ha (gross)	180,001 £ per acre (gross)		
			4.55% % RLV / GDV		

BENCHMARK LAND VALUE (BLV)					
Residential Density	30.0	dph (net)			
Site Area (net)	0.13	ha (net)	0.33	acres (net)	
Net to Gross ratio	80%				
Site Area (gross)	0.17	ha (gross)	0.41	acres (gross)	
Density analysis:	3,402	sqm/ha (net)	14,819	sqft/ac (net)	
	24	dph (gross)			
Benchmark Land Value (net)	18,533 £ per plot	555,975 £ per ha (net)	225,000 £ per acre (net)		74,130
BLV analysis:		444,780 £ per ha (gross)	180,000 £ per acre (gross)		

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

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Houses

Site Typology:

Location / Value Zone:

Area Wide

No Units:

4

Notes/Comments:

Median BCIS, Current CIL: £54.80

Greenfield/Brownfield:

Greenfield

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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

TABLE 1		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		1	10%	15%	20%	25%	30%	35%	40%
Max CIL £ psm 418.24 (recommended CIL) (120.00)	0.00		590,635	522,396	453,843	383,239	312,634	242,029	170,973
	10.00		578,983	511,392	443,127	373,192	303,257	233,322	162,756
	20.00		567,331	500,387	432,410	363,145	293,880	224,614	154,539
	30.00		555,679	489,383	421,694	353,098	284,503	215,907	146,288
	40.00		544,027	478,378	410,977	343,052	275,126	207,200	138,025
	50.00		532,375	467,373	400,261	333,005	265,749	198,493	129,761
	60.00		520,723	456,131	389,544	322,958	256,372	189,745	121,498
	70.00		509,071	444,744	378,828	312,911	246,995	180,844	113,234
	80.00		497,419	433,358	368,111	302,865	237,618	171,896	104,971
	90.00		485,767	421,972	357,395	292,818	228,241	162,944	96,707
	100.00		474,115	410,585	346,678	282,771	218,864	153,992	88,444
	110.00		462,436	399,199	335,962	272,724	209,487	145,040	80,180
	120.00		450,380	387,813	325,245	262,678	200,070	136,088	71,917
	130.00		438,324	376,426	314,529	252,631	190,619	127,136	63,653
	140.00		426,268	365,040	303,812	242,584	180,978	118,184	55,390
	150.00		414,212	353,654	293,096	232,527	171,337	109,232	47,127
	160.00		402,156	342,267	282,379	222,424	161,696	100,280	38,863
	170.00		390,100	330,881	271,663	212,320	152,056	91,328	30,600
	180.00		378,044	319,495	260,944	202,217	142,415	82,376	22,336
	190.00		365,988	308,109	250,167	192,113	132,774	73,424	14,073
	200.00		353,931	296,722	239,390	181,796	123,134	64,471	5,809
	210.00		341,875	285,319	228,613	171,467	113,493	55,519	(2,454)
	220.00		329,819	273,868	217,835	161,137	103,852	46,567	(10,718)
	230.00		317,763	262,418	207,058	150,808	94,212	37,615	(18,981)
	240.00		305,653	250,967	196,281	140,479	84,571	28,663	(27,245)
	250.00		293,528	239,516	185,368	130,149	74,930	19,711	(35,508)

TABLE 2

TABLE 2		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 418.24 (recommended CIL) (120.00)	0.00		453,843	451,365	448,886	446,408	443,930	441,451	438,973
	10.00		443,127	440,648	438,170	435,691	433,213	430,735	428,256
	20.00		432,410	429,932	427,453	424,975	422,496	420,018	417,540
	30.00		421,694	419,215	416,737	414,258	411,780	409,301	406,823
	40.00		410,977	408,499	406,020	403,542	401,063	398,585	396,106
	50.00		400,261	397,782	395,304	392,825	390,347	387,868	385,390
	60.00		389,544	387,066	384,587	382,109	379,630	377,152	374,673
	70.00		378,828	376,349	373,871	371,392	368,914	366,435	363,957
	80.00		368,111	365,633	363,154	360,676	358,197	355,719	353,240
	90.00		357,395	354,916	352,438	349,959	347,481	345,002	342,524
	100.00		346,678	344,200	341,721	339,243	336,764	334,286	331,807
	110.00		335,962	333,483	331,005	328,526	326,048	323,569	321,091
	120.00		325,245	322,767	320,288	317,810	315,331	312,853	310,374
	130.00		314,529	312,050	309,572	307,093	304,615	302,136	299,658
	140.00		303,812	301,334	298,855	296,377	293,898	291,420	288,941
	150.00		293,096	290,617	288,139	285,660	283,182	280,703	278,225
	160.00		282,379	279,901	277,422	274,944	272,465	269,987	267,508
	170.00		271,663	269,184	266,706	264,227	261,749	259,259	256,766
	180.00		260,944	258,451	255,959	253,466	250,974	248,482	245,989
	190.00		250,167	247,674	245,182	242,689	240,197	237,704	235,212
	200.00		239,390	236,897	234,405	231,912	229,420	226,927	224,435
	210.00		228,613	226,120	223,628	221,135	218,643	216,150	213,658
	220.00		217,835	215,343	212,851	210,358	207,866	205,373	202,881
	230.00		207,058	204,566	202,073	199,581	197,088	194,596	192,103
	240.00		196,281	193,789	191,290	188,742	186,194	183,645	181,097
	250.00		185,368	182,820	180,272	177,724	175,176	172,627	170,079

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Houses

Site Typology:

Location / Value Zone:

Area Wide

No Units:

4

Notes/Comments:

Median BCIS, Current CIL: £54.80

Greenfield/Brownfield:

Greenfield

TABLE 3

		Profit	20%						
Balance (RLV - BLV £ per acre (n))		1	15%	16%	17%	18%	19%	20%	21%
CIL £psm 418.24 (recommended CIL) (120.00)	0.00		649,492	610,425	571,359	532,292	493,225	453,843	413,422
	10.00		639,135	600,068	561,001	521,934	482,868	443,127	402,705
	20.00		628,777	589,711	550,644	511,577	472,510	432,410	391,989
	30.00		618,420	579,353	540,287	501,220	462,116	421,694	381,272
	40.00		608,063	568,996	529,929	490,862	451,399	410,977	370,556
	50.00		597,706	558,639	519,572	480,505	440,683	400,261	359,839
	60.00		587,348	548,281	509,215	470,148	429,966	389,544	349,123
	70.00		576,991	537,924	498,857	459,671	419,249	378,828	338,406
	80.00		566,634	527,567	488,500	448,955	408,533	368,111	327,690
	90.00		556,276	517,209	478,143	438,238	397,816	357,395	316,973
	100.00		545,919	506,852	467,785	427,522	387,100	346,678	306,257
	110.00		535,562	496,495	457,227	416,805	376,383	335,962	295,540
	120.00		525,204	486,138	446,510	406,089	365,667	325,245	284,823
	130.00		514,847	475,780	435,794	395,372	354,950	314,529	274,107
	140.00		504,490	465,423	425,077	384,655	344,234	303,812	263,390
	150.00		494,132	454,782	414,361	373,939	333,517	293,096	252,674
	160.00		483,775	444,066	403,644	363,222	322,801	282,379	241,957
	170.00		473,418	433,349	392,928	352,506	312,084	271,663	231,241
	180.00		463,062	422,631	382,209	341,787	301,366	260,944	220,522
	190.00		452,705	411,854	371,432	331,010	290,589	250,167	209,745
	200.00		441,498	401,076	360,655	320,233	279,811	239,390	198,968
	210.00		430,721	390,299	349,878	309,456	269,034	228,613	188,115
	220.00		419,944	379,522	339,101	298,679	258,257	217,835	177,097
	230.00		409,167	368,745	328,323	287,902	247,480	207,058	166,079
	240.00		398,390	357,968	317,546	277,125	236,703	196,281	155,061
	250.00		387,613	347,191	306,769	266,348	225,926	185,368	144,043

TABLE 4

TABLE 4		BLV (£ per acre (n))				225,000			
Balance (RLV - BLV £ per acre (n))		1	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm 418.24 (recommended CIL) (120.00)	0.00		578,843	553,843	528,843	503,843	478,843	453,843	428,843
	10.00		568,127	543,127	518,127	493,127	468,127	443,127	418,127
	20.00		557,410	532,410	507,410	482,410	457,410	432,410	407,410
	30.00		546,694	521,694	496,694	471,694	446,694	421,694	396,694
	40.00		535,977	510,977	485,977	460,977	435,977	410,977	385,977
	50.00		525,261	500,261	475,261	450,261	425,261	400,261	375,261
	60.00		514,544	489,544	464,544	439,544	414,544	389,544	364,544
	70.00		503,828	478,828	453,828	428,828	403,828	378,828	353,828
	80.00		493,111	468,111	443,111	418,111	393,111	368,111	343,111
	90.00		482,395	457,395	432,395	407,395	382,395	357,395	332,395
	100.00		471,678	446,678	421,678	396,678	371,678	346,678	321,678
	110.00		460,962	435,962	410,962	385,962	360,962	335,962	310,962
	120.00		450,245	425,245	400,245	375,245	350,245	325,245	300,245
	130.00		439,529	414,529	389,529	364,529	339,529	314,529	289,529
	140.00		428,812	403,812	378,812	353,812	328,812	303,812	278,812
	150.00		418,096	393,096	368,096	343,096	318,096	293,096	268,096
	160.00		407,379	382,379	357,379	332,379	307,379	282,379	257,379
	170.00		396,663	371,663	346,663	321,663	296,663	271,663	246,663
	180.00		385,944	360,944	335,944	310,944	285,944	260,944	235,944
	190.00		375,167	350,167	325,167	300,167	275,167	250,167	225,167
	200.00		364,390	339,390	314,390	289,390	264,390	239,390	214,390
	210.00		353,613	328,613	303,613	278,613	253,613	228,613	203,613
	220.00		342,835	317,835	292,835	267,835	242,835	217,835	192,835
	230.00		332,058	307,058	282,058	257,058	232,058	207,058	182,058
	240.00		321,281	296,281	271,281	246,281	221,281	196,281	171,281
	250.00		310,368	285,368	260,368	235,368	210,368	185,368	160,368

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Houses

No Units:

4

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Median BCIS, Current CIL: £54.80

TABLE 5		Density (dph) (net)								
Balance (RLV - BLV £ per acre (n))		1	30	35	40	45	50	55	60	
CIL £psm 418.24 (recommended CIL) (120.00)		0.00	453,843	566,984	680,125	793,265	906,406	1,019,546	1,132,687	
		10.00	443,127	554,481	665,836	777,190	888,545	999,899	1,111,254	
		20.00	432,410	541,979	651,547	761,116	870,684	980,252	1,089,821	
		30.00	421,694	529,476	637,258	745,041	852,823	960,605	1,068,388	
		40.00	410,977	516,974	622,970	728,966	834,962	940,958	1,046,955	
		50.00	400,261	504,471	608,681	712,891	817,101	921,312	1,025,522	
		60.00	389,544	491,968	594,392	696,816	799,240	901,665	1,004,089	
		70.00	378,828	479,466	580,104	680,742	781,380	882,018	982,656	
		80.00	368,111	466,963	565,815	664,667	763,519	862,371	961,222	
		90.00	357,395	454,461	551,526	648,592	745,658	842,724	939,789	
		100.00	346,678	441,958	537,238	632,517	727,797	823,077	918,356	
		110.00	335,962	429,455	522,949	616,443	709,936	803,430	896,923	
		120.00	325,245	416,953	508,660	600,368	692,075	783,783	875,490	
		130.00	314,529	404,450	494,372	584,293	674,214	764,136	854,057	
		140.00	303,812	391,947	480,083	568,218	656,354	744,489	832,624	
		150.00	293,096	379,445	465,794	552,143	638,493	724,842	811,191	
		160.00	282,379	366,942	451,505	536,069	620,632	705,195	789,758	
		170.00	271,663	354,440	437,217	519,994	602,771	685,548	768,325	
	180.00	260,944	341,935	422,925	503,916	584,907	665,897	746,888		
	190.00	250,167	329,361	408,556	487,750	566,945	646,139	725,334		
	200.00	239,390	316,788	394,186	471,585	548,983	626,381	703,779		
	210.00	228,613	304,215	379,817	455,419	531,021	606,623	682,225		
	220.00	217,835	291,641	365,447	439,253	513,059	586,865	660,671		
	230.00	207,058	279,068	351,078	423,088	495,097	567,107	639,117		
	240.00	196,281	266,495	336,708	406,922	477,135	547,349	617,563		
	250.00	185,368	253,763	322,158	390,552	458,947	527,342	595,737		

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)								
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%	
CIL £psm 418.24 (recommended CIL) (120.00)		0.00	705,265	579,981	453,843	323,657	193,087	59,273	(74,575)	
		10.00	694,966	569,623	443,127	312,941	182,103	48,255	(85,593)	
		20.00	684,667	559,266	432,410	302,224	171,085	37,237	(96,611)	
		30.00	674,367	548,909	421,694	291,508	160,067	26,219	(107,679)	
		40.00	664,068	538,552	410,977	280,791	149,049	15,201	(118,759)	
		50.00	653,769	528,194	400,261	270,074	138,031	4,183	(129,840)	
		60.00	643,470	517,837	389,544	259,347	127,013	(6,835)	(140,920)	
		70.00	633,171	507,480	378,828	248,570	115,995	(17,853)	(152,000)	
		80.00	622,872	497,122	368,111	237,793	104,977	(28,871)	(163,080)	
		90.00	612,573	486,765	357,395	227,016	93,959	(39,889)	(174,161)	
		100.00	602,230	476,408	346,678	216,238	82,941	(50,907)	(185,241)	
		110.00	591,873	466,050	335,962	205,461	71,923	(61,925)	(196,321)	
		120.00	581,516	455,432	325,245	194,684	60,905	(72,943)	(207,401)	
		130.00	571,158	444,715	314,529	183,736	49,887	(83,961)	(218,482)	
		140.00	560,801	433,998	303,812	172,718	38,870	(94,979)	(229,986)	
		150.00	550,444	423,282	293,096	161,700	27,852	(106,037)	(242,095)	
		160.00	540,086	412,565	282,379	150,682	16,834	(117,117)	(254,205)	
		170.00	529,729	401,849	271,663	139,664	5,816	(128,198)	(266,314)	
	180.00	519,372	391,132	260,944	128,646	(5,202)	(139,278)	(278,424)		
	190.00	509,014	380,416	250,167	117,628	(16,220)	(150,358)	(290,533)		
	200.00	498,657	369,699	239,390	106,610	(27,238)	(161,438)	(302,643)		
	210.00	488,300	358,983	228,613	95,592	(38,256)	(172,519)	(314,752)		
	220.00	477,943	348,266	217,835	84,574	(49,274)	(183,599)	(326,862)		
	230.00	467,585	337,550	207,058	73,556	(60,292)	(194,679)	(338,972)		
	240.00	457,228	326,833	196,281	62,538	(71,310)	(205,759)	(351,081)		
	250.00	446,303	316,117	185,368	51,520	(82,328)	(216,840)	(363,191)		

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Houses

No Units:

4

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Median BCIS, Current CIL: £54.80

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 418.24 (recommended CIL) (120.00)	0.00		141,985	298,657	453,843	604,143	753,746	903,074	1,051,892
	10.00		130,968	287,941	443,127	593,785	743,447	892,803	1,041,645
	20.00		119,950	277,224	432,410	583,428	733,148	882,503	1,031,399
	30.00		108,932	266,508	421,694	573,071	722,849	872,204	1,021,152
	40.00		97,914	255,791	410,977	562,713	712,550	861,905	1,010,905
	50.00		86,896	245,075	400,261	552,356	702,250	851,606	1,000,658
	60.00		75,878	234,338	389,544	541,999	691,951	841,307	990,411
	70.00		64,860	223,561	378,828	531,641	681,626	831,008	980,164
	80.00		53,842	212,784	368,111	521,284	671,269	820,709	969,918
	90.00		42,824	202,007	357,395	510,927	660,911	810,410	959,671
	100.00		31,806	191,222	346,678	500,569	650,554	800,111	949,424
	110.00		20,788	180,204	335,962	490,212	640,197	789,812	939,168
	120.00		9,770	169,186	325,245	479,855	629,839	779,513	928,868
	130.00		(1,248)	158,168	314,529	469,498	619,482	769,214	918,569
	140.00		(12,266)	147,150	303,812	458,998	609,125	758,915	908,270
	150.00		(23,284)	136,132	293,096	448,282	598,767	748,615	897,971
	160.00		(34,302)	125,114	282,379	437,565	588,410	738,316	887,672
	170.00		(45,320)	114,096	271,663	426,849	578,053	728,017	877,373
	180.00		(56,338)	103,078	260,944	416,132	567,695	717,680	867,074
	190.00		(67,356)	92,060	250,167	405,416	557,338	707,323	856,775
	200.00		(78,373)	81,042	239,390	394,699	546,981	696,965	846,476
	210.00		(89,391)	70,024	228,613	383,983	536,623	686,608	836,177
	220.00		(100,409)	59,006	217,835	373,266	526,266	676,251	825,878
	230.00		(111,427)	47,988	207,058	362,550	515,909	665,893	815,579
	240.00		(122,494)	36,971	196,281	351,833	505,552	655,536	805,280
	250.00		(133,574)	25,953	185,368	341,117	495,194	645,179	794,980

TABLE 8		Grant (£ per unit)							
Balance (RLV - BLV £ per acre (n))		1	0	5,000	10,000	15,000	20,000	25,000	30,000
CIL £psm 418.24 (recommended CIL) (120.00)	0.00		453,843	508,331	562,505	616,678	670,607	724,500	778,394
	10.00		443,127	497,974	552,147	606,320	660,308	714,201	768,095
	20.00		432,410	487,617	541,790	595,963	650,009	703,902	757,796
	30.00		421,694	477,259	531,433	585,606	639,710	693,603	747,496
	40.00		410,977	466,902	521,075	575,249	629,411	683,304	737,197
	50.00		400,261	456,313	510,718	564,891	619,064	673,005	726,898
	60.00		389,544	445,596	500,361	554,534	608,707	662,706	716,599
	70.00		378,828	434,880	490,003	544,177	598,350	652,407	706,300
	80.00		368,111	424,163	479,646	533,819	587,992	642,108	696,001
	90.00		357,395	413,447	469,289	523,462	577,635	631,808	685,702
	100.00		346,678	402,730	458,782	513,105	567,278	621,451	675,403
	110.00		335,962	392,014	448,066	502,747	556,921	611,094	665,104
	120.00		325,245	381,297	437,349	492,390	546,563	600,736	654,805
	130.00		314,529	370,581	426,633	482,033	536,206	590,379	644,506
	140.00		303,812	359,864	415,916	471,675	525,849	580,022	634,195
	150.00		293,096	349,148	405,200	461,252	515,491	569,664	623,838
	160.00		282,379	338,431	394,483	450,535	505,134	559,307	613,480
	170.00		271,663	327,715	383,767	439,819	494,777	548,950	603,123
	180.00		260,944	316,998	373,050	429,102	484,419	538,593	592,766
	190.00		250,167	306,282	362,334	418,386	474,062	528,235	582,408
	200.00		239,390	295,565	351,617	407,669	463,705	517,878	572,051
	210.00		228,613	284,848	340,901	396,953	453,005	507,521	561,694
	220.00		217,835	274,132	330,184	386,236	442,288	497,163	551,337
	230.00		207,058	263,415	319,467	375,519	431,572	486,806	540,979
	240.00		196,281	252,650	308,751	364,803	420,855	476,449	530,622
	250.00		185,368	241,873	298,034	354,086	410,138	466,091	520,265

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

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Appraisal Ref: **Z** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: **Location / Value Zone: Area Wide**
 Notes/Comments: **Median BCIS, Current CIL: £54.80**
 No Units: **8**
 Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			8 Units						
AH Policy requirement (% Target)			40%						
Open Market Sale (OMS) housing			60%						
AH tenure split %			Affordable Rent: 0.0%						
			Social Rent: 70.0% 70.0% % Rented						
			First Homes: 0.0%						
			Other Intermediate (LCHO/Sub-Market etc.): 30.0% 12.0% % of total (>10% First Homes PPG 023)						
			100% 100.0%						
CIL Rate (£ psm)			164.98 £ psm						
Unit Mix -									
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
2 bed House	35.0%	1.7	50.0%	1.6	41%	3.3			
3 bed House	20.0%	1.0	25.0%	0.8	22%	1.8			
3 bed House (with garage)	20.0%	1.0	25.0%	0.8	22%	1.8			
4 bed House (with garage)	25.0%	1.2	0.0%	0.0	15%	1.2			
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0% 4.8	100.0% 3.2	100% 8.0					
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)		(sqft)		
2 bed House	126	1,356	120	1,292	246		2,648		
3 bed House	91	982	76	818	167		1,800		
3 bed House (with garage)	107	1,147	89	956	195		2,103		
4 bed House (with garage)	163	1,757	0	0	163		1,757		
5 bed House (with garage)	0	0	0	0	0		0		
1 bed Flat	0	0	0	0	0		0		
2 bed Flat	0	0	0	0	0		0		
3 bed Flat	0	0	0	0	0		0		
		487	5,242	285	3,066	772		8,307	
AH % by floor area:		36.90% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)			
2 bed House	330,000	4,400	409	4,400	409	1,082,400			
3 bed House	415,000	4,368	406	4,368	406	730,400			
3 bed House (with garage)	425,000	4,474	416	3,829	356	748,000			
4 bed House (with garage)	510,000	4,250	395	3,750	348	612,000			
5 bed House (with garage)	570,000	4,222	392	3,775	351	0			
1 bed Flat	205,000	4,100	381	3,485	324	0			
2 bed Flat	255,000	3,923	364	3,335	310	0			
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0			
						3,172,800			
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Site Typology:

Notes/Comments:

Houses

Location / Value Zone:

Median BCIS, Current CIL: £54.80

No Units:

Greenfield/Brownfield:

8

Greenfield

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
2 bed House	1.7	@	330,000		554,400
3 bed House	1.0	@	415,000		398,400
3 bed House (with garage)	1.0	@	425,000		408,000
4 bed House (with garage)	1.2	@	510,000		612,000
5 bed House (with garage)	0.0	@	570,000		-
1 bed Flat	0.0	@	205,000		-
2 bed Flat	0.0	@	255,000		-
3 bed Flat	0.0	@	0		-
	4.8				1,972,800
Affordable Rent GDV -					
2 bed House	0.0	@	123,750		-
3 bed House	0.0	@	155,625		-
3 bed House (with garage)	0.0	@	159,375		-
4 bed House (with garage)	0.0	@	191,250		-
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	1.1	@	123,750		138,600
3 bed House	0.6	@	155,625		87,150
3 bed House (with garage)	0.6	@	159,375		89,250
4 bed House (with garage)	0.0	@	191,250		-
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	2.2				315,000
First Homes GDV -					
2 bed House	0.0	@	231,000		-
3 bed House	0.0	@	250,000		-
3 bed House (with garage)	0.0	@	250,000		-
4 bed House (with garage)	0.0	@	250,000		-
5 bed House (with garage)	0.0	@	250,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.5	@	231,000		110,880
3 bed House	0.2	@	290,500		69,720
3 bed House (with garage)	0.2	@	297,500		71,400
4 bed House (with garage)	0.0	@	357,000		-
5 bed House (with garage)	0.0	@	399,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	1.0	3.2			252,000
Sub-total GDV Residential					
	8				2,539,800
AH on-site cost analysis:					
	820 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)		633,000
			79,125 £ per unit (total units)		
Grant					
	8	units @		per unit	-
Total GDV					
					2,539,800

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology: Houses
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: Median BCIS, Current CIL: £54.80
 No Units: 8
 Greenfield/Brownfield: Greenfield

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25			(capped at £411,885)	4,704 £				(4,704)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	23,520 £				(23,520)
CIL (Mkrt only inc. garages)	Max	487 sqm		164.98 £ psm					(80,339)
	CIL analysis:	3.16% % of GDV		10,042 £ per unit (total units)					
Site Specific S106	Year 1			0					-
(strategic site cashflow yrs 1-15)	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					-
Site Specific S106 (installment)		8 units @		2,211 per unit					(17,688)
	Sub-total							(17,688)	
	S106 analysis:	66,330 £ per ha	0.70% % of GDV	2,211 £ per unit (total units)					
AH Commuted Sum		772 sqm (total)		£ psm					-
	Comm. Sum analysis:		0.00% % of GDV						
Construction Costs -									
Site Clearance, Demolition & Remediation		0.27 ha @		£ per ha (if brownfield)					-
Strategic Site Infra. 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					-
	Years 1-15	8 units @		per unit					-
	Sub-total								-
	Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total units)					
2 bed House		246 sqm @		1,727 psm					(424,842)
3 bed House		167 sqm @		1,727 psm					(288,754)
3 bed House (EXC. garage)		167 sqm @		1,727 psm					(288,754)
4 bed House (EXC. garage)		144 sqm @		1,727 psm					(248,688)
5 bed House (EXC. garage)		- sqm @		1,727 psm					-
1 bed Flat		- sqm @		1,893 psm					-
2 bed Flat		- sqm @		1,893 psm					-
3 bed Flat		- sqm @		1,893 psm					-
Garages for 3B House	1.8	16.0	28 sqm @	531 psm					(14,960)
Garages for 4B House	1.2	16.0	19 sqm @	531 psm					(10,200)
Garages for 5B House	-	16.0	0 sqm @	531 psm					-
	Total GIA check:		772 £ per garage	£8,500					
External works		1,276,199 @		15.0%					(191,430)
	Ext. Works analysis:			23,929 £ per unit (total units)					
Policy Costs on design -									
Net Biodiversity costs		8 units @		1,003 £ per unit					(8,024)
M4(2) Category 2 Housing	Aff units	3 units @	100% @	625 £ per unit					(2,000)
M4(3) Category 3 Housing	Aff units (>20 units)	3 units @	0% @	12,133 £ per unit					-
M4(2) Category 2 Housing	OMS units	5 units @	100% @	625 £ per unit					(3,000)
M4(3) Category 3 Housing	OMS units (>20 units)	5 units @	0% @	12,133 £ per unit					-
Part L/FHS - Houses		8 units @		5,816 £ per unit					(46,528)
Part L/FHS - Flats		- units @		2,712 £ per unit					-
	Part L/FHS analysis:			3.6% % of BCIS costs					
EV Charging Points - Houses		8 units @		0 £ per unit					-
EV Charging Points - Flats		- units @		0 £ per 4 units					-
Water Efficiency - Houses		8 units @		2,683 £ per unit					(21,464)
Water Efficiency - Flats		- units @		909 £ per unit					-
Broadband infrastructure	(< 20 units only)	8 units @		747 £ per unit					(5,976)
	Sub-total							(81,016)	
	Policy Costs analysis: (design costs only)			10,127 £ per unit (total units)					
				6.3% % of BCIS costs					
Contingency (on construction)		1,554,621 @		3.0%					(46,639)

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology: **Houses** No Units: **8**
 Site Typology: Location / Value Zone: **Area Wide** Greenfield/Brownfield: **Greenfield**
 Notes/Comments: **Median BCIS, Current CIL: £54.80**

Professional Fees	1,554,621	@	6.5%		(101,050)
Disposal Costs -					
OMS Marketing and Promotion	1,972,800	OMS @	3.00%	7,398 £ per unit	(59,184)
Residential Sales Agent Costs	1,972,800	OMS @	1.00%	2,466 £ per unit	(19,728)
Residential Sales Legal Costs	1,972,800	OMS @	0.50%	1,233 £ per unit	(9,864)
Affordable Sale Legal Costs	567,000	AH @	0.25%	177 £ per unit	(1,418)
Empty Property Costs (SC, Council Tax proxy)	8 units (1/2 back during sales period)		0	0 £ per unit PA (£ per	-
Disposal Cost analysis:				11,274 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00%	APR	0.565% pcm		(30,163)
Developers Profit -					
Profit on OMS	1,972,800		20.00%		(394,560)
Margin on AH	567,000		6.00% on AH values		(34,020)
Profit analysis:	2,539,800		16.87% blended GDV	(428,580)	
	1,948,918		21.99% on costs	(428,580)	
TOTAL COSTS					(2,377,498)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					162,302
SDLT	162,302	@	HMRC formula		(246)
Acquisition Agent fees	162,302	@	1.0%		(1,623)
Acquisition Legal fees	162,302	@	0.5%		(812)
Interest on Land	162,302	@	7.00%		(11,361)
Residual Land Value					148,261
RLV analysis:	18,533 £ per plot	555,977 £ per ha (net)	225,001 £ per acre (net)		
		444,782 £ per ha (gross)	180,001 £ per acre (gross)		
			5.84% % RLV / GDV		

BENCHMARK LAND VALUE (BLV)					
Residential Density	30.0	dph (net)			
Site Area (net)	0.27	ha (net)	0.66	acres (net)	
Net to Gross ratio	80%				
Site Area (gross)	0.33	ha (gross)	0.82	acres (gross)	
Density analysis:	2,894	sqm/ha (net)	12,607	sqft/ac (net)	
	24	dph (gross)			
Benchmark Land Value (net)	18,533 £ per plot	555,975 £ per ha (net)	225,000 £ per acre (net)		148,260
BLV analysis:		444,780 £ per ha (gross)	180,000 £ per acre (gross)		

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

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Houses

Site Typology:

Location / Value Zone:

Area Wide

No Units:

8

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Median BCIS, Current CIL: £54.80

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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

TABLE 1		Affordable Housing - % on site 40%							
Balance (RLV - BLV £ per acre (n))		1	10%	15%	20%	25%	30%	35%	40%
Max CIL £ psm 164.98 (recommended CIL) (120.00)	0.00	496,864	432,950	369,036	305,122	241,208	177,294	113,181	
	10.00	486,972	423,607	360,243	296,878	233,514	170,149	106,348	
	20.00	477,080	414,265	351,450	288,635	225,820	163,005	99,487	
	30.00	467,188	404,923	342,657	280,392	218,126	155,861	92,625	
	40.00	457,296	395,580	333,864	272,148	210,433	148,717	85,763	
	50.00	447,404	386,238	325,071	263,905	202,739	141,573	78,901	
	60.00	437,512	376,895	316,279	255,662	195,045	134,428	72,039	
	70.00	427,620	367,553	307,486	247,418	187,351	127,263	65,177	
	80.00	417,728	358,210	298,693	239,175	179,658	120,078	58,315	
	90.00	407,836	348,868	289,900	230,932	171,964	112,677	51,453	
	100.00	397,944	339,525	281,107	222,688	164,270	105,244	44,591	
	110.00	388,052	330,183	272,314	214,445	156,576	97,810	37,729	
	120.00	378,160	320,841	263,521	206,202	148,854	90,376	30,867	
	130.00	368,268	311,498	254,728	197,959	141,117	82,942	24,005	
	140.00	358,376	302,156	245,935	189,715	133,379	75,509	17,143	
	150.00	348,484	292,813	237,143	181,472	125,642	68,075	10,281	
	160.00	338,592	283,471	228,350	173,209	117,863	60,641	3,419	
	170.00	328,700	274,128	219,557	164,919	109,857	53,207	(3,443)	
	180.00	318,808	264,786	210,764	156,629	101,852	45,773	(10,305)	
	190.00	308,916	255,444	201,971	148,339	93,846	38,340	(17,177)	
	200.00	299,024	246,101	193,142	140,049	85,840	30,906	(24,192)	
	210.00	289,132	236,759	184,299	131,759	77,835	23,472	(31,208)	
	220.00	279,240	227,416	175,457	123,469	69,829	16,038	(38,223)	
	230.00	269,348	218,049	166,614	115,042	61,823	8,604	(45,238)	
	240.00	259,456	208,654	157,772	106,465	53,818	1,171	(52,253)	
	250.00	249,564	199,259	148,929	97,888	45,812	(6,263)	(59,269)	

TABLE 2

TABLE 2		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 164.98 (recommended CIL) (120.00)	0.00		113,181	110,702	108,224	105,733	103,240	100,748	98,255
	10.00		106,348	103,856	101,363	98,871	96,379	93,886	91,394
	20.00		99,487	96,994	94,502	92,009	89,517	87,024	84,533
	30.00		92,625	90,132	87,640	85,147	82,655	80,162	77,670
	40.00		85,763	83,270	80,778	78,285	75,793	73,300	70,808
	50.00		78,901	76,408	73,916	71,423	68,931	66,438	63,946
	60.00		72,039	69,546	67,054	64,561	62,069	59,576	57,084
	70.00		65,177	62,684	60,192	57,699	55,207	52,714	50,222
	80.00		58,315	55,822	53,330	50,837	48,345	45,852	43,360
	90.00		51,453	48,960	46,468	43,975	41,483	38,990	36,498
	100.00		44,591	42,098	39,606	37,113	34,621	32,128	29,636
	110.00		37,729	35,236	32,744	30,251	27,759	25,266	22,774
	120.00		30,867	28,374	25,882	23,389	20,897	18,404	15,912
	130.00		24,005	21,512	19,020	16,528	14,035	11,543	9,050
	140.00		17,143	14,651	12,158	9,666	7,173	4,681	2,188
	150.00		10,281	7,789	5,296	2,804	311	(2,181)	(4,674)
	160.00		3,419	927	(1,566)	(4,058)	(6,551)	(9,043)	(11,536)
	170.00		(3,443)	(5,935)	(8,428)	(10,920)	(13,413)	(15,905)	(18,436)
	180.00		(10,305)	(12,797)	(15,290)	(17,806)	(20,354)	(22,903)	(25,451)
	190.00		(17,177)	(19,725)	(22,273)	(24,822)	(27,370)	(29,918)	(32,466)
	200.00		(24,192)	(26,740)	(29,289)	(31,837)	(34,385)	(36,933)	(39,481)
	210.00		(31,208)	(33,756)	(36,304)	(38,852)	(41,400)	(43,949)	(46,497)
	220.00		(38,223)	(40,771)	(43,319)	(45,867)	(48,416)	(50,964)	(53,512)
	230.00		(45,238)	(47,786)	(50,335)	(52,883)	(55,431)	(57,979)	(60,527)
	240.00		(52,253)	(54,802)	(57,350)	(59,898)	(62,446)	(64,994)	(67,543)
	250.00		(59,269)	(61,817)	(64,365)	(66,913)	(69,462)	(72,010)	(74,558)

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Houses

Site Typology:

Location / Value Zone:

Area Wide

No Units:

8

Notes/Comments:

Median BCIS, Current CIL: £54.80

Greenfield/Brownfield:

Greenfield

TABLE 3

		Profit							
		20%							
Balance (RLV - BLV £ per acre (n))		1	15%	16%	17%	18%	19%	20%	21%
CIL £psm 164.98 (recommended CIL) (120.00)	0.00		242,867	216,970	191,072	165,175	139,277	113,181	86,385
	10.00		236,264	210,366	184,469	158,571	132,674	106,348	79,553
	20.00		229,632	203,734	177,837	151,939	126,042	99,487	72,691
	30.00		223,000	197,103	171,205	145,308	119,410	92,625	65,829
	40.00		216,368	190,471	164,573	138,676	112,558	85,763	58,967
	50.00		209,736	183,839	157,941	132,044	105,696	78,901	52,105
	60.00		203,104	177,207	151,309	125,412	98,834	72,039	45,243
	70.00		196,472	170,575	144,677	118,768	91,972	65,177	38,381
	80.00		189,840	163,943	138,045	111,906	85,110	58,315	31,519
	90.00		183,208	157,311	131,413	105,044	78,248	51,453	24,657
	100.00		176,576	150,679	124,781	98,182	71,387	44,591	17,795
	110.00		169,944	144,047	118,116	91,320	64,525	37,729	10,933
	120.00		163,312	137,415	111,254	84,458	57,663	30,867	4,071
	130.00		156,681	130,783	104,392	77,596	50,801	24,005	(2,791)
	140.00		150,049	124,151	97,530	70,734	43,939	17,143	(9,653)
	150.00		143,417	117,464	90,668	63,872	37,077	10,281	(16,515)
	160.00		136,785	110,602	83,806	57,010	30,215	3,419	(23,526)
	170.00		130,153	103,740	76,944	50,148	23,353	(3,443)	(30,541)
	180.00		123,521	96,878	70,082	43,287	16,491	(10,305)	(37,556)
	190.00		116,812	90,016	63,220	36,425	9,629	(17,177)	(44,571)
	200.00		109,950	83,154	56,358	29,563	2,767	(24,192)	(51,587)
	210.00		103,088	76,292	49,496	22,701	(4,095)	(31,208)	(58,602)
	220.00		96,226	69,430	42,634	15,839	(10,957)	(38,223)	(65,617)
	230.00		89,364	62,568	35,772	8,977	(17,844)	(45,238)	(72,633)
	240.00		82,502	55,706	28,910	2,115	(24,859)	(52,253)	(79,648)
	250.00		75,640	48,844	22,049	(4,747)	(31,874)	(59,269)	(86,663)

TABLE 4

		BLV (£ per acre (n))							
		1	100,000	125,000	150,000	175,000	200,000	225,000	250,000
Balance (RLV - BLV £ per acre (n))		1	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm 164.98 (recommended CIL) (120.00)	0.00		238,181	213,181	188,181	163,181	138,181	113,181	88,181
	10.00		231,348	206,348	181,348	156,348	131,348	106,348	81,348
	20.00		224,487	199,487	174,487	149,487	124,487	99,487	74,487
	30.00		217,625	192,625	167,625	142,625	117,625	92,625	67,625
	40.00		210,763	185,763	160,763	135,763	110,763	85,763	60,763
	50.00		203,901	178,901	153,901	128,901	103,901	78,901	53,901
	60.00		197,039	172,039	147,039	122,039	97,039	72,039	47,039
	70.00		190,177	165,177	140,177	115,177	90,177	65,177	40,177
	80.00		183,315	158,315	133,315	108,315	83,315	58,315	33,315
	90.00		176,453	151,453	126,453	101,453	76,453	51,453	26,453
	100.00		169,591	144,591	119,591	94,591	69,591	44,591	19,591
	110.00		162,729	137,729	112,729	87,729	62,729	37,729	12,729
	120.00		155,867	130,867	105,867	80,867	55,867	30,867	5,867
	130.00		149,005	124,005	99,005	74,005	49,005	24,005	(995)
	140.00		142,143	117,143	92,143	67,143	42,143	17,143	(7,857)
	150.00		135,281	110,281	85,281	60,281	35,281	10,281	(14,719)
	160.00		128,419	103,419	78,419	53,419	28,419	3,419	(21,581)
	170.00		121,557	96,557	71,557	46,557	21,557	(3,443)	(28,443)
	180.00		114,695	89,695	64,695	39,695	14,695	(10,305)	(35,305)
	190.00		107,833	82,833	57,833	32,833	7,833	(17,177)	(42,177)
	200.00		100,808	75,808	50,808	25,808	808	(24,192)	(49,192)
	210.00		93,792	68,792	43,792	18,792	(6,208)	(31,208)	(56,208)
	220.00		86,777	61,777	36,777	11,777	(13,223)	(38,223)	(63,223)
	230.00		79,762	54,762	29,762	4,762	(20,238)	(45,238)	(70,238)
	240.00		72,747	47,747	22,747	(2,253)	(27,253)	(52,253)	(77,253)
	250.00		65,731	40,731	15,731	(9,269)	(34,269)	(59,269)	(84,269)

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Houses

No Units:

8

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Median BCIS, Current CIL: £54.80

TABLE 5		Density (dph) (net)								
Balance (RLV - BLV £ per acre (n))		1	30	35	40	45	50	55	60	
CIL £psm 164.98 (recommended CIL) (120.00)	0.00		113,181	169,544	225,907	282,271	338,634	394,998	451,361	
	10.00		106,348	161,573	216,798	272,023	327,247	382,472	437,697	
	20.00		99,487	153,568	207,649	261,730	315,811	369,892	423,973	
	30.00		92,625	145,562	198,499	251,437	304,374	357,312	410,249	
	40.00		85,763	137,556	189,350	241,144	292,938	344,731	396,525	
	50.00		78,901	129,551	180,201	230,851	281,501	332,151	382,801	
	60.00		72,039	121,545	171,052	220,558	270,064	319,571	369,077	
	70.00		65,177	113,540	161,902	210,265	258,628	306,991	355,353	
	80.00		58,315	105,534	152,753	199,972	247,191	294,410	341,630	
	90.00		51,453	97,528	143,604	189,679	235,755	281,830	327,906	
	100.00		44,591	89,523	134,454	179,386	224,318	269,250	314,182	
	110.00		37,729	81,517	125,305	169,093	212,882	256,670	300,458	
	120.00		30,867	73,511	116,156	158,800	201,445	244,089	286,734	
	130.00		24,005	65,506	107,007	148,507	190,008	231,509	273,010	
	140.00		17,143	57,500	97,857	138,215	178,572	218,929	259,286	
	150.00		10,281	49,495	88,708	127,922	167,135	206,349	245,562	
	160.00		3,419	41,489	79,559	117,629	155,699	193,768	231,838	
	170.00		(3,443)	33,483	70,410	107,336	144,262	181,188	218,114	
	180.00		(10,305)	25,478	61,260	97,043	132,825	168,608	204,390	
	190.00		(17,177)	17,460	52,097	86,735	121,372	156,009	190,646	
	200.00		(24,192)	9,276	42,744	76,212	109,680	143,147	176,615	
	210.00		(31,208)	1,091	33,390	65,689	97,987	130,286	162,585	
	220.00		(38,223)	(7,093)	24,036	55,166	86,295	117,425	148,554	
	230.00		(45,238)	(15,278)	14,682	44,643	74,603	104,563	134,524	
	240.00		(52,253)	(23,462)	5,329	34,120	62,911	91,702	120,493	
	250.00		(59,269)	(31,647)	(4,025)	23,597	51,219	78,841	106,462	

TABLE 6		Build cost (where 105% is a 5% increase, and 95% is a 5% decrease etc.)								
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%	
CIL £psm 164.98 (recommended CIL) (120.00)	0.00		332,258	222,819	113,181	(665)	(116,726)	(234,275)	(362,229)	
	10.00		325,664	216,224	106,348	(7,527)	(123,741)	(241,985)	(369,939)	
	20.00		319,069	209,630	99,487	(14,389)	(130,757)	(249,695)	(377,650)	
	30.00		312,474	203,035	92,625	(21,352)	(137,772)	(257,406)	(385,360)	
	40.00		305,880	196,440	85,763	(28,367)	(144,787)	(265,116)	(393,070)	
	50.00		299,285	189,846	78,901	(35,383)	(151,803)	(272,826)	(400,781)	
	60.00		292,690	183,251	72,039	(42,398)	(158,818)	(280,537)	(408,503)	
	70.00		286,096	176,656	65,177	(49,413)	(165,833)	(288,247)	(416,257)	
	80.00		279,501	170,062	58,315	(56,429)	(172,848)	(295,957)	(424,011)	
	90.00		272,906	163,467	51,453	(63,444)	(179,903)	(303,668)	(431,765)	
	100.00		266,312	156,872	44,591	(70,459)	(186,958)	(311,378)	(439,519)	
	110.00		259,717	150,278	37,729	(77,474)	(194,013)	(319,088)	(447,273)	
	120.00		253,122	143,683	30,867	(84,490)	(201,068)	(326,799)	(455,027)	
	130.00		246,528	137,088	24,005	(91,505)	(208,123)	(334,509)	(462,781)	
	140.00		239,933	130,494	17,143	(98,520)	(215,178)	(342,219)	(470,534)	
	150.00		233,338	123,899	10,281	(105,536)	(222,233)	(349,930)	(478,288)	
	160.00		226,744	117,241	3,419	(112,551)	(229,288)	(357,640)	(486,042)	
	170.00		220,149	110,418	(3,443)	(119,566)	(237,396)	(365,350)	(493,796)	
	180.00		213,554	103,570	(10,305)	(126,582)	(245,107)	(373,061)	(501,550)	
	190.00		206,960	96,708	(17,177)	(133,597)	(252,817)	(380,771)	(509,304)	
	200.00		200,365	89,846	(24,192)	(140,612)	(260,527)	(388,482)	(517,058)	
	210.00		193,770	82,984	(31,208)	(147,627)	(268,238)	(396,192)	(524,812)	
	220.00		187,176	76,123	(38,223)	(154,643)	(275,948)	(403,902)	(532,566)	
	230.00		180,581	69,261	(45,238)	(161,658)	(283,658)	(411,642)	(540,320)	
	240.00		173,986	62,399	(52,253)	(168,673)	(291,369)	(419,396)	(548,074)	
	250.00		167,392	55,537	(59,269)	(175,704)	(299,079)	(427,150)	(555,828)	

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Houses

No Units:

8

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Greenfield

Notes/Comments:

Median BCIS, Current CIL: £54.80

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 164.98 (recommended CIL) (120.00)	0.00		(95,241)	9,843	113,181	212,805	312,230	411,655	510,892
	10.00		(102,256)	2,981	106,348	206,210	305,635	405,060	504,334
	20.00		(109,271)	(3,881)	99,487	199,615	299,041	398,466	497,777
	30.00		(116,287)	(10,743)	92,625	193,021	292,446	391,871	491,219
	40.00		(123,302)	(17,625)	85,763	186,426	285,851	385,276	484,662
	50.00		(130,317)	(24,640)	78,901	179,831	279,257	378,682	478,104
	60.00		(137,333)	(31,655)	72,039	173,237	272,662	372,087	471,512
	70.00		(144,348)	(38,671)	65,177	166,642	266,067	365,492	464,918
	80.00		(151,363)	(45,686)	58,315	160,047	259,473	358,898	458,323
	90.00		(158,378)	(52,701)	51,453	153,453	252,878	352,303	451,728
	100.00		(165,394)	(59,717)	44,591	146,858	246,283	345,708	445,134
	110.00		(172,409)	(66,732)	37,729	140,263	239,689	339,114	438,539
	120.00		(179,424)	(73,747)	30,867	133,669	233,094	332,519	431,944
	130.00		(186,460)	(80,762)	24,005	127,074	226,499	325,924	425,350
	140.00		(193,515)	(87,778)	17,143	120,464	219,905	319,330	418,755
	150.00		(200,570)	(94,793)	10,281	113,848	213,310	312,735	412,160
	160.00		(207,625)	(101,808)	3,419	106,786	206,715	306,140	405,566
	170.00		(214,680)	(108,824)	(3,443)	99,924	200,121	299,546	398,971
	180.00		(221,735)	(115,839)	(10,305)	93,063	193,526	292,951	392,376
	190.00		(229,142)	(122,854)	(17,177)	86,201	186,931	286,356	385,782
	200.00		(236,852)	(129,870)	(24,192)	79,339	180,337	279,762	379,187
	210.00		(244,562)	(136,885)	(31,208)	72,477	173,742	273,167	372,592
	220.00		(252,273)	(143,900)	(38,223)	65,615	167,147	266,572	365,998
	230.00		(259,983)	(150,915)	(45,238)	58,753	160,553	259,978	359,403
	240.00		(267,693)	(157,931)	(52,253)	51,891	153,958	253,383	352,808
	250.00		(275,404)	(164,946)	(59,269)	45,029	147,363	246,789	346,214
TABLE 8		Grant (£ per unit)							
Balance (RLV - BLV £ per acre (n))		1	0	5,000	10,000	15,000	20,000	25,000	30,000
CIL £psm 164.98 (recommended CIL) (120.00)	0.00		113,181	167,553	221,726	275,899	330,072	384,246	438,218
	10.00		106,348	160,958	215,131	269,305	323,478	377,651	431,660
	20.00		99,487	154,363	208,537	262,710	316,883	371,056	425,103
	30.00		92,625	147,769	201,942	256,115	310,288	364,462	418,545
	40.00		85,763	141,174	195,347	249,521	303,694	357,867	411,987
	50.00		78,901	134,579	188,753	242,926	297,099	351,272	405,430
	60.00		72,039	127,985	182,158	236,331	290,504	344,678	398,851
	70.00		65,177	121,390	175,563	229,737	283,910	338,083	392,256
	80.00		58,315	114,646	168,969	223,142	277,315	331,488	385,661
	90.00		51,453	107,822	162,374	216,547	270,720	324,894	379,067
	100.00		44,591	100,960	155,779	209,953	264,126	318,299	372,472
	110.00		37,729	94,098	149,185	203,358	257,531	311,704	365,877
	120.00		30,867	87,236	142,590	196,763	250,936	305,110	359,283
	130.00		24,005	80,374	135,995	190,169	244,342	298,515	352,688
	140.00		17,143	73,512	129,401	183,574	237,747	291,920	346,094
	150.00		10,281	66,650	122,806	176,979	231,152	285,326	339,499
	160.00		3,419	59,788	116,111	170,385	224,558	278,731	332,904
	170.00		(3,443)	52,926	109,287	163,790	217,963	272,136	326,310
	180.00		(10,305)	46,064	102,433	157,195	211,368	265,542	319,715
	190.00		(17,177)	39,202	95,571	150,601	204,774	258,947	313,120
	200.00		(24,192)	32,340	88,709	144,006	198,179	252,352	306,526
	210.00		(31,208)	25,478	81,847	137,411	191,584	245,758	299,931
	220.00		(38,223)	18,616	74,985	130,817	184,990	239,163	293,336
	230.00		(45,238)	11,754	68,123	124,222	178,395	232,568	286,742
	240.00		(52,253)	4,892	61,261	117,576	171,801	225,974	280,147
	250.00		(59,269)	(1,970)	54,399	110,752	165,206	219,379	273,552

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

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Appraisal Ref: **AA** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: **Location / Value Zone: Area Wide**
 Notes/Comments: **Median BCIS, Current CIL: £54.80**
 No Units: **4**
 Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES													
Total number of units in scheme		4 Units											
AH Policy requirement (% Target)		20%											
Open Market Sale (OMS) housing		Open Market Sale (OMS)											
AH tenure split %		Affordable Rent: 0.0%											
		Social Rent: 70.0% 70.0% % Rented											
		First Homes: 0.0%											
		Other Intermediate (LCHO/Sub-Market etc.): 30.0% 6.0% % of total (>10% First Homes PPG 023)											
		100% 100.0%											
CIL Rate (£ psm)		130.67 £ psm											
Unit Mix -		OMS Unit mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units	
2 bed House		0.0%		0.0		50.0%		0.4		10%		0.4	
3 bed House		25.0%		0.8		25.0%		0.2		25%		1.0	
3 bed House (with garage)		25.0%		0.8		25.0%		0.2		25%		1.0	
4 bed House (with garage)		50.0%		1.6		0.0%		0.0		40%		1.6	
5 bed House (with garage)		0.0%		0.0		0.0%		0.0		0%		0.0	
1 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0	
2 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0	
3 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0	
Total number of units		100.0%		3.2		100.0%		0.8		100%		4.0	
Net area per unit		(sqm)		(sqft)		Net to Gross %		Garage area (sqm)		Gross (GIA) per unit (sqm)		(sqft)	
2 bed House		75.0		807						75.0		807	
3 bed House		95.0		1,023						95.0		1,023	
3 bed House (with garage)		95.0		1,023				16.0		111.0		1,195	
4 bed House (with garage)		120.0		1,292				16.0		136.0		1,464	
5 bed House (with garage)		135.0		1,453				16.0		151.0		1,625	
1 bed Flat		50.0		538		85.0%				58.8		633	
2 bed Flat		65.0		700		85.0%				76.5		823	
3 bed Flat		0.0		0		85.0%				0.0		0	
Net area per unit		(sqm)		(sqft)		Net to Gross %		Garage area (sqm)		Gross (GIA) per unit (sqm)		(sqft)	
2 bed House		75.0		807						75.0		807	
3 bed House		95.0		1,023						95.0		1,023	
3 bed House (with garage)		95.0		1,023				16.0		111.0		1,195	
4 bed House (with garage)		120.0		1,292				16.0		136.0		1,464	
5 bed House (with garage)		135.0		1,453				16.0		151.0		1,625	
1 bed Flat		50.0		538		85.0%				58.8		633	
2 bed Flat		65.0		700		85.0%				76.5		823	
3 bed Flat		0.0		0		85.0%				0.0		0	
Total Gross Overall Floor areas -		OMS Units GIA (sqm)		(sqft)		AH units GIA (sqm)		(sqft)		Total GIA (all units) (sqm)		(sqft)	
2 bed House		0		0		30		323		30		323	
3 bed House		76		818		19		205		95		1,023	
3 bed House (with garage)		89		956		22		239		111		1,195	
4 bed House (with garage)		218		2,342		0		0		218		2,342	
5 bed House (with garage)		0		0		0		0		0		0	
1 bed Flat		0		0		0		0		0		0	
2 bed Flat		0		0		0		0		0		0	
3 bed Flat		0		0		0		0		0		0	
		382		4,116		71		766		454		4,883	
AH % by floor area:		15.70% AH % by floor area (difference due to mix)											
Open Market Sales values (£) -		£ OMS (per unit)		£ psm (net)		£ psf (net)		£ psm (gross)		£ psf (gross)		total MV £ (no AH)	
2 bed House		330,000		4,400		409		4,400		409		132,000	
3 bed House		415,000		4,368		406		4,368		406		415,000	
3 bed House (with garage)		425,000		4,474		416		3,829		356		425,000	
4 bed House (with garage)		510,000		4,250		395		3,750		348		816,000	
5 bed House (with garage)		570,000		4,222		392		3,775		351		0	
1 bed Flat		205,000		4,100		381		3,485		324		0	
2 bed Flat		255,000		3,923		364		3,335		310		0	
3 bed Flat		0		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		0	
												1,788,000	
Affordable Housing values (£) -		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV	
2 bed House		123,750		37.5%		123,750		37.5%		231,000		70.0%	
3 bed House		155,625		37.5%		155,625		37.5%		250,000		70.0%	
3 bed House (with garage)		159,375		37.5%		159,375		37.5%		250,000		70.0%	
4 bed House (with garage)		191,250		37.5%		191,250		37.5%		250,000		70.0%	
5 bed House (with garage)		213,750		37.5%		213,750		37.5%		250,000		70.0%	
1 bed Flat		76,875		37.5%		76,875		37.5%		143,500		70.0%	
2 bed Flat		95,625		37.5%		95,625		37.5%		178,500		70.0%	
3 bed Flat		0		37.5%		0		37.5%		0		70.0%	
												* capped @£250K	

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Site Typology:

Notes/Comments:

Houses

Location / Value Zone:

Median BCIS, Current CIL: £54.80

No Units:

Greenfield/Brownfield:

4

Brownfield

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
2 bed House	0.0	@	330,000	-	
3 bed House	0.8	@	415,000	332,000	
3 bed House (with garage)	0.8	@	425,000	340,000	
4 bed House (with garage)	1.6	@	510,000	816,000	
5 bed House (with garage)	0.0	@	570,000	-	
1 bed Flat	0.0	@	205,000	-	
2 bed Flat	0.0	@	255,000	-	
3 bed Flat	0.0	@	0	-	
	3.2			1,488,000	
Affordable Rent GDV -					
2 bed House	0.0	@	123,750	-	
3 bed House	0.0	@	155,625	-	
3 bed House (with garage)	0.0	@	159,375	-	
4 bed House (with garage)	0.0	@	191,250	-	
5 bed House (with garage)	0.0	@	213,750	-	
1 bed Flat	0.0	@	76,875	-	
2 bed Flat	0.0	@	95,625	-	
3 bed Flat	0.0	@	0	-	
	0.0			-	
Social Rent GDV -					
2 bed House	0.3	@	123,750	34,650	
3 bed House	0.1	@	155,625	21,788	
3 bed House (with garage)	0.1	@	159,375	22,313	
4 bed House (with garage)	0.0	@	191,250	-	
5 bed House (with garage)	0.0	@	213,750	-	
1 bed Flat	0.0	@	76,875	-	
2 bed Flat	0.0	@	95,625	-	
3 bed Flat	0.0	@	0	-	
	0.6			78,750	
First Homes GDV -					
2 bed House	0.0	@	231,000	-	
3 bed House	0.0	@	250,000	-	
3 bed House (with garage)	0.0	@	250,000	-	
4 bed House (with garage)	0.0	@	250,000	-	
5 bed House (with garage)	0.0	@	250,000	-	
1 bed Flat	0.0	@	143,500	-	
2 bed Flat	0.0	@	178,500	-	
3 bed Flat	0.0	@	0	-	
	0.0			-	
Other Intermediate GDV -					
2 bed House	0.1	@	231,000	27,720	
3 bed House	0.1	@	290,500	17,430	
3 bed House (with garage)	0.1	@	297,500	17,850	
4 bed House (with garage)	0.0	@	357,000	-	
5 bed House (with garage)	0.0	@	399,000	-	
1 bed Flat	0.0	@	143,500	-	
2 bed Flat	0.0	@	178,500	-	
3 bed Flat	0.0	@	0	-	
	0.2	0.8		63,000	
Sub-total GDV Residential				1,629,750	
AH on-site cost analysis:					
349 £ psm (total GIA sqm)				158,250	
EMV (no AH) less £GDV (inc. AH)					
39,563 £ per unit (total units)					
Grant					
	4	units @		per unit	-
Total GDV				1,629,750	

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Houses

No Units:

4

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Median BCIS, Current CIL: £54.80

DEVELOPMENT COSTS

Initial Payments -

Statutory Planning Fees (Residential)	01-Apr-25	(capped at £411,885)	2,352 £	(2,352)
Planning Application Professional Fees, Surveys and reports		(capped at £1,500,000)	11,760 £	(11,760)
CIL (Mkrt only inc. garages)	Max	382 sqm	130.67 £ psm	(49,969)

CIL analysis:

3.07% % of GDV

12,492 £ per unit (total units)

Site Specific S106	Year 1	0	-
(strategic site cashflow yrs 1-15)	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	-

Site Specific S106 (installment)	4 units @	2,211 per unit	(8,844)

Sub-total

(8,844)

S106 analysis:

66,330 £ per ha

0.54% % of GDV

2,211 £ per unit (total units)

AH Commuted Sum	454 sqm (total)	£ psm	-

Comm. Sum analysis:

0.00% % of GDV

Construction Costs -

Site Clearance, Demolition & Remediation	0.13 ha @	123,550 £ per ha (if brownfield)	(16,473)

Strategic Site Infra. 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	-
Years 1-15	4 units @	per unit	-
Sub-total			-

Infra. Costs analysis:

- £ per ha

0.00% % of GDV

0 £ per unit (total units)

2 bed House	30 sqm @	1,727 psm	(51,810)
3 bed House	95 sqm @	1,727 psm	(164,065)
3 bed House (EXC. garage)	95 sqm @	1,727 psm	(164,065)
4 bed House (EXC. garage)	192 sqm @	1,727 psm	(331,584)
5 bed House (EXC. garage)	- sqm @	1,727 psm	-
1 bed Flat	- sqm @	1,893 psm	-
2 bed Flat	- sqm @	1,893 psm	-
3 bed Flat	- sqm @	1,893 psm	-
Garages for 3B House	1.0 16.0 16 sqm @	531 psm	(8,500)
Garages for 4B House	1.6 16.0 26 sqm @	531 psm	(13,600)
Garages for 5B House	- 16.0 0 sqm @	531 psm	-

Total GIA check:

454 £ per garage

£8,500

External works	733,624 @	15.0%	(110,044)

Ext. Works analysis:

27,511 £ per unit (total units)

Policy Costs on design -

Net Biodiversity costs	Aff units	4 units @	268 £ per unit	(1,072)
M4(2) Category 2 Housing	Aff units	1 units @	100% @	625 £ per unit
M4(3) Category 3 Housing	Aff units (>20 units)	1 units @	0% @	12,133 £ per unit
M4(2) Category 2 Housing	OMS units	3 units @	100% @	625 £ per unit
M4(3) Category 3 Housing	OMS units (>20 units)	3 units @	0% @	12,133 £ per unit
Part L/FHS - Houses		4 units @		5,816 £ per unit
Part L/FHS - Flats		- units @		2,712 £ per unit

Part L/FHS analysis:

3.2% % of BCIS costs

EV Charging Points - Houses	4 units @	0 £ per unit	-
EV Charging Points - Flats	- units @	4 flats per charger	0 £ per 4 units
Water Efficiency - Houses	4 units @	2,683 £ per unit	(10,732)
Water Efficiency - Flats	- units @	909 £ per unit	-
Broadband infrastructure	(< 20 units only) 4 units @	747 £ per unit	(2,988)
Sub-total			(37,568)

Policy Costs analysis: (design costs only)

9,392 £ per unit (total units)

5.1% % of BCIS costs

Contingency (on construction)	900,697 @	5.0%	(45,035)

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Houses

No Units:

4

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Median BCIS, Current CIL: £54.80

Professional Fees	900,697	@	6.5%		(58,545)
Disposal Costs -					
OMS Marketing and Promotion	1,488,000	OMS @	3.00%	11,160 £ per unit	(44,640)
Residential Sales Agent Costs	1,488,000	OMS @	1.00%	3,720 £ per unit	(14,880)
Residential Sales Legal Costs	1,488,000	OMS @	0.50%	1,860 £ per unit	(7,440)
Affordable Sale Legal Costs	141,750	AH @	0.25%	89 £ per unit	(354)
Empty Property Costs (SC, Council Tax proxy)	4	units (1/2 back during sales period)	0	0 £ per unit PA (£ per	-
Disposal Cost analysis:				16,829 £ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00% APR	0.565% pcm		(18,872)
Developers Profit -					
Profit on OMS	1,488,000		20.00%		(297,600)
Margin on AH	141,750		6.00% on AH values		(8,505)
Profit analysis:	1,629,750		18.78% blended GDV	(306,105)	
	1,163,388		26.31% on costs	(306,105)	
TOTAL COSTS					(1,469,493)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					160,257
SDLT	160,257	@	HMRC formula		(205)
Acquisition Agent fees	160,257	@	1.0%		(1,603)
Acquisition Legal fees	160,257	@	0.5%		(801)
Interest on Land	160,257	@	7.00%		(11,218)
Residual Land Value					146,430
RLV analysis:	36,607 £ per plot	1,098,224 £ per ha (net)	444,445 £ per acre (net)		
		988,401 £ per ha (gross)	400,001 £ per acre (gross)		
			8.98% % RLV / GDV		

BENCHMARK LAND VALUE (BLV)					
Residential Density		30.0	dph (net)		
Site Area (net)		0.13	ha (net)	0.33	acres (net)
Net to Gross ratio		90%			
Site Area (gross)		0.15	ha (gross)	0.37	acres (gross)
Density analysis:		3,402	sqm/ha (net)	14,819	sqft/ac (net)
		27	dph (gross)		
Benchmark Land Value (net)	36,607 £ per plot	1,098,221	£ per ha (net)	444,444	£ per acre (net)
BLV analysis:		988,399	£ per ha (gross)	400,000	£ per acre (gross)
					146,429

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

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Houses

Site Typology:

Location / Value Zone:

Area Wide

No Units:

4

Notes/Comments:

Median BCIS, Current CIL: £54.80

Greenfield/Brownfield:

Brownfield

SENSITIVITY ANALYSIS

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

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

TABLE 1

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		1	10%	15%	20%	25%	30%	35%	40%
Max CIL £ psm 130.67 (recommended CIL) (54.80)	0.00		279,138	210,318	140,272	70,226	180	(70,982)	(142,842)
	10.00		267,486	198,932	129,556	60,179	(9,197)	(79,934)	(151,105)
	20.00		255,834	187,546	118,839	50,133	(18,610)	(88,886)	(159,369)
	30.00		244,182	176,159	108,123	40,086	(28,044)	(97,838)	(167,632)
	40.00		232,140	164,773	97,406	30,039	(37,685)	(106,790)	(175,896)
	50.00		220,084	153,387	86,689	19,992	(47,325)	(115,742)	(184,159)
	60.00		208,028	142,000	75,973	9,918	(56,966)	(124,694)	(192,423)
	70.00		195,972	130,614	65,256	(186)	(66,607)	(133,647)	(200,686)
	80.00		183,915	119,228	54,540	(10,289)	(76,248)	(142,599)	(208,950)
	90.00		171,859	107,841	43,823	(20,393)	(85,888)	(151,551)	(217,213)
	100.00		159,803	96,455	33,057	(30,555)	(95,529)	(160,503)	(225,477)
	110.00		147,747	85,069	22,280	(40,884)	(105,170)	(169,455)	(233,740)
	120.00		135,691	73,682	11,503	(51,214)	(114,810)	(178,407)	(242,004)
	130.00		123,635	62,259	726	(61,543)	(124,451)	(187,359)	(250,267)
	140.00		111,579	50,808	(10,051)	(71,872)	(134,092)	(196,311)	(258,530)
	150.00		99,523	39,358	(20,828)	(82,202)	(143,732)	(205,263)	(266,794)
	160.00		87,419	27,907	(31,689)	(92,531)	(153,373)	(214,215)	(275,057)
	170.00		75,295	16,456	(42,707)	(102,860)	(163,014)	(223,167)	(283,321)
	180.00		63,171	5,005	(53,725)	(113,190)	(172,655)	(232,119)	(291,584)
	190.00		51,046	(6,445)	(64,743)	(123,519)	(182,295)	(241,072)	(299,848)
	200.00		38,922	(17,896)	(75,761)	(133,848)	(191,936)	(250,024)	(308,111)
	210.00		26,798	(29,380)	(86,779)	(144,178)	(201,577)	(258,976)	(316,375)
	220.00		14,674	(41,086)	(97,797)	(154,507)	(211,217)	(267,928)	(324,638)
	230.00		2,549	(52,793)	(108,815)	(164,836)	(220,858)	(276,880)	(332,902)
	240.00		(9,575)	(64,499)	(119,833)	(175,166)	(230,499)	(285,832)	(341,165)
	250.00		(21,699)	(76,206)	(130,851)	(185,495)	(240,140)	(294,784)	(349,429)

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)							
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 130.67 (recommended CIL) (54.80)	0.00		140,272	137,794	135,315	132,837	130,358	127,880	125,401
	10.00		129,556	127,077	124,599	122,120	119,642	117,163	114,685
	20.00		118,839	116,361	113,882	111,404	108,925	106,447	103,968
	30.00		108,123	105,644	103,166	100,687	98,209	95,730	93,252
	40.00		97,406	94,928	92,449	89,971	87,492	85,014	82,535
	50.00		86,689	84,211	81,733	79,254	76,776	74,297	71,819
	60.00		75,973	73,494	71,016	68,538	66,059	63,581	61,102
	70.00		65,256	62,778	60,299	57,821	55,343	52,864	50,386
	80.00		54,540	52,061	49,583	47,104	44,626	42,148	39,657
	90.00		43,823	41,342	38,849	36,357	33,865	31,372	28,880
	100.00		33,057	30,565	28,072	25,580	23,087	20,595	18,102
	110.00		22,280	19,788	17,295	14,803	12,310	9,818	7,325
	120.00		11,503	9,011	6,518	4,026	1,533	(959)	(3,452)
	130.00		726	(1,766)	(4,259)	(6,751)	(9,244)	(11,736)	(14,229)
	140.00		(10,051)	(12,544)	(15,036)	(17,529)	(20,021)	(22,514)	(25,006)
	150.00		(20,828)	(23,321)	(25,813)	(28,316)	(30,864)	(33,412)	(35,960)
	160.00		(31,689)	(34,237)	(36,785)	(39,334)	(41,882)	(44,430)	(46,978)
	170.00		(42,707)	(45,255)	(47,803)	(50,352)	(52,900)	(55,448)	(57,996)
	180.00		(53,725)	(56,273)	(58,821)	(61,369)	(63,918)	(66,466)	(69,014)
	190.00		(64,743)	(67,291)	(69,839)	(72,387)	(74,936)	(77,484)	(80,032)
	200.00		(75,761)	(78,309)	(80,857)	(83,405)	(85,954)	(88,502)	(91,050)
	210.00		(86,779)	(89,327)	(91,875)	(94,423)	(96,971)	(99,520)	(102,068)
	220.00		(97,797)	(100,345)	(102,893)	(105,441)	(107,989)	(110,538)	(113,086)
	230.00		(108,815)	(111,363)	(113,911)	(116,459)	(119,007)	(121,556)	(124,104)
	240.00		(119,833)	(122,381)	(124,929)	(127,477)	(130,025)	(132,574)	(135,122)
	250.00		(130,851)	(133,399)	(135,947)	(138,495)	(141,043)	(143,591)	(146,140)

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Houses

No Units:

4

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Median BCIS, Current CIL: £54.80

TABLE 3		Profit	20%							
Balance (RLV - BLV £ per acre (n))		1	15%	16%	17%	18%	19%	20%	21%	
CIL £psm 130.67 (recommended CIL) (54.80)	0.00		339,076	300,009	260,942	221,115	180,694	140,272	99,850	
	10.00		328,719	289,652	250,585	210,399	169,977	129,556	89,134	
	20.00		318,361	279,294	240,104	199,682	159,261	118,839	78,417	
	30.00		308,004	268,937	229,388	188,966	148,544	108,123	67,701	
	40.00		297,647	258,580	218,671	178,249	137,828	97,406	56,984	
	50.00		287,289	248,223	207,955	167,533	127,111	86,689	46,268	
	60.00		276,932	237,660	197,238	156,816	116,395	75,973	35,551	
	70.00		266,575	226,943	186,522	146,100	105,678	65,256	24,835	
	80.00		256,217	216,227	175,805	135,383	94,962	54,540	14,118	
	90.00		245,860	205,510	165,088	124,667	84,245	43,823	3,402	
	100.00		235,166	194,744	154,322	113,901	73,479	33,057	(7,364)	
	110.00		224,389	183,967	143,545	103,124	62,702	22,280	(18,141)	
	120.00		213,612	173,190	132,768	92,347	51,925	11,503	(28,942)	
	130.00		202,834	162,413	121,991	81,569	41,148	726	(39,960)	
	140.00		192,057	151,636	111,214	70,792	30,371	(10,051)	(50,978)	
	150.00		181,280	140,859	100,437	60,015	19,593	(20,828)	(61,996)	
	160.00		170,503	130,081	89,660	49,238	8,816	(31,689)	(73,014)	
	170.00		159,726	119,304	78,883	38,461	(1,961)	(42,707)	(84,032)	
	180.00		148,949	108,527	68,105	27,684	(12,738)	(53,725)	(95,050)	
	190.00		138,172	97,750	57,328	16,907	(23,515)	(64,743)	(106,068)	
	200.00		127,395	86,973	46,551	6,130	(34,436)	(75,761)	(117,086)	
	210.00		116,618	76,196	35,774	(4,648)	(45,454)	(86,779)	(128,104)	
	220.00		105,840	65,419	24,997	(15,425)	(56,472)	(97,797)	(139,122)	
	230.00		95,063	54,642	14,220	(26,202)	(67,490)	(108,815)	(150,140)	
	240.00		84,286	43,864	3,443	(37,183)	(78,508)	(119,833)	(161,158)	
	250.00		73,509	33,087	(7,334)	(48,201)	(89,526)	(130,851)	(172,175)	

TABLE 4		BLV (£ per acre (n))							
Balance (RLV - BLV £ per acre (n))		1	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm 130.67 (recommended CIL) (54.80)	0.00		484,716	459,716	434,716	409,716	384,716	359,716	334,716
	10.00		474,000	449,000	424,000	399,000	374,000	349,000	324,000
	20.00		463,283	438,283	413,283	388,283	363,283	338,283	313,283
	30.00		452,567	427,567	402,567	377,567	352,567	327,567	302,567
	40.00		441,850	416,850	391,850	366,850	341,850	316,850	291,850
	50.00		431,133	406,133	381,133	356,133	331,133	306,133	281,133
	60.00		420,417	395,417	370,417	345,417	320,417	295,417	270,417
	70.00		409,700	384,700	359,700	334,700	309,700	284,700	259,700
	80.00		398,984	373,984	348,984	323,984	298,984	273,984	248,984
	90.00		388,267	363,267	338,267	313,267	288,267	263,267	238,267
	100.00		377,501	352,501	327,501	302,501	277,501	252,501	227,501
	110.00		366,724	341,724	316,724	291,724	266,724	241,724	216,724
	120.00		355,947	330,947	305,947	280,947	255,947	230,947	205,947
	130.00		345,170	320,170	295,170	270,170	245,170	220,170	195,170
	140.00		334,393	309,393	284,393	259,393	234,393	209,393	184,393
	150.00		323,616	298,616	273,616	248,616	223,616	198,616	173,616
	160.00		312,755	287,755	262,755	237,755	212,755	187,755	162,755
	170.00		301,737	276,737	251,737	226,737	201,737	176,737	151,737
	180.00		290,719	265,719	240,719	215,719	190,719	165,719	140,719
	190.00		279,701	254,701	229,701	204,701	179,701	154,701	129,701
	200.00		268,683	243,683	218,683	193,683	168,683	143,683	118,683
	210.00		257,665	232,665	207,665	182,665	157,665	132,665	107,665
	220.00		246,647	221,647	196,647	171,647	146,647	121,647	96,647
	230.00		235,629	210,629	185,629	160,629	135,629	110,629	85,629
	240.00		224,611	199,611	174,611	149,611	124,611	99,611	74,611
	250.00		213,593	188,593	163,593	138,593	113,593	88,593	63,593

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Houses

No Units:

4

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Median BCIS, Current CIL: £54.80

Balance (RLV - BLV £ per acre (n))	Density (dph) (net)							
	1	30	35	40	45	50	55	60
0.00		140,272	246,618	352,963	459,309	565,655	672,001	778,346
10.00		129,556	234,115	338,675	443,234	547,794	652,354	756,913
20.00		118,839	221,613	324,386	427,160	529,933	632,707	735,480
30.00		108,123	209,110	310,097	411,085	512,072	613,060	714,047
40.00		97,406	196,607	295,809	395,010	494,211	593,413	692,614
50.00		86,689	184,105	281,520	378,935	476,350	573,766	671,181
60.00		75,973	171,602	267,231	362,860	458,490	554,119	649,748
70.00		65,256	159,100	252,943	346,786	440,629	534,472	628,315
80.00		54,540	146,597	238,654	330,711	422,768	514,825	606,882
90.00		43,823	134,094	224,365	314,636	404,907	495,178	585,449
100.00		33,057	121,584	210,076	298,561	387,046	475,531	564,016
110.00		22,280	109,011	195,742	282,472	369,185	455,884	542,583
120.00		11,503	96,438	181,372	266,307	351,241	436,175	521,110
130.00		726	83,864	167,003	250,141	333,279	416,417	499,556
140.00	(10,051)	71,291	152,633	233,975	315,317	396,659	478,001	559,447
150.00	(20,828)	58,718	138,264	217,810	297,355	376,901	456,447	534,893
160.00	(31,689)	46,144	123,894	201,644	279,394	357,143	434,893	510,339
170.00	(42,707)	33,392	109,492	185,478	261,432	337,385	413,339	487,785
180.00	(53,725)	20,538	94,801	169,064	243,327	317,590	391,785	465,177
190.00	(64,743)	7,684	80,110	152,537	224,964	297,390	369,617	442,623
200.00	(75,761)	(5,170)	65,420	136,010	206,601	277,191	347,063	419,069
210.00	(86,779)	(18,025)	50,729	119,483	188,237	256,991	325,515	396,521
220.00	(97,797)	(30,879)	36,039	102,956	169,874	236,792	303,967	373,973
230.00	(108,815)	(43,733)	21,348	86,429	151,511	216,592	281,419	351,425
240.00	(119,833)	(56,588)	6,657	69,903	133,148	196,393	259,871	328,877
250.00	(130,851)	(69,442)	(8,033)	53,376	114,784	176,193	237,323	306,329

Balance (RLV - BLV £ per acre (n))	Build cost		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
	1	90%	95%	100%	105%	110%	115%	120%
0.00		399,930	271,863	140,272	7,515	(127,987)	(264,280)	(401,039)
10.00		389,626	261,505	129,556	(3,262)	(139,005)	(275,298)	(412,119)
20.00		379,269	251,148	118,839	(14,039)	(150,023)	(286,316)	(423,199)
30.00		368,911	240,687	108,123	(24,817)	(161,041)	(297,334)	(434,279)
40.00		358,554	229,970	97,406	(35,766)	(172,059)	(308,352)	(445,359)
50.00		348,197	219,254	86,689	(46,784)	(183,077)	(319,376)	(456,439)
60.00		337,840	208,537	75,973	(57,802)	(194,095)	(330,457)	(467,519)
70.00		327,482	197,821	65,256	(68,820)	(205,113)	(341,537)	(478,599)
80.00		317,125	187,104	54,540	(79,838)	(216,131)	(352,617)	(489,679)
90.00		306,768	176,388	43,823	(90,856)	(227,149)	(363,697)	(500,759)
100.00		296,410	165,671	33,057	(101,874)	(238,167)	(374,778)	(511,839)
110.00		286,053	154,955	22,280	(112,892)	(249,185)	(385,858)	(522,919)
120.00		275,696	144,238	11,503	(123,910)	(260,203)	(396,938)	(533,999)
130.00		265,338	133,522	726	(134,928)	(271,221)	(408,018)	(545,079)
140.00		254,981	122,805	(10,051)	(145,946)	(282,239)	(419,099)	(556,159)
150.00		244,624	112,088	(20,828)	(156,964)	(293,257)	(430,179)	(567,239)
160.00		233,936	101,372	(31,689)	(167,982)	(304,275)	(441,259)	(578,319)
170.00		223,220	90,655	(42,707)	(179,000)	(315,293)	(452,339)	(589,399)
180.00		212,503	79,939	(53,725)	(190,018)	(326,356)	(463,419)	(600,479)
190.00		201,787	69,222	(64,743)	(201,036)	(337,436)	(474,499)	(611,559)
200.00		191,070	58,506	(75,761)	(212,054)	(348,517)	(485,579)	(622,639)
210.00		180,354	47,789	(86,779)	(223,072)	(359,597)	(496,659)	(633,719)
220.00		169,637	37,046	(97,797)	(234,089)	(370,677)	(507,739)	(644,799)
230.00		158,920	26,269	(108,815)	(245,107)	(381,757)	(518,819)	(655,879)
240.00		148,204	15,491	(119,833)	(256,125)	(392,838)	(529,899)	(666,959)
250.00		137,487	4,714	(130,851)	(267,143)	(403,918)	(540,979)	(678,039)

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Houses

No Units:

4

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Median BCIS, Current CIL: £54.80

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 130.67 (recommended CIL) (54.80)	0.00		(174,233)	(15,103)	140,272	293,726	443,711	593,197	742,476
	10.00		(185,251)	(25,880)	129,556	283,369	433,353	582,898	732,229
	20.00		(196,269)	(36,854)	118,839	273,012	422,996	572,599	721,954
	30.00		(207,287)	(47,871)	108,123	262,654	412,639	562,300	711,655
	40.00		(218,305)	(58,889)	97,406	252,297	402,282	552,001	701,356
	50.00		(229,323)	(69,907)	86,689	241,876	391,924	541,702	691,057
	60.00		(240,341)	(80,925)	75,973	231,159	381,567	531,402	680,758
	70.00		(251,359)	(91,943)	65,256	220,443	371,210	521,103	670,459
	80.00		(262,377)	(102,961)	54,540	209,726	360,852	510,804	660,160
	90.00		(273,395)	(113,979)	43,823	199,010	350,495	500,479	649,861
	100.00		(284,413)	(124,997)	33,057	188,293	340,138	490,122	639,562
	110.00		(295,431)	(136,015)	22,280	177,577	329,780	479,765	629,263
	120.00		(306,449)	(147,033)	11,503	166,860	319,423	469,407	618,964
	130.00		(317,467)	(158,051)	726	156,143	309,066	459,050	608,665
	140.00		(328,485)	(169,069)	(10,051)	145,427	298,708	448,693	598,366
	150.00		(339,538)	(180,087)	(20,828)	134,710	288,351	438,336	588,066
	160.00		(350,618)	(191,105)	(31,689)	123,994	277,994	427,978	577,767
	170.00		(361,698)	(202,123)	(42,707)	113,277	267,636	417,621	567,468
	180.00		(372,779)	(213,141)	(53,725)	102,561	257,279	407,264	557,169
	190.00		(383,859)	(224,159)	(64,743)	91,844	246,922	396,906	546,870
	200.00		(394,939)	(235,177)	(75,761)	81,128	236,314	386,549	536,533
210.00		(406,019)	(246,194)	(86,779)	70,411	225,597	376,192	526,176	
220.00		(417,100)	(257,212)	(97,797)	59,663	214,881	365,834	515,819	
230.00		(428,180)	(268,230)	(108,815)	48,886	204,164	355,477	505,461	
240.00		(439,260)	(279,248)	(119,833)	38,109	193,448	345,120	495,104	
250.00		(450,888)	(290,266)	(130,851)	27,332	182,731	334,762	484,747	

TABLE 8		Grant (£ per unit) -							
Balance (RLV - BLV £ per acre (n))		1	0	5,000	10,000	15,000	20,000	25,000	30,000
CIL £psm 130.67 (recommended CIL) (54.80)	0.00		140,272	196,324	252,088	306,262	360,435	414,596	468,489
	10.00		129,556	185,608	241,660	295,904	350,077	404,251	458,190
	20.00		118,839	174,891	230,943	285,547	339,720	393,893	447,891
	30.00		108,123	164,175	220,227	275,190	329,363	383,536	437,592
	40.00		97,406	153,458	209,510	264,832	319,006	373,179	427,293
	50.00		86,689	142,742	198,794	254,475	308,648	362,821	416,994
	60.00		75,973	132,025	188,077	244,118	298,291	352,464	406,637
	70.00		65,256	121,308	177,361	233,413	287,934	342,107	396,280
	80.00		54,540	110,592	166,644	222,696	277,576	331,749	385,923
	90.00		43,823	99,875	155,927	211,979	267,219	321,392	375,565
	100.00		33,057	89,159	145,211	201,263	256,862	311,035	365,208
	110.00		22,280	78,442	134,494	190,546	246,504	300,678	354,851
	120.00		11,503	67,726	123,778	179,830	235,882	290,320	344,493
	130.00		726	57,009	113,061	169,113	225,165	279,963	334,136
	140.00		(10,051)	46,293	102,345	158,397	214,449	269,606	323,779
	150.00		(20,828)	35,541	91,628	147,680	203,732	259,248	313,421
	160.00		(31,689)	24,764	80,912	136,964	193,016	248,891	303,064
	170.00		(42,707)	13,986	70,195	126,247	182,299	238,351	292,707
	180.00		(53,725)	3,209	59,479	115,531	171,583	227,635	282,350
	190.00		(64,743)	(7,568)	48,762	104,814	160,866	216,918	271,992
	200.00		(75,761)	(18,345)	38,024	94,098	150,150	206,202	261,635
210.00		(86,779)	(29,150)	27,247	83,381	139,433	195,485	251,278	
220.00		(97,797)	(40,168)	16,470	72,665	128,717	184,769	240,821	
230.00		(108,815)	(51,186)	5,693	61,948	118,000	174,052	230,104	
240.00		(119,833)	(62,204)	(5,084)	51,232	107,284	163,336	219,388	
250.00		(130,851)	(73,222)	(15,861)	40,507	96,567	152,619	208,671	

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

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Appraisal Ref: **AB** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: **Location / Value Zone: Area Wide** No Units: **8** Greenfield/Brownfield: **Brownfield**
 Notes/Comments: **Median BCIS, Marginal at the current CIL rate of £54.80.**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		8 Units							
AH Policy requirement (% Target)		30%							
Open Market Sale (OMS) housing		70%							
AH tenure split %		Open Market Sale (OMS)		Affordable Rent:		0.0%		70.0% % Rented	
		Social Rent:		70.0%					
		First Homes:		0.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%		9.0%		% of total (>10% First Homes PPG 023)	
		100%		100.0%					
CIL Rate (£ psm)		54.80 £ psm							
Unit Mix -									
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
2 bed House	35.0%	2.0	50.0%	1.2	40%	3.2			
3 bed House	20.0%	1.1	25.0%	0.6	22%	1.7			
3 bed House (with garage)	20.0%	1.1	25.0%	0.6	22%	1.7			
4 bed House (with garage)	25.0%	1.4	0.0%	0.0	18%	1.4			
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	5.6	100.0%	2.4	100%	8.0			
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
2 bed House	147	1,582	90	969	237	2,551			
3 bed House	106	1,145	57	614	163	1,759			
3 bed House (with garage)	124	1,338	67	717	191	2,055			
4 bed House (with garage)	190	2,049	0	0	190	2,049			
5 bed House (with garage)	0	0	0	0	0	0			
1 bed Flat	0	0	0	0	0	0			
2 bed Flat	0	0	0	0	0	0			
3 bed Flat	0	0	0	0	0	0			
	568	6,115	214	2,299	782	8,414			
AH % by floor area:		27.32% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)			
2 bed House	330,000	4,400	409	4,400	409	1,042,800			
3 bed House	415,000	4,368	406	4,368	406	713,800			
3 bed House (with garage)	425,000	4,474	416	3,829	356	731,000			
4 bed House (with garage)	510,000	4,250	395	3,750	348	714,000			
5 bed House (with garage)	570,000	4,222	392	3,775	351	0			
1 bed Flat	205,000	4,100	381	3,485	324	0			
2 bed Flat	255,000	3,923	364	3,335	310	0			
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0			
						3,201,600			
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Site Typology:

Notes/Comments:

Houses

Location / Value Zone:

Median BCIS, Marginal at the current CIL rate of £54.80.

No Units:

Greenfield/Brownfield:

8

Brownfield

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
2 bed House	2.0	@	330,000		646,800
3 bed House	1.1	@	415,000		464,800
3 bed House (with garage)	1.1	@	425,000		476,000
4 bed House (with garage)	1.4	@	510,000		714,000
5 bed House (with garage)	0.0	@	570,000		-
1 bed Flat	0.0	@	205,000		-
2 bed Flat	0.0	@	255,000		-
3 bed Flat	0.0	@	0		-
	5.6				2,301,600
Affordable Rent GDV -					
2 bed House	0.0	@	123,750		-
3 bed House	0.0	@	155,625		-
3 bed House (with garage)	0.0	@	159,375		-
4 bed House (with garage)	0.0	@	191,250		-
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.8	@	123,750		103,950
3 bed House	0.4	@	155,625		65,363
3 bed House (with garage)	0.4	@	159,375		66,938
4 bed House (with garage)	0.0	@	191,250		-
5 bed House (with garage)	0.0	@	213,750		-
1 bed Flat	0.0	@	76,875		-
2 bed Flat	0.0	@	95,625		-
3 bed Flat	0.0	@	0		-
	1.7				236,250
First Homes GDV -					
2 bed House	0.0	@	231,000		-
3 bed House	0.0	@	250,000		-
3 bed House (with garage)	0.0	@	250,000		-
4 bed House (with garage)	0.0	@	250,000		-
5 bed House (with garage)	0.0	@	250,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.4	@	231,000		83,160
3 bed House	0.2	@	290,500		52,290
3 bed House (with garage)	0.2	@	297,500		53,550
4 bed House (with garage)	0.0	@	357,000		-
5 bed House (with garage)	0.0	@	399,000		-
1 bed Flat	0.0	@	143,500		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.7	2.4			189,000
Sub-total GDV Residential					
	8				2,726,850
AH on-site cost analysis:					
	607 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)		474,750
			59,344 £ per unit (total units)		
Grant					
	8	units @		per unit	-
Total GDV					
					2,726,850

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology: Houses
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: Median BCIS, Marginal at the current CIL rate of £54.80.

No Units: 8
 Greenfield/Brownfield: Brownfield

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25			(capped at £411,885)	4,704 £				(4,704)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	23,520 £				(23,520)
CIL (Mkrt only inc. garages)	Max	568 sqm		54.80 £ psm					(31,133)
	CIL analysis:	1.14% % of GDV		3,892 £ per unit (total units)					
Site Specific S106	Year 1			0					-
(strategic site cashflow yrs 1-15)	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					-
Site Specific S106 (installment)		8 units @		2,211 per unit					(17,688)
	Sub-total							(17,688)	
	S106 analysis:	66,330 £ per ha	0.65% % of GDV	2,211 £ per unit (total units)					
AH Commuted Sum			782 sqm (total)		£ psm				-
	Comm. Sum analysis:		0.00% % of GDV						
Construction Costs -									
Site Clearance, Demolition & Remediation		0.27 ha @		123,550 £ per ha (if brownfield)					(32,947)
Strategic Site Infra. 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					-
	Years 1-15		8 units @		per unit				-
	Sub-total								-
	Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total units)					
2 bed House		237 sqm @		1,727 psm					(409,299)
3 bed House		163 sqm @		1,727 psm					(282,192)
3 bed House (EXC. garage)		163 sqm @		1,727 psm					(282,192)
4 bed House (EXC. garage)		168 sqm @		1,727 psm					(290,136)
5 bed House (EXC. garage)		- sqm @		1,727 psm					-
1 bed Flat		- sqm @		1,893 psm					-
2 bed Flat		- sqm @		1,893 psm					-
3 bed Flat		- sqm @		1,893 psm					-
Garages for 3B House	1.7	16.0	28 sqm @	531 psm					(14,620)
Garages for 4B House	1.4	16.0	22 sqm @	531 psm					(11,900)
Garages for 5B House	-	16.0	0 sqm @	531 psm					-
	Total GIA check:		782 £ per garage	£8,500					
External works		1,290,339 @		15.0%					(193,551)
	Ext. Works analysis:			24,194 £ per unit (total units)					
Policy Costs on design -									
Net Biodiversity costs		8 units @		268 £ per unit					(2,144)
M4(2) Category 2 Housing	Aff units	2 units @	100% @	625 £ per unit					(1,500)
M4(3) Category 3 Housing	Aff units (>20 units)	2 units @	0% @	12,133 £ per unit					-
M4(2) Category 2 Housing	OMS units	6 units @	100% @	625 £ per unit					(3,500)
M4(3) Category 3 Housing	OMS units (>20 units)	6 units @	0% @	12,133 £ per unit					-
Part L/FHS - Houses		8 units @		5,816 £ per unit					(46,528)
Part L/FHS - Flats		- units @		2,712 £ per unit					-
	Part L/FHS analysis:			3.6% % of BCIS costs					
EV Charging Points - Houses		8 units @		0 £ per unit					-
EV Charging Points - Flats		- units @		0 £ per 4 units					-
Water Efficiency - Houses		8 units @		2,683 £ per unit					(21,464)
Water Efficiency - Flats		- units @		909 £ per unit					-
Broadband infrastructure	(< 20 units only)	8 units @		747 £ per unit					(5,976)
	Sub-total							(75,136)	
	Policy Costs analysis: (design costs only)			9,392 £ per unit (total units)					
				5.8% % of BCIS costs					
Contingency (on construction)		1,597,948 @		5.0%					(79,897)

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology: Houses
Site Typology: Location / Value Zone: Area Wide
Notes/Comments: No Units: 8
Greenfield/Brownfield: Brownfield
Median BCIS, Marginal at the current CIL rate of £54.80.

Professional Fees	1,597,948	@	6.5%		(103,867)
Disposal Costs -					
OMS Marketing and Promotion	2,301,600	OMS @	3.00%	8,631 £ per unit	(69,048)
Residential Sales Agent Costs	2,301,600	OMS @	1.00%	2,877 £ per unit	(23,016)
Residential Sales Legal Costs	2,301,600	OMS @	0.50%	1,439 £ per unit	(11,508)
Affordable Sale Legal Costs	425,250	AH @	0.25%	133 £ per unit	(1,063)
Empty Property Costs (SC, Council Tax proxy)	8 units (1/2 back during sales period)		0	0 £ per unit PA (£ per	-
Disposal Cost analysis:				13,079 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00%	APR	0.565% pcm		(31,987)
Developers Profit -					
Profit on OMS	2,301,600		20.00%		(460,320)
Margin on AH	425,250		6.00% on AH values		(25,515)
Profit analysis:	2,726,850		17.82% blended GDV	(485,835)	
	1,995,379		24.35% on costs	(485,835)	
TOTAL COSTS					(2,481,214)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					245,636
SDLT	245,636	@	HMRC formula		(1,913)
Acquisition Agent fees	245,636	@	1.0%		(2,456)
Acquisition Legal fees	245,636	@	0.5%		(1,228)
Interest on Land	245,636	@	7.00%		(17,194)
Residual Land Value					222,844
RLV analysis:	27,855 £ per plot	835,664 £ per ha (net)	338,189 £ per acre (net)		
		752,098 £ per ha (gross)	304,370 £ per acre (gross)		
			8.17% % RLV / GDV		

BENCHMARK LAND VALUE (BLV)					
Residential Density	30.0	dph (net)			
Site Area (net)	0.27	ha (net)	0.66	acres (net)	
Net to Gross ratio	90%				
Site Area (gross)	0.30	ha (gross)	0.73	acres (gross)	
Density analysis:	2,931	sqm/ha (net)	12,770	sqft/ac (net)	
	27	dph (gross)			
Benchmark Land Value (net)	36,607 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)		292,859
BLV analysis:		988,399 £ per ha (gross)	400,000 £ per acre (gross)		

BALANCE					
Surplus/(Deficit)	(262,557)	£ per ha (net)	(106,255)	£ per acre (net)	(70,015)

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Houses

No Units:

8

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Median BCIS, Marginal at the current CIL rate of £54.80.

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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 30%						
Balance (RLV - BLV £ per acre (n))	(106,255)	10%	15%	20%	25%	30%	35%	40%
0.00		191,104	127,411	63,718	26	(63,667)	(128,525)	(194,666)
10.00		181,212	118,069	54,926	(8,217)	(71,394)	(135,959)	(201,528)
20.00		171,320	108,726	46,133	(16,461)	(79,131)	(143,393)	(208,390)
30.00		161,428	99,384	37,340	(24,704)	(86,868)	(150,826)	(215,252)
40.00		151,536	90,041	28,547	(32,947)	(94,605)	(158,260)	(222,114)
50.00		141,644	80,699	19,754	(41,191)	(102,413)	(165,694)	(228,976)
60.00		131,752	71,356	10,961	(49,472)	(110,418)	(173,128)	(235,838)
70.00		121,860	62,014	2,168	(57,762)	(118,424)	(180,562)	(242,846)
80.00		111,968	52,672	(6,625)	(66,052)	(126,429)	(187,995)	(249,861)
90.00		102,076	43,329	(15,417)	(74,342)	(134,435)	(195,429)	(256,876)
100.00		92,184	33,987	(24,235)	(82,632)	(142,441)	(202,863)	(263,892)
110.00		82,292	24,644	(33,078)	(90,922)	(150,446)	(210,297)	(270,907)
120.00		72,400	15,302	(41,920)	(99,212)	(158,452)	(217,731)	(277,922)
130.00		62,508	5,959	(50,763)	(107,751)	(166,458)	(225,164)	(284,938)
140.00		52,616	(3,419)	(59,605)	(116,328)	(174,463)	(232,598)	(291,953)
150.00		42,724	(12,814)	(68,448)	(124,906)	(182,469)	(240,119)	(298,968)
160.00		32,832	(22,210)	(77,291)	(133,483)	(190,474)	(247,719)	(305,983)
170.00		22,924	(31,605)	(86,133)	(142,060)	(198,480)	(255,318)	(312,999)
180.00		12,976	(41,000)	(94,976)	(150,638)	(206,486)	(262,918)	(320,014)
190.00		3,028	(50,395)	(103,939)	(159,215)	(214,491)	(270,518)	(327,029)
200.00		(6,920)	(59,791)	(113,089)	(167,793)	(222,497)	(278,118)	(334,045)
210.00		(16,868)	(69,186)	(122,238)	(176,370)	(230,502)	(285,718)	(341,060)
220.00		(26,816)	(78,581)	(131,387)	(184,948)	(238,561)	(293,318)	(348,075)
230.00		(36,764)	(87,976)	(140,537)	(193,525)	(246,745)	(300,918)	(355,091)
240.00		(46,712)	(97,372)	(149,686)	(202,103)	(254,930)	(308,518)	(362,106)
250.00		(56,660)	(106,990)	(158,835)	(210,680)	(263,114)	(316,118)	(369,121)

TABLE 2

TABLE 2		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV £ per acre (n))	(106,255)	100%	110%	120%	130%	140%	150%	160%
CIL £psm 54.80 (recommended CIL) (54.80)	0.00	(63,667)	(66,065)	(68,474)	(70,883)	(73,292)	(75,701)	(78,110)
	10.00	(71,394)	(73,803)	(76,211)	(78,620)	(81,029)	(83,438)	(85,847)
	20.00	(79,131)	(81,540)	(83,949)	(86,358)	(88,767)	(91,176)	(93,585)
	30.00	(86,868)	(89,277)	(91,686)	(94,095)	(96,504)	(98,913)	(101,356)
	40.00	(94,605)	(97,014)	(99,423)	(101,884)	(104,377)	(106,869)	(109,362)
	50.00	(102,413)	(104,905)	(107,398)	(109,890)	(112,383)	(114,875)	(117,368)
	60.00	(110,418)	(112,911)	(115,403)	(117,896)	(120,388)	(122,881)	(125,373)
	70.00	(118,424)	(120,916)	(123,409)	(125,901)	(128,394)	(130,886)	(133,379)
	80.00	(126,429)	(128,922)	(131,414)	(133,907)	(136,399)	(138,892)	(141,384)
	90.00	(134,435)	(136,928)	(139,420)	(141,913)	(144,405)	(146,897)	(149,390)
	100.00	(142,441)	(144,933)	(147,426)	(149,918)	(152,411)	(154,903)	(157,396)
	110.00	(150,446)	(152,939)	(155,431)	(157,924)	(160,416)	(162,909)	(165,401)
	120.00	(158,452)	(160,944)	(163,437)	(165,929)	(168,422)	(170,914)	(173,407)
	130.00	(166,458)	(168,950)	(171,442)	(173,935)	(176,427)	(178,920)	(181,412)
	140.00	(174,463)	(176,956)	(179,448)	(181,941)	(184,433)	(186,926)	(189,418)
	150.00	(182,469)	(184,961)	(187,454)	(189,946)	(192,439)	(194,931)	(197,424)
160.00	(190,474)	(192,967)	(195,459)	(197,952)	(200,444)	(202,937)	(205,429)	
170.00	(198,480)	(200,972)	(203,465)	(205,957)	(208,450)	(210,942)	(213,435)	
180.00	(206,486)	(208,978)	(211,471)	(213,963)	(216,456)	(218,948)	(221,441)	
190.00	(214,491)	(216,984)	(219,476)	(221,969)	(224,461)	(226,954)	(229,446)	
200.00	(222,497)	(224,989)	(227,482)	(229,974)	(232,467)	(234,959)	(237,481)	
210.00	(230,502)	(232,995)	(235,487)	(238,021)	(240,569)	(243,117)	(245,665)	
220.00	(238,561)	(241,109)	(243,657)	(246,205)	(248,753)	(251,302)	(253,850)	
230.00	(246,745)	(249,293)	(251,842)	(254,390)	(256,938)	(259,486)	(262,034)	
240.00	(254,930)	(257,478)	(260,026)	(262,574)	(265,122)	(267,671)	(270,219)	
250.00	(263,114)	(265,662)	(268,211)	(270,759)	(273,307)	(275,855)	(278,403)	

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Houses

No Units:

8

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Median BCIS, Marginal at the current CIL rate of £54.80.

TABLE 3		Profit							
		20%							
Balance (RLV - BLV £ per acre (n))		(106,255)	15%	16%	17%	18%	19%	20%	21%
CIL £psm 54.80 (recommended CIL) (54.80)	0.00		87,402	57,188	26,974	(3,239)	(33,453)	(63,667)	(93,880)
	10.00		79,675	49,461	19,248	(10,966)	(41,180)	(71,394)	(101,652)
	20.00		71,938	41,724	11,510	(18,703)	(48,917)	(79,131)	(109,657)
	30.00		64,201	33,987	3,773	(26,441)	(56,654)	(86,868)	(117,663)
	40.00		56,463	26,250	(3,964)	(34,178)	(64,392)	(94,605)	(125,669)
	50.00		48,726	18,512	(11,701)	(41,915)	(72,129)	(102,413)	(133,674)
	60.00		40,989	10,775	(19,439)	(49,652)	(79,866)	(110,418)	(141,680)
	70.00		33,251	3,038	(27,176)	(57,390)	(87,603)	(118,424)	(149,685)
	80.00		25,514	(4,700)	(34,913)	(65,127)	(95,341)	(126,429)	(157,691)
	90.00		17,777	(12,437)	(42,651)	(72,864)	(103,173)	(134,435)	(165,697)
	100.00		10,040	(20,174)	(50,388)	(80,602)	(111,179)	(142,441)	(173,702)
	110.00		2,302	(27,911)	(58,125)	(88,339)	(119,185)	(150,446)	(181,708)
	120.00		(5,435)	(35,649)	(65,862)	(96,076)	(127,190)	(158,452)	(189,714)
	130.00		(13,172)	(43,386)	(73,600)	(103,934)	(135,196)	(166,458)	(197,719)
	140.00		(20,909)	(51,123)	(81,337)	(111,940)	(143,202)	(174,463)	(205,725)
	150.00		(28,647)	(58,860)	(89,074)	(119,946)	(151,207)	(182,469)	(213,730)
	160.00		(36,384)	(66,598)	(96,811)	(127,951)	(159,213)	(190,474)	(221,736)
	170.00		(44,121)	(74,335)	(104,695)	(135,957)	(167,218)	(198,480)	(229,742)
	180.00		(51,859)	(82,072)	(112,701)	(143,962)	(175,224)	(206,486)	(237,748)
	190.00		(59,596)	(89,810)	(120,706)	(151,968)	(183,230)	(214,491)	(245,754)
	200.00		(67,333)	(97,547)	(128,712)	(159,974)	(191,235)	(222,497)	(253,760)
	210.00		(75,070)	(105,456)	(136,718)	(167,979)	(199,241)	(230,502)	(261,766)
	220.00		(82,808)	(113,462)	(144,723)	(175,985)	(207,246)	(238,507)	(269,772)
	230.00		(90,545)	(121,467)	(152,729)	(183,990)	(215,252)	(246,513)	(277,778)
	240.00		(98,282)	(129,473)	(160,734)	(191,996)	(223,258)	(254,519)	(285,784)
	250.00		(106,217)	(137,478)	(168,740)	(200,002)	(231,263)	(262,525)	(293,790)

TABLE 4		BLV (£ per acre (n))							
		(106,255)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm 54.80 (recommended CIL) (54.80)	0.00		280,777	255,777	230,777	205,777	180,777	155,777	130,777
	10.00		273,050	248,050	223,050	198,050	173,050	148,050	123,050
	20.00		265,313	240,313	215,313	190,313	165,313	140,313	115,313
	30.00		257,576	232,576	207,576	182,576	157,576	132,576	107,576
	40.00		249,839	224,839	199,839	174,839	149,839	124,839	99,839
	50.00		242,031	217,031	192,031	167,031	142,031	117,031	92,031
	60.00		234,026	209,026	184,026	159,026	134,026	109,026	84,026
	70.00		226,020	201,020	176,020	151,020	126,020	101,020	76,020
	80.00		218,015	193,015	168,015	143,015	118,015	93,015	68,015
	90.00		210,009	185,009	160,009	135,009	110,009	85,009	60,009
	100.00		202,003	177,003	152,003	127,003	102,003	77,003	52,003
	110.00		193,998	168,998	143,998	118,998	93,998	68,998	43,998
	120.00		185,992	160,992	135,992	110,992	85,992	60,992	35,992
	130.00		177,986	152,986	127,986	102,986	77,986	52,986	27,986
	140.00		169,981	144,981	119,981	94,981	69,981	44,981	19,981
	150.00		161,975	136,975	111,975	86,975	61,975	36,975	11,975
	160.00		153,970	128,970	103,970	78,970	53,970	28,970	3,970
	170.00		145,964	120,964	95,964	70,964	45,964	20,964	(4,036)
	180.00		137,958	112,958	87,958	62,958	37,958	12,958	(12,042)
	190.00		129,953	104,953	79,953	54,953	29,953	4,953	(20,047)
	200.00		121,947	96,947	71,947	46,947	21,947	(3,053)	(28,053)
	210.00		113,942	88,942	63,942	38,942	13,942	(11,058)	(36,058)
	220.00		105,883	80,883	55,883	30,883	5,883	(19,117)	(44,117)
	230.00		97,699	72,699	47,699	22,699	(2,301)	(27,301)	(52,301)
	240.00		89,514	64,514	39,514	14,514	(10,486)	(35,486)	(60,486)
	250.00		81,330	56,330	31,330	6,330	(18,670)	(43,670)	(68,670)

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Houses

No Units:

8

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Median BCIS, Marginal at the current CIL rate of £54.80.

TABLE 5		Density (dph) (net)		30					
Balance (RLV - BLV £ per acre (n))		(106,255)	30	35	40	45	50	55	60
CIL £psm 54.80 (recommended CIL) (54.80)	0.00	(63,667)	8,391	80,449	152,507	224,564	296,622	368,680	
	10.00	(71,394)	(585)	70,190	140,966	211,741	282,517	353,292	
	20.00	(79,131)	(9,602)	59,927	129,425	198,919	268,412	337,905	
	30.00	(86,868)	(18,629)	49,611	117,850	186,090	254,306	322,517	
	40.00	(94,605)	(27,655)	39,294	106,244	173,194	240,144	307,094	
	50.00	(102,413)	(36,682)	28,978	94,639	160,299	225,959	291,620	
	60.00	(110,418)	(45,804)	18,662	83,033	147,403	211,774	276,145	
	70.00	(118,424)	(55,144)	8,136	71,416	134,508	197,589	260,671	
	80.00	(126,429)	(64,484)	(2,538)	59,408	121,353	183,299	245,196	
	90.00	(134,435)	(73,824)	(13,212)	47,399	108,011	168,622	229,234	
	100.00	(142,441)	(83,163)	(23,886)	35,391	94,668	153,945	213,222	
	110.00	(150,446)	(92,503)	(34,560)	23,382	81,325	139,268	197,211	
	120.00	(158,452)	(101,843)	(45,235)	11,374	67,983	124,591	181,200	
	130.00	(166,458)	(111,183)	(55,909)	(634)	54,640	109,914	165,189	
	140.00	(174,463)	(120,523)	(66,583)	(12,643)	41,297	95,237	149,177	
	150.00	(182,469)	(129,863)	(77,257)	(24,651)	27,955	80,560	133,166	
	160.00	(190,474)	(139,203)	(87,931)	(36,660)	14,612	65,883	117,155	
	170.00	(198,480)	(148,543)	(98,605)	(48,668)	1,269	51,206	101,144	
	180.00	(206,486)	(157,883)	(109,280)	(60,677)	(12,074)	36,529	85,133	
	190.00	(214,491)	(167,222)	(119,954)	(72,685)	(25,416)	21,853	69,121	
	200.00	(222,497)	(176,562)	(130,628)	(84,693)	(38,759)	7,176	53,110	
	210.00	(230,502)	(185,902)	(141,302)	(96,702)	(52,102)	(7,501)	37,099	
	220.00	(238,561)	(195,242)	(151,976)	(108,710)	(65,444)	(22,178)	21,088	
	230.00	(246,745)	(204,652)	(162,650)	(120,719)	(78,787)	(36,855)	5,076	
	240.00	(254,930)	(214,201)	(173,472)	(132,743)	(92,130)	(51,532)	(10,935)	
	250.00	(263,114)	(223,749)	(184,385)	(145,020)	(105,655)	(66,290)	(26,946)	
TABLE 6		Build cost		(where 100% is a 5% increase, and 95% is a 5% decrease etc.)					
Balance (RLV - BLV £ per acre (n))		(106,255)	90%	95%	100%	105%	110%	115%	120%
CIL £psm 54.80 (recommended CIL) (54.80)	0.00	161,679	49,006	(63,667)	(179,624)	(298,221)	(418,386)	(547,700)	
	10.00	153,985	41,312	(71,394)	(187,630)	(306,405)	(426,617)	(556,696)	
	20.00	146,292	33,619	(79,131)	(195,636)	(314,590)	(434,848)	(565,691)	
	30.00	138,598	25,925	(86,868)	(203,641)	(322,774)	(443,078)	(574,686)	
	40.00	130,904	18,231	(94,605)	(211,647)	(330,959)	(451,947)	(583,682)	
	50.00	123,210	10,537	(102,413)	(219,652)	(339,143)	(460,942)	(592,677)	
	60.00	115,516	2,844	(110,418)	(227,658)	(347,328)	(469,938)	(601,673)	
	70.00	107,823	(4,850)	(118,424)	(235,664)	(355,512)	(478,933)	(610,668)	
	80.00	100,129	(12,544)	(126,429)	(243,670)	(363,697)	(487,929)	(619,663)	
	90.00	92,435	(20,238)	(134,435)	(252,022)	(371,926)	(496,924)	(628,659)	
	100.00	84,741	(27,932)	(142,441)	(260,206)	(380,157)	(505,919)	(637,672)	
	110.00	77,048	(35,625)	(150,446)	(268,391)	(388,387)	(514,915)	(646,718)	
	120.00	69,354	(43,319)	(158,452)	(276,575)	(396,618)	(523,910)	(655,764)	
	130.00	61,660	(51,013)	(166,458)	(284,760)	(404,849)	(532,906)	(664,811)	
	140.00	53,966	(58,707)	(174,463)	(292,944)	(413,080)	(541,901)	(673,857)	
	150.00	46,273	(66,405)	(182,469)	(301,129)	(421,311)	(550,896)	(682,903)	
	160.00	38,579	(74,143)	(190,474)	(309,313)	(429,541)	(559,892)	(691,950)	
	170.00	30,885	(81,880)	(198,480)	(317,498)	(437,772)	(568,887)	(700,996)	
	180.00	23,191	(89,617)	(206,486)	(325,682)	(446,148)	(577,883)	(710,042)	
	190.00	15,497	(97,355)	(214,491)	(333,867)	(455,143)	(586,878)	(719,088)	
	200.00	7,804	(105,257)	(222,497)	(342,051)	(464,139)	(595,873)	(728,135)	
	210.00	110	(113,263)	(230,502)	(350,236)	(473,134)	(604,869)	(737,181)	
	220.00	(7,584)	(121,268)	(238,561)	(358,420)	(482,129)	(613,864)	(746,227)	
	230.00	(15,278)	(129,274)	(246,745)	(366,620)	(491,125)	(622,860)	(755,273)	
	240.00	(22,971)	(137,279)	(254,930)	(374,850)	(500,120)	(631,855)	(764,320)	
	250.00	(30,665)	(145,285)	(263,114)	(383,081)	(509,116)	(640,886)	(773,366)	

251201 SWC_Residential Appraisals_CIL_v3_Y_AB (RDA)

Scheme Typology:

Houses

No Units:

8

Site Typology:

Location / Value Zone:

Area Wide

Greenfield/Brownfield:

Brownfield

Notes/Comments:

Median BCIS, Marginal at the current CIL rate of £54.80.

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		(106,255)	90%	95%	100%	105%	110%	115%	120%
CIL £psm 54.80 (recommended CIL) (54.80)	0.00		(305,082)	(182,980)	(63,667)	52,329	168,325	284,321	399,976
	10.00		(313,266)	(190,985)	(71,394)	44,636	160,632	276,628	392,325
	20.00		(321,451)	(198,991)	(79,131)	36,942	152,938	268,934	384,675
	30.00		(329,635)	(206,997)	(86,868)	29,248	145,244	261,240	377,024
	40.00		(337,820)	(215,002)	(94,605)	21,554	137,550	253,546	369,374
	50.00		(346,004)	(223,008)	(102,413)	13,860	129,856	245,852	361,723
	60.00		(354,189)	(231,013)	(110,418)	6,167	122,163	238,159	354,073
	70.00		(362,373)	(239,083)	(118,424)	(1,527)	114,469	230,465	346,422
	80.00		(370,558)	(247,268)	(126,429)	(9,221)	106,775	222,771	338,767
	90.00		(378,760)	(255,452)	(134,435)	(16,915)	99,081	215,077	331,073
	100.00		(386,991)	(263,637)	(142,441)	(24,608)	91,388	207,384	323,380
	110.00		(395,222)	(271,821)	(150,446)	(32,302)	83,694	199,690	315,686
	120.00		(403,452)	(280,006)	(158,452)	(39,996)	76,000	191,996	307,992
	130.00		(411,683)	(288,190)	(166,458)	(47,690)	68,306	184,302	300,298
	140.00		(419,914)	(296,375)	(174,463)	(55,425)	60,613	176,609	292,605
	150.00		(428,145)	(304,559)	(182,469)	(63,162)	52,919	168,915	284,911
	160.00		(436,375)	(312,744)	(190,474)	(70,900)	45,225	161,221	277,217
	170.00		(444,621)	(320,928)	(198,480)	(78,637)	37,531	153,527	269,523
	180.00		(453,617)	(329,113)	(206,486)	(86,374)	29,837	145,833	261,829
	190.00		(462,612)	(337,297)	(214,491)	(94,112)	22,144	138,140	254,136
	200.00		(471,608)	(345,482)	(222,497)	(101,902)	14,450	130,446	246,442
	210.00		(480,603)	(353,666)	(230,502)	(109,907)	6,756	122,752	238,748
	220.00		(489,598)	(361,851)	(238,561)	(117,913)	(938)	115,058	231,054
	230.00		(498,594)	(370,037)	(246,745)	(125,918)	(8,631)	107,365	223,361
	240.00		(507,589)	(378,267)	(254,930)	(133,924)	(16,325)	99,671	215,667
	250.00		(516,585)	(386,498)	(263,114)	(141,930)	(24,019)	91,977	207,973

TABLE 8		Grant (£ per unit) -							
Balance (RLV - BLV £ per acre (n))		(106,255)	0	5,000	10,000	15,000	20,000	25,000	30,000
CIL £psm 54.80 (recommended CIL) (54.80)	0.00		(63,667)	(9,494)	44,680	98,853	153,026	207,199	261,296
	10.00		(71,394)	(17,187)	36,986	91,159	145,332	199,505	253,645
	20.00		(79,131)	(24,881)	29,292	83,465	137,639	191,812	245,985
	30.00		(86,868)	(32,575)	21,598	75,772	129,945	184,118	238,291
	40.00		(94,605)	(40,269)	13,905	68,078	122,251	176,424	230,597
	50.00		(102,413)	(47,962)	6,211	60,384	114,557	168,730	222,904
	60.00		(110,418)	(55,656)	(1,483)	52,690	106,863	161,037	215,210
	70.00		(118,424)	(63,350)	(9,177)	44,996	99,170	153,343	207,516
	80.00		(126,429)	(71,075)	(16,870)	37,303	91,476	145,649	199,822
	90.00		(134,435)	(78,812)	(24,564)	29,609	83,782	137,955	192,129
	100.00		(142,441)	(86,550)	(32,258)	21,915	76,088	130,262	184,435
	110.00		(150,446)	(94,287)	(39,952)	14,221	68,395	122,568	176,741
	120.00		(158,452)	(102,083)	(47,646)	6,528	60,701	114,874	169,047
	130.00		(166,458)	(110,089)	(55,339)	(1,166)	53,007	107,180	161,353
	140.00		(174,463)	(118,094)	(63,033)	(8,860)	45,313	99,486	153,660
	150.00		(182,469)	(126,100)	(70,756)	(16,554)	37,620	91,793	145,966
	160.00		(190,474)	(134,105)	(78,494)	(24,247)	29,926	84,099	138,272
	170.00		(198,480)	(142,111)	(86,231)	(31,941)	22,232	76,405	130,578
	180.00		(206,486)	(150,117)	(93,968)	(39,635)	14,538	68,711	122,885
	190.00		(214,491)	(158,122)	(101,753)	(47,329)	6,844	61,018	115,191
	200.00		(222,497)	(166,128)	(109,759)	(55,023)	(849)	53,324	107,497
	210.00		(230,502)	(174,133)	(117,765)	(62,716)	(8,543)	45,630	99,803
	220.00		(238,561)	(182,139)	(125,770)	(70,438)	(16,237)	37,936	92,109
	230.00		(246,745)	(190,145)	(133,776)	(78,175)	(23,931)	30,243	84,416
	240.00		(254,930)	(198,150)	(141,781)	(85,912)	(31,624)	22,549	76,722
	250.00		(263,114)	(206,156)	(149,787)	(93,650)	(39,318)	14,855	69,028

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

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Appraisal Ref: **AC** (see Typologies Matrix)
 Scheme Typology: **Flats**
 Site Typology: **Town Centre/ Greenfield/Brownfield:**
 Notes/Comments: **Lower Quartile BCIS, Not Viable at the current CIL rate of £0.**

No Units: **50**
 Location / Value Zone: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		50 Units							
AH Policy requirement (% Target)		30%							
Open Market Sale (OMS) housing		70%							
AH tenure split %		Open Market Sale (OMS)		Affordable Rent:		0.0%		70.0% % Rented	
				Social Rent:		70.0%			
				First Homes:		0.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%		9.0%		% of total (>10% First Homes PPG 023)	
				100%		100.0%			
CIL Rate (£ psm)		0.00 £ psm							
Unit Mix -									
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0			
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0			
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	40.0%	14.0	50.0%	7.5	43%	21.5			
2 bed Flat	60.0%	21.0	50.0%	7.5	57%	28.5			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	35.0	100.0%	15.0	100%	50.0			
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
2 bed House	0	0	0	0	0	0			
3 bed House	0	0	0	0	0	0			
3 bed House (with garage)	0	0	0	0	0	0			
4 bed House (with garage)	0	0	0	0	0	0			
5 bed House (with garage)	0	0	0	0	0	0			
1 bed Flat	824	8,864	441	4,749	1,265	13,613			
2 bed Flat	1,606	17,286	574	6,173	2,179	23,459			
3 bed Flat	0	0	0	0	0	0			
	2,429	26,150	1,015	10,922	3,444	37,072			
AH % by floor area:		29.46% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)			
2 bed House	330,000	4,400	409	4,400	409	0			
3 bed House	415,000	4,368	406	4,368	406	0			
3 bed House (with garage)	425,000	4,474	416	3,829	356	0			
4 bed House (with garage)	510,000	4,250	395	3,750	348	0			
5 bed House (with garage)	570,000	4,222	392	3,775	351	0			
1 bed Flat	205,000	4,100	381	3,485	324	4,407,500			
2 bed Flat	255,000	3,923	364	3,335	310	7,267,500			
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0			
						11,675,000			
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Site Typology:

Notes/Comments:

Flats

Location / Value Zone:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

No Units:

Town Centre/ Greenfield/Brownfield:

50

Brownfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
2 bed House	0.0	@	330,000	-
3 bed House	0.0	@	415,000	-
3 bed House (with garage)	0.0	@	425,000	-
4 bed House (with garage)	0.0	@	510,000	-
5 bed House (with garage)	0.0	@	570,000	-
1 bed Flat	14.0	@	205,000	2,870,000
2 bed Flat	21.0	@	255,000	5,355,000
3 bed Flat	0.0	@	0	-
	35.0			8,225,000
Affordable Rent GDV -				
2 bed House	0.0	@	123,750	-
3 bed House	0.0	@	155,625	-
3 bed House (with garage)	0.0	@	159,375	-
4 bed House (with garage)	0.0	@	191,250	-
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	0.0	@	76,875	-
2 bed Flat	0.0	@	95,625	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	123,750	-
3 bed House	0.0	@	155,625	-
3 bed House (with garage)	0.0	@	159,375	-
4 bed House (with garage)	0.0	@	191,250	-
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	5.3	@	76,875	403,594
2 bed Flat	5.3	@	95,625	502,031
3 bed Flat	0.0	@	0	-
	10.5			905,625
First Homes GDV -				
2 bed House	0.0	@	231,000	-
3 bed House	0.0	@	250,000	-
3 bed House (with garage)	0.0	@	250,000	-
4 bed House (with garage)	0.0	@	250,000	-
5 bed House (with garage)	0.0	@	250,000	-
1 bed Flat	0.0	@	143,500	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	231,000	-
3 bed House	0.0	@	290,500	-
3 bed House (with garage)	0.0	@	297,500	-
4 bed House (with garage)	0.0	@	357,000	-
5 bed House (with garage)	0.0	@	399,000	-
1 bed Flat	2.3	@	143,500	322,875
2 bed Flat	2.3	@	178,500	401,625
3 bed Flat	0.0	@	0	-
	4.5	15.0		724,500
Sub-total GDV Residential				9,855,125
AH on-site cost analysis:				
528 £ psm (total GIA sqm)				1,819,875
EMV (no AH) less £GDV (inc. AH)				
36,398 £ per unit (total units)				
Grant				
	50	units @		per unit
Total GDV				9,855,125

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology: Flats No Units: 50
Site Typology: Location / Value Zone: Town Centre/ Greenfield/Brownfield: Brownfield
Notes/Comments: Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25			(capped at £411,885)	31,750 £				(31,750)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	127,000 £				(127,000)
CIL (Mkrt only inc. garages)	Max	2,429 sqm		0.00 £ psm					-
	CIL analysis:		0.00% % of GDV		0 £ per unit (total units)				
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	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				-
Site Specific S106 (installment)		50 units @			25,503 per unit				(1,275,150)
	Sub-total								(1,275,150)
	S106 analysis:	1,912,725 £ per ha		12.94% % of GDV	25,503 £ per unit (total units)				
AH Commuted Sum			3,444 sqm (total)		£ psm				-
	Comm. Sum analysis:		0.00% % of GDV						
Construction Costs -									
Site Clearance, Demolition & Remediation		0.67 ha @			123,550 £ per ha (if brownfield)				(82,367)
Strategic Site Infra. 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				-
	Years 1-15								-
	Sub-total		50 units @						-
	Infra. Costs analysis:	- £ per ha		0.00% % of GDV	0 £ per unit (total units)				
2 bed House		-	sqm @		1,451 psm				-
3 bed House		-	sqm @		1,451 psm				-
3 bed House (EXC. garage)		-	sqm @		1,451 psm				-
4 bed House (EXC. garage)		-	sqm @		1,451 psm				-
5 bed House (EXC. garage)		-	sqm @		1,451 psm				-
1 bed Flat		1,265	sqm @		1,628 psm				(2,058,941)
2 bed Flat		2,179	sqm @		1,628 psm				(3,548,082)
3 bed Flat		-	sqm @		1,628 psm				-
Garages for 3B House	-	16.0	0 sqm @		531 psm				-
Garages for 4B House	-	16.0	0 sqm @		531 psm				-
Garages for 5B House	-	16.0	0 sqm @		531 psm				-
	Total GIA check:		3,444	£ per garage	£8,500				
External works		5,607,024 @			15.0%				(841,054)
	Ext. Works analysis:				16,821 £ per unit (total units)				
Policy Costs on design -									
Net Biodiversity costs			50 units @		268 £ per unit				(13,400)
M4(2) Category 2 Housing	Aff units	15 units @		95% @	625 £ per unit				(8,906)
M4(3) Category 3 Housing	Aff units (>20 units)	15 units @		5% @	10,111 £ per unit				(7,583)
M4(2) Category 2 Housing	OMS units	35 units @		95% @	625 £ per unit				(20,781)
M4(3) Category 3 Housing	OMS units (>20 units)	35 units @		5% @	10,111 £ per unit				(17,694)
Part L/FHS - Houses		- units @			5,816 £ per unit				-
Part L/FHS - Flats		50 units @			2,712 £ per unit				(135,600)
	Part L/FHS analysis:				2.4% % of BCIS costs				
EV Charging Points - Houses	- units @				0 £ per unit				-
EV Charging Points - Flats	50 units @			4 flats per charger	0 £ per 4 units				-
Water Efficiency - Houses	- units @				2,683 £ per unit				-
Water Efficiency - Flats	50 units @				909 £ per unit				(45,450)
Broadband infrastructure	(< 20 units only)	- units @			747 £ per unit				-
	Sub-total								(249,415)
	Policy Costs analysis: (design costs only)				4,988 £ per unit (total units)				
					4.4% % of BCIS costs				
Contingency (on construction)		6,779,859 @			5.0%				(338,993)

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology: **Flats** No Units: **50**
 Site Typology: Location / Value Zone: **Town Centre/ Greenfield/Brownfield: Brownfield**
 Notes/Comments: **Lower Quartile BCIS, Not Viable at the current CIL rate of £0.**

Professional Fees	6,779,859 @	6.5%		(440,691)
Disposal Costs -				
OMS Marketing and Promotion	8,225,000 OMS @	3.00%	4,935 £ per unit	(246,750)
Residential Sales Agent Costs	8,225,000 OMS @	1.00%	1,645 £ per unit	(82,250)
Residential Sales Legal Costs	8,225,000 OMS @	0.50%	823 £ per unit	(41,125)
Affordable Sale Legal Costs	1,630,125 AH @	0.25%	82 £ per unit	(4,075)
Empty Property Costs (SC, Council Tax proxy)	50 units (1/2 back during sales period)	0	0 £ per unit PA (£ per	-
Disposal Cost analysis:			7,484 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00% APR	0.565% pcm		(1,459,930)
Developers Profit -				
Profit on OMS	8,225,000	20.00%		(1,645,000)
Margin on AH	1,630,125	6.00% on AH values		(97,808)
Profit analysis:	9,855,125	17.68% blended GDV	(1,742,808)	
	10,827,573	16.10% on costs	(1,742,808)	
TOTAL COSTS				(12,570,380)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				(2,715,255)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				(2,715,255)
RLV analysis:	(54,305) £ per plot	(4,072,883) £ per ha (net)	(1,648,273) £ per acre (net)	
		(3,665,594) £ per ha (gross)	-1,483,446 £ per acre (gross)	
			-27.55% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density	75.0 dph (net)			
Site Area (net)	0.67 ha (net)	1.65 acres (net)		
Net to Gross ratio	90%			
Site Area (gross)	0.74 ha (gross)	1.83 acres (gross)		
Density analysis:	5,166 sqm/ha (net)	22,504 sqft/ac (net)		
	68 dph (gross)			
Benchmark Land Value (net)	14,643 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)	732,147
BLV analysis:		988,399 £ per ha (gross)	400,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	(5,171,104) £ per ha (net)	(2,092,717) £ per acre (net)		(3,447,403)

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Flats

No Units:

50

Site Typology:

Location / Value Zone:

Town Centre/ Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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

TABLE 1		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre (n))		(2,092,717)	10%	15%	20%	25%	30%	35%	40%
Max CIL £ psm - (recommended CIL) -	0.00	(1,177,944)	(1,280,191)	(1,382,439)	(1,484,686)	(2,092,717)	(3,176,279)	(4,259,841)	
	10.00	(1,198,761)	(1,299,852)	(1,400,942)	(1,502,033)	(2,205,971)	(3,281,443)	(4,356,915)	
	20.00	(1,219,578)	(1,319,512)	(1,419,446)	(1,519,380)	(2,319,225)	(3,386,607)	(4,453,995)	
	30.00	(1,240,395)	(1,339,172)	(1,437,950)	(1,536,728)	(2,432,478)	(3,491,772)	(4,551,065)	
	40.00	(1,261,211)	(1,358,833)	(1,456,454)	(1,554,075)	(2,545,732)	(3,596,936)	(4,648,139)	
	50.00	(1,282,028)	(1,378,493)	(1,474,958)	(1,615,938)	(2,658,986)	(3,702,100)	(4,745,214)	
	60.00	(1,302,845)	(1,398,153)	(1,493,461)	(1,737,215)	(2,772,240)	(3,807,264)	(4,842,289)	
	70.00	(1,323,662)	(1,417,813)	(1,511,965)	(1,858,558)	(2,885,493)	(3,912,428)	(4,939,363)	
	80.00	(1,344,479)	(1,437,474)	(1,530,469)	(1,979,902)	(2,998,747)	(4,017,593)	(5,036,438)	
	90.00	(1,365,295)	(1,457,134)	(1,548,973)	(2,101,245)	(3,112,001)	(4,122,757)	(5,133,513)	
100.00	(1,386,112)	(1,476,794)	(1,567,477)	(2,222,588)	(3,225,255)	(4,227,921)	(5,230,587)		
110.00	(1,406,929)	(1,496,455)	(1,585,980)	(2,343,932)	(3,338,508)	(4,333,085)	(5,327,662)		
120.00	(1,427,746)	(1,516,115)	(1,604,484)	(2,465,275)	(3,451,762)	(4,438,249)	(5,424,737)		
130.00	(1,448,562)	(1,535,775)	(1,622,988)	(2,586,618)	(3,565,016)	(4,543,414)	(5,521,811)		
140.00	(1,469,379)	(1,555,436)	(1,737,669)	(2,707,962)	(3,678,270)	(4,648,578)	(5,618,886)		
150.00	(1,490,196)	(1,575,096)	(1,867,086)	(2,829,305)	(3,791,523)	(4,753,742)	(5,715,960)		
160.00	(1,511,013)	(1,594,756)	(1,996,519)	(2,950,648)	(3,904,777)	(4,858,906)	(5,813,035)		
170.00	(1,531,830)	(1,614,416)	(2,125,952)	(3,071,992)	(4,018,031)	(4,964,070)	(5,910,110)		
180.00	(1,552,646)	(1,634,077)	(2,255,385)	(3,193,335)	(4,131,285)	(5,069,235)	(6,007,184)		
190.00	(1,573,463)	(1,653,737)	(2,384,818)	(3,314,678)	(4,244,538)	(5,174,399)	(6,104,259)		
200.00	(1,594,280)	(1,673,397)	(2,514,251)	(3,436,021)	(4,357,792)	(5,279,563)	(6,201,334)		
210.00	(1,615,097)	(1,730,102)	(2,643,684)	(3,557,365)	(4,471,046)	(5,384,727)	(6,298,408)		
220.00	(1,635,913)	(1,867,525)	(2,773,116)	(3,678,708)	(4,584,300)	(5,489,891)	(6,395,483)		
230.00	(1,656,730)	(2,005,047)	(2,902,549)	(3,800,051)	(4,697,554)	(5,595,056)	(6,492,558)		
240.00	(1,677,547)	(2,142,570)	(3,031,982)	(3,921,395)	(4,810,807)	(5,700,220)	(6,589,632)		
250.00	(1,698,364)	(2,280,092)	(3,161,415)	(4,042,738)	(4,924,061)	(5,805,384)	(6,686,707)		

TABLE 2

		Site Specific S106 100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV £ per acre (n))	(2,092,717)	100%	110%	120%	130%	140%	150%	160%
	0.00	(2,092,717)	(2,687,164)	(3,281,610)	(3,876,057)	(4,470,503)	(5,064,950)	(5,659,396)
	10.00	(2,205,971)	(2,800,417)	(3,394,864)	(3,989,310)	(4,583,757)	(5,178,203)	(5,772,650)
CIL £psm	20.00	(2,319,225)	(2,913,671)	(3,508,118)	(4,102,564)	(4,697,011)	(5,291,457)	(5,885,904)
-	30.00	(2,432,478)	(3,026,925)	(3,621,371)	(4,215,818)	(4,810,264)	(5,404,711)	(5,999,157)
(recommended CIL)	40.00	(2,545,732)	(3,140,179)	(3,734,625)	(4,329,072)	(4,923,518)	(5,517,965)	(6,112,411)
-	50.00	(2,658,986)	(3,253,432)	(3,847,879)	(4,442,325)	(5,036,772)	(5,631,218)	(6,225,665)
-	60.00	(2,772,240)	(3,366,686)	(3,961,133)	(4,555,579)	(5,150,026)	(5,744,472)	(6,338,919)
	70.00	(2,885,493)	(3,479,940)	(4,074,386)	(4,668,833)	(5,263,279)	(5,857,726)	(6,452,172)
	80.00	(2,998,747)	(3,593,194)	(4,187,640)	(4,782,087)	(5,376,533)	(5,970,980)	(6,565,426)
	90.00	(3,112,001)	(3,706,447)	(4,300,894)	(4,895,340)	(5,489,787)	(6,084,233)	(6,678,680)
	100.00	(3,225,255)	(3,819,701)	(4,414,148)	(5,008,594)	(5,603,041)	(6,197,487)	(6,791,934)
	110.00	(3,338,508)	(3,932,955)	(4,527,401)	(5,121,848)	(5,716,294)	(6,310,741)	(6,905,187)
	120.00	(3,451,762)	(4,046,209)	(4,640,655)	(5,235,102)	(5,829,548)	(6,423,995)	(7,018,441)
	130.00	(3,565,016)	(4,159,462)	(4,753,909)	(5,348,355)	(5,942,802)	(6,537,248)	(7,131,695)
	140.00	(3,678,270)	(4,272,716)	(4,867,163)	(5,461,609)	(6,056,056)	(6,650,502)	(7,244,949)
	150.00	(3,791,523)	(4,385,970)	(4,980,416)	(5,574,863)	(6,169,309)	(6,763,756)	(7,358,202)
	160.00	(3,904,777)	(4,499,224)	(5,093,670)	(5,688,117)	(6,282,563)	(6,877,010)	(7,471,456)
	170.00	(4,018,031)	(4,612,477)	(5,206,924)	(5,801,370)	(6,395,817)	(6,990,263)	(7,584,710)
	180.00	(4,131,285)	(4,725,731)	(5,320,178)	(5,914,624)	(6,509,071)	(7,103,517)	(7,697,964)
	190.00	(4,244,538)	(4,838,985)	(5,433,431)	(6,027,878)	(6,622,324)	(7,216,771)	(7,811,217)
	200.00	(4,357,792)	(4,952,239)	(5,546,685)	(6,141,132)	(6,735,578)	(7,330,025)	(7,924,471)
	210.00	(4,471,046)	(5,065,492)	(5,659,939)	(6,254,385)	(6,848,832)	(7,443,278)	(8,037,725)
	220.00	(4,584,300)	(5,178,746)	(5,773,193)	(6,367,639)	(6,962,086)	(7,556,532)	(8,150,979)
	230.00	(4,697,554)	(5,292,000)	(5,886,446)	(6,480,893)	(7,075,339)	(7,669,786)	(8,264,232)
	240.00	(4,810,807)	(5,405,254)	(5,999,700)	(6,594,147)	(7,188,593)	(7,783,040)	(8,377,486)
	250.00	(4,924,061)	(5,518,508)	(6,112,954)	(6,707,401)	(7,301,847)	(7,896,294)	(8,490,740)

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Flats

No Units:

50

Site Typology:

Location / Value Zone:

Town Centre/ Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

TABLE 3		Profit	20%							
Balance (RLV - BLV £ per acre (n))		(2,092,717)	15%	16%	17%	18%	19%	20%	21%	
CIL £psm (recommended CIL)	0.00		(1,843,071)	(1,893,000)	(1,942,930)	(1,992,859)	(2,042,788)	(2,092,717)	(2,142,646)	
	10.00		(1,956,325)	(2,006,254)	(2,056,183)	(2,106,112)	(2,156,042)	(2,205,971)	(2,255,900)	
	20.00		(2,069,579)	(2,119,508)	(2,169,437)	(2,219,366)	(2,269,295)	(2,319,225)	(2,369,154)	
	30.00		(2,182,832)	(2,232,762)	(2,282,691)	(2,332,620)	(2,382,549)	(2,432,478)	(2,482,408)	
	40.00		(2,296,086)	(2,346,015)	(2,395,945)	(2,445,874)	(2,495,803)	(2,545,732)	(2,595,661)	
	50.00		(2,409,340)	(2,459,269)	(2,509,198)	(2,559,127)	(2,609,057)	(2,658,986)	(2,708,915)	
	60.00		(2,522,594)	(2,572,523)	(2,622,452)	(2,672,381)	(2,722,310)	(2,772,240)	(2,822,169)	
	70.00		(2,635,847)	(2,685,777)	(2,735,706)	(2,785,635)	(2,835,564)	(2,885,493)	(2,935,423)	
	80.00		(2,749,101)	(2,799,030)	(2,848,960)	(2,898,889)	(2,948,818)	(2,998,747)	(3,048,676)	
	90.00		(2,862,355)	(2,912,284)	(2,962,213)	(3,012,143)	(3,062,072)	(3,112,001)	(3,161,930)	
	100.00		(2,975,609)	(3,025,538)	(3,075,467)	(3,125,396)	(3,175,325)	(3,225,255)	(3,275,184)	
	110.00		(3,088,863)	(3,138,792)	(3,188,721)	(3,238,650)	(3,288,579)	(3,338,508)	(3,388,438)	
	120.00		(3,202,116)	(3,252,045)	(3,301,975)	(3,351,904)	(3,401,833)	(3,451,762)	(3,501,691)	
	130.00		(3,315,370)	(3,365,299)	(3,415,228)	(3,465,158)	(3,515,087)	(3,565,016)	(3,614,945)	
	140.00		(3,428,624)	(3,478,553)	(3,528,482)	(3,578,411)	(3,628,341)	(3,678,270)	(3,728,199)	
	150.00		(3,541,878)	(3,591,807)	(3,641,736)	(3,691,665)	(3,741,594)	(3,791,523)	(3,841,453)	
	160.00		(3,655,131)	(3,705,060)	(3,754,990)	(3,804,919)	(3,854,848)	(3,904,777)	(3,954,706)	
	170.00		(3,768,385)	(3,818,314)	(3,868,243)	(3,918,173)	(3,968,102)	(4,018,031)	(4,067,960)	
	180.00		(3,881,639)	(3,931,568)	(3,981,497)	(4,031,426)	(4,081,356)	(4,131,285)	(4,181,214)	
	190.00		(3,994,893)	(4,044,822)	(4,094,751)	(4,144,680)	(4,194,609)	(4,244,538)	(4,294,468)	
	200.00		(4,108,146)	(4,158,076)	(4,208,005)	(4,257,934)	(4,307,863)	(4,357,792)	(4,407,721)	
	210.00		(4,221,400)	(4,271,329)	(4,321,258)	(4,371,188)	(4,421,117)	(4,471,046)	(4,520,975)	
	220.00		(4,334,654)	(4,384,583)	(4,434,512)	(4,484,441)	(4,534,371)	(4,584,300)	(4,634,229)	
	230.00		(4,447,908)	(4,497,837)	(4,547,766)	(4,597,695)	(4,647,624)	(4,697,554)	(4,747,483)	
	240.00		(4,561,161)	(4,611,091)	(4,661,020)	(4,710,949)	(4,760,878)	(4,810,807)	(4,860,736)	
	250.00		(4,674,415)	(4,724,344)	(4,774,273)	(4,824,203)	(4,874,132)	(4,924,061)	(4,973,990)	

TABLE 4		BLV (£ per acre (n))							
Balance (RLV - BLV £ per acre (n))		(2,092,717)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm (recommended CIL)	0.00		(1,748,273)	(1,773,273)	(1,798,273)	(1,823,273)	(1,848,273)	(1,873,273)	(1,898,273)
	10.00		(1,861,527)	(1,886,527)	(1,911,527)	(1,936,527)	(1,961,527)	(1,986,527)	(2,011,527)
	20.00		(1,974,781)	(1,999,781)	(2,024,781)	(2,049,781)	(2,074,781)	(2,099,781)	(2,124,781)
	30.00		(2,088,034)	(2,113,034)	(2,138,034)	(2,163,034)	(2,188,034)	(2,213,034)	(2,238,034)
	40.00		(2,201,288)	(2,226,288)	(2,251,288)	(2,276,288)	(2,301,288)	(2,326,288)	(2,351,288)
	50.00		(2,314,542)	(2,339,542)	(2,364,542)	(2,389,542)	(2,414,542)	(2,439,542)	(2,464,542)
	60.00		(2,427,796)	(2,452,796)	(2,477,796)	(2,502,796)	(2,527,796)	(2,552,796)	(2,577,796)
	70.00		(2,541,049)	(2,566,049)	(2,591,049)	(2,616,049)	(2,641,049)	(2,666,049)	(2,691,049)
	80.00		(2,654,303)	(2,679,303)	(2,704,303)	(2,729,303)	(2,754,303)	(2,779,303)	(2,804,303)
	90.00		(2,767,557)	(2,792,557)	(2,817,557)	(2,842,557)	(2,867,557)	(2,892,557)	(2,917,557)
	100.00		(2,880,811)	(2,905,811)	(2,930,811)	(2,955,811)	(2,980,811)	(3,005,811)	(3,030,811)
	110.00		(2,994,064)	(3,019,064)	(3,044,064)	(3,069,064)	(3,094,064)	(3,119,064)	(3,144,064)
	120.00		(3,107,318)	(3,132,318)	(3,157,318)	(3,182,318)	(3,207,318)	(3,232,318)	(3,257,318)
	130.00		(3,220,572)	(3,245,572)	(3,270,572)	(3,295,572)	(3,320,572)	(3,345,572)	(3,370,572)
	140.00		(3,333,826)	(3,358,826)	(3,383,826)	(3,408,826)	(3,433,826)	(3,458,826)	(3,483,826)
	150.00		(3,447,079)	(3,472,079)	(3,497,079)	(3,522,079)	(3,547,079)	(3,572,079)	(3,597,079)
	160.00		(3,560,333)	(3,585,333)	(3,610,333)	(3,635,333)	(3,660,333)	(3,685,333)	(3,710,333)
	170.00		(3,673,587)	(3,698,587)	(3,723,587)	(3,748,587)	(3,773,587)	(3,798,587)	(3,823,587)
	180.00		(3,786,841)	(3,811,841)	(3,836,841)	(3,861,841)	(3,886,841)	(3,911,841)	(3,936,841)
	190.00		(3,900,094)	(3,925,094)	(3,950,094)	(3,975,094)	(4,000,094)	(4,025,094)	(4,050,094)
	200.00		(4,013,348)	(4,038,348)	(4,063,348)	(4,088,348)	(4,113,348)	(4,138,348)	(4,163,348)
	210.00		(4,126,602)	(4,151,602)	(4,176,602)	(4,201,602)	(4,226,602)	(4,251,602)	(4,276,602)
	220.00		(4,239,856)	(4,264,856)	(4,289,856)	(4,314,856)	(4,339,856)	(4,364,856)	(4,389,856)
	230.00		(4,353,110)	(4,378,110)	(4,403,110)	(4,428,110)	(4,453,110)	(4,478,110)	(4,503,110)
	240.00		(4,466,363)	(4,491,363)	(4,516,363)	(4,541,363)	(4,566,363)	(4,591,363)	(4,616,363)
	250.00		(4,579,617)	(4,604,617)	(4,629,617)	(4,654,617)	(4,679,617)	(4,704,617)	(4,729,617)

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Flats

No Units:

50

Site Typology:

Location / Value Zone:

Town Centre/ Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

TABLE 5		Density (dph) (net)		75						
Balance (RLV - BLV £ per acre (n))		(2,092,717)	30	35	40	45	50	55	60	
CIL £psm (recommended CIL)	-	0.00	(1,374,070)	(1,453,920)	(1,533,769)	(1,613,619)	(1,693,469)	(1,773,318)	(1,853,168)	
		10.00	(1,419,372)	(1,506,771)	(1,594,171)	(1,681,571)	(1,768,971)	(1,856,371)	(1,943,771)	
		20.00	(1,464,673)	(1,559,623)	(1,654,573)	(1,749,524)	(1,844,474)	(1,939,424)	(2,034,374)	
		30.00	(1,509,975)	(1,612,475)	(1,714,975)	(1,817,476)	(1,919,976)	(2,022,477)	(2,124,977)	
		40.00	(1,555,276)	(1,665,327)	(1,775,377)	(1,885,428)	(1,995,479)	(2,105,529)	(2,215,580)	
		50.00	(1,600,578)	(1,718,178)	(1,835,779)	(1,953,380)	(2,070,981)	(2,188,582)	(2,306,183)	
		60.00	(1,645,879)	(1,771,030)	(1,896,181)	(2,021,333)	(2,146,484)	(2,271,635)	(2,396,786)	
		70.00	(1,691,181)	(1,823,882)	(1,956,583)	(2,089,285)	(2,221,986)	(2,354,688)	(2,487,389)	
		80.00	(1,736,482)	(1,876,734)	(2,016,985)	(2,157,237)	(2,297,489)	(2,437,740)	(2,577,992)	
		90.00	(1,781,784)	(1,929,585)	(2,077,387)	(2,225,189)	(2,372,991)	(2,520,793)	(2,668,595)	
		100.00	(1,827,085)	(1,982,437)	(2,137,789)	(2,293,142)	(2,448,494)	(2,603,846)	(2,759,198)	
		110.00	(1,872,387)	(2,035,289)	(2,198,191)	(2,361,094)	(2,523,996)	(2,686,899)	(2,849,801)	
		120.00	(1,917,688)	(2,088,141)	(2,258,593)	(2,429,046)	(2,599,499)	(2,769,951)	(2,940,404)	
		130.00	(1,962,990)	(2,140,993)	(2,318,995)	(2,496,998)	(2,675,001)	(2,853,004)	(3,031,007)	
		140.00	(2,008,291)	(2,193,844)	(2,379,397)	(2,564,951)	(2,750,504)	(2,936,057)	(3,121,610)	
		150.00	(2,053,593)	(2,246,696)	(2,439,799)	(2,632,903)	(2,826,006)	(3,019,110)	(3,212,213)	
		160.00	(2,098,894)	(2,299,548)	(2,500,201)	(2,700,855)	(2,901,509)	(3,102,162)	(3,302,816)	
		170.00	(2,144,196)	(2,352,400)	(2,560,603)	(2,768,807)	(2,977,011)	(3,185,215)	(3,393,419)	
		180.00	(2,189,497)	(2,405,251)	(2,621,005)	(2,836,760)	(3,052,514)	(3,268,268)	(3,484,022)	
		190.00	(2,234,799)	(2,458,103)	(2,681,407)	(2,904,712)	(3,128,016)	(3,351,321)	(3,574,625)	
		200.00	(2,280,100)	(2,510,955)	(2,741,809)	(2,972,664)	(3,203,519)	(3,434,374)	(3,665,228)	
		210.00	(2,325,402)	(2,563,807)	(2,802,211)	(3,040,616)	(3,279,021)	(3,517,426)	(3,755,831)	
		220.00	(2,370,703)	(2,616,658)	(2,862,613)	(3,108,569)	(3,354,524)	(3,600,479)	(3,846,434)	
		230.00	(2,416,005)	(2,669,510)	(2,923,015)	(3,176,521)	(3,430,026)	(3,683,532)	(3,937,037)	
		240.00	(2,461,306)	(2,722,362)	(2,983,417)	(3,244,473)	(3,505,529)	(3,766,585)	(4,027,640)	
		250.00	(2,506,608)	(2,775,214)	(3,043,819)	(3,312,425)	(3,581,031)	(3,849,637)	(4,118,243)	

TABLE 6		Build cost		(where 100% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV £ per acre (n))		(2,092,717)	90%	95%	100%	105%	110%	115%	120%	
CIL £psm (recommended CIL)	-	0.00	(1,105,029)	(1,345,981)	(2,092,717)	(3,778,161)	(5,463,605)	(7,149,049)	(8,834,493)	
		10.00	(1,121,219)	(1,362,172)	(2,205,971)	(3,891,415)	(5,576,859)	(7,262,303)	(8,947,747)	
		20.00	(1,137,410)	(1,378,362)	(2,319,225)	(4,004,669)	(5,690,113)	(7,375,557)	(9,061,001)	
		30.00	(1,153,601)	(1,394,553)	(2,432,478)	(4,117,922)	(5,803,366)	(7,488,811)	(9,174,255)	
		40.00	(1,169,792)	(1,410,744)	(2,545,732)	(4,231,176)	(5,916,620)	(7,602,064)	(9,287,508)	
		50.00	(1,185,983)	(1,426,935)	(2,658,986)	(4,344,430)	(6,029,874)	(7,715,318)	(9,400,762)	
		60.00	(1,202,174)	(1,443,126)	(2,772,240)	(4,457,684)	(6,143,128)	(7,828,572)	(9,514,016)	
		70.00	(1,218,364)	(1,459,317)	(2,885,493)	(4,570,937)	(6,256,382)	(7,941,826)	(9,627,270)	
		80.00	(1,234,555)	(1,475,507)	(2,998,747)	(4,684,191)	(6,369,635)	(8,055,079)	(9,740,523)	
		90.00	(1,250,746)	(1,491,698)	(3,112,001)	(4,797,445)	(6,482,889)	(8,168,333)	(9,853,777)	
		100.00	(1,266,937)	(1,509,890)	(3,225,255)	(4,910,699)	(6,596,143)	(8,281,587)	(9,967,031)	
		110.00	(1,283,128)	(1,523,064)	(3,338,508)	(5,023,952)	(6,709,397)	(8,394,841)	(10,080,285)	
		120.00	(1,299,319)	(1,536,238)	(3,451,762)	(5,137,206)	(6,822,650)	(8,508,094)	(10,193,538)	
		130.00	(1,315,509)	(1,549,412)	(3,565,016)	(5,250,460)	(6,935,904)	(8,621,348)	(10,306,792)	
		140.00	(1,331,700)	(1,562,586)	(3,678,270)	(5,363,714)	(7,049,158)	(8,734,602)	(10,420,046)	
		150.00	(1,347,891)	(1,575,759)	(3,791,523)	(5,476,968)	(7,162,412)	(8,847,856)	(10,533,300)	
		160.00	(1,364,082)	(1,588,933)	(3,904,777)	(5,590,221)	(7,275,665)	(8,961,109)	(10,646,553)	
		170.00	(1,380,273)	(1,602,107)	(4,018,031)	(5,703,475)	(7,388,919)	(9,074,363)	(10,759,807)	
		180.00	(1,396,464)	(1,615,281)	(4,131,285)	(5,816,729)	(7,502,173)	(9,187,617)	(10,873,061)	
		190.00	(1,412,654)	(1,628,455)	(4,244,538)	(5,929,983)	(7,615,427)	(9,300,871)	(10,986,315)	
		200.00	(1,428,845)	(1,641,629)	(4,357,792)	(6,043,236)	(7,728,680)	(9,414,124)	(11,099,569)	
		210.00	(1,445,036)	(1,654,803)	(4,471,046)	(6,156,490)	(7,841,934)	(9,527,378)	(11,212,822)	
		220.00	(1,461,227)	(1,667,977)	(4,584,300)	(6,269,744)	(7,955,188)	(9,640,632)	(11,326,076)	
		230.00	(1,477,418)	(1,681,151)	(4,697,554)	(6,382,998)	(8,068,442)	(9,753,886)	(11,439,330)	
		240.00	(1,493,608)	(1,694,325)	(4,810,807)	(6,496,251)	(8,181,695)	(9,867,139)	(11,552,584)	
		250.00	(1,509,799)	(1,707,499)	(4,924,061)	(6,609,505)	(8,294,949)	(9,980,393)	(11,665,837)	

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Flats

No Units:

50

Site Typology:

Location / Value Zone:

Town Centre/ Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))	(2,092,717)	90%	95%	100%	105%	110%	115%	120%	
0.00		(5,405,247)	(3,748,982)	(2,092,717)	(1,392,950)	(1,198,968)	(1,005,307)	(812,551)	
10.00		(5,518,501)	(3,862,236)	(2,205,971)	(1,409,141)	(1,215,159)	(1,021,406)	(828,651)	
20.00		(5,631,755)	(3,975,490)	(2,319,225)	(1,425,332)	(1,231,350)	(1,037,506)	(844,751)	
30.00		(5,745,009)	(4,088,743)	(2,432,478)	(1,441,523)	(1,247,541)	(1,053,606)	(860,851)	
40.00		(5,858,262)	(4,201,997)	(2,545,732)	(1,457,714)	(1,263,731)	(1,069,749)	(876,950)	
50.00		(5,971,516)	(4,315,251)	(2,658,986)	(1,473,905)	(1,279,922)	(1,085,940)	(893,050)	
60.00		(6,084,770)	(4,428,505)	(2,772,240)	(1,490,095)	(1,296,113)	(1,102,131)	(909,150)	
70.00		(6,198,024)	(4,541,759)	(2,885,493)	(1,506,286)	(1,312,304)	(1,118,321)	(925,250)	
80.00		(6,311,277)	(4,655,012)	(2,998,747)	(1,522,477)	(1,328,495)	(1,134,512)	(941,350)	
90.00		(6,424,531)	(4,768,266)	(3,112,001)	(1,538,668)	(1,344,686)	(1,150,703)	(957,449)	
100.00		(6,537,785)	(4,881,520)	(3,225,255)	(1,569,110)	(1,360,876)	(1,166,894)	(973,549)	
110.00		(6,651,039)	(4,994,774)	(3,338,508)	(1,682,243)	(1,377,067)	(1,183,085)	(989,649)	
120.00		(6,764,292)	(5,108,027)	(3,451,762)	(1,795,497)	(1,393,258)	(1,199,276)	(1,005,749)	
130.00		(6,877,546)	(5,221,281)	(3,565,016)	(1,908,751)	(1,409,449)	(1,215,466)	(1,021,849)	
140.00		(6,990,800)	(5,334,535)	(3,678,270)	(2,022,005)	(1,425,640)	(1,231,657)	(1,037,948)	
150.00		(7,104,054)	(5,447,789)	(3,791,523)	(2,135,258)	(1,441,830)	(1,247,848)	(1,054,048)	
160.00		(7,217,308)	(5,561,042)	(3,904,777)	(2,248,512)	(1,458,021)	(1,264,039)	(1,070,148)	
170.00		(7,330,561)	(5,674,296)	(4,018,031)	(2,361,766)	(1,474,212)	(1,280,230)	(1,086,248)	
180.00		(7,443,815)	(5,787,550)	(4,131,285)	(2,475,020)	(1,490,403)	(1,296,421)	(1,102,348)	
190.00		(7,557,069)	(5,900,804)	(4,244,538)	(2,588,273)	(1,506,594)	(1,312,611)	(1,118,629)	
200.00		(7,670,323)	(6,014,057)	(4,357,792)	(2,701,527)	(1,522,785)	(1,328,802)	(1,134,820)	
210.00		(7,783,576)	(6,127,311)	(4,471,046)	(2,814,781)	(1,538,975)	(1,344,993)	(1,151,011)	
220.00		(7,896,830)	(6,240,565)	(4,584,300)	(2,928,035)	(1,555,166)	(1,361,184)	(1,167,201)	
230.00		(8,010,084)	(6,353,819)	(4,697,554)	(3,041,288)	(1,571,357)	(1,377,375)	(1,183,392)	
240.00		(8,123,338)	(6,467,072)	(4,810,807)	(3,154,542)	(1,587,548)	(1,393,566)	(1,199,583)	
250.00		(8,236,591)	(6,580,326)	(4,924,061)	(3,267,796)	(1,611,670)	(1,409,756)	(1,215,774)	

TABLE 8		Grant (£ per unit)							
Balance (RLV - BLV £ per acre (n))	(2,092,717)	0	5,000	10,000	15,000	20,000	25,000	30,000	
0.00		(2,092,717)	(1,420,305)	(1,253,678)	(1,087,050)	(920,809)	(755,118)	(589,428)	
10.00		(2,205,971)	(1,436,496)	(1,269,868)	(1,103,241)	(936,909)	(771,218)	(605,528)	
20.00		(2,319,225)	(1,452,687)	(1,286,059)	(1,119,432)	(953,009)	(787,318)	(621,627)	
30.00		(2,432,478)	(1,468,878)	(1,302,250)	(1,135,622)	(969,109)	(803,418)	(637,727)	
40.00		(2,545,732)	(1,485,069)	(1,318,441)	(1,151,813)	(985,208)	(819,518)	(653,827)	
50.00		(2,658,986)	(1,501,259)	(1,334,632)	(1,168,004)	(1,001,376)	(835,617)	(669,927)	
60.00		(2,772,240)	(1,606,699)	(1,350,823)	(1,184,195)	(1,017,567)	(851,717)	(686,026)	
70.00		(2,885,493)	(1,719,944)	(1,367,013)	(1,200,386)	(1,033,758)	(867,817)	(702,126)	
80.00		(2,998,747)	(1,833,198)	(1,383,204)	(1,216,577)	(1,049,949)	(883,917)	(718,226)	
90.00		(3,112,001)	(1,946,452)	(1,399,395)	(1,232,767)	(1,066,140)	(900,017)	(734,326)	
100.00		(3,225,255)	(2,059,705)	(1,415,586)	(1,248,958)	(1,082,331)	(916,116)	(750,426)	
110.00		(3,338,508)	(2,172,959)	(1,431,777)	(1,265,149)	(1,098,521)	(932,216)	(766,525)	
120.00		(3,451,762)	(2,286,213)	(1,447,968)	(1,281,340)	(1,114,712)	(948,316)	(782,625)	
130.00		(3,565,016)	(2,399,467)	(1,464,158)	(1,297,531)	(1,130,903)	(964,416)	(798,725)	
140.00		(3,678,270)	(2,512,720)	(1,480,349)	(1,313,722)	(1,147,094)	(980,516)	(814,825)	
150.00		(3,791,523)	(2,625,974)	(1,496,540)	(1,329,912)	(1,163,285)	(996,657)	(830,925)	
160.00		(3,904,777)	(2,739,228)	(1,512,731)	(1,346,103)	(1,179,476)	(1,012,848)	(847,024)	
170.00		(4,018,031)	(2,852,482)	(1,686,933)	(1,362,294)	(1,195,666)	(1,029,039)	(863,124)	
180.00		(4,131,285)	(2,965,736)	(1,800,186)	(1,378,485)	(1,211,857)	(1,045,230)	(879,224)	
190.00		(4,244,538)	(3,078,989)	(1,913,440)	(1,394,676)	(1,228,048)	(1,061,420)	(895,324)	
200.00		(4,357,792)	(3,192,243)	(2,026,694)	(1,410,867)	(1,244,239)	(1,077,611)	(911,424)	
210.00		(4,471,046)	(3,305,497)	(2,139,948)	(1,427,057)	(1,260,430)	(1,093,802)	(927,523)	
220.00		(4,584,300)	(3,418,751)	(2,253,201)	(1,443,248)	(1,276,621)	(1,109,993)	(943,623)	
230.00		(4,697,554)	(3,532,004)	(2,366,455)	(1,459,439)	(1,292,811)	(1,126,184)	(959,723)	
240.00		(4,810,807)	(3,645,258)	(2,479,709)	(1,475,630)	(1,309,002)	(1,142,375)	(975,823)	
250.00		(4,924,061)	(3,758,512)	(2,592,963)	(1,491,821)	(1,325,193)	(1,158,565)	(991,938)	

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

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Appraisal Ref: **AD** (see Typologies Matrix)
 Scheme Typology: **Flats**
 Site Typology: **Location / Value Zone: Town Centre/ Greenfield/Brownfield: 100**
 Notes/Comments: **Lower Quartile BCIS, Not Viable at the current CIL rate of £0.**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		100 Units							
AH Policy requirement (% Target)		30%							
Open Market Sale (OMS) housing		Open Market Sale (OMS)		70%					
AH tenure split %		Affordable Rent:		0.0%					
		Social Rent:		70.0%		70.0% % Rented			
		First Homes:		0.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%		9.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)		0.00 £ psm							
Unit Mix -									
	OMS Unit mix%	MV # units		AH mix%	AH # units		Overall mix%	Total # units	
2 bed House	0.0%	0.0		0.0%	0.0		0%	0.0	
3 bed House	0.0%	0.0		0.0%	0.0		0%	0.0	
3 bed House (with garage)	0.0%	0.0		0.0%	0.0		0%	0.0	
4 bed House (with garage)	0.0%	0.0		0.0%	0.0		0%	0.0	
5 bed House (with garage)	0.0%	0.0		0.0%	0.0		0%	0.0	
1 bed Flat	40.0%	28.0		50.0%	15.0		43%	43.0	
2 bed Flat	60.0%	42.0		50.0%	15.0		57%	57.0	
3 bed Flat	0.0%	0.0		0.0%	0.0		0%	0.0	
Total number of units	100.0%	70.0		100.0%	30.0		100%	100.0	
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)		Net to Gross %	Garage area (sqm)		Gross (GIA) per unit (sqm)	(sqft)	
2 bed House	75.0	807					75.0	807	
3 bed House	95.0	1,023					95.0	1,023	
3 bed House (with garage)	95.0	1,023			16.0		111.0	1,195	
4 bed House (with garage)	120.0	1,292			16.0		136.0	1,464	
5 bed House (with garage)	135.0	1,453			16.0		151.0	1,625	
1 bed Flat	50.0	538		85.0%			58.8	633	
2 bed Flat	65.0	700		85.0%			76.5	823	
3 bed Flat	0.0	0		85.0%			0.0	0	
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)		Net to Gross %	Garage area (sqm)		Gross (GIA) per unit (sqm)	(sqft)	
2 bed House	75.0	807					75.0	807	
3 bed House	95.0	1,023					95.0	1,023	
3 bed House (with garage)	95.0	1,023			16.0		111.0	1,195	
4 bed House (with garage)	120.0	1,292			16.0		136.0	1,464	
5 bed House (with garage)	135.0	1,453			16.0		151.0	1,625	
1 bed Flat	50.0	538		85.0%			58.8	633	
2 bed Flat	65.0	700		85.0%			76.5	823	
3 bed Flat	0.0	0		85.0%			0.0	0	
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)		Total GIA (all units) (sqm)	(sqft)	
2 bed House	0	0		0	0		0	0	
3 bed House	0	0		0	0		0	0	
3 bed House (with garage)	0	0		0	0		0	0	
4 bed House (with garage)	0	0		0	0		0	0	
5 bed House (with garage)	0	0		0	0		0	0	
1 bed Flat	1,647	17,729		882	9,498		2,529	27,226	
2 bed Flat	3,212	34,571		1,147	12,347		4,359	46,918	
3 bed Flat	0	0		0	0		0	0	
	4,859	52,300		2,029	21,844		6,888	74,144	
AH % by floor area:		29.46% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)		total MV £ (no AH)		
2 bed House	330,000	4,400	409	4,400	409		0		
3 bed House	415,000	4,368	406	4,368	406		0		
3 bed House (with garage)	425,000	4,474	416	3,829	356		0		
4 bed House (with garage)	510,000	4,250	395	3,750	348		0		
5 bed House (with garage)	570,000	4,222	392	3,775	351		0		
1 bed Flat	205,000	4,100	381	3,485	324		8,815,000		
2 bed Flat	255,000	3,923	364	3,335	310		14,535,000		
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		0		
							23,350,000		
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Site Typology:

Notes/Comments:

Flats

Location / Value Zone:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

No Units:

100

Town Centre/ Greenfield/Brownfield:

Brownfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
2 bed House	0.0	@	330,000	-
3 bed House	0.0	@	415,000	-
3 bed House (with garage)	0.0	@	425,000	-
4 bed House (with garage)	0.0	@	510,000	-
5 bed House (with garage)	0.0	@	570,000	-
1 bed Flat	28.0	@	205,000	5,740,000
2 bed Flat	42.0	@	255,000	10,710,000
3 bed Flat	0.0	@	0	-
	70.0			16,450,000
Affordable Rent GDV -				
2 bed House	0.0	@	123,750	-
3 bed House	0.0	@	155,625	-
3 bed House (with garage)	0.0	@	159,375	-
4 bed House (with garage)	0.0	@	191,250	-
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	0.0	@	76,875	-
2 bed Flat	0.0	@	95,625	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	123,750	-
3 bed House	0.0	@	155,625	-
3 bed House (with garage)	0.0	@	159,375	-
4 bed House (with garage)	0.0	@	191,250	-
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	10.5	@	76,875	807,188
2 bed Flat	10.5	@	95,625	1,004,063
3 bed Flat	0.0	@	0	-
	21.0			1,811,250
First Homes GDV -				
2 bed House	0.0	@	231,000	-
3 bed House	0.0	@	250,000	-
3 bed House (with garage)	0.0	@	250,000	-
4 bed House (with garage)	0.0	@	250,000	-
5 bed House (with garage)	0.0	@	250,000	-
1 bed Flat	0.0	@	143,500	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	231,000	-
3 bed House	0.0	@	290,500	-
3 bed House (with garage)	0.0	@	297,500	-
4 bed House (with garage)	0.0	@	357,000	-
5 bed House (with garage)	0.0	@	399,000	-
1 bed Flat	4.5	@	143,500	645,750
2 bed Flat	4.5	@	178,500	803,250
3 bed Flat	0.0	@	0	-
	9.0	30.0		1,449,000
Sub-total GDV Residential				19,710,250
AH on-site cost analysis:				
528 £ psm (total GIA sqm)				3,639,750
EMV (no AH) less £GDV (inc. AH)				36,398 £ per unit (total units)
Grant				-
100 units @ per unit				
Total GDV				19,710,250

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology: Flats No Units: 100
Site Typology: Location / Value Zone: Town Centre/ Greenfield/Brownfield: Brownfield
Notes/Comments: Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25			(capped at £411,885)	40,835 £				(40,835)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	122,505 £				(122,505)
CIL (Mkrt only inc. garages)	Max	4,859 sqm		0.00 £ psm					-
	CIL analysis:		0.00% % of GDV		0 £ per unit (total units)				
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	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				-
Site Specific S106 (installment)		100 units @			25,503 per unit				(2,550,300)
	Sub-total							(2,550,300)	
	S106 analysis:	1,912,725 £ per ha		12.94% % of GDV	25,503 £ per unit (total units)				
AH Commuted Sum			6,888 sqm (total)		£ psm				-
	Comm. Sum analysis:		0.00% % of GDV						
Construction Costs -									
Site Clearance, Demolition & Remediation		1.33 ha @			123,550 £ per ha (if brownfield)				(164,733)
Strategic Site Infra. 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				-
	Years 1-15								-
	Sub-total		100 units @						-
	Infra. Costs analysis:	- £ per ha		0.00% % of GDV	0 £ per unit (total units)				
2 bed House		-	sqm @		1,451 psm				-
3 bed House		-	sqm @		1,451 psm				-
3 bed House (EXC. garage)		-	sqm @		1,451 psm				-
4 bed House (EXC. garage)		-	sqm @		1,451 psm				-
5 bed House (EXC. garage)		-	sqm @		1,451 psm				-
1 bed Flat		2,529	sqm @		1,628 psm				(4,117,882)
2 bed Flat		4,359	sqm @		1,628 psm				(7,096,165)
3 bed Flat		-	sqm @		1,628 psm				-
Garages for 3B House	-	16.0	0 sqm @		531 psm				-
Garages for 4B House	-	16.0	0 sqm @		531 psm				-
Garages for 5B House	-	16.0	0 sqm @		531 psm				-
	Total GIA check:			6,888 £ per garage	£8,500				
External works			11,214,047 @		15.0%				(1,682,107)
	Ext. Works analysis:				16,821 £ per unit (total units)				
Policy Costs on design -									
Net Biodiversity costs			100 units @		268 £ per unit				(26,800)
M4(2) Category 2 Housing	Aff units	30 units @		95% @	625 £ per unit				(17,813)
M4(3) Category 3 Housing	Aff units (>20 units)	30 units @		5% @	10,111 £ per unit				(15,167)
M4(2) Category 2 Housing	OMS units	70 units @		95% @	625 £ per unit				(41,563)
M4(3) Category 3 Housing	OMS units (>20 units)	70 units @		5% @	10,111 £ per unit				(35,389)
Part L/FHS - Houses		- units @			5,816 £ per unit				-
Part L/FHS - Flats		100 units @			2,712 £ per unit				(271,200)
	Part L/FHS analysis:				2.4% % of BCIS costs				
EV Charging Points - Houses	- units @				0 £ per unit				-
EV Charging Points - Flats	100 units @			4 flats per charger	0 £ per 4 units				-
Water Efficiency - Houses	- units @				2,683 £ per unit				-
Water Efficiency - Flats	100 units @				909 £ per unit				(90,900)
Broadband infrastructure	(< 20 units only)	- units @			747 £ per unit				-
	Sub-total							(498,830)	
	Policy Costs analysis: (design costs only)				4,988 £ per unit (total units)				
					4.4% % of BCIS costs				
Contingency (on construction)			13,559,717 @		5.0%				(677,986)

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology: **Flats** No Units: **100**
 Site Typology: Location / Value Zone: **Town Centre/ Greenfield/Brownfield: Brownfield**
 Notes/Comments: **Lower Quartile BCIS, Not Viable at the current CIL rate of £0.**

Professional Fees	13,559,717 @	6.5%		(881,382)
Disposal Costs -				
OMS Marketing and Promotion	16,450,000 OMS @	3.00%	4,935 £ per unit	(493,500)
Residential Sales Agent Costs	16,450,000 OMS @	1.00%	1,645 £ per unit	(164,500)
Residential Sales Legal Costs	16,450,000 OMS @	0.50%	823 £ per unit	(82,250)
Affordable Sale Legal Costs	3,260,250 AH @	0.25%	82 £ per unit	(8,151)
Empty Property Costs (SC, Council Tax proxy)	100 units (1/2 back during sales period)	0	0 £ per unit PA (£ per	-
Disposal Cost analysis:			7,484 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00% APR	0.565% pcm		(4,581,107)
Developers Profit -				
Profit on OMS	16,450,000	20.00%		(3,290,000)
Margin on AH	3,260,250	6.00% on AH values		(195,615)
Profit analysis:	19,710,250	17.68% blended GDV	(3,485,615)	
	23,162,233	15.05% on costs	(3,485,615)	
TOTAL COSTS				(26,647,848)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				(6,937,598)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				(6,937,598)
RLV analysis:	(69,376) £ per plot	(5,203,198) £ per ha (net)	(2,105,706) £ per acre (net)	
		(4,682,879) £ per ha (gross)	(1,895,135) £ per acre (gross)	
			-35.20% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density	75.0 dph (net)			
Site Area (net)	1.33 ha (net)	3.29 acres (net)		
Net to Gross ratio	90%			
Site Area (gross)	1.48 ha (gross)	3.66 acres (gross)		
Density analysis:	5,166 sqm/ha (net)	22,504 sqft/ac (net)		
	68 dph (gross)			
Benchmark Land Value (net)	14,643 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)	1,464,295
BLV analysis:		988,399 £ per ha (gross)	400,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	(6,301,420) £ per ha (net)	(2,550,150) £ per acre (net)		(8,401,893)

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology: Flats No Units: 100
 Site Typology: Location / Value Zone: Town Centre/ Greenfield/Brownfield: Brownfield
 Notes/Comments: Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

SENSITIVITY ANALYSIS								
The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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 30%						
Balance (RLV - BLV £ per acre (n))	(2,550,150)	10%	15%	20%	25%	30%	35%	40%
0.00		(1,266,576)	(1,365,401)	(1,464,226)	(1,563,051)	(2,550,150)	(3,542,342)	(4,534,535)
10.00		(1,288,116)	(1,385,744)	(1,483,373)	(1,675,963)	(2,660,288)	(3,644,614)	(4,628,940)
20.00		(1,309,655)	(1,406,087)	(1,502,519)	(1,793,969)	(2,770,427)	(3,746,886)	(4,723,344)
30.00		(1,331,195)	(1,426,430)	(1,521,865)	(1,911,975)	(2,880,566)	(3,849,158)	(4,817,749)
40.00		(1,352,734)	(1,446,773)	(1,540,811)	(2,029,980)	(2,990,705)	(3,951,429)	(4,912,154)
50.00		(1,374,274)	(1,467,116)	(1,559,958)	(2,147,986)	(3,100,844)	(4,053,701)	(5,006,559)
60.00		(1,395,813)	(1,487,459)	(1,579,104)	(2,265,992)	(3,210,983)	(4,155,973)	(5,100,963)
70.00		(1,417,353)	(1,507,801)	(1,598,250)	(2,383,998)	(3,321,121)	(4,258,245)	(5,195,368)
80.00		(1,438,892)	(1,528,144)	(1,617,396)	(2,502,004)	(3,431,260)	(4,360,517)	(5,289,773)
90.00		(1,460,432)	(1,548,487)	(1,698,638)	(2,620,010)	(3,541,399)	(4,462,788)	(5,384,177)
100.00		(1,481,971)	(1,568,830)	(1,824,494)	(2,738,016)	(3,651,538)	(4,565,060)	(5,478,582)
110.00		(1,503,511)	(1,589,173)	(1,950,367)	(2,856,022)	(3,761,677)	(4,667,332)	(5,572,987)
120.00		(1,525,051)	(1,609,516)	(2,076,240)	(2,974,028)	(3,871,816)	(4,769,604)	(5,667,392)
130.00		(1,546,590)	(1,629,859)	(2,202,113)	(3,092,034)	(3,981,955)	(4,871,875)	(5,761,796)
140.00		(1,568,130)	(1,650,202)	(2,327,986)	(3,210,040)	(4,092,093)	(4,974,147)	(5,856,201)
150.00		(1,589,669)	(1,670,545)	(2,453,859)	(3,328,045)	(4,202,232)	(5,076,419)	(5,950,606)
160.00		(1,611,209)	(1,713,493)	(2,579,732)	(3,446,051)	(4,312,371)	(5,178,691)	(6,045,011)
170.00		(1,632,748)	(1,847,152)	(2,705,605)	(3,564,057)	(4,422,510)	(5,280,963)	(6,139,415)
180.00		(1,654,288)	(1,980,892)	(2,831,478)	(3,682,063)	(4,532,649)	(5,383,234)	(6,233,820)
190.00		(1,675,827)	(2,114,632)	(2,957,350)	(3,800,069)	(4,642,788)	(5,485,506)	(6,328,225)
200.00		(1,697,367)	(2,248,372)	(3,083,223)	(3,918,075)	(4,752,926)	(5,587,778)	(6,422,629)
210.00		(1,718,906)	(2,382,112)	(3,209,096)	(4,036,081)	(4,863,065)	(5,690,050)	(6,517,034)
220.00		(1,740,446)	(2,515,852)	(3,334,969)	(4,154,087)	(4,973,204)	(5,792,321)	(6,611,439)
230.00		(1,838,354)	(2,649,592)	(3,460,842)	(4,272,093)	(5,083,343)	(5,894,593)	(6,705,844)
240.00		(1,979,949)	(2,783,332)	(3,586,715)	(4,390,099)	(5,193,482)	(5,996,865)	(6,800,248)
250.00		(2,121,556)	(2,917,072)	(3,712,588)	(4,508,104)	(5,303,621)	(6,099,137)	(6,894,653)
TABLE 2								
		Site Specific S106						
		100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV £ per acre (n))	(2,550,150)	100%	110%	120%	130%	140%	150%	160%
0.00		(2,550,150)	(3,128,246)	(3,706,343)	(4,284,440)	(4,862,537)	(5,440,634)	(6,018,731)
10.00		(2,660,288)	(3,238,385)	(3,816,482)	(4,394,579)	(4,972,676)	(5,550,773)	(6,128,870)
20.00		(2,770,427)	(3,348,524)	(3,926,621)	(4,504,718)	(5,082,815)	(5,660,912)	(6,239,009)
30.00		(2,880,566)	(3,458,663)	(4,036,760)	(4,614,857)	(5,192,954)	(5,771,051)	(6,349,148)
40.00		(2,990,705)	(3,568,802)	(4,146,899)	(4,724,996)	(5,303,093)	(5,881,190)	(6,459,286)
50.00		(3,100,844)	(3,678,941)	(4,257,038)	(4,835,135)	(5,413,231)	(5,991,328)	(6,569,425)
60.00		(3,210,983)	(3,789,080)	(4,367,176)	(4,945,273)	(5,523,370)	(6,101,467)	(6,679,564)
70.00		(3,321,121)	(3,899,218)	(4,477,315)	(5,055,412)	(5,633,509)	(6,211,606)	(6,789,703)
80.00		(3,431,260)	(4,009,357)	(4,587,454)	(5,165,551)	(5,743,648)	(6,321,745)	(6,899,842)
90.00		(3,541,399)	(4,119,496)	(4,697,593)	(5,275,690)	(5,853,787)	(6,431,884)	(7,009,981)
100.00		(3,651,538)	(4,229,635)	(4,807,732)	(5,385,829)	(5,963,926)	(6,542,023)	(7,120,120)
110.00		(3,761,677)	(4,339,774)	(4,917,871)	(5,495,968)	(6,074,065)	(6,652,161)	(7,230,258)
120.00		(3,871,816)	(4,449,913)	(5,028,010)	(5,606,106)	(6,184,203)	(6,762,300)	(7,340,397)
130.00		(3,981,955)	(4,560,051)	(5,138,148)	(5,716,245)	(6,294,342)	(6,872,439)	(7,450,536)
140.00		(4,092,093)	(4,670,190)	(5,248,287)	(5,826,384)	(6,404,481)	(6,982,578)	(7,560,675)
150.00		(4,202,232)	(4,780,329)	(5,358,426)	(5,936,523)	(6,514,620)	(7,092,717)	(7,670,814)
160.00		(4,312,371)	(4,890,468)	(5,468,565)	(6,046,662)	(6,624,759)	(7,202,856)	(7,780,953)
170.00		(4,422,510)	(5,000,607)	(5,578,704)	(6,156,801)	(6,734,898)	(7,312,995)	(7,891,091)
180.00		(4,532,649)	(5,110,746)	(5,688,843)	(6,266,940)	(6,845,036)	(7,423,133)	(8,001,230)
190.00		(4,642,788)	(5,220,885)	(5,798,981)	(6,377,078)	(6,955,175)	(7,533,272)	(8,111,369)
200.00		(4,752,926)	(5,331,023)	(5,909,120)	(6,487,217)	(7,065,314)	(7,643,411)	(8,221,508)
210.00		(4,863,065)	(5,441,162)	(6,019,259)	(6,597,356)	(7,175,453)	(7,753,550)	(8,331,647)
220.00		(4,973,204)	(5,551,301)	(6,129,398)	(6,707,495)	(7,285,592)	(7,863,689)	(8,441,786)
230.00		(5,083,343)	(5,661,440)	(6,239,537)	(6,817,634)	(7,395,731)	(7,973,828)	(8,551,925)
240.00		(5,193,482)	(5,771,579)	(6,349,676)	(6,927,773)	(7,505,870)	(8,083,966)	(8,662,063)
250.00		(5,303,621)	(5,881,718)	(6,459,815)	(7,037,911)	(7,616,008)	(8,194,105)	(8,772,202)

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Flats

No Units:

100

Site Typology:

Location / Value Zone:

Town Centre/ Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

TABLE 3		Profit	20%							
Balance (RLV - BLV £ per acre (n))		(2,550,150)	15%	16%	17%	18%	19%	20%	21%	
CIL £psm (recommended CIL)	-	0.00	(2,300,504)	(2,350,433)	(2,400,362)	(2,450,291)	(2,500,220)	(2,550,150)	(2,600,079)	
	-	10.00	(2,410,642)	(2,460,572)	(2,510,501)	(2,560,430)	(2,610,359)	(2,660,288)	(2,710,218)	
	-	20.00	(2,520,781)	(2,570,711)	(2,620,640)	(2,670,569)	(2,720,498)	(2,770,427)	(2,820,356)	
	-	30.00	(2,630,920)	(2,680,849)	(2,730,779)	(2,780,708)	(2,830,637)	(2,880,566)	(2,930,495)	
	-	40.00	(2,741,059)	(2,790,988)	(2,840,917)	(2,890,847)	(2,940,776)	(2,990,705)	(3,040,634)	
	-	50.00	(2,851,198)	(2,901,127)	(2,951,056)	(3,000,985)	(3,050,915)	(3,100,844)	(3,150,773)	
	-	60.00	(2,961,337)	(3,011,266)	(3,061,195)	(3,111,124)	(3,161,053)	(3,210,983)	(3,260,912)	
	-	70.00	(3,071,476)	(3,121,405)	(3,171,334)	(3,221,263)	(3,271,192)	(3,321,121)	(3,371,051)	
	-	80.00	(3,181,614)	(3,231,544)	(3,281,473)	(3,331,402)	(3,381,331)	(3,431,260)	(3,481,189)	
	-	90.00	(3,291,753)	(3,341,682)	(3,391,612)	(3,441,541)	(3,491,470)	(3,541,399)	(3,591,328)	
	-	100.00	(3,401,892)	(3,451,821)	(3,501,750)	(3,551,680)	(3,601,609)	(3,651,538)	(3,701,467)	
	-	110.00	(3,512,031)	(3,561,960)	(3,611,889)	(3,661,818)	(3,711,748)	(3,761,677)	(3,811,606)	
	-	120.00	(3,622,170)	(3,672,099)	(3,722,028)	(3,771,957)	(3,821,886)	(3,871,816)	(3,921,745)	
	-	130.00	(3,732,309)	(3,782,238)	(3,832,167)	(3,882,096)	(3,932,025)	(3,981,955)	(4,031,884)	
	-	140.00	(3,842,447)	(3,892,377)	(3,942,306)	(3,992,235)	(4,042,164)	(4,092,093)	(4,142,023)	
	-	150.00	(3,952,586)	(4,002,515)	(4,052,445)	(4,102,374)	(4,152,303)	(4,202,232)	(4,252,161)	
	-	160.00	(4,062,725)	(4,112,654)	(4,162,584)	(4,212,513)	(4,262,442)	(4,312,371)	(4,362,300)	
	-	170.00	(4,172,864)	(4,222,793)	(4,272,722)	(4,322,652)	(4,372,581)	(4,422,510)	(4,472,439)	
	-	180.00	(4,283,003)	(4,332,932)	(4,382,861)	(4,432,790)	(4,482,720)	(4,532,649)	(4,582,578)	
	-	190.00	(4,393,142)	(4,443,071)	(4,493,000)	(4,542,929)	(4,592,858)	(4,642,788)	(4,692,717)	
	-	200.00	(4,503,281)	(4,553,210)	(4,603,139)	(4,653,068)	(4,702,997)	(4,752,926)	(4,802,856)	
	-	210.00	(4,613,419)	(4,663,349)	(4,713,278)	(4,763,207)	(4,813,136)	(4,863,065)	(4,912,994)	
	-	220.00	(4,723,558)	(4,773,487)	(4,823,417)	(4,873,346)	(4,923,275)	(4,973,204)	(5,023,133)	
	-	230.00	(4,833,697)	(4,883,626)	(4,933,555)	(4,983,485)	(5,033,414)	(5,083,343)	(5,133,272)	
	-	240.00	(4,943,836)	(4,993,765)	(5,043,694)	(5,093,623)	(5,143,553)	(5,193,482)	(5,243,411)	
	-	250.00	(5,053,975)	(5,103,904)	(5,153,833)	(5,203,762)	(5,253,691)	(5,303,621)	(5,353,550)	

TABLE 4		BLV (£ per acre (n))							
Balance (RLV - BLV £ per acre (n))		(2,550,150)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm (recommended CIL)	-	0.00	(2,205,706)	(2,230,706)	(2,255,706)	(2,280,706)	(2,305,706)	(2,330,706)	(2,355,706)
	-	10.00	(2,315,844)	(2,340,844)	(2,365,844)	(2,390,844)	(2,415,844)	(2,440,844)	(2,465,844)
	-	20.00	(2,425,983)	(2,450,983)	(2,475,983)	(2,500,983)	(2,525,983)	(2,550,983)	(2,575,983)
	-	30.00	(2,536,122)	(2,561,122)	(2,586,122)	(2,611,122)	(2,636,122)	(2,661,122)	(2,686,122)
	-	40.00	(2,646,261)	(2,671,261)	(2,696,261)	(2,721,261)	(2,746,261)	(2,771,261)	(2,796,261)
	-	50.00	(2,756,400)	(2,781,400)	(2,806,400)	(2,831,400)	(2,856,400)	(2,881,400)	(2,906,400)
	-	60.00	(2,866,539)	(2,891,539)	(2,916,539)	(2,941,539)	(2,966,539)	(2,991,539)	(3,016,539)
	-	70.00	(2,976,677)	(3,001,677)	(3,026,677)	(3,051,677)	(3,076,677)	(3,101,677)	(3,126,677)
	-	80.00	(3,086,816)	(3,111,816)	(3,136,816)	(3,161,816)	(3,186,816)	(3,211,816)	(3,236,816)
	-	90.00	(3,196,955)	(3,221,955)	(3,246,955)	(3,271,955)	(3,296,955)	(3,321,955)	(3,346,955)
	-	100.00	(3,307,094)	(3,332,094)	(3,357,094)	(3,382,094)	(3,407,094)	(3,432,094)	(3,457,094)
	-	110.00	(3,417,233)	(3,442,233)	(3,467,233)	(3,492,233)	(3,517,233)	(3,542,233)	(3,567,233)
	-	120.00	(3,527,372)	(3,552,372)	(3,577,372)	(3,602,372)	(3,627,372)	(3,652,372)	(3,677,372)
	-	130.00	(3,637,511)	(3,662,511)	(3,687,511)	(3,712,511)	(3,737,511)	(3,762,511)	(3,787,511)
	-	140.00	(3,747,649)	(3,772,649)	(3,797,649)	(3,822,649)	(3,847,649)	(3,872,649)	(3,897,649)
	-	150.00	(3,857,788)	(3,882,788)	(3,907,788)	(3,932,788)	(3,957,788)	(3,982,788)	(4,007,788)
	-	160.00	(3,967,927)	(3,992,927)	(4,017,927)	(4,042,927)	(4,067,927)	(4,092,927)	(4,117,927)
	-	170.00	(4,078,066)	(4,103,066)	(4,128,066)	(4,153,066)	(4,178,066)	(4,203,066)	(4,228,066)
	-	180.00	(4,188,205)	(4,213,205)	(4,238,205)	(4,263,205)	(4,288,205)	(4,313,205)	(4,338,205)
	-	190.00	(4,298,344)	(4,323,344)	(4,348,344)	(4,373,344)	(4,398,344)	(4,423,344)	(4,448,344)
	-	200.00	(4,408,482)	(4,433,482)	(4,458,482)	(4,483,482)	(4,508,482)	(4,533,482)	(4,558,482)
	-	210.00	(4,518,621)	(4,543,621)	(4,568,621)	(4,593,621)	(4,618,621)	(4,643,621)	(4,668,621)
	-	220.00	(4,628,760)	(4,653,760)	(4,678,760)	(4,703,760)	(4,728,760)	(4,753,760)	(4,778,760)
	-	230.00	(4,738,899)	(4,763,899)	(4,788,899)	(4,813,899)	(4,838,899)	(4,863,899)	(4,888,899)
	-	240.00	(4,849,038)	(4,874,038)	(4,899,038)	(4,924,038)	(4,949,038)	(4,974,038)	(4,999,038)
	-	250.00	(4,959,177)	(4,984,177)	(5,009,177)	(5,034,177)	(5,059,177)	(5,084,177)	(5,109,177)

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Flats

No Units:

100

Site Typology:

Location / Value Zone:

Town Centre/ Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

TABLE 5		Density (dph) (net)		75						
Balance (RLV - BLV £ per acre (n))		(2,550,150)	30	35	40	45	50	55	60	
CIL £psm (recommended CIL)	-	0.00	(1,552,230)	(1,663,110)	(1,773,990)	(1,884,870)	(1,995,750)	(2,106,630)	(2,217,510)	
		10.00	(1,596,286)	(1,714,508)	(1,832,731)	(1,950,953)	(2,069,176)	(2,187,398)	(2,305,621)	
		20.00	(1,640,341)	(1,765,907)	(1,891,472)	(2,017,037)	(2,142,602)	(2,268,167)	(2,393,732)	
		30.00	(1,684,397)	(1,817,305)	(1,950,212)	(2,083,120)	(2,216,028)	(2,348,935)	(2,481,843)	
		40.00	(1,728,453)	(1,868,703)	(2,008,953)	(2,149,203)	(2,289,454)	(2,429,704)	(2,569,954)	
		50.00	(1,772,508)	(1,920,101)	(2,067,694)	(2,215,287)	(2,362,879)	(2,510,472)	(2,658,065)	
		60.00	(1,816,564)	(1,971,499)	(2,126,434)	(2,281,370)	(2,436,305)	(2,591,241)	(2,746,176)	
		70.00	(1,860,619)	(2,022,897)	(2,185,175)	(2,347,453)	(2,509,731)	(2,672,009)	(2,834,287)	
		80.00	(1,904,675)	(2,074,295)	(2,243,916)	(2,413,537)	(2,583,157)	(2,752,778)	(2,922,398)	
		90.00	(1,948,730)	(2,125,693)	(2,302,657)	(2,479,620)	(2,656,583)	(2,833,546)	(3,010,510)	
		100.00	(1,992,786)	(2,177,092)	(2,361,397)	(2,545,703)	(2,730,009)	(2,914,315)	(3,098,621)	
		110.00	(2,036,841)	(2,228,490)	(2,420,138)	(2,611,786)	(2,803,435)	(2,995,083)	(3,186,732)	
		120.00	(2,080,897)	(2,279,888)	(2,478,879)	(2,677,870)	(2,876,861)	(3,075,852)	(3,274,843)	
		130.00	(2,124,952)	(2,331,286)	(2,537,620)	(2,743,953)	(2,950,287)	(3,156,620)	(3,362,954)	
		140.00	(2,169,008)	(2,382,684)	(2,596,360)	(2,810,036)	(3,023,713)	(3,237,389)	(3,451,065)	
		150.00	(2,213,063)	(2,434,082)	(2,655,101)	(2,876,120)	(3,097,138)	(3,318,157)	(3,539,176)	
		160.00	(2,257,119)	(2,485,480)	(2,713,842)	(2,942,203)	(3,170,564)	(3,398,926)	(3,627,287)	
		170.00	(2,301,175)	(2,536,878)	(2,772,582)	(3,008,286)	(3,243,990)	(3,479,694)	(3,715,398)	
		180.00	(2,345,230)	(2,588,277)	(2,831,323)	(3,074,370)	(3,317,416)	(3,560,463)	(3,803,509)	
		190.00	(2,389,286)	(2,639,675)	(2,890,064)	(3,140,453)	(3,390,842)	(3,641,231)	(3,891,620)	
		200.00	(2,433,341)	(2,691,073)	(2,948,805)	(3,206,536)	(3,464,268)	(3,722,000)	(3,979,731)	
		210.00	(2,477,397)	(2,742,471)	(3,007,545)	(3,272,620)	(3,537,694)	(3,802,768)	(4,067,842)	
		220.00	(2,521,452)	(2,793,869)	(3,066,286)	(3,338,703)	(3,611,120)	(3,883,537)	(4,155,953)	
		230.00	(2,565,508)	(2,845,267)	(3,125,027)	(3,404,786)	(3,684,546)	(3,964,305)	(4,244,065)	
		240.00	(2,609,563)	(2,896,665)	(3,183,767)	(3,470,869)	(3,757,972)	(4,045,074)	(4,332,176)	
		250.00	(2,653,619)	(2,948,063)	(3,242,508)	(3,536,953)	(3,831,397)	(4,125,842)	(4,420,287)	

TABLE 6		Build cost		(where 100% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV £ per acre (n))		(2,550,150)	90%	95%	100%	105%	110%	115%	120%	
CIL £psm (recommended CIL)	-	0.00	(1,163,225)	(1,412,551)	(2,550,150)	(4,189,289)	(5,828,429)	(7,467,569)	(9,106,709)	
		10.00	(1,179,978)	(1,429,304)	(2,660,288)	(4,299,428)	(5,938,568)	(7,577,708)	(9,216,848)	
		20.00	(1,196,731)	(1,446,057)	(2,770,427)	(4,409,567)	(6,048,707)	(7,687,847)	(9,326,987)	
		30.00	(1,213,484)	(1,462,810)	(2,880,566)	(4,519,706)	(6,158,846)	(7,797,986)	(9,437,126)	
		40.00	(1,230,237)	(1,479,563)	(2,990,705)	(4,629,845)	(6,268,985)	(7,908,125)	(9,547,265)	
		50.00	(1,246,990)	(1,496,316)	(3,100,844)	(4,739,984)	(6,379,124)	(8,018,264)	(9,657,404)	
		60.00	(1,263,743)	(1,513,069)	(3,210,983)	(4,850,123)	(6,489,262)	(8,128,402)	(9,767,542)	
		70.00	(1,280,496)	(1,529,822)	(3,321,121)	(4,960,261)	(6,599,401)	(8,238,541)	(9,877,681)	
		80.00	(1,297,248)	(1,546,575)	(3,431,260)	(5,070,400)	(6,709,540)	(8,348,680)	(9,987,820)	
		90.00	(1,314,001)	(1,563,328)	(3,541,399)	(5,180,539)	(6,819,679)	(8,458,819)	(10,097,959)	
		100.00	(1,330,754)	(1,580,081)	(3,651,538)	(5,290,678)	(6,929,818)	(8,568,958)	(10,208,098)	
		110.00	(1,347,507)	(1,596,834)	(3,761,677)	(5,400,817)	(7,039,957)	(8,679,097)	(10,318,237)	
		120.00	(1,364,260)	(1,613,587)	(3,871,816)	(5,510,956)	(7,150,096)	(8,789,236)	(10,428,375)	
		130.00	(1,381,013)	(1,630,340)	(3,981,955)	(5,621,094)	(7,260,234)	(8,899,374)	(10,538,514)	
		140.00	(1,397,766)	(1,647,093)	(4,092,093)	(5,731,233)	(7,370,373)	(9,009,513)	(10,648,653)	
		150.00	(1,414,519)	(1,663,846)	(4,202,232)	(5,841,372)	(7,480,512)	(9,119,652)	(10,758,792)	
		160.00	(1,431,272)	(1,680,599)	(4,312,371)	(5,951,511)	(7,590,651)	(9,229,791)	(10,868,931)	
		170.00	(1,448,025)	(1,697,352)	(4,422,510)	(6,061,650)	(7,700,790)	(9,339,930)	(10,979,070)	
		180.00	(1,464,778)	(1,714,105)	(4,532,649)	(6,171,789)	(7,810,929)	(9,450,069)	(11,089,209)	
		190.00	(1,481,531)	(1,730,858)	(4,642,788)	(6,281,928)	(7,921,067)	(9,560,207)	(11,199,347)	
		200.00	(1,498,284)	(1,747,611)	(4,752,926)	(6,392,066)	(8,031,206)	(9,670,346)	(11,309,486)	
		210.00	(1,515,037)	(1,764,364)	(4,863,065)	(6,502,205)	(8,141,345)	(9,780,485)	(11,419,625)	
		220.00	(1,531,790)	(1,781,117)	(4,973,204)	(6,612,344)	(8,251,484)	(9,890,624)	(11,529,764)	
		230.00	(1,548,543)	(1,797,870)	(5,083,343)	(6,722,483)	(8,361,623)	(10,000,763)	(11,639,903)	
		240.00	(1,565,296)	(1,814,623)	(5,193,482)	(6,832,622)	(8,471,762)	(10,110,902)	(11,750,042)	
		250.00	(1,582,049)	(1,831,376)	(5,303,621)	(6,942,761)	(8,581,901)	(10,221,040)	(11,860,180)	

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Flats

No Units:

100

Site Typology:

Location / Value Zone:

Town Centre/ Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		(2,550,150)	90%	95%	100%	105%	110%	115%	120%
CIL £psm (recommended CIL)	0.00		(5,684,981)	(4,117,565)	(2,550,150)	(1,465,800)	(1,269,724)	(1,074,412)	(879,611)
	10.00		(5,795,119)	(4,227,704)	(2,660,288)	(1,482,553)	(1,286,477)	(1,091,071)	(896,269)
	20.00		(5,905,258)	(4,337,843)	(2,770,427)	(1,499,306)	(1,303,230)	(1,107,730)	(912,928)
	30.00		(6,015,397)	(4,447,982)	(2,880,566)	(1,516,059)	(1,319,983)	(1,124,388)	(929,587)
	40.00		(6,125,536)	(4,558,120)	(2,990,705)	(1,532,812)	(1,336,736)	(1,141,047)	(946,246)
	50.00		(6,235,675)	(4,668,259)	(3,100,844)	(1,549,565)	(1,353,489)	(1,157,706)	(962,905)
	60.00		(6,345,814)	(4,778,398)	(3,210,983)	(1,643,567)	(1,370,242)	(1,174,365)	(979,563)
	70.00		(6,455,952)	(4,888,537)	(3,321,121)	(1,753,706)	(1,386,995)	(1,191,023)	(996,222)
	80.00		(6,566,091)	(4,998,676)	(3,431,260)	(1,863,845)	(1,403,748)	(1,207,682)	(1,012,881)
	90.00		(6,676,230)	(5,108,815)	(3,541,399)	(1,973,984)	(1,420,501)	(1,224,424)	(1,029,540)
	100.00		(6,786,369)	(5,218,953)	(3,651,538)	(2,084,123)	(1,437,254)	(1,241,177)	(1,046,198)
	110.00		(6,896,508)	(5,329,092)	(3,761,677)	(2,194,261)	(1,454,007)	(1,257,930)	(1,062,857)
	120.00		(7,006,647)	(5,439,231)	(3,871,816)	(2,304,400)	(1,470,760)	(1,274,683)	(1,079,516)
	130.00		(7,116,785)	(5,549,370)	(3,981,955)	(2,414,539)	(1,487,513)	(1,291,436)	(1,096,175)
	140.00		(7,226,924)	(5,659,509)	(4,092,093)	(2,524,678)	(1,504,266)	(1,308,189)	(1,112,834)
	150.00		(7,337,063)	(5,769,648)	(4,202,232)	(2,634,817)	(1,521,019)	(1,324,942)	(1,129,492)
	160.00		(7,447,202)	(5,879,787)	(4,312,371)	(2,744,956)	(1,537,772)	(1,341,695)	(1,146,151)
	170.00		(7,557,341)	(5,989,925)	(4,422,510)	(2,855,094)	(1,554,525)	(1,358,448)	(1,162,810)
	180.00		(7,667,480)	(6,100,064)	(4,532,649)	(2,965,233)	(1,571,278)	(1,375,201)	(1,179,469)
	190.00		(7,777,619)	(6,210,203)	(4,642,788)	(3,075,372)	(1,588,031)	(1,391,954)	(1,196,128)
	200.00		(7,887,757)	(6,320,342)	(4,752,926)	(3,185,511)	(1,618,184)	(1,408,707)	(1,212,786)
	210.00		(7,997,896)	(6,430,481)	(4,863,065)	(3,295,650)	(1,728,234)	(1,425,460)	(1,229,445)
	220.00		(8,108,035)	(6,540,620)	(4,973,204)	(3,405,789)	(1,838,373)	(1,442,213)	(1,246,137)
	230.00		(8,218,174)	(6,650,758)	(5,083,343)	(3,515,927)	(1,948,512)	(1,458,966)	(1,262,890)
	240.00		(8,328,313)	(6,760,897)	(5,193,482)	(3,626,066)	(2,058,651)	(1,475,719)	(1,279,643)
	250.00		(8,438,452)	(6,871,036)	(5,303,621)	(3,736,205)	(2,168,790)	(1,492,472)	(1,296,396)
TABLE 8		Grant (£ per unit)							
Balance (RLV - BLV £ per acre (n))		(2,550,150)	0	5,000	10,000	15,000	20,000	25,000	30,000
CIL £psm (recommended CIL)	0.00		(2,550,150)	(1,489,458)	(1,317,040)	(1,144,621)	(973,020)	(801,571)	(630,628)
	10.00		(2,660,288)	(1,526,823)	(1,333,793)	(1,161,374)	(989,679)	(818,229)	(647,193)
	20.00		(2,770,427)	(1,636,899)	(1,350,546)	(1,178,127)	(1,006,337)	(834,888)	(663,758)
	30.00		(2,880,566)	(1,747,038)	(1,367,299)	(1,194,880)	(1,022,996)	(851,547)	(680,323)
	40.00		(2,990,705)	(1,857,177)	(1,384,052)	(1,211,633)	(1,039,655)	(868,206)	(696,888)
	50.00		(3,100,844)	(1,967,316)	(1,400,805)	(1,228,386)	(1,056,314)	(884,865)	(713,454)
	60.00		(3,210,983)	(2,077,454)	(1,417,558)	(1,245,139)	(1,072,973)	(901,523)	(730,074)
	70.00		(3,321,121)	(2,187,593)	(1,434,311)	(1,261,892)	(1,089,631)	(918,182)	(746,733)
	80.00		(3,431,260)	(2,297,732)	(1,451,064)	(1,278,645)	(1,106,290)	(934,841)	(763,392)
	90.00		(3,541,399)	(2,407,871)	(1,467,816)	(1,295,398)	(1,122,980)	(951,500)	(780,051)
	100.00		(3,651,538)	(2,518,010)	(1,484,569)	(1,312,151)	(1,139,732)	(968,159)	(796,709)
	110.00		(3,761,677)	(2,628,149)	(1,501,322)	(1,328,904)	(1,156,485)	(984,817)	(813,368)
	120.00		(3,871,816)	(2,738,288)	(1,604,759)	(1,345,657)	(1,173,238)	(1,001,476)	(830,027)
	130.00		(3,981,955)	(2,848,426)	(1,714,898)	(1,362,410)	(1,189,991)	(1,018,135)	(846,686)
	140.00		(4,092,093)	(2,958,565)	(1,825,037)	(1,379,163)	(1,206,744)	(1,034,794)	(863,345)
	150.00		(4,202,232)	(3,068,704)	(1,935,176)	(1,395,916)	(1,223,497)	(1,051,453)	(880,003)
	160.00		(4,312,371)	(3,178,843)	(2,045,315)	(1,412,669)	(1,240,250)	(1,068,111)	(896,662)
	170.00		(4,422,510)	(3,288,982)	(2,155,454)	(1,429,422)	(1,257,003)	(1,084,770)	(913,321)
	180.00		(4,532,649)	(3,399,121)	(2,265,592)	(1,446,175)	(1,273,756)	(1,101,429)	(929,980)
	190.00		(4,642,788)	(3,509,259)	(2,375,731)	(1,462,928)	(1,290,509)	(1,118,091)	(946,639)
	200.00		(4,752,926)	(3,619,398)	(2,485,870)	(1,479,681)	(1,307,262)	(1,134,844)	(963,297)
	210.00		(4,863,065)	(3,729,537)	(2,596,009)	(1,496,434)	(1,324,015)	(1,151,597)	(979,956)
	220.00		(4,973,204)	(3,839,676)	(2,706,148)	(1,512,629)	(1,340,768)	(1,168,350)	(996,615)
	230.00		(5,083,343)	(3,949,815)	(2,816,287)	(1,682,759)	(1,357,521)	(1,185,103)	(1,013,274)
	240.00		(5,193,482)	(4,059,954)	(2,926,426)	(1,792,897)	(1,374,274)	(1,201,856)	(1,029,933)
	250.00		(5,303,621)	(4,170,093)	(3,036,564)	(1,903,036)	(1,391,027)	(1,218,609)	(1,046,591)

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

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Appraisal Ref: **AE** (see Typologies Matrix)
 Scheme Typology: **Flats**
 Site Typology: **Location / Value Zone: Town Centre/ Greenfield/Brownfield: 250**
 Notes/Comments: **Lower Quartile BCIS, Not Viable at the current CIL rate of £0.**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			250 Units						
AH Policy requirement (% Target)			30%						
Open Market Sale (OMS) housing			Open Market Sale (OMS) 70%						
AH tenure split %			Affordable Rent: 0.0%						
			Social Rent: 70.0% 70.0% % Rented						
			First Homes: 0.0%						
			Other Intermediate (LCHO/Sub-Market etc.): 30.0% 9.0% % of total (>10% First Homes PPG 023)						
			100% 100.0%						
CIL Rate (£ psm)			0.00 £ psm						
Unit Mix -									
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0			
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0			
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	40.0%	70.0	50.0%	37.5	43%	107.5			
2 bed Flat	60.0%	105.0	50.0%	37.5	57%	142.5			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	175.0	100.0%	75.0	100%	250.0			
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
2 bed House	0	0	0	0	0	0			
3 bed House	0	0	0	0	0	0			
3 bed House (with garage)	0	0	0	0	0	0			
4 bed House (with garage)	0	0	0	0	0	0			
5 bed House (with garage)	0	0	0	0	0	0			
1 bed Flat	4,118	44,322	2,206	23,744	6,324	68,066			
2 bed Flat	8,029	86,428	2,868	30,867	10,897	117,295			
3 bed Flat	0	0	0	0	0	0			
	12,147	130,750	5,074	54,611	17,221	185,361			
AH % by floor area:			29.46% AH % by floor area (difference due to mix)						
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)			
2 bed House	330,000	4,400	409	4,400	409	0			
3 bed House	415,000	4,368	406	4,368	406	0			
3 bed House (with garage)	425,000	4,474	416	3,829	356	0			
4 bed House (with garage)	510,000	4,250	395	3,750	348	0			
5 bed House (with garage)	570,000	4,222	392	3,775	351	0			
1 bed Flat	205,000	4,100	381	3,485	324	22,037,500			
2 bed Flat	255,000	3,923	364	3,335	310	36,337,500			
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0			
						58,375,000			
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Site Typology:

Notes/Comments:

Flats

Location / Value Zone:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

No Units:

250

Town Centre/ Greenfield/Brownfield:

Brownfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
2 bed House	0.0	@	330,000	-
3 bed House	0.0	@	415,000	-
3 bed House (with garage)	0.0	@	425,000	-
4 bed House (with garage)	0.0	@	510,000	-
5 bed House (with garage)	0.0	@	570,000	-
1 bed Flat	70.0	@	205,000	14,350,000
2 bed Flat	105.0	@	255,000	26,775,000
3 bed Flat	0.0	@	0	-
	175.0			41,125,000
Affordable Rent GDV -				
2 bed House	0.0	@	123,750	-
3 bed House	0.0	@	155,625	-
3 bed House (with garage)	0.0	@	159,375	-
4 bed House (with garage)	0.0	@	191,250	-
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	0.0	@	76,875	-
2 bed Flat	0.0	@	95,625	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	123,750	-
3 bed House	0.0	@	155,625	-
3 bed House (with garage)	0.0	@	159,375	-
4 bed House (with garage)	0.0	@	191,250	-
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	26.3	@	76,875	2,017,969
2 bed Flat	26.3	@	95,625	2,510,156
3 bed Flat	0.0	@	0	-
	52.5			4,528,125
First Homes GDV -				
2 bed House	0.0	@	231,000	-
3 bed House	0.0	@	250,000	-
3 bed House (with garage)	0.0	@	250,000	-
4 bed House (with garage)	0.0	@	250,000	-
5 bed House (with garage)	0.0	@	250,000	-
1 bed Flat	0.0	@	143,500	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	231,000	-
3 bed House	0.0	@	290,500	-
3 bed House (with garage)	0.0	@	297,500	-
4 bed House (with garage)	0.0	@	357,000	-
5 bed House (with garage)	0.0	@	399,000	-
1 bed Flat	11.3	@	143,500	1,614,375
2 bed Flat	11.3	@	178,500	2,008,125
3 bed Flat	0.0	@	0	-
	22.5	75.0		3,622,500
Sub-total GDV Residential				49,275,625
AH on-site cost analysis:				
528 £ psm (total GIA sqm)				9,099,375
EMV (no AH) less £GDV (inc. AH)				36,398 £ per unit (total units)
Grant				-
250 units @ per unit				
Total GDV				49,275,625

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology: Flats No Units: 250
Site Typology: Location / Value Zone: Town Centre/ Greenfield/Brownfield: Brownfield
Notes/Comments: Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25			(capped at £411,885)	69,185	£			(69,185)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	207,555	£			(207,555)
CIL (Mkrt only inc. garages)	Max	12,147 sqm		0.00 £ psm					-
	CIL analysis:		0.00% % of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	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				-
Site Specific S106 (installment)		250 units @			25,503	per unit			(6,375,750)
	Sub-total								(6,375,750)
	S106 analysis:	1,912,725	£ per ha	12.94% % of GDV	25,503	£ per unit (total units)			
AH Commuted Sum				17,221 sqm (total)		£ psm			-
	Comm. Sum analysis:			0.00% % of GDV					
Construction Costs -									
Site Clearance, Demolition & Remediation		3.33 ha @			123,550	£ per ha (if brownfield)			(411,833)
Strategic Site Infra. 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				-
	Years 1-15								-
	Sub-total	250 units @				per unit			-
	Infra. Costs analysis:	-	£ per ha	0.00% % of GDV	0	£ per unit (total units)			
2 bed House		-	sqm @		1,451	psm			-
3 bed House		-	sqm @		1,451	psm			-
3 bed House (EXC. garage)		-	sqm @		1,451	psm			-
4 bed House (EXC. garage)		-	sqm @		1,451	psm			-
5 bed House (EXC. garage)		-	sqm @		1,451	psm			-
1 bed Flat		6,324	sqm @		1,628	psm			(10,294,706)
2 bed Flat		10,897	sqm @		1,628	psm			(17,740,412)
3 bed Flat		-	sqm @		1,628	psm			-
Garages for 3B House	-	16.0	0 sqm @		531	psm			-
Garages for 4B House	-	16.0	0 sqm @		531	psm			-
Garages for 5B House	-	16.0	0 sqm @		531	psm			-
	Total GIA check:			17,221	£ per garage	£8,500			
External works		28,035,118	@		15.0%				(4,205,268)
	Ext. Works analysis:				16,821	£ per unit (total units)			
Policy Costs on design -									
Net Biodiversity costs		250 units @			268	£ per unit			(67,000)
M4(2) Category 2 Housing	Aff units	75 units @	95% @		625	£ per unit			(44,531)
M4(3) Category 3 Housing	Aff units (>20 units)	75 units @	5% @		10,111	£ per unit			(37,916)
M4(2) Category 2 Housing	OMS units	175 units @	95% @		625	£ per unit			(103,906)
M4(3) Category 3 Housing	OMS units (>20 units)	175 units @	5% @		10,111	£ per unit			(88,471)
Part L/FHS - Houses		-	units @		5,816	£ per unit			-
Part L/FHS - Flats		250 units @			2,712	£ per unit			(678,000)
	Part L/FHS analysis:				2.4%	% of BCIS costs			
EV Charging Points - Houses	-	units @			0	£ per unit			-
EV Charging Points - Flats	250 units @			4 flats per charger	0	£ per 4 units			-
Water Efficiency - Houses	-	units @			2,683	£ per unit			-
Water Efficiency - Flats	250 units @				909	£ per unit			(227,250)
Broadband infrastructure	(< 20 units only)	-	units @		747	£ per unit			-
	Sub-total								(1,247,075)
	Policy Costs analysis: (design costs only)				4,988	£ per unit (total units)			
					4.4%	% of BCIS costs			
Contingency (on construction)		33,899,294	@		5.0%				(1,694,965)

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology: Flats No Units: 250
Site Typology: Location / Value Zone: Town Centre/ Greenfield/Brownfield: Brownfield
Notes/Comments: Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

Professional Fees	33,899,294 @	6.5%		(2,203,454)
Disposal Costs -				
OMS Marketing and Promotion	41,125,000 OMS @	3.00%	4,935 £ per unit	(1,233,750)
Residential Sales Agent Costs	41,125,000 OMS @	1.00%	1,645 £ per unit	(411,250)
Residential Sales Legal Costs	41,125,000 OMS @	0.50%	823 £ per unit	(205,625)
Affordable Sale Legal Costs	8,150,625 AH @	0.25%	82 £ per unit	(20,377)
Empty Property Costs (SC, Council Tax proxy)	250 units (1/2 back during sales period)	0	0 £ per unit PA (£ per	-
Disposal Cost analysis:			7,484 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00% APR	0.565% pcm		(5,825,831)
Developers Profit -				
Profit on OMS	41,125,000	20.00%		(8,225,000)
Margin on AH	8,150,625	6.00% on AH values		(489,038)
Profit analysis:	49,275,625	17.68% blended GDV	(8,714,038)	
	52,147,035	16.71% on costs	(8,714,038)	
TOTAL COSTS				(60,861,073)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				(11,585,448)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				(11,585,448)
RLV analysis:	(46,342) £ per plot	(3,475,634) £ per ha (net)	(1,406,570) £ per acre (net)	
		(3,128,071) £ per ha (gross)	(1,265,913) £ per acre (gross)	
			-23.51% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density	75.0 dph (net)			
Site Area (net)	3.33 ha (net)	8.24 acres (net)		
Net to Gross ratio	90%			
Site Area (gross)	3.70 ha (gross)	9.15 acres (gross)		
Density analysis:	5,166 sqm/ha (net)	22,504 sqft/ac (net)		
	68 dph (gross)			
Benchmark Land Value (net)	14,643 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)	3,660,737
BLV analysis:		988,399 £ per ha (gross)	400,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	(4,573,856) £ per ha (net)	(1,851,014) £ per acre (net)		(15,246,185)

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Flats

No Units:

250

Site Typology:

Location / Value Zone:

Town Centre/ Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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 30%						
Balance (RLV - BLV £ per acre (n))	(1,851,014)	10%	15%	20%	25%	30%	35%	40%
0.00		(1,138,353)	(1,242,429)	(1,346,586)	(1,451,494)	(1,851,014)	(2,864,838)	(3,878,663)
10.00		(1,159,771)	(1,262,657)	(1,365,732)	(1,469,444)	(1,959,306)	(2,965,395)	(3,971,484)
20.00		(1,181,190)	(1,282,886)	(1,384,879)	(1,487,393)	(2,067,597)	(3,065,951)	(4,064,305)
30.00		(1,202,608)	(1,303,114)	(1,404,025)	(1,505,343)	(2,175,889)	(3,166,508)	(4,157,127)
40.00		(1,224,026)	(1,323,343)	(1,423,171)	(1,523,293)	(2,284,180)	(3,267,064)	(4,249,948)
50.00		(1,245,445)	(1,343,571)	(1,442,317)	(1,541,242)	(2,392,472)	(3,367,620)	(4,342,769)
60.00		(1,266,863)	(1,363,800)	(1,461,464)	(1,559,192)	(2,500,763)	(3,468,177)	(4,435,590)
70.00		(1,288,282)	(1,384,079)	(1,480,610)	(1,649,376)	(2,609,055)	(3,568,733)	(4,528,412)
80.00		(1,309,700)	(1,404,421)	(1,499,756)	(1,765,403)	(2,717,346)	(3,669,290)	(4,621,233)
90.00		(1,331,119)	(1,424,764)	(1,518,903)	(1,881,430)	(2,825,638)	(3,769,846)	(4,714,054)
100.00		(1,352,537)	(1,445,107)	(1,538,049)	(1,997,456)	(2,933,929)	(3,870,403)	(4,806,876)
110.00		(1,373,956)	(1,465,450)	(1,557,195)	(2,113,483)	(3,042,221)	(3,970,959)	(4,899,697)
120.00		(1,395,374)	(1,485,793)	(1,576,341)	(2,229,510)	(3,150,513)	(4,071,516)	(4,992,518)
130.00		(1,416,792)	(1,506,136)	(1,595,488)	(2,345,536)	(3,258,804)	(4,172,072)	(5,085,340)
140.00		(1,438,324)	(1,526,479)	(1,614,634)	(2,461,563)	(3,367,096)	(4,272,628)	(5,178,161)
150.00		(1,459,863)	(1,546,822)	(1,679,798)	(2,577,590)	(3,475,387)	(4,373,185)	(5,270,982)
160.00		(1,481,403)	(1,567,165)	(1,803,554)	(2,693,616)	(3,583,679)	(4,473,741)	(5,363,804)
170.00		(1,502,942)	(1,587,508)	(1,927,316)	(2,809,643)	(3,691,970)	(4,574,298)	(5,456,625)
180.00		(1,524,482)	(1,607,850)	(2,051,077)	(2,925,670)	(3,800,262)	(4,674,854)	(5,549,446)
190.00		(1,546,022)	(1,628,193)	(2,174,839)	(3,041,696)	(3,908,553)	(4,775,411)	(5,642,268)
200.00		(1,567,561)	(1,648,536)	(2,298,601)	(3,157,723)	(4,016,845)	(4,875,967)	(5,735,089)
210.00		(1,589,101)	(1,668,879)	(2,422,363)	(3,273,750)	(4,125,137)	(4,976,523)	(5,827,910)
220.00		(1,610,640)	(1,702,530)	(2,546,124)	(3,389,776)	(4,233,428)	(5,077,080)	(5,920,732)
230.00		(1,632,180)	(1,833,969)	(2,669,886)	(3,505,803)	(4,341,720)	(5,177,636)	(6,013,553)
240.00		(1,653,719)	(1,965,466)	(2,793,648)	(3,621,830)	(4,450,011)	(5,278,193)	(6,106,374)
250.00		(1,675,259)	(2,096,963)	(2,917,410)	(3,737,856)	(4,558,303)	(5,378,749)	(6,199,196)

TABLE 2

TABLE 2		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV £ per acre (n))		(1,851,014)	100%	110%	120%	130%	140%	150%	160%
CIL £psm - (recommended CIL) -	0.00		(1,851,014)	(2,419,415)	(2,987,816)	(3,556,217)	(4,124,617)	(4,693,018)	(5,261,419)
	10.00		(1,959,306)	(2,527,706)	(3,096,107)	(3,664,508)	(4,232,909)	(4,801,310)	(5,369,711)
	20.00		(2,067,597)	(2,635,998)	(3,204,399)	(3,772,800)	(4,341,200)	(4,909,601)	(5,478,002)
	30.00		(2,175,889)	(2,744,289)	(3,312,690)	(3,881,091)	(4,449,492)	(5,017,893)	(5,586,294)
	40.00		(2,284,180)	(2,852,581)	(3,420,982)	(3,989,383)	(4,557,784)	(5,126,184)	(5,694,585)
	50.00		(2,392,472)	(2,960,873)	(3,529,273)	(4,097,674)	(4,666,075)	(5,234,476)	(5,802,877)
	60.00		(2,500,763)	(3,069,164)	(3,637,565)	(4,205,966)	(4,774,367)	(5,342,768)	(5,911,168)
	70.00		(2,609,055)	(3,177,456)	(3,745,857)	(4,314,257)	(4,882,658)	(5,451,059)	(6,019,460)
	80.00		(2,717,346)	(3,285,747)	(3,854,148)	(4,422,549)	(4,990,950)	(5,559,351)	(6,127,751)
	90.00		(2,825,638)	(3,394,039)	(3,962,440)	(4,530,840)	(5,099,241)	(5,667,642)	(6,236,043)
100.00		(2,933,929)	(3,502,330)	(4,070,731)	(4,639,132)	(5,207,533)	(5,775,934)	(6,344,335)	
110.00		(3,042,221)	(3,610,622)	(4,179,023)	(4,747,424)	(5,315,824)	(5,884,225)	(6,452,626)	
120.00		(3,150,513)	(3,718,913)	(4,287,314)	(4,855,715)	(5,424,116)	(5,992,517)	(6,560,918)	
130.00		(3,258,804)	(3,827,205)	(4,395,606)	(4,964,007)	(5,532,408)	(6,100,808)	(6,669,209)	
140.00		(3,367,096)	(3,935,497)	(4,503,897)	(5,072,298)	(5,640,699)	(6,209,100)	(6,777,501)	
150.00		(3,475,387)	(4,043,788)	(4,612,189)	(5,180,590)	(5,748,991)	(6,317,391)	(6,885,792)	
160.00		(3,583,679)	(4,152,080)	(4,720,480)	(5,288,881)	(5,857,282)	(6,425,683)	(6,994,084)	
170.00		(3,691,970)	(4,260,371)	(4,828,772)	(5,397,173)	(5,965,574)	(6,533,975)	(7,102,375)	
180.00		(3,800,262)	(4,368,663)	(4,937,064)	(5,505,464)	(6,073,865)	(6,642,266)	(7,210,667)	
190.00		(3,908,553)	(4,476,954)	(5,045,355)	(5,613,756)	(6,182,157)	(6,750,558)	(7,318,959)	
200.00		(4,016,845)	(4,585,246)	(5,153,647)	(5,722,048)	(6,290,448)	(6,858,849)	(7,427,250)	
210.00		(4,125,137)	(4,693,537)	(5,261,938)	(5,830,339)	(6,398,740)	(6,967,141)	(7,535,542)	
220.00		(4,233,428)	(4,801,829)	(5,370,230)	(5,938,631)	(6,507,031)	(7,075,432)	(7,643,833)	
230.00		(4,341,720)	(4,910,120)	(5,478,521)	(6,046,922)	(6,615,323)	(7,183,724)	(7,752,125)	
240.00		(4,450,011)	(5,018,412)	(5,586,813)	(6,155,214)	(6,723,615)	(7,292,015)	(7,860,416)	
250.00		(4,558,303)	(5,126,704)	(5,695,104)	(6,263,505)	(6,831,906)	(7,400,307)	(7,968,708)	

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Flats

No Units:

250

Site Typology:

Location / Value Zone:

Town Centre/ Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

TABLE 3		Profit	20%							
Balance (RLV - BLV £ per acre (n))		(1,851,014)	15%	16%	17%	18%	19%	20%	21%	
CIL £psm (recommended CIL)	-	0.00	(1,601,368)	(1,651,297)	(1,701,226)	(1,751,156)	(1,801,085)	(1,851,014)	(1,900,943)	
	-	10.00	(1,709,660)	(1,759,589)	(1,809,518)	(1,859,447)	(1,909,376)	(1,959,306)	(2,009,235)	
	-	20.00	(1,817,951)	(1,867,880)	(1,917,810)	(1,967,739)	(2,017,668)	(2,067,597)	(2,117,526)	
	-	30.00	(1,926,243)	(1,976,172)	(2,026,101)	(2,076,030)	(2,125,959)	(2,175,889)	(2,225,818)	
	-	40.00	(2,034,534)	(2,084,463)	(2,134,393)	(2,184,322)	(2,234,251)	(2,284,180)	(2,334,109)	
	-	50.00	(2,142,826)	(2,192,755)	(2,242,684)	(2,292,613)	(2,342,543)	(2,392,472)	(2,442,401)	
	-	60.00	(2,251,117)	(2,301,047)	(2,350,976)	(2,400,905)	(2,450,834)	(2,500,763)	(2,550,692)	
	-	70.00	(2,359,409)	(2,409,338)	(2,459,267)	(2,509,196)	(2,559,126)	(2,609,055)	(2,658,984)	
	-	80.00	(2,467,700)	(2,517,630)	(2,567,559)	(2,617,488)	(2,667,417)	(2,717,346)	(2,767,276)	
	-	90.00	(2,575,992)	(2,625,921)	(2,675,850)	(2,725,780)	(2,775,709)	(2,825,638)	(2,875,567)	
	-	100.00	(2,684,284)	(2,734,213)	(2,784,142)	(2,834,071)	(2,884,000)	(2,933,929)	(2,983,859)	
	-	110.00	(2,792,575)	(2,842,504)	(2,892,433)	(2,942,363)	(2,992,292)	(3,042,221)	(3,092,150)	
	-	120.00	(2,900,867)	(2,950,796)	(3,000,725)	(3,050,654)	(3,100,583)	(3,150,513)	(3,200,442)	
	-	130.00	(3,009,158)	(3,059,087)	(3,109,017)	(3,158,946)	(3,208,875)	(3,258,804)	(3,308,733)	
	-	140.00	(3,117,450)	(3,167,379)	(3,217,308)	(3,267,237)	(3,317,166)	(3,367,096)	(3,417,025)	
	-	150.00	(3,225,741)	(3,275,671)	(3,325,600)	(3,375,529)	(3,425,458)	(3,475,387)	(3,525,316)	
	-	160.00	(3,334,033)	(3,383,962)	(3,433,891)	(3,483,820)	(3,533,750)	(3,583,679)	(3,633,608)	
	-	170.00	(3,442,324)	(3,492,254)	(3,542,183)	(3,592,112)	(3,642,041)	(3,691,970)	(3,741,900)	
	-	180.00	(3,550,616)	(3,600,545)	(3,650,474)	(3,700,404)	(3,750,333)	(3,800,262)	(3,850,191)	
	-	190.00	(3,658,908)	(3,708,837)	(3,758,766)	(3,808,695)	(3,858,624)	(3,908,553)	(3,958,483)	
	-	200.00	(3,767,199)	(3,817,128)	(3,867,057)	(3,916,987)	(3,966,916)	(4,016,845)	(4,066,774)	
	-	210.00	(3,875,491)	(3,925,420)	(3,975,349)	(4,025,278)	(4,075,207)	(4,125,137)	(4,175,066)	
	-	220.00	(3,983,782)	(4,033,711)	(4,083,641)	(4,133,570)	(4,183,499)	(4,233,428)	(4,283,357)	
	-	230.00	(4,092,074)	(4,142,003)	(4,191,932)	(4,241,861)	(4,291,790)	(4,341,720)	(4,391,649)	
	-	240.00	(4,200,365)	(4,250,294)	(4,300,224)	(4,350,153)	(4,400,082)	(4,450,011)	(4,499,940)	
	-	250.00	(4,308,657)	(4,358,586)	(4,408,515)	(4,458,444)	(4,508,374)	(4,558,303)	(4,608,232)	

TABLE 4		BLV (£ per acre (n))							
Balance (RLV - BLV £ per acre (n))		(1,851,014)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm (recommended CIL)	-	0.00	(1,506,570)	(1,531,570)	(1,556,570)	(1,581,570)	(1,606,570)	(1,631,570)	(1,656,570)
	-	10.00	(1,614,862)	(1,639,862)	(1,664,862)	(1,689,862)	(1,714,862)	(1,739,862)	(1,764,862)
	-	20.00	(1,723,153)	(1,748,153)	(1,773,153)	(1,798,153)	(1,823,153)	(1,848,153)	(1,873,153)
	-	30.00	(1,831,445)	(1,856,445)	(1,881,445)	(1,906,445)	(1,931,445)	(1,956,445)	(1,981,445)
	-	40.00	(1,939,736)	(1,964,736)	(1,989,736)	(2,014,736)	(2,039,736)	(2,064,736)	(2,089,736)
	-	50.00	(2,048,028)	(2,073,028)	(2,098,028)	(2,123,028)	(2,148,028)	(2,173,028)	(2,198,028)
	-	60.00	(2,156,319)	(2,181,319)	(2,206,319)	(2,231,319)	(2,256,319)	(2,281,319)	(2,306,319)
	-	70.00	(2,264,611)	(2,289,611)	(2,314,611)	(2,339,611)	(2,364,611)	(2,389,611)	(2,414,611)
	-	80.00	(2,372,902)	(2,397,902)	(2,422,902)	(2,447,902)	(2,472,902)	(2,497,902)	(2,522,902)
	-	90.00	(2,481,194)	(2,506,194)	(2,531,194)	(2,556,194)	(2,581,194)	(2,606,194)	(2,631,194)
	-	100.00	(2,589,485)	(2,614,485)	(2,639,485)	(2,664,485)	(2,689,485)	(2,714,485)	(2,739,485)
	-	110.00	(2,697,777)	(2,722,777)	(2,747,777)	(2,772,777)	(2,797,777)	(2,822,777)	(2,847,777)
	-	120.00	(2,806,069)	(2,831,069)	(2,856,069)	(2,881,069)	(2,906,069)	(2,931,069)	(2,956,069)
	-	130.00	(2,914,360)	(2,939,360)	(2,964,360)	(2,989,360)	(3,014,360)	(3,039,360)	(3,064,360)
	-	140.00	(3,022,652)	(3,047,652)	(3,072,652)	(3,097,652)	(3,122,652)	(3,147,652)	(3,172,652)
	-	150.00	(3,130,943)	(3,155,943)	(3,180,943)	(3,205,943)	(3,230,943)	(3,255,943)	(3,280,943)
	-	160.00	(3,239,235)	(3,264,235)	(3,289,235)	(3,314,235)	(3,339,235)	(3,364,235)	(3,389,235)
	-	170.00	(3,347,526)	(3,372,526)	(3,397,526)	(3,422,526)	(3,447,526)	(3,472,526)	(3,497,526)
	-	180.00	(3,455,818)	(3,480,818)	(3,505,818)	(3,530,818)	(3,555,818)	(3,580,818)	(3,605,818)
	-	190.00	(3,564,109)	(3,589,109)	(3,614,109)	(3,639,109)	(3,664,109)	(3,689,109)	(3,714,109)
	-	200.00	(3,672,401)	(3,697,401)	(3,722,401)	(3,747,401)	(3,772,401)	(3,797,401)	(3,822,401)
	-	210.00	(3,780,693)	(3,805,693)	(3,830,693)	(3,855,693)	(3,880,693)	(3,905,693)	(3,930,693)
	-	220.00	(3,888,984)	(3,913,984)	(3,938,984)	(3,963,984)	(3,988,984)	(4,013,984)	(4,038,984)
	-	230.00	(3,997,276)	(4,022,276)	(4,047,276)	(4,072,276)	(4,097,276)	(4,122,276)	(4,147,276)
	-	240.00	(4,105,567)	(4,130,567)	(4,155,567)	(4,180,567)	(4,205,567)	(4,230,567)	(4,255,567)
	-	250.00	(4,213,859)	(4,238,859)	(4,263,859)	(4,288,859)	(4,313,859)	(4,338,859)	(4,363,859)

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Flats

No Units:

250

Site Typology:

Location / Value Zone:

Town Centre/ Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

TABLE 5		Density (dph) (net)								
				35	40	45	50	55	60	
Balance (RLV - BLV £ per acre (n))		(1,851,014)								
		0.00	(1,266,153)	(1,331,138)	(1,396,122)	(1,461,107)	(1,526,091)	(1,591,076)	(1,656,060)	
		10.00	(1,309,470)	(1,381,674)	(1,453,878)	(1,526,082)	(1,598,286)	(1,670,490)	(1,742,694)	
CIL £psm		20.00	(1,352,786)	(1,432,210)	(1,511,633)	(1,591,057)	(1,670,480)	(1,749,903)	(1,829,327)	
		30.00	(1,396,103)	(1,482,746)	(1,569,389)	(1,656,031)	(1,742,674)	(1,829,317)	(1,915,960)	
(recommended CIL)		40.00	(1,439,420)	(1,533,282)	(1,627,144)	(1,721,006)	(1,814,869)	(1,908,731)	(2,002,593)	
		50.00	(1,482,736)	(1,583,818)	(1,684,900)	(1,785,981)	(1,887,063)	(1,988,145)	(2,089,227)	
		60.00	(1,526,053)	(1,634,354)	(1,742,655)	(1,850,956)	(1,959,257)	(2,067,559)	(2,175,860)	
		70.00	(1,569,369)	(1,684,890)	(1,800,411)	(1,915,931)	(2,031,452)	(2,146,972)	(2,262,493)	
		80.00	(1,612,686)	(1,735,426)	(1,858,166)	(1,980,906)	(2,103,646)	(2,226,386)	(2,349,126)	
		90.00	(1,656,003)	(1,785,962)	(1,915,922)	(2,045,881)	(2,175,841)	(2,305,800)	(2,435,759)	
		100.00	(1,699,319)	(1,836,498)	(1,973,677)	(2,110,856)	(2,248,035)	(2,385,214)	(2,522,393)	
		110.00	(1,742,636)	(1,887,034)	(2,031,433)	(2,175,831)	(2,320,229)	(2,464,628)	(2,609,026)	
		120.00	(1,785,952)	(1,937,570)	(2,089,188)	(2,240,806)	(2,392,424)	(2,544,041)	(2,695,659)	
		130.00	(1,829,269)	(1,988,106)	(2,146,944)	(2,305,781)	(2,464,618)	(2,623,455)	(2,782,292)	
		140.00	(1,872,586)	(2,038,642)	(2,204,699)	(2,370,756)	(2,536,812)	(2,702,869)	(2,868,926)	
		150.00	(1,915,902)	(2,089,178)	(2,262,455)	(2,435,731)	(2,609,007)	(2,782,283)	(2,955,559)	
		160.00	(1,959,219)	(2,139,714)	(2,320,210)	(2,500,706)	(2,681,201)	(2,861,697)	(3,042,192)	
		170.00	(2,002,536)	(2,190,251)	(2,377,966)	(2,565,680)	(2,753,395)	(2,941,110)	(3,128,825)	
		180.00	(2,045,852)	(2,240,787)	(2,435,721)	(2,630,655)	(2,825,590)	(3,020,524)	(3,215,459)	
		190.00	(2,089,169)	(2,291,323)	(2,493,477)	(2,695,630)	(2,897,784)	(3,099,938)	(3,302,092)	
		200.00	(2,132,485)	(2,341,859)	(2,551,232)	(2,760,605)	(2,969,979)	(3,179,352)	(3,388,725)	
		210.00	(2,175,802)	(2,392,395)	(2,608,987)	(2,825,580)	(3,042,173)	(3,258,766)	(3,475,358)	
		220.00	(2,219,119)	(2,442,931)	(2,666,743)	(2,890,555)	(3,114,367)	(3,338,179)	(3,561,992)	
		230.00	(2,262,435)	(2,493,467)	(2,724,498)	(2,955,530)	(3,186,562)	(3,417,593)	(3,648,625)	
		240.00	(2,305,752)	(2,544,003)	(2,782,254)	(3,020,505)	(3,258,756)	(3,497,007)	(3,735,258)	
		250.00	(2,349,069)	(2,594,539)	(2,840,009)	(3,085,480)	(3,330,950)	(3,576,421)	(3,821,891)	

TABLE 6		Build cost		(where 100% is a 5% increase, and 95% is a 5% decrease etc.)						
		100%	95%	100%	105%	110%	115%	120%		
Balance (RLV - BLV £ per acre (n))		(1,851,014)								
		0.00	(1,058,808)	(1,307,076)	(1,851,014)	(3,462,662)	(5,074,309)	(6,685,957)	(8,297,604)	
		10.00	(1,075,466)	(1,323,829)	(1,959,306)	(3,570,953)	(5,182,601)	(6,794,248)	(8,405,896)	
CIL £psm		20.00	(1,092,125)	(1,340,582)	(2,067,597)	(3,679,245)	(5,290,892)	(6,902,540)	(8,514,188)	
		30.00	(1,108,784)	(1,357,335)	(2,175,889)	(3,787,536)	(5,399,184)	(7,010,831)	(8,622,479)	
(recommended CIL)		40.00	(1,125,443)	(1,374,088)	(2,284,180)	(3,895,828)	(5,507,475)	(7,119,123)	(8,730,771)	
		50.00	(1,142,102)	(1,390,841)	(2,392,472)	(4,004,119)	(5,615,767)	(7,227,415)	(8,839,062)	
		60.00	(1,158,760)	(1,407,594)	(2,500,763)	(4,112,411)	(5,724,058)	(7,335,706)	(8,947,354)	
		70.00	(1,175,419)	(1,424,347)	(2,609,055)	(4,220,702)	(5,832,350)	(7,443,998)	(9,055,645)	
		80.00	(1,192,078)	(1,441,100)	(2,717,346)	(4,328,994)	(5,940,642)	(7,552,289)	(9,163,937)	
		90.00	(1,208,737)	(1,457,853)	(2,825,638)	(4,437,286)	(6,048,933)	(7,660,581)	(9,272,228)	
		100.00	(1,225,395)	(1,474,606)	(2,933,929)	(4,545,577)	(6,157,225)	(7,768,872)	(9,380,520)	
		110.00	(1,242,054)	(1,491,359)	(3,042,221)	(4,653,869)	(6,265,516)	(7,877,164)	(9,488,811)	
		120.00	(1,258,713)	(1,508,112)	(3,150,513)	(4,762,160)	(6,373,808)	(7,985,455)	(9,597,103)	
		130.00	(1,275,372)	(1,524,865)	(3,258,804)	(4,870,452)	(6,482,099)	(8,093,747)	(9,705,395)	
		140.00	(1,292,031)	(1,541,618)	(3,367,096)	(4,978,743)	(6,590,391)	(8,202,039)	(9,813,686)	
		150.00	(1,308,690)	(1,558,371)	(3,475,387)	(5,087,035)	(6,698,682)	(8,310,330)	(9,921,978)	
		160.00	(1,325,349)	(1,575,124)	(3,583,679)	(5,195,326)	(6,806,974)	(8,418,622)	(10,030,269)	
		170.00	(1,342,008)	(1,591,877)	(3,691,970)	(5,303,618)	(6,915,266)	(8,526,913)	(10,138,561)	
		180.00	(1,358,667)	(1,608,630)	(3,800,262)	(5,411,909)	(7,023,557)	(8,635,205)	(10,246,852)	
		190.00	(1,375,326)	(1,625,383)	(3,908,553)	(5,520,201)	(7,131,849)	(8,743,496)	(10,355,144)	
		200.00	(1,391,985)	(1,642,136)	(4,016,845)	(5,628,493)	(7,240,140)	(8,851,788)	(10,463,435)	
		210.00	(1,408,644)	(1,658,889)	(4,125,137)	(5,736,784)	(7,348,432)	(8,960,079)	(10,571,727)	
		220.00	(1,425,303)	(1,675,642)	(4,233,428)	(5,845,076)	(7,456,723)	(9,068,371)	(10,680,019)	
		230.00	(1,441,962)	(1,692,395)	(4,341,720)	(5,953,367)	(7,565,015)	(9,176,662)	(10,788,310)	
		240.00	(1,458,621)	(1,709,148)	(4,450,011)	(6,061,659)	(7,673,306)	(9,284,954)	(10,896,602)	
		250.00	(1,475,280)	(1,725,901)	(4,558,303)	(6,169,950)	(7,781,598)	(9,393,246)	(11,004,893)	

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Flats

No Units:

250

Site Typology:

Location / Value Zone:

Town Centre/ Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV £ per acre (n))	(1,851,014)	90%	95%	100%	105%	110%	115%	120%
0.00		(4,986,616)	(3,418,815)	(1,851,014)	(1,356,068)	(1,156,657)	(958,191)	(760,445)
10.00		(5,094,908)	(3,527,107)	(1,959,306)	(1,372,821)	(1,173,316)	(974,756)	(777,010)
20.00		(5,203,199)	(3,635,398)	(2,067,597)	(1,389,574)	(1,189,975)	(991,321)	(793,575)
30.00		(5,311,491)	(3,743,690)	(2,175,889)	(1,406,327)	(1,206,634)	(1,007,886)	(810,140)
40.00		(5,419,782)	(3,851,981)	(2,284,180)	(1,423,080)	(1,223,292)	(1,024,452)	(826,705)
50.00		(5,528,074)	(3,960,273)	(2,392,472)	(1,439,833)	(1,239,951)	(1,041,017)	(843,270)
60.00		(5,636,365)	(4,068,564)	(2,500,763)	(1,456,586)	(1,256,610)	(1,057,611)	(859,835)
70.00		(5,744,657)	(4,176,856)	(2,609,055)	(1,473,339)	(1,273,269)	(1,074,269)	(876,400)
80.00		(5,852,949)	(4,285,147)	(2,717,346)	(1,490,092)	(1,289,928)	(1,090,928)	(892,966)
90.00		(5,961,240)	(4,393,439)	(2,825,638)	(1,506,845)	(1,306,586)	(1,107,587)	(909,531)
100.00		(6,069,532)	(4,501,731)	(2,933,929)	(1,523,598)	(1,323,263)	(1,124,246)	(926,096)
110.00		(6,177,823)	(4,610,022)	(3,042,221)	(1,540,351)	(1,340,016)	(1,140,905)	(942,661)
120.00		(6,286,115)	(4,718,314)	(3,150,513)	(1,582,734)	(1,356,769)	(1,157,563)	(959,226)
130.00		(6,394,406)	(4,826,605)	(3,258,804)	(1,691,003)	(1,373,522)	(1,174,222)	(975,791)
140.00		(6,502,698)	(4,934,897)	(3,367,096)	(1,799,295)	(1,390,275)	(1,190,881)	(992,356)
150.00		(6,610,989)	(5,043,188)	(3,475,387)	(1,907,586)	(1,407,028)	(1,207,540)	(1,008,922)
160.00		(6,719,281)	(5,151,480)	(3,583,679)	(2,015,878)	(1,423,781)	(1,224,198)	(1,025,487)
170.00		(6,827,573)	(5,259,771)	(3,691,970)	(2,124,169)	(1,440,534)	(1,240,857)	(1,042,052)
180.00		(6,935,864)	(5,368,063)	(3,800,262)	(2,232,461)	(1,457,287)	(1,257,516)	(1,058,617)
190.00		(7,044,156)	(5,476,355)	(3,908,553)	(2,340,752)	(1,474,040)	(1,274,175)	(1,075,182)
200.00		(7,152,447)	(5,584,646)	(4,016,845)	(2,449,044)	(1,490,793)	(1,290,834)	(1,091,834)
210.00		(7,260,739)	(5,692,938)	(4,125,137)	(2,557,335)	(1,507,546)	(1,307,492)	(1,108,493)
220.00		(7,369,030)	(5,801,229)	(4,233,428)	(2,665,627)	(1,524,299)	(1,324,151)	(1,125,152)
230.00		(7,477,322)	(5,909,521)	(4,341,720)	(2,773,919)	(1,541,052)	(1,340,810)	(1,141,811)
240.00		(7,585,613)	(6,017,812)	(4,450,011)	(2,882,210)	(1,557,805)	(1,357,471)	(1,158,469)
250.00		(7,693,905)	(6,126,104)	(4,558,303)	(2,990,502)	(1,574,558)	(1,374,224)	(1,175,128)

TABLE 8		Grant (£ per unit)						
Balance (RLV - BLV £ per acre (n))	(1,851,014)	0	5,000	10,000	15,000	20,000	25,000	30,000
0.00		(1,851,014)	(1,383,984)	(1,211,758)	(1,040,309)	(869,490)	(699,100)	(529,574)
10.00		(1,959,306)	(1,400,737)	(1,228,417)	(1,056,968)	(886,055)	(715,572)	(546,046)
20.00		(2,067,597)	(1,417,490)	(1,245,075)	(1,073,626)	(902,620)	(732,135)	(562,518)
30.00		(2,175,889)	(1,434,243)	(1,261,824)	(1,090,285)	(919,185)	(748,700)	(578,990)
40.00		(2,284,180)	(1,450,996)	(1,278,577)	(1,106,944)	(935,750)	(765,265)	(595,462)
50.00		(2,392,472)	(1,467,749)	(1,295,330)	(1,123,603)	(952,315)	(781,830)	(611,934)
60.00		(2,500,763)	(1,484,502)	(1,312,083)	(1,140,261)	(968,880)	(798,395)	(628,406)
70.00		(2,609,055)	(1,501,255)	(1,328,836)	(1,156,920)	(985,471)	(814,960)	(644,878)
80.00		(2,717,346)	(1,602,830)	(1,345,589)	(1,173,579)	(1,002,130)	(831,526)	(661,350)
90.00		(2,825,638)	(1,711,122)	(1,362,342)	(1,190,238)	(1,018,789)	(848,091)	(677,821)
100.00		(2,933,929)	(1,819,413)	(1,379,095)	(1,206,897)	(1,035,448)	(864,656)	(694,293)
110.00		(3,042,221)	(1,927,705)	(1,395,848)	(1,223,555)	(1,052,106)	(881,221)	(710,765)
120.00		(3,150,513)	(2,035,996)	(1,412,601)	(1,240,214)	(1,068,765)	(897,786)	(727,301)
130.00		(3,258,804)	(2,144,288)	(1,429,354)	(1,256,935)	(1,085,424)	(914,351)	(743,866)
140.00		(3,367,096)	(2,252,580)	(1,446,107)	(1,273,688)	(1,102,083)	(930,916)	(760,431)
150.00		(3,475,387)	(2,360,871)	(1,462,860)	(1,290,441)	(1,118,741)	(947,481)	(776,996)
160.00		(3,583,679)	(2,469,163)	(1,479,613)	(1,307,194)	(1,135,400)	(964,047)	(793,561)
170.00		(3,691,970)	(2,577,454)	(1,496,366)	(1,323,947)	(1,152,059)	(980,612)	(810,127)
180.00		(3,800,262)	(2,685,746)	(1,513,119)	(1,340,700)	(1,168,718)	(997,269)	(826,692)
190.00		(3,908,553)	(2,794,037)	(1,621,411)	(1,357,453)	(1,185,377)	(1,013,928)	(843,257)
200.00		(4,016,845)	(2,902,329)	(1,729,703)	(1,374,206)	(1,202,035)	(1,030,586)	(859,822)
210.00		(4,125,137)	(3,010,620)	(1,838,000)	(1,390,959)	(1,218,694)	(1,047,245)	(876,387)
220.00		(4,233,428)	(3,118,912)	(2,004,396)	(1,407,712)	(1,235,353)	(1,063,904)	(892,952)
230.00		(4,341,720)	(3,227,203)	(2,112,687)	(1,424,465)	(1,252,047)	(1,080,563)	(909,517)
240.00		(4,450,011)	(3,335,495)	(2,220,979)	(1,441,218)	(1,268,800)	(1,097,221)	(926,082)
250.00		(4,558,303)	(3,443,787)	(2,329,270)	(1,457,971)	(1,285,553)	(1,113,880)	(942,648)

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

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Appraisal Ref: **AF** (see Typologies Matrix)
 Scheme Typology: **Flats**
 Site Typology: **Town Centre/ Greenfield/Brownfield**
 Notes/Comments: **Lower Quartile BCIS, Not Viable at the current CIL rate of £0.**

No Units: **500**

Brownfield

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		500 Units							
AH Policy requirement (% Target)		30%							
Open Market Sale (OMS) housing		70%							
AH tenure split %		Open Market Sale (OMS) Affordable Rent: 0.0% Social Rent: 70.0% First Homes: 0.0% Other Intermediate (LCHO/Sub-Market etc.): 30.0% 100% 100.0%							
		70.0% % Rented 9.0% % of total (>10% First Homes PPG 023)							
CIL Rate (£ psm)		0.00 £ psm							
Unit Mix -									
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0			
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0			
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	40.0%	140.0	50.0%	75.0	43%	215.0			
2 bed Flat	60.0%	210.0	50.0%	75.0	57%	285.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	350.0	100.0%	150.0	100%	500.0		
OMS Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
AH Floor areas, per Unit -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)			
2 bed House	75.0	807			75.0	807			
3 bed House	95.0	1,023			95.0	1,023			
3 bed House (with garage)	95.0	1,023		16.0	111.0	1,195			
4 bed House (with garage)	120.0	1,292		16.0	136.0	1,464			
5 bed House (with garage)	135.0	1,453		16.0	151.0	1,625			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	65.0	700	85.0%		76.5	823			
3 bed Flat	0.0	0	85.0%		0.0	0			
Total Gross Overall Floor areas -									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
2 bed House	0	0	0	0	0	0			
3 bed House	0	0	0	0	0	0			
3 bed House (with garage)	0	0	0	0	0	0			
4 bed House (with garage)	0	0	0	0	0	0			
5 bed House (with garage)	0	0	0	0	0	0			
1 bed Flat	8,235	88,644	4,412	47,488	12,647	136,132			
2 bed Flat	16,059	172,856	5,735	61,734	21,794	234,590			
3 bed Flat	0	0	0	0	0	0			
		24,294	261,500	10,147	109,222	34,441	370,722		
AH % by floor area:		29.46% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -									
	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)			
2 bed House	330,000	4,400	409	4,400	409	0			
3 bed House	415,000	4,368	406	4,368	406	0			
3 bed House (with garage)	425,000	4,474	416	3,829	356	0			
4 bed House (with garage)	510,000	4,250	395	3,750	348	0			
5 bed House (with garage)	570,000	4,222	392	3,775	351	0			
1 bed Flat	205,000	4,100	381	3,485	324	44,075,000			
2 bed Flat	255,000	3,923	364	3,335	310	72,675,000			
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0			
		116,750,000							
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
2 bed House	123,750	37.5%	123,750	37.5%	231,000	70.0%	231,000	70.0%	
3 bed House	155,625	37.5%	155,625	37.5%	250,000	70.0%	290,500	70.0%	
3 bed House (with garage)	159,375	37.5%	159,375	37.5%	250,000	70.0%	297,500	70.0%	
4 bed House (with garage)	191,250	37.5%	191,250	37.5%	250,000	70.0%	357,000	70.0%	
5 bed House (with garage)	213,750	37.5%	213,750	37.5%	250,000	70.0%	399,000	70.0%	
1 bed Flat	76,875	37.5%	76,875	37.5%	143,500	70.0%	143,500	70.0%	
2 bed Flat	95,625	37.5%	95,625	37.5%	178,500	70.0%	178,500	70.0%	
3 bed Flat	0	37.5%	0	37.5%	0	70.0%	0	70.0%	
* capped @£250K									

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Site Typology:

Notes/Comments:

Flats

Location / Value Zone:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

No Units:

500

Town Centre/ Greenfield/Brownfield:

Brownfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
2 bed House	0.0	@	330,000	-
3 bed House	0.0	@	415,000	-
3 bed House (with garage)	0.0	@	425,000	-
4 bed House (with garage)	0.0	@	510,000	-
5 bed House (with garage)	0.0	@	570,000	-
1 bed Flat	140.0	@	205,000	28,700,000
2 bed Flat	210.0	@	255,000	53,550,000
3 bed Flat	0.0	@	0	-
	350.0			82,250,000
Affordable Rent GDV -				
2 bed House	0.0	@	123,750	-
3 bed House	0.0	@	155,625	-
3 bed House (with garage)	0.0	@	159,375	-
4 bed House (with garage)	0.0	@	191,250	-
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	0.0	@	76,875	-
2 bed Flat	0.0	@	95,625	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	123,750	-
3 bed House	0.0	@	155,625	-
3 bed House (with garage)	0.0	@	159,375	-
4 bed House (with garage)	0.0	@	191,250	-
5 bed House (with garage)	0.0	@	213,750	-
1 bed Flat	52.5	@	76,875	4,035,938
2 bed Flat	52.5	@	95,625	5,020,313
3 bed Flat	0.0	@	0	-
	105.0			9,056,250
First Homes GDV -				
2 bed House	0.0	@	231,000	-
3 bed House	0.0	@	250,000	-
3 bed House (with garage)	0.0	@	250,000	-
4 bed House (with garage)	0.0	@	250,000	-
5 bed House (with garage)	0.0	@	250,000	-
1 bed Flat	0.0	@	143,500	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	231,000	-
3 bed House	0.0	@	290,500	-
3 bed House (with garage)	0.0	@	297,500	-
4 bed House (with garage)	0.0	@	357,000	-
5 bed House (with garage)	0.0	@	399,000	-
1 bed Flat	22.5	@	143,500	3,228,750
2 bed Flat	22.5	@	178,500	4,016,250
3 bed Flat	0.0	@	0	-
	45.0	150.0		7,245,000
Sub-total GDV Residential				
	500			98,551,250
AH on-site cost analysis:				
	528 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	18,198,750
			36,398 £ per unit (total units)	
Grant				
	500	units @	per unit	-
Total GDV				
				98,551,250

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology: Flats No Units: 500
Site Typology: Location / Value Zone: Town Centre/ Greenfield/Brownfield: Brownfield
Notes/Comments: Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25			(capped at £411,885)	116,435	£			(116,435)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	349,305	£			(349,305)
CIL (Mkrt only inc. garages)	Max	24,294 sqm		0.00 £ psm					-
	CIL analysis:		0.00% % of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	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				-
Site Specific S106 (installment)		500 units @			25,503	per unit			(12,751,500)
	Sub-total								(12,751,500)
	S106 analysis:	1,912,725	£ per ha	12.94% % of GDV	25,503	£ per unit (total units)			
AH Commuted Sum				34,441 sqm (total)		£ psm			-
	Comm. Sum analysis:			0.00% % of GDV					
Construction Costs -									
Site Clearance, Demolition & Remediation		6.67 ha @			123,550	£ per ha (if brownfield)			(823,667)
Strategic Site Infra. 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				-
	Years 1-15								-
	Sub-total			500 units @		per unit			-
	Infra. Costs analysis:	-	£ per ha	0.00% % of GDV	0	£ per unit (total units)			
2 bed House		-	sqm @		1,451	psm			-
3 bed House		-	sqm @		1,451	psm			-
3 bed House (EXC. garage)		-	sqm @		1,451	psm			-
4 bed House (EXC. garage)		-	sqm @		1,451	psm			-
5 bed House (EXC. garage)		-	sqm @		1,451	psm			-
1 bed Flat		12,647	sqm @		1,628	psm			(20,589,412)
2 bed Flat		21,794	sqm @		1,628	psm			(35,480,824)
3 bed Flat		-	sqm @		1,628	psm			-
Garages for 3B House	-	16.0	0 sqm @		531	psm			-
Garages for 4B House	-	16.0	0 sqm @		531	psm			-
Garages for 5B House	-	16.0	0 sqm @		531	psm			-
	Total GIA check:			34,441	£ per garage	£8,500			
External works		56,070,235	@		15.0%				(8,410,535)
	Ext. Works analysis:				16,821	£ per unit (total units)			
Policy Costs on design -									
Net Biodiversity costs		500 units @			268	£ per unit			(134,000)
M4(2) Category 2 Housing	Aff units	150 units @	95% @		625	£ per unit			(89,063)
M4(3) Category 3 Housing	Aff units (>20 units)	150 units @	5% @		10,111	£ per unit			(75,833)
M4(2) Category 2 Housing	OMS units	350 units @	95% @		625	£ per unit			(207,813)
M4(3) Category 3 Housing	OMS units (>20 units)	350 units @	5% @		10,111	£ per unit			(176,943)
Part L/FHS - Houses		- units @			5,816	£ per unit			-
Part L/FHS - Flats		500 units @			2,712	£ per unit			(1,356,000)
	Part L/FHS analysis:				2.4%	% of BCIS costs			
EV Charging Points - Houses	- units @				0	£ per unit			-
EV Charging Points - Flats	500 units @			4 flats per charger	0	£ per 4 units			-
Water Efficiency - Houses	- units @				2,683	£ per unit			-
Water Efficiency - Flats	500 units @				909	£ per unit			(454,500)
Broadband infrastructure	(< 20 units only)	- units @			747	£ per unit			-
	Sub-total								(2,494,150)
	Policy Costs analysis: (design costs only)				4,988	£ per unit (total units)			
					4.4%	% of BCIS costs			
Contingency (on construction)		67,798,587	@		5.0%				(3,389,929)

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology: **Flats** No Units: **500**
 Site Typology: Location / Value Zone: **Town Centre/ Greenfield/Brownfield: Brownfield**
 Notes/Comments: **Lower Quartile BCIS, Not Viable at the current CIL rate of £0.**

Professional Fees	67,798,587 @	6.5%		(4,406,908)
Disposal Costs -				
OMS Marketing and Promotion	82,250,000 OMS @	3.00%	4,935 £ per unit	(2,467,500)
Residential Sales Agent Costs	82,250,000 OMS @	1.00%	1,645 £ per unit	(822,500)
Residential Sales Legal Costs	82,250,000 OMS @	0.50%	823 £ per unit	(411,250)
Affordable Sale Legal Costs	16,301,250 AH @	0.25%	82 £ per unit	(40,753)
Empty Property Costs (SC, Council Tax proxy)	500 units (1/2 back during sales period)	0	0 £ per unit PA (£ per	-
Disposal Cost analysis:			7,484 £ per unit (exc. EPC)	
Interest (on Development Costs) -	7.00% APR	0.565% pcm		(19,313,217)
Developers Profit -				
Profit on OMS	82,250,000	20.00%		(16,450,000)
Margin on AH	16,301,250	6.00% on AH values		(978,075)
Profit analysis:	98,551,250	17.68% blended GDV	(17,428,075)	
	111,867,885	15.58% on costs	(17,428,075)	
TOTAL COSTS				(129,295,960)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				(30,744,710)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				(30,744,710)
RLV analysis:	(61,489) £ per plot	(4,611,707) £ per ha (net)	(1,866,332) £ per acre (net)	
		(4,150,536) £ per ha (gross)	(1,679,699) £ per acre (gross)	
			-31.20% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density	75.0 dph (net)			
Site Area (net)	6.67 ha (net)	16.47 acres (net)		
Net to Gross ratio	90%			
Site Area (gross)	7.41 ha (gross)	18.30 acres (gross)		
Density analysis:	5,166 sqm/ha (net)	22,504 sqft/ac (net)		
	68 dph (gross)			
Benchmark Land Value (net)	14,643 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)	7,321,474
BLV analysis:		988,399 £ per ha (gross)	400,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	(5,709,928) £ per ha (net)	(2,310,776) £ per acre (net)		(38,066,184)

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Flats

No Units:

500

Site Typology:

Location / Value Zone:

Town Centre/ Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) 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

TABLE 1		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre (n))	(2,310,776)	10%	15%	20%	25%	30%	35%	40%	
Max CIL £ psm (recommended CIL)	0.00	(1,192,069)	(1,305,655)	(1,420,365)	(1,536,443)	(2,310,776)	(3,204,857)	(4,098,938)	
	10.00	(1,215,428)	(1,327,841)	(1,441,483)	(1,556,353)	(2,410,501)	(3,297,458)	(4,184,416)	
	20.00	(1,238,787)	(1,350,148)	(1,462,601)	(1,630,391)	(2,510,226)	(3,390,060)	(4,269,899)	
	30.00	(1,262,265)	(1,372,459)	(1,483,719)	(1,737,239)	(2,609,950)	(3,482,662)	(4,355,373)	
	40.00	(1,285,756)	(1,394,771)	(1,504,836)	(1,844,087)	(2,709,675)	(3,575,263)	(4,440,851)	
	50.00	(1,309,247)	(1,417,083)	(1,526,014)	(1,950,935)	(2,809,400)	(3,667,865)	(4,526,329)	
	60.00	(1,332,738)	(1,439,394)	(1,547,252)	(2,057,783)	(2,909,125)	(3,760,466)	(4,611,808)	
	70.00	(1,356,229)	(1,461,776)	(1,568,489)	(2,164,631)	(3,008,849)	(3,853,068)	(4,697,286)	
	80.00	(1,379,781)	(1,484,214)	(1,589,726)	(2,271,479)	(3,108,574)	(3,945,669)	(4,782,765)	
	90.00	(1,403,405)	(1,506,651)	(1,610,963)	(2,378,327)	(3,208,299)	(4,038,271)	(4,868,243)	
	100.00	(1,427,029)	(1,529,089)	(1,662,326)	(2,485,175)	(3,308,024)	(4,130,872)	(4,953,721)	
	110.00	(1,450,653)	(1,551,527)	(1,776,297)	(2,592,023)	(3,407,748)	(4,223,474)	(5,039,200)	
	120.00	(1,474,277)	(1,573,988)	(1,890,268)	(2,698,871)	(3,507,473)	(4,316,076)	(5,124,678)	
	130.00	(1,497,908)	(1,596,552)	(2,004,240)	(2,805,719)	(3,607,198)	(4,408,677)	(5,210,156)	
	140.00	(1,521,665)	(1,619,117)	(2,118,211)	(2,912,567)	(3,706,923)	(4,501,279)	(5,295,635)	
	150.00	(1,545,423)	(1,641,681)	(2,232,182)	(3,019,415)	(3,806,648)	(4,593,880)	(5,381,113)	
160.00	(1,569,180)	(1,664,246)	(2,346,153)	(3,126,263)	(3,906,372)	(4,686,482)	(5,466,591)		
170.00	(1,592,938)	(1,687,169)	(2,460,124)	(3,233,111)	(4,006,097)	(4,779,083)	(5,552,070)		
180.00	(1,616,695)	(1,808,232)	(2,574,095)	(3,339,959)	(4,105,822)	(4,871,685)	(5,637,548)		
190.00	(1,640,444)	(1,929,327)	(2,688,067)	(3,446,807)	(4,205,547)	(4,964,287)	(5,723,027)		
200.00	(1,664,436)	(2,050,421)	(2,802,038)	(3,553,655)	(4,305,271)	(5,056,888)	(5,808,505)		
210.00	(1,688,327)	(2,171,515)	(2,916,009)	(3,660,502)	(4,404,996)	(5,149,490)	(5,893,983)		
220.00	(1,712,219)	(2,292,610)	(3,029,980)	(3,767,350)	(4,504,721)	(5,242,091)	(5,979,462)		
230.00	(1,736,111)	(2,413,704)	(3,143,951)	(3,874,198)	(4,604,446)	(5,334,693)	(6,064,940)		
240.00	(1,811,674)	(2,534,798)	(3,257,922)	(3,981,046)	(4,704,170)	(5,427,294)	(6,150,418)		
250.00	(1,939,892)	(2,655,893)	(3,371,893)	(4,087,894)	(4,803,895)	(5,519,896)	(6,235,897)		

TABLE 2

		Site Specific S106					
		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV £ per acre (n))	(2,310,776)	100%	110%	120%	130%	140%	150%
0.00		(2,310,776)	(2,834,212)	(3,357,647)	(3,881,083)	(4,404,518)	(4,927,953)
10.00		(2,410,501)	(2,933,936)	(3,457,372)	(3,980,807)	(4,504,243)	(5,027,678)
20.00		(2,510,226)	(3,033,661)	(3,557,097)	(4,080,532)	(4,603,968)	(5,127,403)
30.00		(2,609,950)	(3,133,386)	(3,656,821)	(4,180,257)	(4,703,692)	(5,227,128)
40.00		(2,709,675)	(3,233,111)	(3,756,546)	(4,279,982)	(4,803,417)	(5,326,853)
50.00		(2,809,400)	(3,332,835)	(3,856,271)	(4,379,706)	(4,903,142)	(5,426,577)
60.00		(2,909,125)	(3,432,560)	(3,955,996)	(4,479,431)	(5,002,867)	(5,526,302)
70.00		(3,008,849)	(3,532,285)	(4,055,720)	(4,579,156)	(5,102,591)	(5,626,027)
80.00		(3,108,574)	(3,632,010)	(4,155,445)	(4,678,881)	(5,202,316)	(5,725,752)
90.00		(3,208,299)	(3,731,734)	(4,255,170)	(4,778,605)	(5,302,041)	(5,825,476)
100.00		(3,308,024)	(3,831,459)	(4,354,895)	(4,878,330)	(5,401,766)	(5,925,201)
110.00		(3,407,748)	(3,931,184)	(4,454,619)	(4,978,055)	(5,501,490)	(6,024,926)
120.00		(3,507,473)	(4,030,909)	(4,554,344)	(5,077,780)	(5,601,215)	(6,124,651)
130.00		(3,607,198)	(4,130,633)	(4,654,069)	(5,177,504)	(5,700,940)	(6,224,375)
140.00		(3,706,923)	(4,230,358)	(4,753,794)	(5,277,229)	(5,800,665)	(6,324,100)
150.00		(3,806,648)	(4,330,083)	(4,853,518)	(5,376,954)	(5,900,389)	(6,423,825)
160.00		(3,906,372)	(4,429,808)	(4,953,243)	(5,476,679)	(6,000,114)	(6,523,550)
170.00		(4,006,097)	(4,529,533)	(5,052,968)	(5,576,403)	(6,099,839)	(6,623,274)
180.00		(4,105,822)	(4,629,257)	(5,152,693)	(5,676,128)	(6,199,564)	(6,722,999)
190.00		(4,205,547)	(4,728,982)	(5,252,418)	(5,775,853)	(6,299,288)	(6,822,724)
200.00		(4,305,271)	(4,828,707)	(5,352,142)	(5,875,578)	(6,399,013)	(6,922,449)
210.00		(4,404,996)	(4,928,432)	(5,451,867)	(5,975,303)	(6,498,738)	(7,022,173)
220.00		(4,504,721)	(5,028,156)	(5,551,592)	(6,075,027)	(6,598,463)	(7,121,898)
230.00		(4,604,446)	(5,127,881)	(5,651,317)	(6,174,752)	(6,698,188)	(7,221,623)
240.00		(4,704,170)	(5,227,606)	(5,751,041)	(6,274,477)	(6,797,912)	(7,321,348)
250.00		(4,803,895)	(5,327,331)	(5,850,766)	(6,374,202)	(6,897,637)	(7,421,073)

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Flats

No Units:

500

Site Typology:

Location / Value Zone:

Town Centre/ Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

TABLE 3		Profit							
		20%							
Balance (RLV - BLV £ per acre (n))		(2,310,776)	15%	16%	17%	18%	19%	20%	21%
CIL £psm (recommended CIL)	0.00		(2,061,130)	(2,111,059)	(2,160,989)	(2,210,918)	(2,260,847)	(2,310,776)	(2,360,705)
	10.00		(2,160,855)	(2,210,784)	(2,260,713)	(2,310,642)	(2,360,572)	(2,410,501)	(2,460,430)
	20.00		(2,260,580)	(2,310,509)	(2,360,438)	(2,410,367)	(2,460,296)	(2,510,226)	(2,560,155)
	30.00		(2,360,304)	(2,410,234)	(2,460,163)	(2,510,092)	(2,560,021)	(2,609,950)	(2,659,880)
	40.00		(2,460,029)	(2,509,958)	(2,559,888)	(2,609,817)	(2,659,746)	(2,709,675)	(2,759,604)
	50.00		(2,559,754)	(2,609,683)	(2,659,612)	(2,709,542)	(2,759,471)	(2,809,400)	(2,859,329)
	60.00		(2,659,479)	(2,709,408)	(2,759,337)	(2,809,266)	(2,859,195)	(2,909,125)	(2,959,054)
	70.00		(2,759,204)	(2,809,133)	(2,859,062)	(2,908,991)	(2,958,920)	(3,008,849)	(3,058,779)
	80.00		(2,858,928)	(2,908,857)	(2,958,787)	(3,008,716)	(3,058,645)	(3,108,574)	(3,158,503)
	90.00		(2,958,653)	(3,008,582)	(3,058,511)	(3,108,441)	(3,158,370)	(3,208,299)	(3,258,228)
	100.00		(3,058,378)	(3,108,307)	(3,158,236)	(3,208,165)	(3,258,095)	(3,308,024)	(3,357,953)
	110.00		(3,158,103)	(3,208,032)	(3,257,961)	(3,307,890)	(3,357,819)	(3,407,748)	(3,457,678)
	120.00		(3,257,827)	(3,307,757)	(3,357,686)	(3,407,615)	(3,457,544)	(3,507,473)	(3,557,402)
	130.00		(3,357,552)	(3,407,481)	(3,457,410)	(3,507,340)	(3,557,269)	(3,607,198)	(3,657,127)
	140.00		(3,457,277)	(3,507,206)	(3,557,135)	(3,607,064)	(3,656,994)	(3,706,923)	(3,756,852)
	150.00		(3,557,002)	(3,606,931)	(3,656,860)	(3,706,789)	(3,756,718)	(3,806,648)	(3,856,577)
	160.00		(3,656,726)	(3,706,656)	(3,756,585)	(3,806,514)	(3,856,443)	(3,906,372)	(3,956,301)
	170.00		(3,756,451)	(3,806,380)	(3,856,310)	(3,906,239)	(3,956,168)	(4,006,097)	(4,056,026)
	180.00		(3,856,176)	(3,906,105)	(3,956,034)	(4,005,963)	(4,055,893)	(4,105,822)	(4,155,751)
	190.00		(3,955,901)	(4,005,830)	(4,055,759)	(4,105,688)	(4,155,617)	(4,205,547)	(4,255,476)
	200.00		(4,055,625)	(4,105,555)	(4,155,484)	(4,205,413)	(4,255,342)	(4,305,271)	(4,355,201)
	210.00		(4,155,350)	(4,205,279)	(4,255,209)	(4,305,138)	(4,355,067)	(4,404,996)	(4,454,925)
	220.00		(4,255,075)	(4,305,004)	(4,354,933)	(4,404,862)	(4,454,792)	(4,504,721)	(4,554,650)
	230.00		(4,354,800)	(4,404,729)	(4,454,658)	(4,504,587)	(4,554,516)	(4,604,446)	(4,654,375)
	240.00		(4,454,524)	(4,504,454)	(4,554,383)	(4,604,312)	(4,654,241)	(4,704,170)	(4,754,100)
	250.00		(4,554,249)	(4,604,178)	(4,654,108)	(4,704,037)	(4,753,966)	(4,803,895)	(4,853,824)

TABLE 4		BLV (£ per acre (n))							
		444,444							
Balance (RLV - BLV £ per acre (n))		(2,310,776)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
CIL £psm (recommended CIL)	0.00		(1,966,332)	(1,991,332)	(2,016,332)	(2,041,332)	(2,066,332)	(2,091,332)	(2,116,332)
	10.00		(2,066,057)	(2,091,057)	(2,116,057)	(2,141,057)	(2,166,057)	(2,191,057)	(2,216,057)
	20.00		(2,165,782)	(2,190,782)	(2,215,782)	(2,240,782)	(2,265,782)	(2,290,782)	(2,315,782)
	30.00		(2,265,506)	(2,290,506)	(2,315,506)	(2,340,506)	(2,365,506)	(2,390,506)	(2,415,506)
	40.00		(2,365,231)	(2,390,231)	(2,415,231)	(2,440,231)	(2,465,231)	(2,490,231)	(2,515,231)
	50.00		(2,464,956)	(2,489,956)	(2,514,956)	(2,539,956)	(2,564,956)	(2,589,956)	(2,614,956)
	60.00		(2,564,681)	(2,589,681)	(2,614,681)	(2,639,681)	(2,664,681)	(2,689,681)	(2,714,681)
	70.00		(2,664,405)	(2,689,405)	(2,714,405)	(2,739,405)	(2,764,405)	(2,789,405)	(2,814,405)
	80.00		(2,764,130)	(2,789,130)	(2,814,130)	(2,839,130)	(2,864,130)	(2,889,130)	(2,914,130)
	90.00		(2,863,855)	(2,888,855)	(2,913,855)	(2,938,855)	(2,963,855)	(2,988,855)	(3,013,855)
	100.00		(2,963,580)	(2,988,580)	(3,013,580)	(3,038,580)	(3,063,580)	(3,088,580)	(3,113,580)
	110.00		(3,063,304)	(3,088,304)	(3,113,304)	(3,138,304)	(3,163,304)	(3,188,304)	(3,213,304)
	120.00		(3,163,029)	(3,188,029)	(3,213,029)	(3,238,029)	(3,263,029)	(3,288,029)	(3,313,029)
	130.00		(3,262,754)	(3,287,754)	(3,312,754)	(3,337,754)	(3,362,754)	(3,387,754)	(3,412,754)
	140.00		(3,362,479)	(3,387,479)	(3,412,479)	(3,437,479)	(3,462,479)	(3,487,479)	(3,512,479)
	150.00		(3,462,204)	(3,487,204)	(3,512,204)	(3,537,204)	(3,562,204)	(3,587,204)	(3,612,204)
	160.00		(3,561,928)	(3,586,928)	(3,611,928)	(3,636,928)	(3,661,928)	(3,686,928)	(3,711,928)
	170.00		(3,661,653)	(3,686,653)	(3,711,653)	(3,736,653)	(3,761,653)	(3,786,653)	(3,811,653)
	180.00		(3,761,378)	(3,786,378)	(3,811,378)	(3,836,378)	(3,861,378)	(3,886,378)	(3,911,378)
	190.00		(3,861,103)	(3,886,103)	(3,911,103)	(3,936,103)	(3,961,103)	(3,986,103)	(4,011,103)
	200.00		(3,960,827)	(3,985,827)	(4,010,827)	(4,035,827)	(4,060,827)	(4,085,827)	(4,110,827)
	210.00		(4,060,552)	(4,085,552)	(4,110,552)	(4,135,552)	(4,160,552)	(4,185,552)	(4,210,552)
	220.00		(4,160,277)	(4,185,277)	(4,210,277)	(4,235,277)	(4,260,277)	(4,285,277)	(4,310,277)
	230.00		(4,260,002)	(4,285,002)	(4,310,002)	(4,335,002)	(4,360,002)	(4,385,002)	(4,410,002)
	240.00		(4,359,726)	(4,384,726)	(4,409,726)	(4,434,726)	(4,459,726)	(4,484,726)	(4,509,726)
	250.00		(4,459,451)	(4,484,451)	(4,509,451)	(4,534,451)	(4,559,451)	(4,584,451)	(4,609,451)

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Flats

No Units:

500

Site Typology:

Location / Value Zone:

Town Centre/ Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

TABLE 5		Density (dph) (net)				75			
Balance (RLV - BLV £ per acre (n))		(2,310,776)	30	35	40	45	50	55	60
CIL £psm (recommended CIL)	-	0.00	(1,442,212)	(1,538,719)	(1,635,226)	(1,731,733)	(1,828,240)	(1,924,748)	(2,021,255)
	-	10.00	(1,482,102)	(1,585,257)	(1,688,413)	(1,791,568)	(1,894,724)	(1,997,879)	(2,101,034)
	-	20.00	(1,521,992)	(1,631,795)	(1,741,599)	(1,851,403)	(1,961,207)	(2,071,010)	(2,180,814)
	-	30.00	(1,561,882)	(1,678,334)	(1,794,786)	(1,911,238)	(2,027,690)	(2,144,142)	(2,260,594)
	-	40.00	(1,601,771)	(1,724,872)	(1,847,972)	(1,971,073)	(2,094,173)	(2,217,273)	(2,340,374)
	-	50.00	(1,641,661)	(1,771,410)	(1,901,159)	(2,030,908)	(2,160,656)	(2,290,405)	(2,420,154)
	-	60.00	(1,681,551)	(1,817,948)	(1,954,345)	(2,090,742)	(2,227,139)	(2,363,536)	(2,499,934)
	-	70.00	(1,721,441)	(1,864,487)	(2,007,532)	(2,150,577)	(2,293,623)	(2,436,668)	(2,579,713)
	-	80.00	(1,761,331)	(1,911,025)	(2,060,718)	(2,210,412)	(2,360,106)	(2,509,799)	(2,659,493)
	-	90.00	(1,801,221)	(1,957,563)	(2,113,905)	(2,270,247)	(2,426,589)	(2,582,931)	(2,739,273)
	-	100.00	(1,841,111)	(2,004,101)	(2,167,091)	(2,330,082)	(2,493,072)	(2,656,062)	(2,819,053)
	-	110.00	(1,881,001)	(2,050,639)	(2,220,278)	(2,389,917)	(2,559,555)	(2,729,194)	(2,898,833)
	-	120.00	(1,920,891)	(2,097,178)	(2,273,465)	(2,449,752)	(2,626,038)	(2,802,325)	(2,978,612)
	-	130.00	(1,960,781)	(2,143,716)	(2,326,651)	(2,509,586)	(2,692,522)	(2,875,457)	(3,058,392)
	-	140.00	(2,000,670)	(2,190,254)	(2,379,838)	(2,569,421)	(2,759,005)	(2,948,588)	(3,138,172)
	-	150.00	(2,040,560)	(2,236,792)	(2,433,024)	(2,629,256)	(2,825,488)	(3,021,720)	(3,217,952)
	-	160.00	(2,080,450)	(2,283,331)	(2,486,211)	(2,689,091)	(2,891,971)	(3,094,851)	(3,297,732)
	-	170.00	(2,120,340)	(2,329,869)	(2,539,397)	(2,748,926)	(2,958,454)	(3,167,983)	(3,377,511)
	-	180.00	(2,160,230)	(2,376,407)	(2,592,584)	(2,808,761)	(3,024,938)	(3,241,114)	(3,457,291)
	-	190.00	(2,200,120)	(2,422,945)	(2,645,770)	(2,868,596)	(3,091,421)	(3,314,246)	(3,537,071)
	-	200.00	(2,240,010)	(2,469,483)	(2,698,957)	(2,928,430)	(3,157,904)	(3,387,377)	(3,616,851)
	-	210.00	(2,279,900)	(2,516,022)	(2,752,143)	(2,988,265)	(3,224,387)	(3,460,509)	(3,696,631)
	-	220.00	(2,319,790)	(2,562,560)	(2,805,330)	(3,048,100)	(3,290,870)	(3,533,640)	(3,776,410)
	-	230.00	(2,359,680)	(2,609,098)	(2,858,517)	(3,107,935)	(3,357,353)	(3,606,772)	(3,856,190)
	-	240.00	(2,399,570)	(2,655,636)	(2,911,703)	(3,167,770)	(3,423,837)	(3,679,903)	(3,935,970)
	-	250.00	(2,439,459)	(2,702,175)	(2,964,890)	(3,227,605)	(3,490,320)	(3,753,035)	(4,015,750)

TABLE 6		Build cost		(where 100% is a 5% increase, and 95% is a 5% decrease etc.)					
Balance (RLV - BLV £ per acre (n))		(2,310,776)	90%	95%	100%	105%	110%	115%	120%
CIL £psm (recommended CIL)	-	0.00	(1,103,371)	(1,376,636)	(2,310,776)	(3,795,117)	(5,279,458)	(6,763,799)	(8,248,140)
	-	10.00	(1,121,615)	(1,395,114)	(2,410,501)	(3,894,842)	(5,379,183)	(6,863,523)	(8,347,864)
	-	20.00	(1,139,885)	(1,413,634)	(2,510,226)	(3,994,566)	(5,478,907)	(6,963,248)	(8,447,589)
	-	30.00	(1,158,156)	(1,432,216)	(2,609,950)	(4,094,291)	(5,578,632)	(7,062,973)	(8,547,314)
	-	40.00	(1,176,427)	(1,450,799)	(2,709,675)	(4,194,016)	(5,678,357)	(7,162,698)	(8,647,039)
	-	50.00	(1,194,698)	(1,469,381)	(2,809,400)	(4,293,741)	(5,778,082)	(7,262,422)	(8,746,763)
	-	60.00	(1,213,000)	(1,487,964)	(2,909,125)	(4,393,466)	(5,877,806)	(7,362,147)	(8,846,488)
	-	70.00	(1,231,374)	(1,524,509)	(3,008,849)	(4,493,190)	(5,977,531)	(7,461,872)	(8,946,213)
	-	80.00	(1,249,748)	(1,624,233)	(3,108,574)	(4,592,915)	(6,077,256)	(7,561,597)	(9,045,938)
	-	90.00	(1,268,123)	(1,723,958)	(3,208,299)	(4,692,640)	(6,176,981)	(7,661,322)	(9,145,662)
	-	100.00	(1,286,497)	(1,823,683)	(3,308,024)	(4,792,365)	(6,276,705)	(7,761,046)	(9,245,387)
	-	110.00	(1,304,871)	(1,923,408)	(3,407,748)	(4,892,089)	(6,376,430)	(7,860,771)	(9,345,112)
	-	120.00	(1,323,338)	(2,023,132)	(3,507,473)	(4,991,814)	(6,476,155)	(7,960,496)	(9,444,837)
	-	130.00	(1,341,816)	(2,122,857)	(3,607,198)	(5,091,539)	(6,575,880)	(8,060,221)	(9,544,561)
	-	140.00	(1,360,294)	(2,222,582)	(3,706,923)	(5,191,264)	(6,675,604)	(8,159,945)	(9,644,286)
	-	150.00	(1,378,772)	(2,322,307)	(3,806,648)	(5,290,988)	(6,775,329)	(8,259,670)	(9,744,011)
	-	160.00	(1,397,250)	(2,422,031)	(3,906,372)	(5,390,713)	(6,875,054)	(8,359,395)	(9,843,736)
	-	170.00	(1,415,782)	(2,521,756)	(4,006,097)	(5,490,438)	(6,974,779)	(8,459,120)	(9,943,460)
	-	180.00	(1,434,365)	(2,621,481)	(4,105,822)	(5,590,163)	(7,074,504)	(8,558,844)	(10,043,185)
	-	190.00	(1,452,947)	(2,721,206)	(4,205,547)	(5,689,887)	(7,174,228)	(8,658,569)	(10,142,910)
	-	200.00	(1,471,530)	(2,820,930)	(4,305,271)	(5,789,612)	(7,273,953)	(8,758,294)	(10,242,635)
	-	210.00	(1,490,113)	(2,920,655)	(4,404,996)	(5,889,337)	(7,373,678)	(8,858,019)	(10,342,360)
	-	220.00	(1,536,039)	(3,020,380)	(4,504,721)	(5,989,062)	(7,473,403)	(8,957,743)	(10,442,084)
	-	230.00	(1,635,764)	(3,120,105)	(4,604,446)	(6,088,786)	(7,573,127)	(9,057,468)	(10,541,809)
	-	240.00	(1,735,489)	(3,219,830)	(4,704,170)	(6,188,511)	(7,672,852)	(9,157,193)	(10,641,534)
	-	250.00	(1,835,213)	(3,319,554)	(4,803,895)	(6,288,236)	(7,772,577)	(9,256,918)	(10,741,259)

251201 SWC_Residential Appraisals_CIL_v3_AC_AF

Scheme Typology:

Flats

No Units:

500

Site Typology:

Location / Value Zone:

Town Centre/ Greenfield/Brownfield:

Brownfield

Notes/Comments:

Lower Quartile BCIS, Not Viable at the current CIL rate of £0.

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV £ per acre (n))	(2,310,776)	90%	95%	100%	105%	110%	115%	120%
0.00		(5,141,802)	(3,726,289)	(2,310,776)	(1,430,041)	(1,209,801)	(992,766)	(778,534)
10.00		(5,241,527)	(3,826,014)	(2,410,501)	(1,448,519)	(1,228,072)	(1,010,832)	(796,398)
20.00		(5,341,251)	(3,925,738)	(2,510,226)	(1,467,086)	(1,246,343)	(1,028,898)	(814,261)
30.00		(5,440,976)	(4,025,463)	(2,609,950)	(1,485,668)	(1,264,614)	(1,046,964)	(832,125)
40.00		(5,540,701)	(4,125,188)	(2,709,675)	(1,504,251)	(1,282,913)	(1,065,030)	(849,988)
50.00		(5,640,426)	(4,224,913)	(2,809,400)	(1,522,834)	(1,301,287)	(1,083,096)	(867,852)
60.00		(5,740,150)	(4,324,638)	(2,909,125)	(1,541,416)	(1,319,661)	(1,101,256)	(885,796)
70.00		(5,839,875)	(4,424,362)	(3,008,849)	(1,560,000)	(1,338,036)	(1,119,424)	(903,760)
80.00		(5,939,600)	(4,524,087)	(3,108,574)	(1,578,584)	(1,356,410)	(1,137,592)	(921,725)
90.00		(6,039,325)	(4,623,812)	(3,208,299)	(1,597,168)	(1,374,784)	(1,155,760)	(939,689)
100.00		(6,139,049)	(4,723,537)	(3,308,024)	(1,615,752)	(1,393,158)	(1,173,928)	(957,654)
110.00		(6,238,774)	(4,823,261)	(3,407,748)	(1,634,336)	(1,411,532)	(1,192,097)	(975,618)
120.00		(6,338,499)	(4,922,986)	(3,507,473)	(1,652,920)	(1,430,000)	(1,210,266)	(993,582)
130.00		(6,438,224)	(5,022,711)	(3,607,198)	(1,671,504)	(1,448,574)	(1,228,830)	(1,011,546)
140.00		(6,537,949)	(5,122,436)	(3,706,923)	(1,690,088)	(1,467,148)	(1,246,894)	(1,029,510)
150.00		(6,637,673)	(5,222,160)	(3,806,648)	(1,708,672)	(1,485,722)	(1,265,458)	(1,047,474)
160.00		(6,737,398)	(5,321,885)	(3,906,372)	(1,727,256)	(1,504,296)	(1,283,922)	(1,065,438)
170.00		(6,837,123)	(5,421,610)	(4,006,097)	(1,745,840)	(1,522,870)	(1,301,986)	(1,083,402)
180.00		(6,936,848)	(5,521,335)	(4,105,822)	(1,764,424)	(1,541,444)	(1,319,950)	(1,101,366)
190.00		(7,036,572)	(5,621,059)	(4,205,547)	(1,783,008)	(1,559,918)	(1,338,014)	(1,119,330)
200.00		(7,136,297)	(5,720,784)	(4,305,271)	(1,801,592)	(1,578,492)	(1,356,578)	(1,137,294)
210.00		(7,236,022)	(5,820,509)	(4,404,996)	(1,820,176)	(1,597,066)	(1,375,142)	(1,155,258)
220.00		(7,335,747)	(5,920,234)	(4,504,721)	(1,838,760)	(1,615,650)	(1,393,706)	(1,173,222)
230.00		(7,435,471)	(6,019,958)	(4,604,446)	(1,857,344)	(1,634,234)	(1,411,770)	(1,191,186)
240.00		(7,535,196)	(6,119,683)	(4,704,170)	(1,875,928)	(1,652,818)	(1,430,334)	(1,209,150)
250.00		(7,634,921)	(6,219,408)	(4,803,895)	(1,894,512)	(1,671,402)	(1,448,898)	(1,227,114)

TABLE 8		Grant (£ per unit)						
Balance (RLV - BLV £ per acre (n))	(2,310,776)	0	5,000	10,000	15,000	20,000	25,000	30,000
0.00		(2,310,776)	(1,461,786)	(1,271,476)	(1,083,193)	(896,891)	(712,532)	(530,146)
10.00		(2,410,501)	(1,480,369)	(1,289,850)	(1,101,361)	(914,885)	(730,396)	(547,809)
20.00		(2,510,226)	(1,498,951)	(1,308,232)	(1,119,534)	(932,951)	(748,259)	(565,472)
30.00		(2,609,950)	(1,517,534)	(1,326,614)	(1,137,707)	(951,017)	(766,123)	(583,135)
40.00		(2,709,675)	(1,536,117)	(1,345,189)	(1,155,880)	(969,083)	(783,986)	(600,798)
50.00		(2,809,400)	(1,554,700)	(1,363,767)	(1,174,053)	(987,149)	(801,850)	(618,501)
60.00		(2,909,125)	(1,573,283)	(1,382,345)	(1,192,226)	(1,005,216)	(819,767)	(636,264)
70.00		(3,008,849)	(1,591,866)	(1,400,923)	(1,210,399)	(1,023,283)	(837,732)	(654,027)
80.00		(3,108,574)	(1,610,449)	(1,419,500)	(1,228,572)	(1,041,456)	(855,696)	(671,790)
90.00		(3,208,299)	(1,629,032)	(1,438,077)	(1,246,745)	(1,059,629)	(873,661)	(689,553)
100.00		(3,308,024)	(1,647,615)	(1,456,655)	(1,264,918)	(1,077,802)	(891,625)	(707,316)
110.00		(3,407,748)	(1,666,198)	(1,475,232)	(1,283,091)	(1,095,975)	(909,589)	(725,079)
120.00		(3,507,473)	(1,684,781)	(1,493,809)	(1,301,264)	(1,114,148)	(927,656)	(742,842)
130.00		(3,607,198)	(1,703,364)	(1,512,386)	(1,319,437)	(1,132,321)	(945,722)	(760,605)
140.00		(3,706,923)	(1,721,947)	(1,530,963)	(1,337,610)	(1,150,494)	(963,788)	(778,368)
150.00		(3,806,648)	(1,740,530)	(1,549,540)	(1,355,783)	(1,168,667)	(981,854)	(796,131)
160.00		(3,906,372)	(1,759,113)	(1,568,117)	(1,373,956)	(1,186,840)	(999,920)	(813,894)
170.00		(4,006,097)	(1,777,696)	(1,586,694)	(1,392,129)	(1,205,013)	(1,017,986)	(831,657)
180.00		(4,105,822)	(1,796,279)	(1,605,271)	(1,410,302)	(1,223,186)	(1,036,050)	(849,420)
190.00		(4,205,547)	(1,814,862)	(1,623,848)	(1,428,475)	(1,241,359)	(1,054,114)	(867,183)
200.00		(4,305,271)	(1,833,445)	(1,642,425)	(1,446,648)	(1,259,532)	(1,072,187)	(884,946)
210.00		(4,404,996)	(1,852,028)	(1,661,002)	(1,464,821)	(1,277,705)	(1,090,250)	(902,709)
220.00		(4,504,721)	(1,870,611)	(1,679,579)	(1,482,994)	(1,295,878)	(1,108,313)	(920,472)
230.00		(4,604,446)	(1,889,194)	(1,698,156)	(1,501,167)	(1,314,051)	(1,126,376)	(938,235)
240.00		(4,704,170)	(1,907,777)	(1,716,733)	(1,519,340)	(1,332,224)	(1,144,439)	(955,998)
250.00		(4,803,895)	(1,926,360)	(1,735,310)	(1,537,513)	(1,350,397)	(1,162,502)	(973,761)

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

Appendix 10 – Retail Appraisals

Scheme Typology:

Express Store

No Units:

1

Site Typology:

Location: Town Centre / Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

GROSS DEVELOPMENT VALUE						
Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
BTR 1 Bed units	unit	-	22%	-	5.00%	-
BTR 2 Bed units	unit	-	22%	-	5.00%	-
BTR 1 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
BTR 2 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
Express Store	£ psf	62,500	0%	62,500	7.00%	892,857
[blank spare]	£ psf	-	0%	-	7.00%	-
[blank spare]	£ psf	-	0%	-	7.00%	-
				62,500		892,857
Commercial GDV -			less RF/Void		Purchasers Costs %	PC £
BTR 1 Bed units			-	0	6.80%	-
BTR 2 Bed units			-	0	6.80%	-
BTR 1 Bed units - Disc Mrkt Rent			-	0	6.80%	-
BTR 2 Bed units - Disc Mrkt Rent			-	0	6.80%	-
Express Store			(15,625)	877,232	6.80%	(55,854)
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
Sub-total GDV Commercial						821,378
Grant Funding			0	AH units @	0 per unit	-
Total GDV						821,378

DEVELOPMENT COSTS						
Initial Payments -						
Statutory Planning Fees (Planning Porta 01-Apr-25				(capped at £411,885)	588 £	(588)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	2940.0	(50,000)
CIL (ext. Aff. Housing - discounted market rent) (Max CIL)				232 sqm (gross)	372.28 £ psm	(86,466)
CIL analysis:			10.53% % of GDV		86,466 £ per unit (total units)	
Site Specific S106 Contributions	1 units @				0	-
S106 analysis			0.00% % of GDV		0.00 £ psm (GIA)	
Construction Costs -						
Site Clearance and Demolition			0.05 ha @		123,550 £ per ha (if brownfield)	(5,739)
Site Infrastructure costs				0		-
Infra. Costs analysis:			0.00% % of GDV		0.00 £ psm (GIA)	
BTR 1 Bed units	-	sqm @			0 psm	-
BTR 2 Bed units	-	sqm @			0 psm	-
BTR 1 Bed units - Disc Mrkt Rent	-	sqm @			0 psm	-
BTR 2 Bed units - Disc Mrkt Rent	-	sqm @			0 psm	-
Express Store	232	sqm @			1,532 psm	(355,819)
[blank spare]	-	sqm @			0 psm	-
[blank spare]	-	sqm @			0 psm	-
[blank spare]	232	-	sqm @		0 psm	-
External works			355,819 @		15.0%	(53,373)
Ext. Works analysis:					53,373 £ per unit (total units)	
Policy Costs on design -						
Net Biodiversity Costs			0.05 ha @		14,334 £ per ha	(666)
Low Carbon/Energy Reduction		232 sqm			0 £ per unit	-
BREEAM		If =>500 sqm	0 @		1.8%	-
Sub-total						(666)
Policy Costs analysis: (design costs only)					666 £ per unit (total units)	
Contingency (on construction)			415,596 @		5.0%	(20,780)

Scheme Typology:**Express Store**

No Units:

1**Site Typology:**Location: **Town Centre / Urban Area** Greenfield/Brownfield: **Brownfield****Notes:**

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

Professional Fees	415,596 @	10.0%	(41,560)
Disposal Costs -			
Letting Agents Costs	62,500 ERV @	10.00%	(6,250)
Letting Legal Costs	62,500 ERV @	5.00%	(3,125)
Investment Sale Agents Costs	821,378 GDV @	1.00%	(8,214)
Investment Sale Legal Costs	821,378 GDV @	0.50%	(4,107)
Marketing and Promotion	821,378 GDV @	0.50%	(4,107)
Interest (on Development Costs) -	7.00% APR	0.565% pcm	(32,722)
Developers Profit -			
Profit on Cost (commercial scheme)	673,514	15.00%	(101,027)
TOTAL COSTS			(774,541)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			46,837
SDLT	46,837 @	HMRC formula	8,158
Acquisition Agent fees	46,837 @	1.00%	(468)
Acquisition Legal fees	46,837 @	0.50%	(234)
Interest on Land	46,837 @	7.00%	(3,279)
Residual Land Value			51,014
RLV analysis:	51,014 £ per plot	1,098,224 £ per ha (net)	444,445 £ per acre (net)
		988,401 £ per ha (gross)	400,000 £ per acre (gross)
			6.21% % RLV / GDV

BENCHMARK LAND VALUE (BLV)			
Plot Ratio / Density	50%	(GIA-Site Area / Dph, as appropriate)	
Site Area	0.05 ha (net)	0.11 acres (net)	
Net to Gross ratio	90%		
Site Area (gross)	0.05 ha (gross)	0.13 acres (gross)	
Benchmark Land Value (net)	51,014 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)
BLV analysis:	Density	5,000 sqm/ha (net)	21,780 sqft/ac (net)
		19 dph (gross)	
		988,399 £ per ha (gross)	400,000 £ per acre (gross)

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

Scheme Typology:

Express Store

No Units:

1

Site Typology:

Location: Town Centre / Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

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

Balance (RLV - BLV £ per acre (n))

Site Specific S106

100%

(where 110% is a 10% increase etc.)

1

100%

110%

120%

130%

140%

150%

160%

0.00	795,206	795,206	795,206	795,206	795,206	795,206	795,206	795,206
10.00	773,846	773,846	773,846	773,846	773,846	773,846	773,846	773,846
20.00	752,486	752,486	752,486	752,486	752,486	752,486	752,486	752,486
30.00	731,125	731,125	731,125	731,125	731,125	731,125	731,125	731,125
40.00	709,765	709,765	709,765	709,765	709,765	709,765	709,765	709,765
50.00	688,405	688,405	688,405	688,405	688,405	688,405	688,405	688,405
60.00	667,045	667,045	667,045	667,045	667,045	667,045	667,045	667,045
70.00	645,685	645,685	645,685	645,685	645,685	645,685	645,685	645,685
80.00	624,325	624,325	624,325	624,325	624,325	624,325	624,325	624,325
90.00	602,965	602,965	602,965	602,965	602,965	602,965	602,965	602,965
100.00	581,604	581,604	581,604	581,604	581,604	581,604	581,604	581,604
110.00	560,244	560,244	560,244	560,244	560,244	560,244	560,244	560,244
120.00	538,884	538,884	538,884	538,884	538,884	538,884	538,884	538,884
130.00	517,524	517,524	517,524	517,524	517,524	517,524	517,524	517,524
140.00	496,164	496,164	496,164	496,164	496,164	496,164	496,164	496,164
150.00	474,804	474,804	474,804	474,804	474,804	474,804	474,804	474,804
160.00	453,443	453,443	453,443	453,443	453,443	453,443	453,443	453,443
170.00	432,083	432,083	432,083	432,083	432,083	432,083	432,083	432,083
180.00	410,723	410,723	410,723	410,723	410,723	410,723	410,723	410,723
190.00	389,363	389,363	389,363	389,363	389,363	389,363	389,363	389,363
200.00	368,003	368,003	368,003	368,003	368,003	368,003	368,003	368,003
210.00	346,643	346,643	346,643	346,643	346,643	346,643	346,643	346,643
220.00	325,283	325,283	325,283	325,283	325,283	325,283	325,283	325,283
230.00	303,922	303,922	303,922	303,922	303,922	303,922	303,922	303,922
240.00	282,562	282,562	282,562	282,562	282,562	282,562	282,562	282,562
250.00	261,202	261,202	261,202	261,202	261,202	261,202	261,202	261,202

Scheme Typology:

Express Store

No Units:

1

Site Typology:

Location: Town Centre / Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 2		Profit							
Balance (RLV - BLV £ per acre (n))		1	15%						
		0.00	15%	16%	17%	18%	19%	20%	21%
		10.00	773,846	729,818	685,791	641,764	597,737	553,710	509,682
	CIL £psm	20.00	752,486	708,273	664,060	619,847	575,634	531,421	487,208
	372.28	30.00	731,125	686,727	642,328	597,929	553,531	509,132	464,733
	(recommended CIL)	40.00	709,765	665,181	620,596	576,012	531,427	486,843	442,259
	150.00	50.00	688,405	643,635	598,865	554,095	509,324	464,554	419,784
		60.00	667,045	622,089	577,133	532,177	487,221	442,265	397,309
		70.00	645,685	600,543	555,401	510,260	465,118	419,976	374,835
		80.00	624,325	578,997	533,670	488,342	443,015	397,688	352,360
		90.00	602,965	557,451	511,938	466,425	420,912	375,399	329,886
		100.00	581,604	535,905	490,207	444,508	398,809	353,110	307,411
		110.00	560,244	514,360	468,475	422,590	376,706	330,821	284,936
		120.00	538,884	492,814	446,743	400,673	354,603	308,532	262,462
		130.00	517,524	471,268	425,012	378,756	332,499	286,243	239,987
		140.00	496,164	449,722	403,280	356,838	310,396	263,954	217,513
		150.00	474,804	428,176	381,548	334,921	288,293	241,666	195,038
		160.00	453,443	406,630	359,817	313,003	266,190	219,377	172,563
		170.00	432,083	385,084	338,085	291,086	244,087	197,088	150,089
		180.00	410,723	363,538	316,354	269,169	221,984	174,799	127,614
		190.00	389,363	341,992	294,622	247,251	199,881	152,510	105,140
		200.00	368,003	320,447	272,890	225,334	177,778	130,221	82,665
		210.00	346,643	298,901	251,159	203,417	155,675	107,933	60,190
		220.00	325,283	277,355	229,427	181,499	133,571	85,644	37,716
		230.00	303,922	255,809	207,695	159,582	111,468	63,355	15,241
		240.00	282,562	234,263	185,964	137,664	89,365	41,066	(7,233)
		250.00	261,202	212,717	164,232	115,747	67,262	18,777	(29,708)

TABLE 3		BLV (£ per acre (n))				444,444			
Balance (RLV - BLV £ per acre (n))		1	50,000	150,000	250,000	350,000	450,000	550,000	650,000
CIL £psm 372.28 (recommended CIL) 150.00	0.00		1,189,650	1,089,650	989,650	889,650	789,650	689,650	589,650
	10.00		1,168,290	1,068,290	968,290	868,290	768,290	668,290	568,290
	20.00		1,146,930	1,046,930	946,930	846,930	746,930	646,930	546,930
	30.00		1,125,569	1,025,569	925,569	825,569	725,569	625,569	525,569
	40.00		1,104,209	1,004,209	904,209	804,209	704,209	604,209	504,209
	50.00		1,082,849	982,849	882,849	782,849	682,849	582,849	482,849
	60.00		1,061,489	961,489	861,489	761,489	661,489	561,489	461,489
	70.00		1,040,129	940,129	840,129	740,129	640,129	540,129	440,129
	80.00		1,018,769	918,769	818,769	718,769	618,769	518,769	418,769
	90.00		997,409	897,409	797,409	697,409	597,409	497,409	397,409
	100.00		976,048	876,048	776,048	676,048	576,048	476,048	376,048
	110.00		954,688	854,688	754,688	654,688	554,688	454,688	354,688
	120.00		933,328	833,328	733,328	633,328	533,328	433,328	333,328
	130.00		911,968	811,968	711,968	611,968	511,968	411,968	311,968
	140.00		890,608	790,608	690,608	590,608	490,608	390,608	290,608
	150.00		869,248	769,248	669,248	569,248	469,248	369,248	269,248
160.00		847,887	747,887	647,887	547,887	447,887	347,887	247,887	
170.00		826,527	726,527	626,527	526,527	426,527	326,527	226,527	
180.00		805,167	705,167	605,167	505,167	405,167	305,167	205,167	
190.00		783,807	683,807	583,807	483,807	383,807	283,807	183,807	
200.00		762,447	662,447	562,447	462,447	362,447	262,447	162,447	
210.00		741,087	641,087	541,087	441,087	341,087	241,087	141,087	
220.00		719,727	619,727	519,727	419,727	319,727	219,727	119,727	
230.00		698,366	598,366	498,366	398,366	298,366	198,366	98,366	
240.00		677,006	577,006	477,006	377,006	277,006	177,006	77,006	
250.00		655,646	555,646	455,646	355,646	255,646	155,646	55,646	

Scheme Typology:

Express Store

No Units:

1

Site Typology:

Location: Town Centre / Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 4		Density (dph) (net)			1				
Balance (RLV - BLV £ per acre (n))		1	50	70	90	110	130	150	170
CIL £psm 372.28 (recommended CIL) 150.00	0.00	130,335,288	182,674,715	235,014,141	287,353,568	339,692,995	392,032,422	444,371,849	
	10.00	128,199,273	179,684,294	231,169,315	282,654,336	334,139,357	385,624,378	437,109,399	
	20.00	126,063,258	176,693,873	227,324,488	277,955,103	328,585,718	379,216,333	429,846,948	
	30.00	123,927,243	173,703,452	223,479,661	273,255,870	323,032,079	372,808,289	422,584,498	
	40.00	121,791,228	170,713,031	219,634,834	268,556,638	317,478,441	366,400,244	415,322,047	
	50.00	119,655,213	167,722,610	215,790,008	263,857,405	311,924,802	359,992,199	408,059,597	
	60.00	117,519,198	164,732,190	211,945,181	259,158,172	306,371,164	353,584,155	400,797,146	
	70.00	115,383,184	161,741,769	208,100,354	254,458,940	300,817,525	347,176,110	393,534,696	
	80.00	113,247,169	158,751,348	204,255,527	249,759,707	295,263,886	340,768,066	386,272,245	
	90.00	111,111,154	155,760,927	200,410,701	245,060,474	289,710,248	334,360,021	379,009,795	
	100.00	108,975,139	152,770,506	196,565,874	240,361,241	284,156,609	327,951,977	371,747,344	
	110.00	106,839,124	149,780,086	192,721,047	235,662,009	278,602,970	321,543,932	364,484,893	
	120.00	104,703,109	146,789,665	188,876,220	230,962,776	273,049,332	315,135,887	357,222,443	
	130.00	102,567,094	143,799,244	185,031,394	226,263,543	267,495,693	308,727,843	349,959,992	
	140.00	100,431,080	140,808,823	181,186,567	221,564,311	261,942,054	302,319,798	342,697,542	
	150.00	98,295,065	137,818,402	177,341,740	216,865,078	256,388,416	295,911,754	335,435,091	
160.00	96,159,050	134,827,982	173,496,913	212,165,845	250,834,777	289,503,709	328,172,641		
170.00	94,023,035	131,837,561	169,652,087	207,466,613	245,281,139	283,095,664	320,910,190		
180.00	91,887,020	128,847,140	165,807,260	202,767,380	239,727,500	276,687,620	313,647,740		
190.00	89,751,005	125,856,719	161,962,433	198,068,147	234,173,861	270,279,575	306,385,289		
200.00	87,614,990	122,866,298	158,117,606	193,368,915	228,620,223	263,871,531	299,122,839		
210.00	85,478,975	119,875,878	154,272,780	188,669,682	223,066,584	257,463,486	291,860,388		
220.00	83,342,961	116,885,457	150,427,953	183,970,449	217,512,945	251,055,442	284,597,938		
230.00	81,206,946	113,895,036	146,583,126	179,271,216	211,959,307	244,647,397	277,335,487		
240.00	79,070,931	110,904,615	142,738,299	174,571,984	206,405,668	238,239,352	270,073,037		
250.00	76,934,916	107,914,194	138,893,473	169,872,751	200,852,029	231,831,308	262,810,586		

TABLE 5		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
		0.00	1,220,719	1,007,962	795,206	582,449	369,693	156,936	(55,820)
		10.00	1,199,359	986,602	773,846	561,089	348,333	135,576	(77,180)
	CIL £psm	20.00	1,177,998	965,242	752,486	539,729	326,973	114,216	(98,540)
	372.28	30.00	1,156,638	943,882	731,125	518,369	305,612	92,856	(119,900)
	(recommended CIL)	40.00	1,135,278	922,522	709,765	497,009	284,252	71,496	(141,261)
	150.00	50.00	1,113,918	901,162	688,405	475,649	262,892	50,136	(162,621)
		60.00	1,092,558	879,801	667,045	454,288	241,532	28,776	(183,981)
		70.00	1,071,198	858,441	645,685	432,928	220,172	7,415	(205,341)
		80.00	1,049,838	837,081	624,325	411,568	198,812	(13,945)	(226,701)
		90.00	1,028,477	815,721	602,965	390,208	177,452	(35,305)	(248,061)
		100.00	1,007,117	794,361	581,604	368,848	156,091	(56,665)	(269,422)
		110.00	985,757	773,001	560,244	347,488	134,731	(78,025)	(290,782)
		120.00	964,397	751,641	538,884	326,128	113,371	(99,385)	(312,142)
		130.00	943,037	730,280	517,524	304,767	92,011	(120,745)	(333,502)
		140.00	921,677	708,920	496,164	283,407	70,651	(142,106)	(355,158)
		150.00	900,317	687,560	474,804	262,047	49,291	(163,466)	(379,852)
		160.00	878,956	666,200	453,443	240,687	27,931	(184,826)	(404,546)
		170.00	857,596	644,840	432,083	219,327	6,570	(206,186)	(429,239)
		180.00	836,236	623,480	410,723	197,967	(14,790)	(227,546)	(453,933)
		190.00	814,876	602,119	389,363	176,607	(36,150)	(248,906)	(478,627)
		200.00	793,516	580,759	368,003	155,246	(57,510)	(270,267)	(503,321)
		210.00	772,156	559,399	346,643	133,886	(78,870)	(291,627)	(528,015)
		220.00	750,796	538,039	325,283	112,526	(100,230)	(312,987)	(552,709)
		230.00	729,435	516,679	303,922	91,166	(121,591)	(334,347)	(577,402)
		240.00	708,075	495,319	282,562	69,806	(142,951)	(356,135)	(602,096)
		250.00	686,715	473,959	261,202	48,446	(164,311)	(380,829)	(626,790)

Scheme Typology:

Express Store

No Units:

1

Site Typology:

Location: Town Centre / Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 6		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV £ per acre (n))	1	90%	95%	100%	105%	110%	115%	120%
0.00		190,520	492,863	795,206	1,097,549	1,399,892	1,702,235	2,004,578
10.00		169,159	471,503	773,846	1,076,189	1,378,532	1,680,875	1,983,218
CIL £psm		147,799	450,142	752,486	1,054,829	1,357,172	1,659,515	1,961,858
372.28		126,439	428,782	731,125	1,033,469	1,335,812	1,638,155	1,940,498
(recommended CIL)		105,079	407,422	709,765	1,012,108	1,314,452	1,616,795	1,919,138
150.00		83,719	386,062	688,405	990,748	1,293,091	1,595,434	1,897,778
		62,359	364,702	667,045	969,388	1,271,731	1,574,074	1,876,417
		40,999	343,342	645,685	948,028	1,250,371	1,552,714	1,855,057
		19,638	321,982	624,325	926,668	1,229,011	1,531,354	1,833,697
		(1,722)	300,621	602,965	905,308	1,207,651	1,509,994	1,812,337
		(23,082)	279,261	581,604	883,947	1,186,291	1,488,634	1,790,977
		(44,442)	257,901	560,244	862,587	1,164,930	1,467,274	1,769,617
		(65,802)	236,541	538,884	841,227	1,143,570	1,445,913	1,748,257
		(87,162)	215,181	517,524	819,867	1,122,210	1,424,553	1,726,896
		(108,523)	193,821	496,164	798,507	1,100,850	1,403,193	1,705,536
		(129,883)	172,460	474,804	777,147	1,079,490	1,381,833	1,684,176
		(151,243)	151,100	453,443	755,787	1,058,130	1,360,473	1,662,816
		(172,603)	129,740	432,083	734,426	1,036,770	1,339,113	1,641,456
		(193,963)	108,380	410,723	713,066	1,015,409	1,317,753	1,620,096
		(215,323)	87,020	389,363	691,706	994,049	1,296,392	1,598,736
		(236,683)	65,660	368,003	670,346	972,689	1,275,032	1,577,375
		(258,044)	44,300	346,643	648,986	951,329	1,253,672	1,556,015
		(279,404)	22,939	325,283	627,626	929,969	1,232,312	1,534,655
		(300,764)	1,579	303,922	606,266	908,609	1,210,952	1,513,295
		(322,124)	(19,781)	282,562	584,905	887,249	1,189,592	1,491,935
		(343,484)	(41,141)	261,202	563,545	865,888	1,168,232	1,470,575

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 Typology:**Discounted Supermarket**

No Units:

1**Site Typology:**Location: **Town Centre / Urban Area** Greenfield/Brownfield:**Brownfield****Notes:**

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

GROSS DEVELOPMENT VALUE						
Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
BTR 1 Bed units	unit	-	22%	-	5.00%	-
BTR 2 Bed units	unit	-	22%	-	5.00%	-
BTR 1 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
BTR 2 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
Discounted Supermarket	£ psf	437,000	0%	437,000	6.00%	7,283,333
[blank spare]	£ psf	-	0%	-	6.00%	-
[blank spare]	£ psf	-	0%	-	6.00%	-
[blank spare]						
				437,000		7,283,333
Commercial GDV -			less RF/Void		Purchasers Costs %	PC £
BTR 1 Bed units			-	0	6.80%	-
BTR 2 Bed units			-	0	6.80%	-
BTR 1 Bed units - Disc Mrkt Rent			-	0	6.80%	-
BTR 2 Bed units - Disc Mrkt Rent			-	0	6.80%	-
Discounted Supermarket			(109,250)	7,174,083	6.80%	(456,777)
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
Sub-total GDV Commercial						6,717,306
Grant Funding			0	AH units @	0 per unit	-
Total GDV						6,717,306

DEVELOPMENT COSTS						
Initial Payments -						
Statutory Planning Fees (Planning Porta 01-Apr-25)				(capped at £411,885)	588 £	(588)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	2940.0	(50,000)
CIL (ext. Aff. Housing - discounted market rent) (Max CIL)			1,765 sqm (gross)	296.66 £ psm		(523,644)
CIL analysis:			7.80% % of GDV	523,644 £ per unit (total units)		
Site Specific S106 Contributions	1 units @			0		-
S106 analysis			0.00% % of GDV	0.00 £ psm (GIA)		
Construction Costs -						
Site Clearance and Demolition		0.59 ha @		123,550 £ per ha (if brownfield)		(72,695)
Site Infrastructure costs		0				-
Infra. Costs analysis:			0.00% % of GDV	0.00 £ psm (GIA)		
BTR 1 Bed units	-	sqm @		0 psm		-
BTR 2 Bed units	-	sqm @		0 psm		-
BTR 1 Bed units - Disc Mrkt Rent	-	sqm @		0 psm		-
BTR 2 Bed units - Disc Mrkt Rent	-	sqm @		0 psm		-
Discounted Supermarket	1,765	sqm @		1,694 psm		(2,990,177)
[blank spare]	-	sqm @		0 psm		-
[blank spare]	-	sqm @		0 psm		-
[blank spare]	1,765	sqm @		0 psm		-
External works		2,990,177 @		15.0%		(448,527)
Ext. Works analysis:				448,527 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity Costs		0.59 ha @		14,334 £ per ha		(8,434)
Low Carbon/Energy Reduction		1,765 sqm		0 £ per unit		-
BREEAM		If =>500 sqm	3,438,704 @	1.8%		(61,897)
Sub-total						(70,331)
Policy Costs analysis: (design costs only)				70,331 £ per unit (total units)		
Contingency (on construction)		3,581,730 @		5.0%		(179,086)

Scheme Typology:**Discounted Supermarket**

No Units:

1**Site Typology:**Location: **Town Centre / Urban Area** Greenfield/Brownfield:**Brownfield****Notes:**

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

Professional Fees	3,581,730 @	10.0%	(358,173)
Disposal Costs -			
Letting Agents Costs	437,000 ERV @	10.00%	(43,700)
Letting Legal Costs	437,000 ERV @	5.00%	(21,850)
Investment Sale Agents Costs	6,717,306 GDV @	1.00%	(67,173)
Investment Sale Legal Costs	6,717,306 GDV @	0.50%	(33,587)
Marketing and Promotion	6,717,306 GDV @	0.50%	(33,587)
Interest (on Development Costs) -	7.00% APR	0.565% pcm	(308,985)
Developers Profit -			
Profit on Cost (commercial scheme)	5,202,102	15.00%	(780,315)
TOTAL COSTS			(5,982,417)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			734,889
SDLT	734,889 @	HMRC formula	(26,244)
Acquisition Agent fees	734,889 @	1.00%	(7,349)
Acquisition Legal fees	734,889 @	0.50%	(3,674)
Interest on Land	734,889 @	7.00%	(51,442)
Residual Land Value			646,179
RLV analysis:	646,179 £ per plot	1,098,224 £ per ha (net)	444,445 £ per acre (net)
		988,401 £ per ha (gross)	400,000 £ per acre (gross)
			9.62% % RLV / GDV

BENCHMARK LAND VALUE (BLV)			
Plot Ratio / Density	30%	(GIA-Site Area / Dph, as appropriate)	
Site Area	0.59 ha (net)	1.45 acres (net)	
Net to Gross ratio	90%		
Site Area (gross)	0.65 ha (gross)	1.62 acres (gross)	
Benchmark Land Value (net)	646,178 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)
BLV analysis:	Density	3,000 sqm/ha (net)	13,068 sqft/ac (net)
		2 dph (gross)	
		988,399 £ per ha (gross)	400,000 £ per acre (gross)

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

Scheme Typology:

Discounted Supermarket

No Units:

1

Site Typology:

Location: Town Centre / Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

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		Site Specific S106		100%		(where 110% is a 10% increase etc.)			
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 296.66 (recommended CIL) 150.00	0.00		386,775	386,775	386,775	386,775	386,775	386,775	386,775
	10.00		373,737	373,737	373,737	373,737	373,737	373,737	373,737
	20.00		360,700	360,700	360,700	360,700	360,700	360,700	360,700
	30.00		347,662	347,662	347,662	347,662	347,662	347,662	347,662
	40.00		334,624	334,624	334,624	334,624	334,624	334,624	334,624
	50.00		321,586	321,586	321,586	321,586	321,586	321,586	321,586
	60.00		308,548	308,548	308,548	308,548	308,548	308,548	308,548
	70.00		295,510	295,510	295,510	295,510	295,510	295,510	295,510
	80.00		282,473	282,473	282,473	282,473	282,473	282,473	282,473
	90.00		269,435	269,435	269,435	269,435	269,435	269,435	269,435
	100.00		256,397	256,397	256,397	256,397	256,397	256,397	256,397
	110.00		243,359	243,359	243,359	243,359	243,359	243,359	243,359
	120.00		230,321	230,321	230,321	230,321	230,321	230,321	230,321
	130.00		217,284	217,284	217,284	217,284	217,284	217,284	217,284
	140.00		204,246	204,246	204,246	204,246	204,246	204,246	204,246
	150.00		191,208	191,208	191,208	191,208	191,208	191,208	191,208
	160.00		178,170	178,170	178,170	178,170	178,170	178,170	178,170
	170.00		165,132	165,132	165,132	165,132	165,132	165,132	165,132
	180.00		152,094	152,094	152,094	152,094	152,094	152,094	152,094
	190.00		139,057	139,057	139,057	139,057	139,057	139,057	139,057
	200.00		126,019	126,019	126,019	126,019	126,019	126,019	126,019
	210.00		112,981	112,981	112,981	112,981	112,981	112,981	112,981
	220.00		99,943	99,943	99,943	99,943	99,943	99,943	99,943
	230.00		86,905	86,905	86,905	86,905	86,905	86,905	86,905
	240.00		73,867	73,867	73,867	73,867	73,867	73,867	73,867
	250.00		60,830	60,830	60,830	60,830	60,830	60,830	60,830

Scheme Typology:

Discounted Supermarket

No Units:

1

Site Typology:

Location: Town Centre / Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 2

Balance (RLV - BLV £ per acre (n))

CIL £psm
296.66
(recommended CIL)
150.00

		Profit						
		1	15%					
			15%	16%	17%	18%	19%	20%
								21%
0.00			386,775	359,188	331,602	304,015	276,428	248,842
10.00			373,737	346,037	318,337	290,637	262,937	235,237
20.00			360,700	332,886	305,073	277,259	249,446	221,632
30.00			347,662	319,735	291,808	263,881	235,954	208,028
40.00			334,624	306,584	278,544	250,503	222,463	194,423
50.00			321,586	293,433	265,279	237,125	208,972	180,818
60.00			308,548	280,281	252,014	223,747	195,481	167,214
70.00			295,510	267,130	238,750	210,370	181,989	153,609
80.00			282,473	253,979	225,485	196,992	168,498	140,004
90.00			269,435	240,828	212,221	183,614	155,007	126,400
100.00			256,397	227,677	198,956	170,236	141,515	112,795
110.00			243,359	214,525	185,692	156,858	128,024	99,190
120.00			230,321	201,374	172,427	143,480	114,533	85,586
130.00			217,284	188,223	159,162	130,102	101,041	71,981
140.00			204,246	175,072	145,898	116,724	87,550	58,376
150.00			191,208	161,921	132,633	103,346	74,059	44,771
160.00			178,170	148,769	119,369	89,968	60,567	31,167
170.00			165,132	135,618	106,104	76,590	47,076	17,562
180.00			152,094	122,467	92,840	63,212	33,585	3,957
190.00			139,057	109,316	79,575	49,834	20,094	(9,647)
200.00			126,019	96,165	66,310	36,456	6,602	(23,252)
210.00			112,981	83,013	53,046	23,078	(6,889)	(36,857)
220.00			99,943	69,862	39,781	9,700	(20,380)	(50,461)
230.00			86,905	56,711	26,517	(3,677)	(33,872)	(64,066)
240.00			73,867	43,560	13,252	(17,055)	(47,363)	(77,671)
250.00			60,830	30,409	(12)	(30,433)	(60,854)	(91,275)

TABLE 3

Balance (RLV - BLV £ per acre (n))

CIL £psm
296.66
(recommended CIL)
150.00

		BLV (£ per acre (n))						
		1	50,000	150,000	250,000	350,000	450,000	550,000
								650,000
0.00			781,219	681,219	581,219	481,219	381,219	281,219
10.00			768,181	668,181	568,181	468,181	368,181	268,181
20.00			755,144	655,144	555,144	455,144	355,144	255,144
30.00			742,106	642,106	542,106	442,106	342,106	242,106
40.00			729,068	629,068	529,068	429,068	329,068	229,068
50.00			716,030	616,030	516,030	416,030	316,030	216,030
60.00			702,992	602,992	502,992	402,992	302,992	202,992
70.00			689,954	589,954	489,954	389,954	289,954	189,954
80.00			676,917	576,917	476,917	376,917	276,917	176,917
90.00			663,879	563,879	463,879	363,879	263,879	163,879
100.00			650,841	550,841	450,841	350,841	250,841	150,841
110.00			637,803	537,803	437,803	337,803	237,803	137,803
120.00			624,765	524,765	424,765	324,765	224,765	124,765
130.00			611,728	511,728	411,728	311,728	211,728	111,728
140.00			598,690	498,690	398,690	298,690	198,690	98,690
150.00			585,652	485,652	385,652	285,652	185,652	85,652
160.00			572,614	472,614	372,614	272,614	172,614	72,614
170.00			559,576	459,576	359,576	259,576	159,576	59,576
180.00			546,538	446,538	346,538	246,538	146,538	46,538
190.00			533,501	433,501	333,501	233,501	133,501	33,501
200.00			520,463	420,463	320,463	220,463	120,463	20,463
210.00			507,425	407,425	307,425	207,425	107,425	7,425
220.00			494,387	394,387	294,387	194,387	94,387	(5,613)
230.00			481,349	381,349	281,349	181,349	81,349	(18,651)
240.00			468,311	368,311	268,311	168,311	68,311	(31,689)
250.00			455,274	355,274	255,274	155,274	55,274	(44,726)

Scheme Typology:

Discounted Supermarket

No Units:

1

Site Typology:

Location: Town Centre / Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 4		Density (dph) (net)				0			
Balance (RLV - BLV £ per acre (n))		1	50	70	90	110	130	150	170
CIL £psm 296.66 (recommended CIL) 150.00	0.00	149,846,585	209,991,378	270,136,171	330,280,964	390,425,757	450,570,549	510,715,342	
	10.00	147,673,615	206,949,220	266,224,825	325,500,430	384,776,034	444,051,639	503,327,244	
	20.00	145,500,645	203,907,062	262,313,479	320,719,895	379,126,312	437,532,729	495,939,146	
	30.00	143,327,675	200,864,904	258,402,132	315,939,361	373,476,590	431,013,819	488,551,047	
	40.00	141,154,705	197,822,746	254,490,786	311,158,827	367,826,868	424,494,908	481,162,949	
	50.00	138,981,735	194,780,588	250,579,440	306,378,293	362,177,145	417,975,998	473,774,851	
	60.00	136,808,765	191,738,429	246,668,094	301,597,759	356,527,423	411,457,088	466,386,752	
	70.00	134,635,795	188,696,271	242,756,748	296,817,224	350,877,701	404,938,178	458,998,654	
	80.00	132,462,825	185,654,113	238,845,402	292,036,690	345,227,979	398,419,267	451,610,556	
	90.00	130,289,855	182,611,955	234,934,056	287,256,156	339,578,257	391,900,357	444,222,458	
	100.00	128,116,884	179,569,797	231,022,709	282,475,622	333,928,534	385,381,447	436,834,359	
	110.00	125,943,914	176,527,639	227,111,363	277,695,088	328,278,812	378,862,537	429,446,261	
	120.00	123,770,944	173,485,481	223,200,017	272,914,554	322,629,090	372,343,626	422,058,163	
	130.00	121,597,974	170,443,323	219,288,671	268,134,019	316,979,368	365,824,716	414,670,065	
	140.00	119,425,004	167,401,165	215,377,325	263,353,485	311,329,646	359,305,806	407,281,966	
	150.00	117,252,034	164,359,006	211,465,979	258,572,951	305,679,923	352,786,896	399,893,868	
160.00	115,079,064	161,316,848	207,554,633	253,792,417	300,030,201	346,267,985	392,505,770		
170.00	112,906,094	158,274,690	203,643,286	249,011,883	294,380,479	339,749,075	385,117,671		
180.00	110,733,124	155,232,532	199,731,940	244,231,349	288,730,757	333,230,165	377,729,573		
190.00	108,560,154	152,190,374	195,820,594	239,450,814	283,081,035	326,711,255	370,341,475		
200.00	106,387,184	149,148,216	191,909,248	234,670,280	277,431,312	320,192,344	362,953,377		
210.00	104,214,214	146,106,058	187,997,902	229,889,746	271,781,590	313,673,434	355,565,278		
220.00	102,041,244	143,063,900	184,086,556	225,109,212	266,131,868	307,154,524	348,177,180		
230.00	99,868,273	140,021,742	180,175,210	220,328,678	260,482,146	300,635,614	340,789,082		
240.00	97,695,303	136,979,583	176,263,863	215,548,143	254,832,423	294,116,704	333,400,984		
250.00	95,522,333	133,937,425	172,352,517	210,767,609	249,182,701	287,597,793	326,012,885		

TABLE 5	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))	1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 296.66 (recommended CIL) 150.00	0.00	679,134	532,954	386,775	240,596	94,417	(51,763)	(197,942)
	10.00	666,096	519,917	373,737	227,558	81,379	(64,801)	(210,980)
	20.00	653,058	506,879	360,700	214,520	68,341	(77,838)	(224,018)
	30.00	640,020	493,841	347,662	201,482	55,303	(90,876)	(237,056)
	40.00	626,983	480,803	334,624	188,445	42,265	(103,914)	(250,093)
	50.00	613,945	467,765	321,586	175,407	29,227	(116,952)	(263,131)
	60.00	600,907	454,728	308,548	162,369	16,190	(129,990)	(276,169)
	70.00	587,869	441,690	295,510	149,331	3,152	(143,028)	(289,207)
	80.00	574,831	428,652	282,473	136,293	(9,886)	(156,065)	(302,245)
	90.00	561,793	415,614	269,435	123,255	(22,924)	(169,103)	(315,282)
	100.00	548,756	402,576	256,397	110,218	(35,962)	(182,141)	(328,320)
	110.00	535,718	389,538	243,359	97,180	(48,999)	(195,179)	(341,358)
	120.00	522,680	376,501	230,321	84,142	(62,037)	(208,217)	(354,396)
	130.00	509,642	363,463	217,284	71,104	(75,075)	(221,254)	(367,434)
	140.00	496,604	350,425	204,246	58,066	(88,113)	(234,292)	(380,472)
	150.00	483,566	337,387	191,208	45,029	(101,151)	(247,330)	(393,509)
160.00	470,529	324,349	178,170	31,991	(114,189)	(260,368)	(406,547)	
170.00	457,491	311,312	165,132	18,953	(127,226)	(273,406)	(419,585)	
180.00	444,453	298,274	152,094	5,915	(140,264)	(286,444)	(432,623)	
190.00	431,415	285,236	139,057	(7,123)	(153,302)	(299,481)	(446,978)	
200.00	418,377	272,198	126,019	(20,161)	(166,340)	(312,519)	(462,050)	
210.00	405,340	259,160	112,981	(33,198)	(179,378)	(325,557)	(477,123)	
220.00	392,302	246,122	99,943	(46,236)	(192,416)	(338,595)	(492,196)	
230.00	379,264	233,085	86,905	(59,274)	(205,453)	(351,633)	(507,268)	
240.00	366,226	220,047	73,867	(72,312)	(218,491)	(364,670)	(522,341)	
250.00	353,188	207,009	60,830	(85,350)	(231,529)	(377,708)	(537,413)	

Scheme Typology:

Discounted Supermarket

No Units:

1

Site Typology:

Location: Town Centre / Urban Area

Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 6		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 296.66 (recommended CIL) 150.00	0.00		(3,593)	191,591	386,775	581,959	777,144	972,328	1,167,512
	10.00		(16,631)	178,553	373,737	568,922	764,106	959,290	1,154,474
	20.00		(29,669)	165,515	360,700	555,884	751,068	946,252	1,141,436
	30.00		(42,707)	152,477	347,662	542,846	738,030	933,214	1,128,399
	40.00		(55,745)	139,440	334,624	529,808	724,992	920,177	1,115,361
	50.00		(68,782)	126,402	321,586	516,770	711,955	907,139	1,102,323
	60.00		(81,820)	113,364	308,548	503,732	698,917	894,101	1,089,285
	70.00		(94,858)	100,326	295,510	490,695	685,879	881,063	1,076,247
	80.00		(107,896)	87,288	282,473	477,657	672,841	868,025	1,063,209
	90.00		(120,934)	74,251	269,435	464,619	659,803	854,987	1,050,172
	100.00		(133,971)	61,213	256,397	451,581	646,765	841,950	1,037,134
	110.00		(147,009)	48,175	243,359	438,543	633,728	828,912	1,024,096
	120.00		(160,047)	35,137	230,321	425,506	620,690	815,874	1,011,058
	130.00		(173,085)	22,099	217,284	412,468	607,652	802,836	998,020
	140.00		(186,123)	9,061	204,246	399,430	594,614	789,798	984,983
	150.00		(199,161)	(3,976)	191,208	386,392	581,576	776,761	971,945
160.00		(212,198)	(17,014)	178,170	373,354	568,538	763,723	958,907	
170.00		(225,236)	(30,052)	165,132	360,316	555,501	750,685	945,869	
180.00		(238,274)	(43,090)	152,094	347,279	542,463	737,647	932,831	
190.00		(251,312)	(56,128)	139,057	334,241	529,425	724,609	919,793	
200.00		(264,350)	(69,165)	126,019	321,203	516,387	711,571	906,756	
210.00		(277,387)	(82,203)	112,981	308,165	503,349	698,534	893,718	
220.00		(290,425)	(95,241)	99,943	295,127	490,312	685,496	880,680	
230.00		(303,463)	(108,279)	86,905	282,090	477,274	672,458	867,642	
240.00		(316,501)	(121,317)	73,867	269,052	464,236	659,420	854,604	
250.00		(329,539)	(134,355)	60,830	256,014	451,198	646,382	841,567	

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

Appraisal Ref:
Scheme Typology:
Site Typology:
Notes:

C (see Typologies Matrix)

Large Supermarket No Units: **1**

Location: **Town Centre / Urban Area** Greenfield/Brownfield: **Brownfield**

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

ASSUMPTIONS - COMMERCIAL USES						
Units -	# Com. Units	AH %	% mix	# Units	# Mkt Resi Units	# AH Units
BTR 1 Bed units			60%	0.6	0	
BTR 2 Bed units			40%	0.4	0	
BTR 1 Bed units - Disc Mrkt Rent		0%	60%	0		0
BTR 2 Bed units - Disc Mrkt Rent			40%	0		0
Large Supermarket	1		0			
[blank spare]	0					
[blank spare]	0					
[blank spare]						
	1			1	0	0

Scheme Typology:

Large Supermarket

No Units:

1

Site Typology:

Location: Town Centre / Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

GROSS DEVELOPMENT VALUE						
Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
BTR 1 Bed units	unit	-	22%	-	5.00%	-
BTR 2 Bed units	unit	-	22%	-	5.00%	-
BTR 1 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
BTR 2 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
Large Supermarket	£ psf	920,000	0%	920,000	6.00%	15,333,333
[blank spare]	£ psf	-	0%	-	6.00%	-
[blank spare]	£ psf	-	0%	-	6.00%	-
[blank spare]						
				920,000		15,333,333
Commercial GDV -				less RF/Void	Purchasers Costs %	PC £
BTR 1 Bed units				-	0	6.80%
BTR 2 Bed units				-	0	6.80%
BTR 1 Bed units - Disc Mrkt Rent				-	0	6.80%
BTR 2 Bed units - Disc Mrkt Rent				-	0	6.80%
Large Supermarket				(230,000)	15,103,333	6.80%
[blank spare]				-	0	6.80%
[blank spare]				-	0	6.80%
[blank spare]				-	0	6.80%
[blank spare]				-	0	6.80%
Sub-total GDV Commercial						14,141,698
Grant Funding				0	AH units @	0 per unit
Total GDV						14,141,698

DEVELOPMENT COSTS						
Initial Payments -						
Statutory Planning Fees (Planning Porta 01-Apr-25				(capped at £411,885)	588 £	(588)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	2940.0	(50,000)
CIL (ext. Aff. Housing - discounted market rent) (Max CIL)				3,716 sqm (gross)	263.87 £ psm	(980,579)
CIL analysis:				6.93% % of GDV	980,579 £ per unit (total units)	
Site Specific S106 Contributions	1 units @				0	-
S106 analysis				0.00% % of GDV	0.00 £ psm (GIA)	
Construction Costs -						
Site Clearance and Demolition		1.24 ha @			123,550 £ per ha (if brownfield)	(153,042)
Site Infrastructure costs				0		-
Infra. Costs analysis:				0.00% % of GDV	0.00 £ psm (GIA)	
BTR 1 Bed units	-	sqm @			0 psm	-
BTR 2 Bed units	-	sqm @			0 psm	-
BTR 1 Bed units - Disc Mrkt Rent	-	sqm @			0 psm	-
BTR 2 Bed units - Disc Mrkt Rent	-	sqm @			0 psm	-
Large Supermarket	3,716	sqm @			1,694 psm	(6,295,110)
[blank spare]	-	sqm @			0 psm	-
[blank spare]	-	sqm @			0 psm	-
[blank spare]	3,716	sqm @			0 psm	-
External works			6,295,110 @		15.0%	(944,267)
Ext. Works analysis:					944,267 £ per unit (total units)	
Policy Costs on design -						
Net Biodiversity Costs			1.24 ha @		14,334 £ per ha	(17,756)
Low Carbon/Energy Reduction		3,716 sqm			0 £ per unit	-
BREEAM		If =>500 sqm	7,239,377 @		1.8%	(130,309)
Sub-total						(148,064)
Policy Costs analysis: (design costs only)					148,064 £ per unit (total units)	
Contingency (on construction)			7,540,483 @		5.0%	(377,024)

Scheme Typology:

Large Supermarket

No Units:

1

Site Typology:

Location: Town Centre / Urban Area

Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

Professional Fees	7,540,483 @	10.0%	(754,048)
Disposal Costs -			
Letting Agents Costs	920,000 ERV @	10.00%	(92,000)
Letting Legal Costs	920,000 ERV @	5.00%	(46,000)
Investment Sale Agents Costs	14,141,698 GDV @	1.00%	(141,417)
Investment Sale Legal Costs	14,141,698 GDV @	0.50%	(70,708)
Marketing and Promotion	14,141,698 GDV @	0.50%	(70,708)
Interest (on Development Costs) -	7.00% APR	0.565% pcm	(816,570)
Developers Profit -			
Profit on Cost (commercial scheme)	10,940,127	15.00%	(1,641,019)
TOTAL COSTS			(12,581,146)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			1,560,552
SDLT	1,560,552 @	HMRC formula	(67,528)
Acquisition Agent fees	1,560,552 @	1.00%	(15,606)
Acquisition Legal fees	1,560,552 @	0.50%	(7,803)
Interest on Land	1,560,552 @	7.00%	(109,239)
Residual Land Value			1,360,378
RLV analysis:	1,360,378 £ per plot	1,098,224 £ per ha (net)	444,445 £ per acre (net)
		988,401 £ per ha (gross)	400,001 £ per acre (gross)
			9.62% % RLV / GDV

BENCHMARK LAND VALUE (BLV)			
Plot Ratio / Density	30%	(GIA-Site Area / Dph, as appropriate)	
Site Area	1.24 ha (net)	3.06 acres (net)	
Net to Gross ratio	90%		
Site Area (gross)	1.38 ha (gross)	3.40 acres (gross)	
Benchmark Land Value (net)	1,360,374 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)
BLV analysis:	Density	3,000 sqm/ha (net)	13,068 sqft/ac (net)
		1 dph (gross)	
		988,399 £ per ha (gross)	400,000 £ per acre (gross)

BALANCE			
Surplus/(Deficit)	2 £ per ha (net)	1 £ per acre (net)	3

Scheme Typology:

Large Supermarket

No Units:

1

Site Typology:

Location: Town Centre / Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

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		Site Specific S106		100%		(where 110% is a 10% increase etc.)			
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 263.87 (recommended CIL) 150.00	0.00		350,017	350,017	350,017	350,017	350,017	350,017	350,017
	10.00		336,753	336,753	336,753	336,753	336,753	336,753	336,753
	20.00		323,488	323,488	323,488	323,488	323,488	323,488	323,488
	30.00		310,224	310,224	310,224	310,224	310,224	310,224	310,224
	40.00		296,959	296,959	296,959	296,959	296,959	296,959	296,959
	50.00		283,694	283,694	283,694	283,694	283,694	283,694	283,694
	60.00		270,430	270,430	270,430	270,430	270,430	270,430	270,430
	70.00		257,165	257,165	257,165	257,165	257,165	257,165	257,165
	80.00		243,900	243,900	243,900	243,900	243,900	243,900	243,900
	90.00		230,636	230,636	230,636	230,636	230,636	230,636	230,636
	100.00		217,371	217,371	217,371	217,371	217,371	217,371	217,371
	110.00		204,106	204,106	204,106	204,106	204,106	204,106	204,106
	120.00		190,842	190,842	190,842	190,842	190,842	190,842	190,842
	130.00		177,577	177,577	177,577	177,577	177,577	177,577	177,577
	140.00		164,312	164,312	164,312	164,312	164,312	164,312	164,312
	150.00		151,048	151,048	151,048	151,048	151,048	151,048	151,048
	160.00		137,783	137,783	137,783	137,783	137,783	137,783	137,783
	170.00		124,518	124,518	124,518	124,518	124,518	124,518	124,518
	180.00		111,254	111,254	111,254	111,254	111,254	111,254	111,254
	190.00		97,989	97,989	97,989	97,989	97,989	97,989	97,989
	200.00		84,724	84,724	84,724	84,724	84,724	84,724	84,724
	210.00		71,460	71,460	71,460	71,460	71,460	71,460	71,460
	220.00		58,195	58,195	58,195	58,195	58,195	58,195	58,195
	230.00		44,930	44,930	44,930	44,930	44,930	44,930	44,930
	240.00		31,666	31,666	31,666	31,666	31,666	31,666	31,666
	250.00		18,401	18,401	18,401	18,401	18,401	18,401	18,401

Scheme Typology:

Large Supermarket

No Units:

1

Site Typology:

Location: Town Centre / Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 2		Profit							
Balance (RLV - BLV £ per acre (n))		1	15%						
			15%	16%	17%	18%	19%	20%	21%
	0.00		350,017	322,144	294,271	266,397	238,524	210,651	182,777
	10.00		336,753	308,764	280,775	252,787	224,798	196,809	168,821
CIL £psm	20.00		323,488	295,384	267,280	239,176	211,072	182,968	154,864
263.87	30.00		310,224	282,004	253,785	225,565	197,346	169,127	140,907
(recommended CIL)	40.00		296,959	268,624	240,289	211,955	183,620	155,285	126,950
150.00	50.00		283,694	255,244	226,794	198,344	169,894	141,444	112,994
	60.00		270,430	241,864	213,299	184,733	156,168	127,602	99,037
	70.00		257,165	228,484	199,803	171,123	142,442	113,761	85,080
	80.00		243,900	215,104	186,308	157,512	128,716	99,920	71,124
	90.00		230,636	201,724	172,813	143,901	114,990	86,078	57,167
	100.00		217,371	188,344	159,317	130,291	101,264	72,237	43,210
	110.00		204,106	174,964	145,822	116,680	87,538	58,396	29,253
	120.00		190,842	161,584	132,327	103,069	73,812	44,554	15,297
	130.00		177,577	148,204	118,831	89,458	60,086	30,713	1,340
	140.00		164,312	134,824	105,336	75,848	46,360	16,871	(12,617)
	150.00		151,048	121,444	91,841	62,237	32,634	3,030	(26,573)
	160.00		137,783	108,064	78,345	48,626	18,908	(10,811)	(40,530)
	170.00		124,518	94,684	64,850	35,016	5,182	(24,653)	(54,487)
	180.00		111,254	81,304	51,355	21,405	(8,545)	(38,494)	(68,444)
	190.00		97,989	67,924	37,859	7,794	(22,271)	(52,335)	(82,400)
	200.00		84,724	54,544	24,364	(5,816)	(35,997)	(66,177)	(96,357)
	210.00		71,460	41,164	10,869	(19,427)	(49,723)	(80,018)	(110,314)
	220.00		58,195	27,784	(2,627)	(33,038)	(63,449)	(93,860)	(124,271)
	230.00		44,930	14,404	(16,122)	(46,648)	(77,175)	(107,701)	(138,227)
	240.00		31,666	1,024	(29,617)	(60,259)	(90,901)	(121,542)	(152,184)
	250.00		18,401	(12,356)	(43,113)	(73,870)	(104,627)	(135,384)	(166,141)

TABLE 3		BLV (£ per acre (n))							
Balance (RLV - BLV £ per acre (n))		1	444,444						
			50,000	150,000	250,000	350,000	450,000	550,000	650,000
	0.00		744,461	644,461	544,461	444,461	344,461	244,461	144,461
	10.00		731,197	631,197	531,197	431,197	331,197	231,197	131,197
CIL £psm	20.00		717,932	617,932	517,932	417,932	317,932	217,932	117,932
263.87	30.00		704,668	604,668	504,668	404,668	304,668	204,668	104,668
(recommended CIL)	40.00		691,403	591,403	491,403	391,403	291,403	191,403	91,403
150.00	50.00		678,138	578,138	478,138	378,138	278,138	178,138	78,138
	60.00		664,874	564,874	464,874	364,874	264,874	164,874	64,874
	70.00		651,609	551,609	451,609	351,609	251,609	151,609	51,609
	80.00		638,344	538,344	438,344	338,344	238,344	138,344	38,344
	90.00		625,080	525,080	425,080	325,080	225,080	125,080	25,080
	100.00		611,815	511,815	411,815	311,815	211,815	111,815	11,815
	110.00		598,550	498,550	398,550	298,550	198,550	98,550	(1,450)
	120.00		585,286	485,286	385,286	285,286	185,286	85,286	(14,714)
	130.00		572,021	472,021	372,021	272,021	172,021	72,021	(27,979)
	140.00		558,756	458,756	358,756	258,756	158,756	58,756	(41,244)
	150.00		545,492	445,492	345,492	245,492	145,492	45,492	(54,508)
	160.00		532,227	432,227	332,227	232,227	132,227	32,227	(67,773)
	170.00		518,962	418,962	318,962	218,962	118,962	18,962	(81,038)
	180.00		505,698	405,698	305,698	205,698	105,698	5,698	(94,302)
	190.00		492,433	392,433	292,433	192,433	92,433	(7,567)	(107,567)
	200.00		479,168	379,168	279,168	179,168	79,168	(20,832)	(120,832)
	210.00		465,904	365,904	265,904	165,904	65,904	(34,096)	(134,096)
	220.00		452,639	352,639	252,639	152,639	52,639	(47,361)	(147,361)
	230.00		439,374	339,374	239,374	139,374	39,374	(60,626)	(160,626)
	240.00		426,110	326,110	226,110	126,110	26,110	(73,890)	(173,890)
	250.00		412,845	312,845	212,845	112,845	12,845	(87,155)	(187,155)

Scheme Typology:

Large Supermarket

No Units:

1

Site Typology:

Location: Town Centre / Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 4		Density (dph) (net)		0						
Balance (RLV - BLV £ per acre (n))		1	50	70	90	110	130	150	170	
	0.00	144,082,589	201,922,658	259,762,726	317,602,795	375,442,864	433,282,933	491,123,002		
	10.00	141,871,813	198,827,572	255,783,331	312,739,089	369,694,848	426,650,607	483,606,366		
CIL £psm	20.00	139,661,038	195,732,486	251,803,935	307,875,384	363,946,832	420,018,281	476,089,729		
263.87	30.00	137,450,262	192,637,401	247,824,539	303,011,678	358,198,816	413,385,955	468,573,093		
(recommended CIL)	40.00	135,239,487	189,542,315	243,845,144	298,147,972	352,450,800	406,753,628	461,056,457		
150.00	50.00	133,028,712	186,447,230	239,865,748	293,284,266	346,702,784	400,121,302	453,539,820		
	60.00	130,817,936	183,352,144	235,886,352	288,420,560	340,954,768	393,488,976	446,023,184		
	70.00	128,607,161	180,257,059	231,906,957	283,556,854	335,206,752	386,856,650	438,506,548		
	80.00	126,396,386	177,161,973	227,927,561	278,693,149	329,458,736	380,224,324	430,989,911		
	90.00	124,185,610	174,066,888	223,948,165	273,829,443	323,710,720	373,591,998	423,473,275		
	100.00	121,974,835	170,971,802	219,968,770	268,965,737	317,962,704	366,959,672	415,956,639		
	110.00	119,764,059	167,876,717	215,989,374	264,102,031	312,214,688	360,327,345	408,440,003		
	120.00	117,553,284	164,781,631	212,009,978	259,238,325	306,466,672	353,695,019	400,923,366		
	130.00	115,342,509	161,686,546	208,030,582	254,374,619	300,718,656	347,062,693	393,406,730		
	140.00	113,131,733	158,591,460	204,051,187	249,510,914	294,970,640	340,430,367	385,890,094		
	150.00	110,920,958	155,496,374	200,071,791	244,647,208	289,222,624	333,798,041	378,373,457		
	160.00	108,710,183	152,401,289	196,092,395	239,783,502	283,474,608	327,165,715	370,856,821		
	170.00	106,499,407	149,306,203	192,113,000	234,919,796	277,726,592	320,533,389	363,340,185		
	180.00	104,288,632	146,211,118	188,133,604	230,056,090	271,978,576	313,901,062	355,823,549		
	190.00	102,077,856	143,116,032	184,154,208	225,192,384	266,230,560	307,268,736	348,306,912		
	200.00	99,867,081	140,020,947	180,174,813	220,328,678	260,482,544	300,636,410	340,790,276		
	210.00	97,656,306	136,925,861	176,195,417	215,464,973	254,734,528	294,004,084	333,273,640		
	220.00	95,445,530	133,830,776	172,216,021	210,601,267	248,986,512	287,371,758	325,757,003		
	230.00	93,234,755	130,735,690	168,236,626	205,737,561	243,238,496	280,739,432	318,240,367		
	240.00	91,023,979	127,640,605	164,257,230	200,873,855	237,490,480	274,107,106	310,723,731		
	250.00	88,813,204	124,545,519	160,277,834	196,010,149	231,742,464	267,474,779	303,207,094		

TABLE 5		Build cost		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%	
	0.00	647,463	498,740	350,017	201,295	52,572	(96,150)	(244,873)		
	10.00	634,198	485,475	336,753	188,030	39,308	(109,415)	(258,137)		
CIL £psm	20.00	620,933	472,211	323,488	174,766	26,043	(122,679)	(271,402)		
263.87	30.00	607,669	458,946	310,224	161,501	12,778	(135,944)	(284,667)		
(recommended CIL)	40.00	594,404	445,681	296,959	148,236	(486)	(149,209)	(297,931)		
150.00	50.00	581,139	432,417	283,694	134,972	(13,751)	(162,473)	(311,196)		
	60.00	567,875	419,152	270,430	121,707	(27,016)	(175,738)	(324,461)		
	70.00	554,610	405,887	257,165	108,442	(40,280)	(189,003)	(337,725)		
	80.00	541,345	392,623	243,900	95,178	(53,545)	(202,267)	(350,990)		
	90.00	528,081	379,358	230,636	81,913	(66,809)	(215,532)	(364,255)		
	100.00	514,816	366,094	217,371	68,648	(80,074)	(228,797)	(377,519)		
	110.00	501,551	352,829	204,106	55,384	(93,339)	(242,061)	(390,784)		
	120.00	488,287	339,564	190,842	42,119	(106,603)	(255,326)	(404,049)		
	130.00	475,022	326,300	177,577	28,854	(119,868)	(268,591)	(417,313)		
	140.00	461,757	313,035	164,312	15,590	(133,133)	(281,855)	(430,578)		
	150.00	448,493	299,770	151,048	2,325	(146,397)	(295,120)	(444,284)		
	160.00	435,228	286,506	137,783	(10,939)	(159,662)	(308,385)	(459,619)		
	170.00	421,963	273,241	124,518	(24,204)	(172,927)	(321,649)	(474,954)		
	180.00	408,699	259,976	111,254	(37,469)	(186,191)	(334,914)	(490,289)		
	190.00	395,434	246,712	97,989	(50,733)	(199,456)	(348,179)	(505,623)		
	200.00	382,170	233,447	84,724	(63,998)	(212,721)	(361,443)	(520,958)		
	210.00	368,905	220,182	71,460	(77,263)	(225,985)	(374,708)	(536,293)		
	220.00	355,640	206,918	58,195	(90,527)	(239,250)	(387,972)	(551,628)		
	230.00	342,376	193,653	44,930	(103,792)	(252,515)	(401,237)	(566,963)		
	240.00	329,111	180,388	31,666	(117,057)	(265,779)	(414,502)	(582,298)		
	250.00	315,846	167,124	18,401	(130,321)	(279,044)	(427,766)	(597,633)		

Scheme Typology:

Large Supermarket

No Units:

1

Site Typology:

Location: Town Centre / Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 6		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV £ per acre (n))	1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 263.87 (recommended CIL) 150.00	0.00	(40,310)	154,854	350,017	545,181	740,345	935,508	1,130,672
	10.00	(53,574)	141,589	336,753	531,916	727,080	922,243	1,117,407
	20.00	(66,839)	128,325	323,488	518,652	713,815	908,979	1,104,142
	30.00	(80,104)	115,060	310,224	505,387	700,551	895,714	1,090,878
	40.00	(93,368)	101,795	296,959	492,122	687,286	882,450	1,077,613
	50.00	(106,633)	88,531	283,694	478,858	674,021	869,185	1,064,348
	60.00	(119,898)	75,266	270,430	465,593	660,757	855,920	1,051,084
	70.00	(133,162)	62,001	257,165	452,328	647,492	842,656	1,037,819
	80.00	(146,427)	48,737	243,900	439,064	634,227	829,391	1,024,554
	90.00	(159,691)	35,472	230,636	425,799	620,963	816,126	1,011,290
	100.00	(172,956)	22,207	217,371	412,535	607,698	802,862	998,025
	110.00	(186,221)	8,943	204,106	399,270	594,433	789,597	984,761
	120.00	(199,485)	(4,322)	190,842	386,005	581,169	776,332	971,496
	130.00	(212,750)	(17,587)	177,577	372,741	567,904	763,068	958,231
	140.00	(226,015)	(30,851)	164,312	359,476	554,639	749,803	944,967
	150.00	(239,279)	(44,116)	151,048	346,211	541,375	736,538	931,702
160.00	(252,544)	(57,381)	137,783	332,947	528,110	723,274	918,437	
170.00	(265,809)	(70,645)	124,518	319,682	514,846	710,009	905,173	
180.00	(279,073)	(83,910)	111,254	306,417	501,581	696,744	891,908	
190.00	(292,338)	(97,174)	97,989	293,153	488,316	683,480	878,643	
200.00	(305,603)	(110,439)	84,724	279,888	475,052	670,215	865,379	
210.00	(318,867)	(123,704)	71,460	266,623	461,787	656,950	852,114	
220.00	(332,132)	(136,968)	58,195	253,359	448,522	643,686	838,849	
230.00	(345,397)	(150,233)	44,930	240,094	435,258	630,421	825,585	
240.00	(358,661)	(163,498)	31,666	226,829	421,993	617,156	812,320	
250.00	(371,926)	(176,762)	18,401	213,565	408,728	603,892	799,055	

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

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Printed: 19/12/2025 15:28
S:\Client Projects\1812 South Worcestershire Plan Viability and CIL Review_SWC\Appraisals\2510 Appraisals - Commercial & Retail (for CIL)\251201 SWC_Retail Appraisals_CIL_v3_A_ID Express Store - Gfd
© Cleverly Aspo

Scheme Typology:

Express Store

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

GROSS DEVELOPMENT VALUE						
Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
BTR 1 Bed units	unit	-	22%	-	5.00%	-
BTR 2 Bed units	unit	-	22%	-	5.00%	-
BTR 1 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
BTR 2 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
Express Store	£ psf	62,500	0%	62,500	7.00%	892,857
[blank spare]	£ psf	-	0%	-	7.00%	-
[blank spare]	£ psf	-	0%	-	7.00%	-
[blank spare]						
				62,500		892,857
Commercial GDV -			less RF/Void		Purchasers Costs %	PC £
BTR 1 Bed units			-	0	6.80%	-
BTR 2 Bed units			-	0	6.80%	-
BTR 1 Bed units - Disc Mrkt Rent			-	0	6.80%	-
BTR 2 Bed units - Disc Mrkt Rent			-	0	6.80%	-
Express Store			(15,625)	877,232	6.80%	(55,854)
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
Sub-total GDV Commercial						821,378
Grant Funding			0	AH units @	0 per unit	-
Total GDV						821,378

DEVELOPMENT COSTS						
Initial Payments -						
Statutory Planning Fees (Planning Porta 01-Apr-25)				(capped at £411,885)	588 £	(588)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	2940.0	(50,000)
CIL (ext. Aff. Housing - discounted market rent) (Max CIL)			232 sqm (gross)	550.41 £ psm		(127,837)
CIL analysis:			15.56% % of GDV	127,837 £ per unit (total units)		
Site Specific S106 Contributions	1 units @			0		-
S106 analysis			0.00% % of GDV	0.00 £ psm (GIA)		-
Construction Costs -						
Site Clearance and Demolition			0.05 ha @	£ per ha (if brownfield)		-
Site Infrastructure costs			0			-
Infra. Costs analysis:			0.00% % of GDV	0.00 £ psm (GIA)		-
BTR 1 Bed units			- sqm @	0 psm		-
BTR 2 Bed units			- sqm @	0 psm		-
BTR 1 Bed units - Disc Mrkt Rent			- sqm @	0 psm		-
BTR 2 Bed units - Disc Mrkt Rent			- sqm @	0 psm		-
Express Store			232 sqm @	1,532 psm		(355,819)
[blank spare]			- sqm @	0 psm		-
[blank spare]			- sqm @	0 psm		-
[blank spare]			232 - sqm @	psm		-
External works			355,819 @	15.0%		(53,373)
Ext. Works analysis:				53,373 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity Costs			0.05 ha @	14,334 £ per ha		(666)
Low Carbon/Energy Reduction			232 sqm	0 £ per unit		-
BREEAM			If =>500 sqm	0 @	1.8%	-
Sub-total						(666)
Policy Costs analysis: (design costs only)				666 £ per unit (total units)		
Contingency (on construction)			409,857 @	3.0%		(12,296)

Scheme Typology:

Express Store

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

Professional Fees	409,857 @	10.0%	(40,986)
Disposal Costs -			
Letting Agents Costs	62,500 ERV @	10.00%	(6,250)
Letting Legal Costs	62,500 ERV @	5.00%	(3,125)
Investment Sale Agents Costs	821,378 GDV @	1.00%	(8,214)
Investment Sale Legal Costs	821,378 GDV @	0.50%	(4,107)
Marketing and Promotion	821,378 GDV @	0.50%	(4,107)
Interest (on Development Costs) -	7.00% APR	0.565% pcm	(34,354)
Developers Profit -			
Profit on Cost (commercial scheme)	701,720	15.00%	(105,258)
TOTAL COSTS			(806,978)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			14,401
SDLT	14,401 @	HMRC formula	9,780
Acquisition Agent fees	14,401 @	1.00%	(144)
Acquisition Legal fees	14,401 @	0.50%	(72)
Interest on Land	14,401 @	7.00%	(1,008)
Residual Land Value			22,956
RLV analysis:	22,956 £ per plot	494,202 £ per ha (net)	200,001 £ per acre (net)
		444,782 £ per ha (gross)	180,001 £ per acre (gross)
			2.79% % RLV / GDV

BENCHMARK LAND VALUE (BLV)			
Plot Ratio / Density	50%	(GIA-Site Area / Dph, as appropriate)	
Site Area	0.05 ha (net)	0.11 acres (net)	
Net to Gross ratio	90%		
Site Area (gross)	0.05 ha (gross)	0.13 acres (gross)	
Benchmark Land Value (net)	22,956 £ per plot	494,200 £ per ha (net)	200,000 £ per acre (net)
BLV analysis:	Density	5,000 sqm/ha (net)	21,780 sqft/ac (net)
		19 dph (gross)	
		444,780 £ per ha (gross)	180,000 £ per acre (gross)

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

Scheme Typology:

Express Store

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

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		Site Specific S106		100%		(where 110% is a 10% increase etc.)			
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 550.41 (recommended CIL) 150.00	0.00		1,175,684	1,175,684	1,175,684	1,175,684	1,175,684	1,175,684	1,175,684
	10.00		1,154,324	1,154,324	1,154,324	1,154,324	1,154,324	1,154,324	1,154,324
	20.00		1,132,964	1,132,964	1,132,964	1,132,964	1,132,964	1,132,964	1,132,964
	30.00		1,111,604	1,111,604	1,111,604	1,111,604	1,111,604	1,111,604	1,111,604
	40.00		1,090,244	1,090,244	1,090,244	1,090,244	1,090,244	1,090,244	1,090,244
	50.00		1,068,884	1,068,884	1,068,884	1,068,884	1,068,884	1,068,884	1,068,884
	60.00		1,047,524	1,047,524	1,047,524	1,047,524	1,047,524	1,047,524	1,047,524
	70.00		1,026,163	1,026,163	1,026,163	1,026,163	1,026,163	1,026,163	1,026,163
	80.00		1,004,803	1,004,803	1,004,803	1,004,803	1,004,803	1,004,803	1,004,803
	90.00		983,443	983,443	983,443	983,443	983,443	983,443	983,443
	100.00		962,083	962,083	962,083	962,083	962,083	962,083	962,083
	110.00		940,723	940,723	940,723	940,723	940,723	940,723	940,723
	120.00		919,363	919,363	919,363	919,363	919,363	919,363	919,363
	130.00		898,002	898,002	898,002	898,002	898,002	898,002	898,002
	140.00		876,642	876,642	876,642	876,642	876,642	876,642	876,642
	150.00		855,282	855,282	855,282	855,282	855,282	855,282	855,282
	160.00		833,922	833,922	833,922	833,922	833,922	833,922	833,922
	170.00		812,562	812,562	812,562	812,562	812,562	812,562	812,562
	180.00		791,202	791,202	791,202	791,202	791,202	791,202	791,202
	190.00		769,842	769,842	769,842	769,842	769,842	769,842	769,842
	200.00		748,481	748,481	748,481	748,481	748,481	748,481	748,481
	210.00		727,121	727,121	727,121	727,121	727,121	727,121	727,121
	220.00		705,761	705,761	705,761	705,761	705,761	705,761	705,761
	230.00		684,401	684,401	684,401	684,401	684,401	684,401	684,401
	240.00		663,041	663,041	663,041	663,041	663,041	663,041	663,041
	250.00		641,681	641,681	641,681	641,681	641,681	641,681	641,681

Scheme Typology:

Express Store

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 2		Profit							
Balance (RLV - BLV £ per acre (n))		1	15%	16%	17%	18%	19%	20%	21%
	0.00		1,175,684	1,133,026	1,090,367	1,047,709	1,005,050	962,391	919,733
	10.00		1,154,324	1,111,480	1,068,636	1,025,791	982,947	940,103	897,258
CIL £psm	20.00		1,132,964	1,089,934	1,046,904	1,003,874	960,844	917,814	874,784
550.41	30.00		1,111,604	1,068,388	1,025,172	981,957	938,741	895,525	852,309
(recommended CIL)	40.00		1,090,244	1,046,842	1,003,441	960,039	916,638	873,236	829,835
150.00	50.00		1,068,884	1,025,296	981,709	938,122	894,535	850,947	807,360
	60.00		1,047,524	1,003,750	959,977	916,204	872,431	828,658	784,885
	70.00		1,026,163	982,205	938,246	894,287	850,328	806,370	762,411
	80.00		1,004,803	960,659	916,514	872,370	828,225	784,081	739,936
	90.00		983,443	939,113	894,783	850,452	806,122	761,792	717,462
	100.00		962,083	917,567	873,051	828,535	784,019	739,503	694,987
	110.00		940,723	896,021	851,319	806,618	761,916	717,214	672,512
	120.00		919,363	874,475	829,588	784,700	739,813	694,925	650,038
	130.00		898,002	852,929	807,856	762,783	717,710	672,636	627,563
	140.00		876,642	831,383	786,124	740,865	695,607	650,348	605,089
	150.00		855,282	809,837	764,393	718,948	673,503	628,059	582,614
	160.00		833,922	788,292	742,661	697,031	651,400	605,770	560,139
	170.00		812,562	766,746	720,930	675,113	629,297	583,481	537,665
	180.00		791,202	745,200	699,198	653,196	607,194	561,192	515,190
	190.00		769,842	723,654	677,466	631,279	585,091	538,903	492,716
	200.00		748,481	702,108	655,735	609,361	562,988	516,614	470,241
	210.00		727,121	680,562	634,003	587,444	540,885	494,326	447,766
	220.00		705,761	659,016	612,271	565,527	518,782	472,037	425,292
	230.00		684,401	637,470	590,540	543,609	496,679	449,748	402,817
	240.00		663,041	615,924	568,808	521,692	474,575	427,459	380,343
	250.00		641,681	594,379	547,076	499,774	452,472	405,170	357,868

TABLE 3		BLV (£ per acre (n))							
Balance (RLV - BLV £ per acre (n))		1	50,000	150,000	250,000	350,000	450,000	550,000	650,000
	0.00		1,325,684	1,225,684	1,125,684	1,025,684	925,684	825,684	725,684
	10.00		1,304,324	1,204,324	1,104,324	1,004,324	904,324	804,324	704,324
CIL £psm	20.00		1,282,964	1,182,964	1,082,964	982,964	882,964	782,964	682,964
550.41	30.00		1,261,604	1,161,604	1,061,604	961,604	861,604	761,604	661,604
(recommended CIL)	40.00		1,240,244	1,140,244	1,040,244	940,244	840,244	740,244	640,244
150.00	50.00		1,218,884	1,118,884	1,018,884	918,884	818,884	718,884	618,884
	60.00		1,197,524	1,097,524	997,524	897,524	797,524	697,524	597,524
	70.00		1,176,163	1,076,163	976,163	876,163	776,163	676,163	576,163
	80.00		1,154,803	1,054,803	954,803	854,803	754,803	654,803	554,803
	90.00		1,133,443	1,033,443	933,443	833,443	733,443	633,443	533,443
	100.00		1,112,083	1,012,083	912,083	812,083	712,083	612,083	512,083
	110.00		1,090,723	990,723	890,723	790,723	690,723	590,723	490,723
	120.00		1,069,363	969,363	869,363	769,363	669,363	569,363	469,363
	130.00		1,048,002	948,002	848,002	748,002	648,002	548,002	448,002
	140.00		1,026,642	926,642	826,642	726,642	626,642	526,642	426,642
	150.00		1,005,282	905,282	805,282	705,282	605,282	505,282	405,282
	160.00		983,922	883,922	783,922	683,922	583,922	483,922	383,922
	170.00		962,562	862,562	762,562	662,562	562,562	462,562	362,562
	180.00		941,202	841,202	741,202	641,202	541,202	441,202	341,202
	190.00		919,842	819,842	719,842	619,842	519,842	419,842	319,842
	200.00		898,481	798,481	698,481	598,481	498,481	398,481	298,481
	210.00		877,121	777,121	677,121	577,121	477,121	377,121	277,121
	220.00		855,761	755,761	655,761	555,761	455,761	355,761	255,761
	230.00		834,401	734,401	634,401	534,401	434,401	334,401	234,401
	240.00		813,041	713,041	613,041	513,041	413,041	313,041	213,041
	250.00		791,681	691,681	591,681	491,681	391,681	291,681	191,681

Scheme Typology:

Express Store

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 4		Density (dph) (net)				1			
Balance (RLV - BLV £ per acre (n))		1	50	70	90	110	130	150	170
CIL £psm 550.41 (recommended CIL) 150.00	0.00	138,041,989	193,341,506	248,641,023	303,940,540	359,240,057	414,539,574	469,839,091	
	10.00	135,905,974	190,351,085	244,796,196	299,241,307	353,686,418	408,131,529	462,576,640	
	20.00	133,769,959	187,360,664	240,951,369	294,542,074	348,132,780	401,723,485	455,314,190	
	30.00	131,633,944	184,370,243	237,106,543	289,842,842	342,579,141	395,315,440	448,051,739	
	40.00	129,497,929	181,379,823	233,261,716	285,143,609	337,025,502	388,907,395	440,789,289	
	50.00	127,361,915	178,389,402	229,416,889	280,444,376	331,471,864	382,499,351	433,526,838	
	60.00	125,225,900	175,398,981	225,572,062	275,745,144	325,918,225	376,091,306	426,264,388	
	70.00	123,089,885	172,408,560	221,727,236	271,045,911	320,364,586	369,683,262	419,001,937	
	80.00	120,953,870	169,418,139	217,882,409	266,346,678	314,810,948	363,275,217	411,739,487	
	90.00	118,817,855	166,427,719	214,037,582	261,647,446	309,257,309	356,867,173	404,477,036	
	100.00	116,681,840	163,437,298	210,192,755	256,948,213	303,703,670	350,459,128	397,214,585	
	110.00	114,545,825	160,446,877	206,347,929	252,248,980	298,150,032	344,051,083	389,952,135	
	120.00	112,409,811	157,456,456	202,503,102	247,549,747	292,596,393	337,643,039	382,689,684	
	130.00	110,273,796	154,466,035	198,658,275	242,850,515	287,042,754	331,234,994	375,427,234	
	140.00	108,137,781	151,475,615	194,813,448	238,151,282	281,489,116	324,826,950	368,164,783	
150.00	106,001,766	148,485,194	190,968,622	233,452,049	275,935,477	318,418,905	360,902,333		
160.00	103,865,751	145,494,773	187,123,795	228,752,817	270,381,839	312,010,860	353,639,882		
170.00	101,729,736	142,504,352	183,278,968	224,053,584	264,828,200	305,602,816	346,377,432		
180.00	99,593,721	139,513,931	179,434,141	219,354,351	259,274,561	299,194,771	339,114,981		
190.00	97,457,707	136,523,511	175,589,315	214,655,119	253,720,923	292,786,727	331,852,531		
200.00	95,321,692	133,533,090	171,744,488	209,955,886	248,167,284	286,378,682	324,590,080		
210.00	93,185,677	130,542,669	167,899,661	205,256,653	242,613,645	279,970,638	317,327,630		
220.00	91,049,662	127,552,248	164,054,834	200,557,421	237,060,007	273,562,593	310,065,179		
230.00	88,913,647	124,561,827	160,210,008	195,858,188	231,506,368	267,154,548	302,802,729		
240.00	86,777,632	121,571,407	156,365,181	191,158,955	225,952,729	260,746,504	295,540,278		
250.00	84,641,617	118,580,986	152,520,354	186,459,722	220,399,091	254,338,459	288,277,828		

TABLE 5		Build cost		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 550.41 (recommended CIL) 150.00	0.00	1,593,797	1,384,741	1,175,684	966,628	757,572	548,515	339,459	
	10.00	1,572,437	1,363,381	1,154,324	945,268	736,212	527,155	318,099	
	20.00	1,551,077	1,342,020	1,132,964	923,908	714,851	505,795	296,739	
	30.00	1,529,717	1,320,660	1,111,604	902,548	693,491	484,435	275,379	
	40.00	1,508,357	1,299,300	1,090,244	881,187	672,131	463,075	254,018	
	50.00	1,486,996	1,277,940	1,068,884	859,827	650,771	441,715	232,658	
	60.00	1,465,636	1,256,580	1,047,524	838,467	629,411	420,354	211,298	
	70.00	1,444,276	1,235,220	1,026,163	817,107	608,051	398,994	189,938	
	80.00	1,422,916	1,213,860	1,004,803	795,747	586,690	377,634	168,578	
	90.00	1,401,556	1,192,499	983,443	774,387	565,330	356,274	147,218	
	100.00	1,380,196	1,171,139	962,083	753,027	543,970	334,914	125,857	
	110.00	1,358,835	1,149,779	940,723	731,666	522,610	313,554	104,497	
	120.00	1,337,475	1,128,419	919,363	710,306	501,250	292,194	83,137	
	130.00	1,316,115	1,107,059	898,002	688,946	479,890	270,833	61,777	
	140.00	1,294,755	1,085,699	876,642	667,586	458,530	249,473	40,417	
150.00	1,273,395	1,064,339	855,282	646,226	437,169	228,113	19,057		
160.00	1,252,035	1,042,978	833,922	624,866	415,809	206,753	(2,303)		
170.00	1,230,675	1,021,618	812,562	603,506	394,449	185,393	(23,664)		
180.00	1,209,314	1,000,258	791,202	582,145	373,089	164,033	(45,024)		
190.00	1,187,954	978,898	769,842	560,785	351,729	142,673	(66,384)		
200.00	1,166,594	957,538	748,481	539,425	330,369	121,312	(87,744)		
210.00	1,145,234	936,178	727,121	518,065	309,009	99,952	(109,195)		
220.00	1,123,874	914,817	705,761	496,705	287,648	78,592	(133,889)		
230.00	1,102,514	893,457	684,401	475,345	266,288	57,232	(158,583)		
240.00	1,081,154	872,097	663,041	453,984	244,928	35,872	(183,276)		
250.00	1,059,793	850,737	641,681	432,624	223,568	14,512	(207,970)		

Scheme Typology:

Express Store

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 6		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
	0.00		570,998	873,341	1,175,684	1,478,028	1,780,371	2,082,714	2,385,057
	10.00		549,638	851,981	1,154,324	1,456,667	1,759,011	2,061,354	2,363,697
CIL £psm	20.00		528,278	830,621	1,132,964	1,435,307	1,737,650	2,039,993	2,342,337
550.41	30.00		506,918	809,261	1,111,604	1,413,947	1,716,290	2,018,633	2,320,976
(recommended CIL)	40.00		485,558	787,901	1,090,244	1,392,587	1,694,930	1,997,273	2,299,616
150.00	50.00		464,197	766,541	1,068,884	1,371,227	1,673,570	1,975,913	2,278,256
	60.00		442,837	745,180	1,047,524	1,349,867	1,652,210	1,954,553	2,256,896
	70.00		421,477	723,820	1,026,163	1,328,506	1,630,850	1,933,193	2,235,536
	80.00		400,117	702,460	1,004,803	1,307,146	1,609,489	1,911,833	2,214,176
	90.00		378,757	681,100	983,443	1,285,786	1,588,129	1,890,472	2,192,816
	100.00		357,397	659,740	962,083	1,264,426	1,566,769	1,869,112	2,171,455
	110.00		336,036	638,380	940,723	1,243,066	1,545,409	1,847,752	2,150,095
	120.00		314,676	617,019	919,363	1,221,706	1,524,049	1,826,392	2,128,735
	130.00		293,316	595,659	898,002	1,200,346	1,502,689	1,805,032	2,107,375
	140.00		271,956	574,299	876,642	1,178,985	1,481,329	1,783,672	2,086,015
	150.00		250,596	552,939	855,282	1,157,625	1,459,968	1,762,312	2,064,655
	160.00		229,236	531,579	833,922	1,136,265	1,438,608	1,740,951	2,043,295
	170.00		207,876	510,219	812,562	1,114,905	1,417,248	1,719,591	2,021,934
	180.00		186,515	488,859	791,202	1,093,545	1,395,888	1,698,231	2,000,574
	190.00		165,155	467,498	769,842	1,072,185	1,374,528	1,676,871	1,979,214
	200.00		143,795	446,138	748,481	1,050,825	1,353,168	1,655,511	1,957,854
	210.00		122,435	424,778	727,121	1,029,464	1,331,808	1,634,151	1,936,494
	220.00		101,075	403,418	705,761	1,008,104	1,310,447	1,612,791	1,915,134
	230.00		79,715	382,058	684,401	986,744	1,289,087	1,591,430	1,893,774
	240.00		58,355	360,698	663,041	965,384	1,267,727	1,570,070	1,872,413
	250.00		36,994	339,338	641,681	944,024	1,246,367	1,548,710	1,851,053

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

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S:\Client Projects\1812 South Worcestershire Plan Viability and CIL Review_SWC\Appraisals\2510 Appraisals - Commercial & Retail (for CIL)\251201 SWC_Retail Appraisals_CIL_v3_A_1NE Discounted - Gfdr
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Scheme Typology:

Discounted Supermarket

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

GROSS DEVELOPMENT VALUE						
Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
BTR 1 Bed units	unit	-	22%	-	5.00%	-
BTR 2 Bed units	unit	-	22%	-	5.00%	-
BTR 1 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
BTR 2 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
Discounted Supermarket	£ psf	437,000	0%	437,000	6.00%	7,283,333
[blank spare]	£ psf	-	0%	-	6.00%	-
[blank spare]	£ psf	-	0%	-	6.00%	-
[blank spare]						
				437,000		7,283,333
Commercial GDV -			less RF/Void		Purchasers Costs %	PC £
BTR 1 Bed units			-	0	6.80%	-
BTR 2 Bed units			-	0	6.80%	-
BTR 1 Bed units - Disc Mrkt Rent			-	0	6.80%	-
BTR 2 Bed units - Disc Mrkt Rent			-	0	6.80%	-
Discounted Supermarket			(109,250)	7,174,083	6.80%	(456,777)
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
Sub-total GDV Commercial						6,717,306
Grant Funding			0	AH units @	0 per unit	-
Total GDV						6,717,306

DEVELOPMENT COSTS						
Initial Payments -						
Statutory Planning Fees (Planning Porta 01-Apr-25				(capped at £411,885)	588 £	(588)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	2940.0	(50,000)
CIL (ext. Aff. Housing - discounted market rent) (Max CIL)				1,765 sqm (gross)	572.25 £ psm	(1,010,119)
CIL analysis:				15.04% % of GDV	1,010,119 £ per unit (total units)	
Site Specific S106 Contributions	1 units @				0	-
S106 analysis				0.00% % of GDV	0.00 £ psm (GIA)	
Construction Costs -						
Site Clearance and Demolition		0.59 ha @			£ per ha (if brownfield)	-
Site Infrastructure costs		0				-
Infra. Costs analysis:				0.00% % of GDV	0.00 £ psm (GIA)	
BTR 1 Bed units		- sqm @			0 psm	-
BTR 2 Bed units		- sqm @			0 psm	-
BTR 1 Bed units - Disc Mrkt Rent		- sqm @			0 psm	-
BTR 2 Bed units - Disc Mrkt Rent		- sqm @			0 psm	-
Discounted Supermarket		1,765 sqm @			1,694 psm	(2,990,177)
[blank spare]		- sqm @			0 psm	-
[blank spare]		- sqm @			0 psm	-
[blank spare]		1,765 - sqm @			0 psm	-
External works		2,990,177 @			15.0%	(448,527)
Ext. Works analysis:					448,527 £ per unit (total units)	
Policy Costs on design -						
Net Biodiversity Costs		0.59 ha @			14,334 £ per ha	(8,434)
Low Carbon/Energy Reduction		1,765 sqm			0 £ per unit	-
BREEAM		If =>500 sqm	3,438,704 @		1.8%	(61,897)
Sub-total						(70,331)
Policy Costs analysis: (design costs only)					70,331 £ per unit (total units)	
Contingency (on construction)		3,509,035 @			3.0%	(105,271)

Scheme Typology:**Discounted Supermarket**

No Units:

1**Site Typology:**Location: **Strategic Urban Extensions** Greenfield/Brownfield:**Greenfield****Notes:**

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

Professional Fees	3,509,035 @	10.0%	(350,903)
Disposal Costs -			
Letting Agents Costs	437,000 ERV @	10.00%	(43,700)
Letting Legal Costs	437,000 ERV @	5.00%	(21,850)
Investment Sale Agents Costs	6,717,306 GDV @	1.00%	(67,173)
Investment Sale Legal Costs	6,717,306 GDV @	0.50%	(33,587)
Marketing and Promotion	6,717,306 GDV @	0.50%	(33,587)
Interest (on Development Costs) -	7.00% APR	0.565% pcm	(333,563)
Developers Profit -			
Profit on Cost (commercial scheme)	5,559,375	15.00%	(833,906)
TOTAL COSTS			(6,393,281)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			324,025
SDLT	324,025 @	HMRC formula	(5,701)
Acquisition Agent fees	324,025 @	1.00%	(3,240)
Acquisition Legal fees	324,025 @	0.50%	(1,620)
Interest on Land	324,025 @	7.00%	(22,682)
Residual Land Value			290,782
RLV analysis:	290,782 £ per plot	494,202 £ per ha (net)	200,001 £ per acre (net)
		444,782 £ per ha (gross)	180,001 £ per acre (gross)
			4.33% % RLV / GDV

BENCHMARK LAND VALUE (BLV)			
Plot Ratio / Density	30% (GIA-Site Area / Dph, as appropriate)		
Site Area	0.59 ha (net)	1.45 acres (net)	
Net to Gross ratio	90%		
Site Area (gross)	0.65 ha (gross)	1.62 acres (gross)	
Benchmark Land Value (net)	290,780 £ per plot	494,200 £ per ha (net)	200,000 £ per acre (net)
BLV analysis:	Density	3,000 sqm/ha (net)	13,068 sqft/ac (net)
		2 dph (gross)	
		444,780 £ per ha (gross)	180,000 £ per acre (gross)

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

Scheme Typology:

Discounted Supermarket

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

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

Balance (RLV - BLV £ per acre (n))

Site Specific S106

100%

(where 110% is a 10% increase etc.)

1

100%

110%

120%

130%

140%

150%

160%

0.00	746,096	746,096	746,096	746,096	746,096	746,096	746,096	746,096
10.00	733,058	733,058	733,058	733,058	733,058	733,058	733,058	733,058
20.00	720,020	720,020	720,020	720,020	720,020	720,020	720,020	720,020
30.00	706,982	706,982	706,982	706,982	706,982	706,982	706,982	706,982
40.00	693,944	693,944	693,944	693,944	693,944	693,944	693,944	693,944
50.00	680,907	680,907	680,907	680,907	680,907	680,907	680,907	680,907
60.00	667,869	667,869	667,869	667,869	667,869	667,869	667,869	667,869
70.00	654,831	654,831	654,831	654,831	654,831	654,831	654,831	654,831
80.00	641,793	641,793	641,793	641,793	641,793	641,793	641,793	641,793
90.00	628,755	628,755	628,755	628,755	628,755	628,755	628,755	628,755
100.00	615,717	615,717	615,717	615,717	615,717	615,717	615,717	615,717
110.00	602,680	602,680	602,680	602,680	602,680	602,680	602,680	602,680
120.00	589,642	589,642	589,642	589,642	589,642	589,642	589,642	589,642
130.00	576,604	576,604	576,604	576,604	576,604	576,604	576,604	576,604
140.00	563,566	563,566	563,566	563,566	563,566	563,566	563,566	563,566
150.00	550,528	550,528	550,528	550,528	550,528	550,528	550,528	550,528
160.00	537,491	537,491	537,491	537,491	537,491	537,491	537,491	537,491
170.00	524,453	524,453	524,453	524,453	524,453	524,453	524,453	524,453
180.00	511,415	511,415	511,415	511,415	511,415	511,415	511,415	511,415
190.00	498,377	498,377	498,377	498,377	498,377	498,377	498,377	498,377
200.00	485,339	485,339	485,339	485,339	485,339	485,339	485,339	485,339
210.00	472,301	472,301	472,301	472,301	472,301	472,301	472,301	472,301
220.00	459,264	459,264	459,264	459,264	459,264	459,264	459,264	459,264
230.00	446,226	446,226	446,226	446,226	446,226	446,226	446,226	446,226
240.00	433,188	433,188	433,188	433,188	433,188	433,188	433,188	433,188
250.00	420,150	420,150	420,150	420,150	420,150	420,150	420,150	420,150

Scheme Typology:

Discounted Supermarket

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 2		Profit							
Balance (RLV - BLV £ per acre (n))		1	15%						
			15%	16%	17%	18%	19%	20%	21%
	0.00		746,096	719,508	692,920	666,332	639,745	613,157	586,569
	10.00		733,058	706,357	679,656	652,954	626,253	599,552	572,851
CIL £psm	20.00		720,020	693,205	666,391	639,576	612,762	585,947	559,133
572.25	30.00		706,982	680,054	653,126	626,199	599,271	572,343	545,415
(recommended CIL)	40.00		693,944	666,903	639,862	612,821	585,779	558,738	531,697
150.00	50.00		680,907	653,752	626,597	599,443	572,288	545,133	517,979
	60.00		667,869	640,601	613,333	586,065	558,797	531,529	504,261
	70.00		654,831	627,450	600,068	572,687	545,305	517,924	490,543
	80.00		641,793	614,298	586,804	559,309	531,814	504,319	476,825
	90.00		628,755	601,147	573,539	545,931	518,323	490,715	463,107
	100.00		615,717	587,996	560,274	532,553	504,831	477,110	449,388
	110.00		602,680	574,845	547,010	519,175	491,340	463,505	435,670
	120.00		589,642	561,694	533,745	505,797	477,849	449,901	421,952
	130.00		576,604	548,542	520,481	492,419	464,358	436,296	408,234
	140.00		563,566	535,391	507,216	479,041	450,866	422,691	394,516
	150.00		550,528	522,240	493,952	465,663	437,375	409,087	380,798
	160.00		537,491	509,089	480,687	452,285	423,884	395,482	367,080
	170.00		524,453	495,938	467,422	438,907	410,392	381,877	353,362
	180.00		511,415	482,786	454,158	425,529	396,901	368,273	339,644
	190.00		498,377	469,635	440,893	412,152	383,410	354,668	325,926
	200.00		485,339	456,484	427,629	398,774	369,918	341,063	312,208
	210.00		472,301	443,333	414,364	385,396	356,427	327,458	298,490
	220.00		459,264	430,182	401,100	372,018	342,936	313,854	284,772
	230.00		446,226	417,030	387,835	358,640	329,444	300,249	271,054
	240.00		433,188	403,879	374,571	345,262	315,953	286,644	257,336
	250.00		420,150	390,728	361,306	331,884	302,462	273,040	243,618

TABLE 3		BLV (£ per acre (n))							
Balance (RLV - BLV £ per acre (n))		1	200,000						
			50,000	150,000	250,000	350,000	450,000	550,000	650,000
	0.00		896,096	796,096	696,096	596,096	496,096	396,096	296,096
	10.00		883,058	783,058	683,058	583,058	483,058	383,058	283,058
CIL £psm	20.00		870,020	770,020	670,020	570,020	470,020	370,020	270,020
572.25	30.00		856,982	756,982	656,982	556,982	456,982	356,982	256,982
(recommended CIL)	40.00		843,944	743,944	643,944	543,944	443,944	343,944	243,944
150.00	50.00		830,907	730,907	630,907	530,907	430,907	330,907	230,907
	60.00		817,869	717,869	617,869	517,869	417,869	317,869	217,869
	70.00		804,831	704,831	604,831	504,831	404,831	304,831	204,831
	80.00		791,793	691,793	591,793	491,793	391,793	291,793	191,793
	90.00		778,755	678,755	578,755	478,755	378,755	278,755	178,755
	100.00		765,717	665,717	565,717	465,717	365,717	265,717	165,717
	110.00		752,680	652,680	552,680	452,680	352,680	252,680	152,680
	120.00		739,642	639,642	539,642	439,642	339,642	239,642	139,642
	130.00		726,604	626,604	526,604	426,604	326,604	226,604	126,604
	140.00		713,566	613,566	513,566	413,566	313,566	213,566	113,566
	150.00		700,528	600,528	500,528	400,528	300,528	200,528	100,528
	160.00		687,491	587,491	487,491	387,491	287,491	187,491	87,491
	170.00		674,453	574,453	474,453	374,453	274,453	174,453	74,453
	180.00		661,415	561,415	461,415	361,415	261,415	161,415	61,415
	190.00		648,377	548,377	448,377	348,377	248,377	148,377	48,377
	200.00		635,339	535,339	435,339	335,339	235,339	135,339	35,339
	210.00		622,301	522,301	422,301	322,301	222,301	122,301	22,301
	220.00		609,264	509,264	409,264	309,264	209,264	109,264	9,264
	230.00		596,226	496,226	396,226	296,226	196,226	96,226	(3,774)
	240.00		583,188	483,188	383,188	283,188	183,188	83,188	(16,812)
	250.00		570,150	470,150	370,150	270,150	170,150	70,150	(29,850)

Scheme Typology:

Discounted Supermarket

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 4		Density (dph) (net)				0			
Balance (RLV - BLV £ per acre (n))		1	50	70	90	110	130	150	170
CIL £psm 572.25 (recommended CIL) 150.00	0.00	158,629,224	222,163,682	285,698,140	349,232,598	412,767,056	476,301,514	539,835,972	
	10.00	156,456,254	219,121,524	281,786,794	344,452,064	407,117,334	469,782,604	532,447,874	
	20.00	154,283,284	216,079,366	277,875,448	339,671,530	401,467,612	463,263,694	525,059,776	
	30.00	152,110,314	213,037,208	273,964,102	334,890,996	395,817,890	456,744,784	517,671,678	
	40.00	149,937,344	209,995,050	270,052,756	330,110,461	390,168,167	450,225,873	510,283,579	
	50.00	147,764,374	206,952,891	266,141,409	325,329,927	384,518,445	443,706,963	502,895,481	
	60.00	145,591,403	203,910,733	262,230,063	320,549,393	378,868,723	437,188,053	495,507,383	
	70.00	143,418,433	200,868,575	258,318,717	315,768,859	373,219,001	430,669,143	488,119,284	
	80.00	141,245,463	197,826,417	254,407,371	310,988,325	367,569,279	424,150,232	480,731,186	
	90.00	139,072,493	194,784,259	250,496,025	306,207,791	361,919,556	417,631,322	473,343,088	
	100.00	136,899,523	191,742,101	246,584,679	301,427,256	356,269,834	411,112,412	465,954,990	
	110.00	134,726,553	188,699,943	242,673,333	296,646,722	350,620,112	404,593,502	458,566,891	
	120.00	132,553,583	185,657,785	238,761,986	291,866,188	344,970,390	398,074,591	451,178,793	
	130.00	130,380,613	182,615,627	234,850,640	287,085,654	339,320,668	391,555,681	443,790,695	
	140.00	128,207,643	179,573,468	230,939,294	282,305,120	333,670,945	385,036,771	436,402,597	
	150.00	126,034,673	176,531,310	227,027,948	277,524,586	328,021,223	378,517,861	429,014,498	
160.00	123,861,703	173,489,152	223,116,602	272,744,051	322,371,501	371,998,950	421,626,400		
170.00	121,688,733	170,446,994	219,205,256	267,963,517	316,721,779	365,480,040	414,238,302		
180.00	119,515,763	167,404,836	215,293,909	263,182,983	311,072,056	358,961,130	406,850,203		
190.00	117,342,792	164,362,678	211,382,563	258,402,449	305,422,334	352,442,220	399,462,105		
200.00	115,169,822	161,320,520	207,471,217	253,621,915	299,772,612	345,923,309	392,074,007		
210.00	112,996,852	158,278,362	203,559,871	248,841,380	294,122,890	339,404,399	384,685,909		
220.00	110,823,882	155,236,204	199,648,525	244,060,846	288,473,168	332,885,489	377,297,810		
230.00	108,650,912	152,194,045	195,737,179	239,280,312	282,823,445	326,366,579	369,909,712		
240.00	106,477,942	149,151,887	191,825,833	234,499,778	277,173,723	319,847,669	362,521,614		
250.00	104,304,972	146,109,729	187,914,486	229,719,244	271,524,001	313,328,758	355,133,516		

TABLE 5		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 572.25 (recommended CIL) 150.00	0.00	1,033,370	889,733	746,096	602,459	458,822	315,184	171,547	
	10.00	1,020,332	876,695	733,058	589,421	445,784	302,147	158,510	
	20.00	1,007,294	863,657	720,020	576,383	432,746	289,109	145,472	
	30.00	994,256	850,619	706,982	563,345	419,708	276,071	132,434	
	40.00	981,218	837,581	693,944	550,307	406,670	263,033	119,396	
	50.00	968,181	824,544	680,907	537,269	393,632	249,995	106,358	
	60.00	955,143	811,506	667,869	524,232	380,595	236,958	93,320	
	70.00	942,105	798,468	654,831	511,194	367,557	223,920	80,283	
	80.00	929,067	785,430	641,793	498,156	354,519	210,882	67,245	
	90.00	916,029	772,392	628,755	485,118	341,481	197,844	54,207	
	100.00	902,992	759,354	615,717	472,080	328,443	184,806	41,169	
	110.00	889,954	746,317	602,680	459,043	315,405	171,768	28,131	
	120.00	876,916	733,279	589,642	446,005	302,368	158,731	15,094	
	130.00	863,878	720,241	576,604	432,967	289,330	145,693	2,056	
	140.00	850,840	707,203	563,566	419,929	276,292	132,655	(10,982)	
	150.00	837,802	694,165	550,528	406,891	263,254	119,617	(24,020)	
	160.00	824,765	681,128	537,491	393,853	250,216	106,579	(37,058)	
170.00	811,727	668,090	524,453	380,816	237,179	93,541	(50,096)		
180.00	798,689	655,052	511,415	367,778	224,141	80,504	(63,133)		
190.00	785,651	642,014	498,377	354,740	211,103	67,466	(76,171)		
200.00	772,613	628,976	485,339	341,702	198,065	54,428	(89,209)		
210.00	759,576	615,938	472,301	328,664	185,027	41,390	(102,247)		
220.00	746,538	602,901	459,264	315,627	171,989	28,352	(115,285)		
230.00	733,500	589,863	446,226	302,589	158,952	15,315	(128,322)		
240.00	720,462	576,825	433,188	289,551	145,914	2,277	(141,360)		
250.00	707,424	563,787	420,150	276,513	132,876	(10,761)	(154,398)		

Scheme Typology:

Discounted Supermarket

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 6		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 572.25 (recommended CIL) 150.00	0.00		355,727	550,911	746,096	941,280	1,136,464	1,331,648	1,526,833
	10.00		342,689	537,874	733,058	928,242	1,123,426	1,318,610	1,513,795
	20.00		329,652	524,836	720,020	915,204	1,110,388	1,305,573	1,500,757
	30.00		316,614	511,798	706,982	902,166	1,097,351	1,292,535	1,487,719
	40.00		303,576	498,760	693,944	889,129	1,084,313	1,279,497	1,474,681
	50.00		290,538	485,722	680,907	876,091	1,071,275	1,266,459	1,461,643
	60.00		277,500	472,684	667,869	863,053	1,058,237	1,253,421	1,448,606
	70.00		264,462	459,647	654,831	850,015	1,045,199	1,240,384	1,435,568
	80.00		251,425	446,609	641,793	836,977	1,032,162	1,227,346	1,422,530
	90.00		238,387	433,571	628,755	823,939	1,019,124	1,214,308	1,409,492
	100.00		225,349	420,533	615,717	810,902	1,006,086	1,201,270	1,396,454
	110.00		212,311	407,495	602,680	797,864	993,048	1,188,232	1,383,416
	120.00		199,273	394,458	589,642	784,826	980,010	1,175,194	1,370,379
	130.00		186,236	381,420	576,604	771,788	966,972	1,162,157	1,357,341
	140.00		173,198	368,382	563,566	758,750	953,935	1,149,119	1,344,303
	150.00		160,160	355,344	550,528	745,713	940,897	1,136,081	1,331,265
	160.00		147,122	342,306	537,491	732,675	927,859	1,123,043	1,318,227
	170.00		134,084	329,268	524,453	719,637	914,821	1,110,005	1,305,190
	180.00		121,046	316,231	511,415	706,599	901,783	1,096,968	1,292,152
	190.00		108,009	303,193	498,377	693,561	888,745	1,083,930	1,279,114
	200.00		94,971	290,155	485,339	680,523	875,708	1,070,892	1,266,076
	210.00		81,933	277,117	472,301	667,486	862,670	1,057,854	1,253,038
	220.00		68,895	264,079	459,264	654,448	849,632	1,044,816	1,240,000
	230.00		55,857	251,042	446,226	641,410	836,594	1,031,778	1,226,963
	240.00		42,820	238,004	433,188	628,372	823,556	1,018,741	1,213,925
	250.00		29,782	224,966	420,150	615,334	810,519	1,005,703	1,200,887

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

ASSUMPTIONS - COMMERCIAL USES						
Units -	# Com. Units	AH %	% mix	# Units	# Mkt Resi Units	# AH Units
BTR 1 Bed units			60%	0.6	0	
BTR 2 Bed units			40%	0.4	0	
BTR 1 Bed units - Disc Mrkt Rent		0%	60%	0		0
BTR 2 Bed units - Disc Mrkt Rent			40%	0		0
Large Supermarket	1		0			
[blank spare]	0					
[blank spare]	0					
[blank spare]						
	1			1	0	0
Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	NIA (sqm)	NIA (sqft)	%		GIA (sqm)	GIA (sqft)
BTR 1 Bed units	0	0	85.0%		0	0
BTR 2 Bed units	0	0	85.0%		0	0
BTR 1 Bed units - Disc Mrkt Rent	0	0	85.0%		0	0
BTR 2 Bed units - Disc Mrkt Rent	0	0	85.0%		0	0
Large Supermarket	3,716	40,000	100.0%		3,716	40,000
[blank spare]	0	0	100.0%		0	0
[blank spare]	0	0	100.0%		0	0
[blank spare]						
Total Floor areas -	NIA (sqm)	NIA (sqft)			GIA (sqm)	GIA (sqft)
BTR 1 Bed units	0	0			0	0
BTR 2 Bed units	0	0			0	0
BTR 1 Bed units - Disc Mrkt Rent	0	0			0	0
BTR 2 Bed units - Disc Mrkt Rent	0	0			0	0
Large Supermarket	3,716	40,000			3,716	40,000
[blank spare]	0	0			0	0
[blank spare]	0	0			0	0
[blank spare]						
	3,716	40,000			3,716	40,000
Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
BTR 1 Bed units	-	-	-	22%	0	5.00%
BTR 2 Bed units	-	-	-	22%	0	5.00%
BTR 1 Bed units - Disc Mrkt Rent	-	-	-	22%	0	5.00%
BTR 2 Bed units - Disc Mrkt Rent	-	-	-	22%	0	5.00%
Large Supermarket	920,000	23.00	0%	0%	3	6.00%
[blank spare]	-	0.00	0%	0%	0	6.00%
[blank spare]	-	0.00	0%	0%	0	6.00%
[blank spare]						
			</			

Scheme Typology:

Large Supermarket

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £		
BTR 1 Bed units	unit	-	22%	-	5.00%	-		
BTR 2 Bed units	unit	-	22%	-	5.00%	-		
BTR 1 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-		
BTR 2 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-		
Large Supermarket	£ psf	920,000	0%	920,000	6.00%	15,333,333		
[blank spare]	£ psf	-	0%	-	6.00%	-		
[blank spare]	£ psf	-	0%	-	6.00%	-		
				920,000		15,333,333		
Commercial GDV -				less RF/Void		Purchasers Costs %	PC £	£
BTR 1 Bed units			-	-	0	6.80%	-	-
BTR 2 Bed units			-	-	0	6.80%	-	-
BTR 1 Bed units - Disc Mrkt Rent			-	-	0	6.80%	-	-
BTR 2 Bed units - Disc Mrkt Rent			-	-	0	6.80%	-	-
Large Supermarket			(230,000)	15,103,333	6.80%	(961,635)	14,141,698	
[blank spare]			-	0	6.80%	-	-	-
[blank spare]			-	0	6.80%	-	-	-
[blank spare]			-	0	6.80%	-	-	-
Sub-total GDV Commercial							14,141,698	
Grant Funding			0	AH units @	0	per unit		-
Total GDV							14,141,698	

DEVELOPMENT COSTS

Initial Payments -								
Statutory Planning Fees (Planning Porta 01-Apr-25)				(capped at £411,885)	588 £		(588)	
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	2940.0		(50,000)	
CIL (ext. Aff. Housing - discounted market rent) (Max CIL)			3,716 sqm (gross)		536.98 £ psm		(1,995,491)	
CIL analysis:			14.11% % of GDV		1,995,491 £ per unit (total units)			
Site Specific S106 Contributions	1 units @				0		-	
S106 analysis			0.00% % of GDV		0.00 £ psm (GIA)			
Construction Costs -								
Site Clearance and Demolition	1.24 ha @				£ per ha (if brownfield)		-	
Site Infrastructure costs		0					-	
Infra. Costs analysis:			0.00% % of GDV		0.00 £ psm (GIA)			
BTR 1 Bed units	- sqm @				0 psm		-	
BTR 2 Bed units	- sqm @				0 psm		-	
BTR 1 Bed units - Disc Mrkt Rent	- sqm @				0 psm		-	
BTR 2 Bed units - Disc Mrkt Rent	- sqm @				0 psm		-	
Large Supermarket	3,716 sqm @				1,694 psm		(6,295,110)	
[blank spare]	- sqm @				0 psm		-	
[blank spare]	- sqm @				0 psm		-	
[blank spare]	3,716 - sqm @				0 psm		-	
External works		6,295,110 @			15.0%		(944,267)	
Ext. Works analysis:					944,267 £ per unit (total units)			
Policy Costs on design -								
Net Biodiversity Costs		1.24 ha @			14,334 £ per ha		(17,756)	
Low Carbon/Energy Reduction	3,716 sqm				0 £ per unit		-	
BREEAM	If =>500 sqm	7,239,377 @			1.8%		(130,309)	
Sub-total							(148,064)	
Policy Costs analysis: (design costs only)					148,064 £ per unit (total units)			
Contingency (on construction)		7,387,441 @			3.0%		(221,623)	

Scheme Typology:

Large Supermarket

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

Professional Fees	7,387,441 @	10.0%	(738,744)
Disposal Costs -			
Letting Agents Costs	920,000 ERV @	10.00%	(92,000)
Letting Legal Costs	920,000 ERV @	5.00%	(46,000)
Investment Sale Agents Costs	14,141,698 GDV @	1.00%	(141,417)
Investment Sale Legal Costs	14,141,698 GDV @	0.50%	(70,708)
Marketing and Promotion	14,141,698 GDV @	0.50%	(70,708)
Interest (on Development Costs) -	7.00% APR	0.565% pcm	(877,560)
Developers Profit -			
Profit on Cost (commercial scheme)	11,692,281	15.00%	(1,753,842)
TOTAL COSTS			(13,446,123)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			695,575
SDLT	695,575 @	HMRC formula	(24,279)
Acquisition Agent fees	695,575 @	1.00%	(6,956)
Acquisition Legal fees	695,575 @	0.50%	(3,478)
Interest on Land	695,575 @	7.00%	(48,690)
Residual Land Value			612,172
RLV analysis:	612,172 £ per plot	494,202 £ per ha (net)	200,001 £ per acre (net)
		444,782 £ per ha (gross)	180,001 £ per acre (gross)
			4.33% % RLV / GDV

BENCHMARK LAND VALUE (BLV)			
Plot Ratio / Density	30%	(GIA-Site Area / Dph, as appropriate)	
Site Area	1.24 ha (net)	3.06 acres (net)	
Net to Gross ratio	90%		
Site Area (gross)	1.38 ha (gross)	3.40 acres (gross)	
Benchmark Land Value (net)	612,169 £ per plot	494,200 £ per ha (net)	200,000 £ per acre (net)
BLV analysis:	Density	3,000 sqm/ha (net)	13,068 sqft/ac (net)
		1 dph (gross)	
		444,780 £ per ha (gross)	180,000 £ per acre (gross)

BALANCE			
Surplus/(Deficit)	2 £ per ha (net)	1 £ per acre (net)	3

Scheme Typology:

Large Supermarket

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

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

Balance (RLV - BLV £ per acre (n))

Site Specific S106

100%

(where 110% is a 10% increase etc.)

1

100%

110%

120%

130%

140%

150%

160%

0.00

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Scheme Typology:

Large Supermarket

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 2		Profit							
Balance (RLV - BLV £ per acre (n))		1	15%						
			15%	16%	17%	18%	19%	20%	21%
	0.00		712,289	685,440	658,591	631,743	604,894	578,045	551,196
	10.00		699,024	672,060	645,096	618,132	591,168	564,204	537,240
CIL £psm	20.00		685,760	658,680	631,601	604,521	577,442	550,362	523,283
536.98	30.00		672,495	645,300	618,105	590,911	563,716	536,521	509,326
(recommended CIL)	40.00		659,230	631,920	604,610	577,300	549,990	522,680	495,369
150.00	50.00		645,966	618,540	591,115	563,689	536,264	508,838	481,413
	60.00		632,701	605,160	577,619	550,079	522,538	494,997	467,456
	70.00		619,436	591,780	564,124	536,468	508,812	481,155	453,495
	80.00		606,172	578,400	550,629	522,857	495,086	467,314	439,543
	90.00		592,907	565,020	537,133	509,246	481,360	453,473	425,586
	100.00		579,642	551,640	523,638	495,636	467,634	439,631	411,629
	110.00		566,378	538,260	510,143	482,025	453,908	425,790	397,672
	120.00		553,113	524,880	496,647	468,414	440,182	411,949	383,716
	130.00		539,848	511,500	483,152	454,804	426,455	398,107	369,759
	140.00		526,584	498,120	469,657	441,193	412,729	384,266	355,802
	150.00		513,319	484,740	456,161	427,582	399,003	370,424	341,846
	160.00		500,055	471,360	442,666	413,972	385,277	356,583	327,889
	170.00		486,790	457,980	429,171	400,361	371,551	342,742	313,932
	180.00		473,525	444,600	415,675	386,750	357,825	328,900	299,975
	190.00		460,261	431,220	402,180	373,140	344,099	315,059	286,019
	200.00		446,996	417,840	388,685	359,529	330,373	301,218	272,062
	210.00		433,731	404,460	375,189	345,918	316,647	287,376	258,105
	220.00		420,467	391,080	361,694	332,308	302,921	273,535	244,148
	230.00		407,202	377,700	348,199	318,697	289,195	259,693	230,192
	240.00		393,937	364,320	334,703	305,086	275,469	245,852	216,235
	250.00		380,673	350,940	321,208	291,475	261,743	232,011	202,278

TABLE 3		BLV (£ per acre (n))							
Balance (RLV - BLV £ per acre (n))		1	200,000						
			50,000	150,000	250,000	350,000	450,000	550,000	650,000
	0.00		862,289	762,289	662,289	562,289	462,289	362,289	262,289
	10.00		849,024	749,024	649,024	549,024	449,024	349,024	249,024
CIL £psm	20.00		835,760	735,760	635,760	535,760	435,760	335,760	235,760
536.98	30.00		822,495	722,495	622,495	522,495	422,495	322,495	222,495
(recommended CIL)	40.00		809,230	709,230	609,230	509,230	409,230	309,230	209,230
150.00	50.00		795,966	695,966	595,966	495,966	395,966	295,966	195,966
	60.00		782,701	682,701	582,701	482,701	382,701	282,701	182,701
	70.00		769,436	669,436	569,436	469,436	369,436	269,436	169,436
	80.00		756,172	656,172	556,172	456,172	356,172	256,172	156,172
	90.00		742,907	642,907	542,907	442,907	342,907	242,907	142,907
	100.00		729,642	629,642	529,642	429,642	329,642	229,642	129,642
	110.00		716,378	616,378	516,378	416,378	316,378	216,378	116,378
	120.00		703,113	603,113	503,113	403,113	303,113	203,113	103,113
	130.00		689,848	589,848	489,848	389,848	289,848	189,848	89,848
	140.00		676,584	576,584	476,584	376,584	276,584	176,584	76,584
	150.00		663,319	563,319	463,319	363,319	263,319	163,319	63,319
	160.00		650,055	550,055	450,055	350,055	250,055	150,055	50,055
	170.00		636,790	536,790	436,790	336,790	236,790	136,790	36,790
	180.00		623,525	523,525	423,525	323,525	223,525	123,525	23,525
	190.00		610,261	510,261	410,261	310,261	210,261	110,261	10,261
	200.00		596,996	496,996	396,996	296,996	196,996	96,996	(3,004)
	210.00		583,731	483,731	383,731	283,731	183,731	83,731	(16,269)
	220.00		570,467	470,467	370,467	270,467	170,467	70,467	(29,533)
	230.00		557,202	457,202	357,202	257,202	157,202	57,202	(42,798)
	240.00		543,937	443,937	343,937	243,937	143,937	43,937	(56,063)
	250.00		530,673	430,673	330,673	230,673	130,673	30,673	(69,327)

Scheme Typology:

Large Supermarket

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 4		Density (dph) (net)				0			
Balance (RLV - BLV £ per acre (n))		1	50	70	90	110	130	150	170
CIL Epsm 536.98 (recommended CIL) 150.00	0.00	153,014,727	214,303,435	275,592,142	336,880,850	398,169,557	459,458,264	520,746,972	
	10.00	150,803,952	211,208,349	271,612,746	332,017,144	392,421,541	452,825,938	513,230,336	
	20.00	148,593,176	208,113,263	267,633,351	327,153,438	386,673,525	446,193,612	505,713,699	
	30.00	146,382,401	205,018,178	263,653,955	322,289,732	380,925,509	439,561,286	498,197,063	
	40.00	144,171,626	201,923,092	259,674,559	317,426,026	375,177,493	432,928,960	490,680,427	
	50.00	141,960,850	198,828,007	255,695,164	312,562,320	369,429,477	426,296,634	483,163,791	
	60.00	139,750,075	195,732,921	251,715,768	307,698,614	363,681,461	419,664,308	475,647,154	
	70.00	137,539,299	192,637,836	247,736,372	302,834,909	357,933,445	413,031,981	468,130,518	
	80.00	135,328,524	189,542,750	243,756,977	297,971,203	352,185,429	406,399,655	460,613,882	
	90.00	133,117,749	186,447,665	239,777,581	293,107,497	346,437,413	399,767,329	453,097,245	
	100.00	130,906,973	183,352,579	235,798,185	288,243,791	340,689,397	393,135,003	445,580,609	
	110.00	128,696,198	180,257,494	231,818,789	283,380,085	334,941,381	386,502,677	438,063,973	
	120.00	126,485,422	177,162,408	227,839,394	278,516,379	329,193,365	379,870,351	430,547,336	
	130.00	124,274,647	174,067,323	223,859,998	273,652,674	323,445,349	373,238,025	423,030,700	
	140.00	122,063,872	170,972,237	219,880,602	268,788,968	317,697,333	366,605,698	415,514,064	
	150.00	119,853,096	167,877,152	215,901,207	263,925,262	311,949,317	359,973,372	407,997,428	
160.00	117,642,321	164,782,066	211,921,811	259,061,556	306,201,301	353,341,046	400,480,791		
170.00	115,431,546	161,686,980	207,942,415	254,197,850	300,453,285	346,708,720	392,964,155		
180.00	113,220,770	158,591,895	203,963,020	249,334,144	294,705,269	340,076,394	385,447,519		
190.00	111,009,995	155,496,809	199,983,624	244,470,439	288,957,253	333,444,068	377,930,882		
200.00	108,799,219	152,401,724	196,004,228	239,606,733	283,209,237	326,811,742	370,414,246		
210.00	106,588,444	149,306,638	192,024,833	234,743,027	277,461,221	320,179,415	362,897,610		
220.00	104,377,669	146,211,553	188,045,437	229,879,321	271,713,205	313,547,089	355,380,973		
230.00	102,166,893	143,116,467	184,066,041	225,015,615	265,965,189	306,914,763	347,864,337		
240.00	99,956,118	140,021,382	180,086,646	220,151,909	260,217,173	300,282,437	340,347,701		
250.00	97,745,343	136,926,296	176,107,250	215,288,204	254,469,157	293,650,111	332,831,065		

TABLE 5		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 536.98 (recommended CIL) 150.00	0.00	1,004,561	858,425	712,289	566,153	420,017	273,881	127,745	
	10.00	991,296	845,160	699,024	552,888	406,752	260,616	114,480	
	20.00	978,032	831,896	685,760	539,624	393,488	247,351	101,215	
	30.00	964,767	818,631	672,495	526,359	380,223	234,087	87,951	
	40.00	951,502	805,366	659,230	513,094	366,958	220,822	74,686	
	50.00	938,238	792,102	645,966	499,830	353,694	207,558	61,421	
	60.00	924,973	778,837	632,701	486,565	340,429	194,293	48,157	
	70.00	911,709	765,572	619,436	473,300	327,164	181,028	34,892	
	80.00	898,444	752,308	606,172	460,036	313,900	167,764	21,627	
	90.00	885,179	739,043	592,907	446,771	300,635	154,499	8,363	
	100.00	871,915	725,778	579,642	433,506	287,370	141,234	(4,902)	
	110.00	858,650	712,514	566,378	420,242	274,106	127,970	(18,166)	
	120.00	845,385	699,249	553,113	406,977	260,841	114,705	(31,431)	
	130.00	832,121	685,985	539,848	393,712	247,576	101,440	(44,696)	
	140.00	818,856	672,720	526,584	380,448	234,312	88,176	(57,960)	
	150.00	805,591	659,455	513,319	367,183	221,047	74,911	(71,225)	
	160.00	792,327	646,191	500,055	353,918	207,782	61,646	(84,490)	
170.00	779,062	632,926	486,790	340,654	194,518	48,382	(97,754)		
180.00	765,797	619,661	473,525	327,389	181,253	35,117	(111,019)		
190.00	752,533	606,397	460,261	314,125	167,988	21,852	(124,284)		
200.00	739,268	593,132	446,996	300,860	154,724	8,588	(137,548)		
210.00	726,003	579,867	433,731	287,595	141,459	(4,677)	(150,813)		
220.00	712,739	566,603	420,467	274,331	128,194	(17,942)	(164,078)		
230.00	699,474	553,338	407,202	261,066	114,930	(31,206)	(177,342)		
240.00	686,209	540,073	393,937	247,801	101,665	(44,471)	(190,607)		
250.00	672,945	526,809	380,673	234,537	88,401	(57,736)	(205,011)		

Scheme Typology:

Large Supermarket

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 6		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 536.98 (recommended CIL) 150.00	0.00		321,962	517,125	712,289	907,453	1,102,616	1,297,780	1,492,943
	10.00		308,697	503,861	699,024	894,188	1,089,351	1,284,515	1,479,679
	20.00		295,433	490,596	685,760	880,923	1,076,087	1,271,250	1,466,414
	30.00		282,168	477,331	672,495	867,659	1,062,822	1,257,986	1,453,149
	40.00		268,903	464,067	659,230	854,394	1,049,557	1,244,721	1,439,885
	50.00		255,639	450,802	645,966	841,129	1,036,293	1,231,456	1,426,620
	60.00		242,374	437,537	632,701	827,865	1,023,028	1,218,192	1,413,355
	70.00		229,109	424,273	619,436	814,600	1,009,764	1,204,927	1,400,091
	80.00		215,845	411,008	606,172	801,335	996,499	1,191,662	1,386,826
	90.00		202,580	397,744	592,907	788,071	983,234	1,178,398	1,373,561
	100.00		189,315	384,479	579,642	774,806	969,970	1,165,133	1,360,297
	110.00		176,051	371,214	566,378	761,541	956,705	1,151,868	1,347,032
	120.00		162,786	357,950	553,113	748,277	943,440	1,138,604	1,333,767
	130.00		149,521	344,685	539,848	735,012	930,176	1,125,339	1,320,503
	140.00		136,257	331,420	526,584	721,747	916,911	1,112,074	1,307,238
	150.00		122,992	318,156	513,319	708,483	903,646	1,098,810	1,293,973
	160.00		109,727	304,891	500,055	695,218	890,382	1,085,545	1,280,709
	170.00		96,463	291,626	486,790	681,953	877,117	1,072,281	1,267,444
	180.00		83,198	278,362	473,525	668,689	863,852	1,059,016	1,254,179
190.00		69,933	265,097	460,261	655,424	850,588	1,045,751	1,240,915	
200.00		56,669	251,832	446,996	642,159	837,323	1,032,487	1,227,650	
210.00		43,404	238,568	433,731	628,895	824,058	1,019,222	1,214,385	
220.00		30,140	225,303	420,467	615,630	810,794	1,005,957	1,201,121	
230.00		16,875	212,038	407,202	602,366	797,529	992,693	1,187,856	
240.00		3,610	198,774	393,937	589,101	784,264	979,428	1,174,592	
250.00		(9,654)	185,509	380,673	575,836	771,000	966,163	1,161,327	

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 Typology:

Retail Warehouse

No Units:

1

Site Typology:

Location: Town Centre / Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

GROSS DEVELOPMENT VALUE						
Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
BTR 1 Bed units	unit	-	22%	-	5.00%	-
BTR 2 Bed units	unit	-	22%	-	5.00%	-
BTR 1 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
BTR 2 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
Retail Warehouse - Large	£ psf	144,000	0%	144,000	6.50%	2,215,385
[blank spare]	£ psf	-	0%	-	6.50%	-
[blank spare]	£ psf	-	0%	-	6.50%	-
[blank spare]						
				144,000		2,215,385
Commercial GDV -			less RF/Void		Purchasers Costs %	PC £
BTR 1 Bed units			-	0	6.80%	-
BTR 2 Bed units			-	0	6.80%	-
BTR 1 Bed units - Disc Mrkt Rent			-	0	6.80%	-
BTR 2 Bed units - Disc Mrkt Rent			-	0	6.80%	-
Retail Warehouse - Large			(144,000)	2,071,385	6.80%	(131,886)
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
Sub-total GDV Commercial						1,939,499
Grant Funding			0	AH units @	0 per unit	-
Total GDV						1,939,499

DEVELOPMENT COSTS						
Initial Payments -						
Statutory Planning Fees (Planning Porta 01-Apr-25				(capped at £411,885)	588 £	(588)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	2940.0	(50,000)
CIL (ext. Aff. Housing - discounted market rent) (Max CIL)			743 sqm (gross)	343.15 £ psm		(255,040)
CIL analysis:			13.15% % of GDV	255,040 £ per unit (total units)		
Site Specific S106 Contributions	1 units @			0		-
S106 analysis			0.00% % of GDV	0.00 £ psm (GIA)		
Construction Costs -						
Site Clearance and Demolition			0.19 ha @	123,550 £ per ha (if brownfield)		(22,956)
Site Infrastructure costs			0			-
Infra. Costs analysis:			0.00% % of GDV	0.00 £ psm (GIA)		
BTR 1 Bed units	-	sqm @		0 psm		-
BTR 2 Bed units	-	sqm @		0 psm		-
BTR 1 Bed units - Disc Mrkt Rent	-	sqm @		0 psm		-
BTR 2 Bed units - Disc Mrkt Rent	-	sqm @		0 psm		-
Retail Warehouse - Large	743	sqm @		1,002 psm		(744,711)
[blank spare]	-	sqm @		0 psm		-
[blank spare]	-	sqm @		0 psm		-
[blank spare]	743	-	sqm @	0 psm		-
External works			744,711 @	15.0%		(111,707)
Ext. Works analysis:				111,707 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity Costs			0.19 ha @	14,334 £ per ha		(2,663)
Low Carbon/Energy Reduction			743 sqm	0 £ per unit		-
BREEAM			If =>500 sqm	856,417 @	1.8%	(15,416)
Sub-total						(18,079)
Policy Costs analysis: (design costs only)				18,079 £ per unit (total units)		
Contingency (on construction)			897,453 @	5.0%		(44,873)

Scheme Typology:**Retail Warehouse**

No Units:

1**Site Typology:**Location: **Town Centre / Urban Area**

Greenfield/Brownfield:

Brownfield**Notes:**

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

Professional Fees	897,453 @	10.0%	(89,745)
Disposal Costs -			
Letting Agents Costs	144,000 ERV @	10.00%	(14,400)
Letting Legal Costs	144,000 ERV @	5.00%	(7,200)
Investment Sale Agents Costs	1,939,499 GDV @	1.00%	(19,395)
Investment Sale Legal Costs	1,939,499 GDV @	0.50%	(9,697)
Marketing and Promotion	1,939,499 GDV @	0.50%	(9,697)
Interest (on Development Costs) -	7.00% APR	0.565% pcm	(93,854)
Developers Profit -			
Profit on Cost (commercial scheme)	1,491,942	15.00%	(223,791)
TOTAL COSTS			(1,715,734)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			223,765
SDLT	223,765 @	HMRC formula	(688)
Acquisition Agent fees	223,765 @	1.00%	(2,238)
Acquisition Legal fees	223,765 @	0.50%	(1,119)
Interest on Land	223,765 @	7.00%	(15,664)
Residual Land Value			204,057
RLV analysis:	204,057 £ per plot	1,098,224 £ per ha (net)	444,445 £ per acre (net)
		988,401 £ per ha (gross)	400,001 £ per acre (gross)
			10.52% % RLV / GDV

BENCHMARK LAND VALUE (BLV)			
Plot Ratio / Density	40% (GIA-Site Area / Dph, as appropriate)		
Site Area	0.19 ha (net)	0.46 acres (net)	
Net to Gross ratio	90%		
Site Area (gross)	0.21 ha (gross)	0.51 acres (gross)	
Benchmark Land Value (net)	204,056 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)
BLV analysis:	Density	4,000 sqm/ha (net)	17,424 sqft/ac (net)
		5 dph (gross)	
		988,399 £ per ha (gross)	400,000 £ per acre (gross)

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

Scheme Typology:

Retail Warehouse

No Units:

1

Site Typology:

Location: Town Centre / Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

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		Site Specific S106		100%		(where 110% is a 10% increase etc.)			
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 343.15 (recommended CIL) 150.00	0.00		596,531	596,531	596,531	596,531	596,531	596,531	596,531
	10.00		579,147	579,147	579,147	579,147	579,147	579,147	579,147
	20.00		561,763	561,763	561,763	561,763	561,763	561,763	561,763
	30.00		544,380	544,380	544,380	544,380	544,380	544,380	544,380
	40.00		526,996	526,996	526,996	526,996	526,996	526,996	526,996
	50.00		509,612	509,612	509,612	509,612	509,612	509,612	509,612
	60.00		492,228	492,228	492,228	492,228	492,228	492,228	492,228
	70.00		474,845	474,845	474,845	474,845	474,845	474,845	474,845
	80.00		457,461	457,461	457,461	457,461	457,461	457,461	457,461
	90.00		440,077	440,077	440,077	440,077	440,077	440,077	440,077
	100.00		422,693	422,693	422,693	422,693	422,693	422,693	422,693
	110.00		405,310	405,310	405,310	405,310	405,310	405,310	405,310
	120.00		387,926	387,926	387,926	387,926	387,926	387,926	387,926
	130.00		370,542	370,542	370,542	370,542	370,542	370,542	370,542
	140.00		353,158	353,158	353,158	353,158	353,158	353,158	353,158
	150.00		335,775	335,775	335,775	335,775	335,775	335,775	335,775
	160.00		318,391	318,391	318,391	318,391	318,391	318,391	318,391
	170.00		301,007	301,007	301,007	301,007	301,007	301,007	301,007
	180.00		283,623	283,623	283,623	283,623	283,623	283,623	283,623
	190.00		266,239	266,239	266,239	266,239	266,239	266,239	266,239
	200.00		248,856	248,856	248,856	248,856	248,856	248,856	248,856
	210.00		231,472	231,472	231,472	231,472	231,472	231,472	231,472
	220.00		214,088	214,088	214,088	214,088	214,088	214,088	214,088
	230.00		196,704	196,704	196,704	196,704	196,704	196,704	196,704
	240.00		179,321	179,321	179,321	179,321	179,321	179,321	179,321
	250.00		161,937	161,937	161,937	161,937	161,937	161,937	161,937

Scheme Typology:

Retail Warehouse

No Units:

1

Site Typology:

Location: Town Centre / Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 2

Balance (RLV - BLV £ per acre (n))

Profit 15%

1	15%	16%	17%	18%	19%	20%	21%
0.00	596,531	573,610	550,689	527,768	504,846	481,925	459,004
10.00	579,147	556,075	533,003	509,930	486,858	463,786	440,713
20.00	561,763	538,540	515,316	492,093	468,870	445,646	422,423
30.00	544,380	521,005	497,630	474,256	450,881	427,506	404,132
40.00	526,996	503,470	479,944	456,419	432,893	409,367	385,841
50.00	509,612	485,935	462,258	438,581	414,904	391,227	367,550
60.00	492,228	468,400	444,572	420,744	396,916	373,088	349,260
70.00	474,845	450,865	426,886	402,907	378,927	354,948	330,969
80.00	457,461	433,330	409,200	385,070	360,939	336,809	312,678
90.00	440,077	415,795	391,514	367,232	342,951	318,669	294,387
100.00	422,693	398,261	373,828	349,395	324,962	300,529	276,097
110.00	405,310	380,726	356,142	331,558	306,974	282,390	257,806
120.00	387,926	363,191	338,456	313,721	288,985	264,250	239,515
130.00	370,542	345,656	320,770	295,883	270,997	246,111	221,224
140.00	353,158	328,121	303,083	278,046	253,009	227,971	202,934
150.00	335,775	310,586	285,397	260,209	235,020	209,832	184,643
160.00	318,391	293,051	267,711	242,372	217,032	191,692	166,352
170.00	301,007	275,516	250,025	224,534	199,043	173,552	148,062
180.00	283,623	257,981	232,339	206,697	181,055	155,413	129,771
190.00	266,239	240,446	214,653	188,860	163,067	137,273	111,480
200.00	248,856	222,911	196,967	171,023	145,078	119,134	93,189
210.00	231,472	205,376	179,281	153,185	127,090	100,994	74,899
220.00	214,088	187,841	161,595	135,348	109,101	82,855	56,608
230.00	196,704	170,307	143,909	117,511	91,113	64,715	38,317
240.00	179,321	152,772	126,223	99,674	73,124	46,575	20,026
250.00	161,937	135,237	108,536	81,836	55,136	28,436	1,736

TABLE 3

Balance (RLV - BLV £ per acre (n))

BLV (£ per acre (n))

444,444

1	50,000	150,000	250,000	350,000	450,000	550,000	650,000
0.00	990,975	890,975	790,975	690,975	590,975	490,975	390,975
10.00	973,591	873,591	773,591	673,591	573,591	473,591	373,591
20.00	956,207	856,207	756,207	656,207	556,207	456,207	356,207
30.00	938,824	838,824	738,824	638,824	538,824	438,824	338,824
40.00	921,440	821,440	721,440	621,440	521,440	421,440	321,440
50.00	904,056	804,056	704,056	604,056	504,056	404,056	304,056
60.00	886,672	786,672	686,672	586,672	486,672	386,672	286,672
70.00	869,289	769,289	669,289	569,289	469,289	369,289	269,289
80.00	851,905	751,905	651,905	551,905	451,905	351,905	251,905
90.00	834,521	734,521	634,521	534,521	434,521	334,521	234,521
100.00	817,137	717,137	617,137	517,137	417,137	317,137	217,137
110.00	799,754	699,754	599,754	499,754	399,754	299,754	199,754
120.00	782,370	682,370	582,370	482,370	382,370	282,370	182,370
130.00	764,986	664,986	564,986	464,986	364,986	264,986	164,986
140.00	747,602	647,602	547,602	447,602	347,602	247,602	147,602
150.00	730,219	630,219	530,219	430,219	330,219	230,219	130,219
160.00	712,835	612,835	512,835	412,835	312,835	212,835	112,835
170.00	695,451	595,451	495,451	395,451	295,451	195,451	95,451
180.00	678,067	578,067	478,067	378,067	278,067	178,067	78,067
190.00	660,683	560,683	460,683	360,683	260,683	160,683	60,683
200.00	643,300	543,300	443,300	343,300	243,300	143,300	43,300
210.00	625,916	525,916	425,916	325,916	225,916	125,916	25,916
220.00	608,532	508,532	408,532	308,532	208,532	108,532	8,532
230.00	591,148	491,148	391,148	291,148	191,148	91,148	(8,852)
240.00	573,765	473,765	373,765	273,765	173,765	73,765	(26,235)
250.00	556,381	456,381	356,381	256,381	156,381	56,381	(43,619)

Scheme Typology:

Retail Warehouse

No Units:

1

Site Typology:

Location: Town Centre / Urban Area Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 4		Density (dph) (net)				0			
Balance (RLV - BLV £ per acre (n))		1	50	70	90	110	130	150	170
CIL £psm 343.15 (recommended CIL) 150.00	0.00	138,475,560	194,071,943	249,668,326	305,264,708	360,861,091	416,457,474	472,053,857	
	10.00	136,302,590	191,029,785	245,756,980	300,484,174	355,211,369	409,938,564	464,665,759	
	20.00	134,129,620	187,987,627	241,845,633	295,703,640	349,561,647	403,419,654	457,277,660	
	30.00	131,956,650	184,945,469	237,934,287	290,923,106	343,911,925	396,900,743	449,889,562	
	40.00	129,783,680	181,903,311	234,022,941	286,142,572	338,262,202	390,381,833	442,501,464	
	50.00	127,610,710	178,861,152	230,111,595	281,362,038	332,612,480	383,862,923	435,113,365	
	60.00	125,437,740	175,818,994	226,200,249	276,581,503	326,962,758	377,344,013	427,725,267	
	70.00	123,264,770	172,776,836	222,288,903	271,800,969	321,313,036	370,825,102	420,337,169	
	80.00	121,091,800	169,734,678	218,377,557	267,020,435	315,663,314	364,306,192	412,949,071	
	90.00	118,918,829	166,692,520	214,466,210	262,239,901	310,013,591	357,787,282	405,560,972	
	100.00	116,745,859	163,650,362	210,554,864	257,459,367	304,363,869	351,268,372	398,172,874	
	110.00	114,572,889	160,608,204	206,643,518	252,678,833	298,714,147	344,749,461	390,784,776	
	120.00	112,399,919	157,566,046	202,732,172	247,898,298	293,064,425	338,230,551	383,396,677	
	130.00	110,226,949	154,523,887	198,820,826	243,117,764	287,414,703	331,711,641	376,008,579	
	140.00	108,053,979	151,481,729	194,909,480	238,337,230	281,764,980	325,192,731	368,620,481	
	150.00	105,881,009	148,439,571	190,998,134	233,556,696	276,115,258	318,673,820	361,232,383	
	160.00	103,708,039	145,397,413	187,086,787	228,776,162	270,465,536	312,154,910	353,844,284	
	170.00	101,535,069	142,355,255	183,175,441	223,995,627	264,815,814	305,636,000	346,456,186	
	180.00	99,362,099	139,313,097	179,264,095	219,215,093	259,166,091	299,117,090	339,068,088	
	190.00	97,189,129	136,270,939	175,352,749	214,434,559	253,516,369	292,598,179	331,679,990	
	200.00	95,016,159	133,228,781	171,441,403	209,654,025	247,866,647	286,079,269	324,291,891	
	210.00	92,843,188	130,186,623	167,530,057	204,873,491	242,216,925	279,560,359	316,903,793	
	220.00	90,670,218	127,144,464	163,618,711	200,092,957	236,567,203	273,041,449	309,515,695	
	230.00	88,497,248	124,102,306	159,707,364	195,312,422	230,917,480	266,522,538	302,127,596	
	240.00	86,324,278	121,060,148	155,796,018	190,531,888	225,267,758	260,003,628	294,739,498	
	250.00	84,151,308	118,017,990	151,884,672	185,751,354	219,618,036	253,484,718	287,351,400	

TABLE 5		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 343.15 (recommended CIL) 150.00	0.00	827,104	711,818	596,531	481,244	365,958	250,671	135,384	
	10.00	809,720	694,434	579,147	463,861	348,574	233,287	118,001	
	20.00	792,337	677,050	561,763	446,477	331,190	215,903	100,617	
	30.00	774,953	659,666	544,380	429,093	313,806	198,520	83,233	
	40.00	757,569	642,283	526,996	411,709	296,423	181,136	65,849	
	50.00	740,185	624,899	509,612	394,325	279,039	163,752	48,466	
	60.00	722,802	607,515	492,228	376,942	261,655	146,368	31,082	
	70.00	705,418	590,131	474,845	359,558	244,271	128,985	13,698	
	80.00	688,034	572,747	457,461	342,174	226,888	111,601	(3,686)	
	90.00	670,650	555,364	440,077	324,790	209,504	94,217	(21,069)	
	100.00	653,267	537,980	422,693	307,407	192,120	76,833	(38,453)	
	110.00	635,883	520,596	405,310	290,023	174,736	59,450	(55,837)	
	120.00	618,499	503,212	387,926	272,639	157,353	42,066	(73,221)	
	130.00	601,115	485,829	370,542	255,255	139,969	24,682	(90,605)	
	140.00	583,732	468,445	353,158	237,872	122,585	7,298	(107,988)	
	150.00	566,348	451,061	335,775	220,488	105,201	(10,085)	(125,372)	
	160.00	548,964	433,677	318,391	203,104	87,817	(27,469)	(142,756)	
	170.00	531,580	416,294	301,007	185,720	70,434	(44,853)	(160,140)	
	180.00	514,197	398,910	283,623	168,337	53,050	(62,237)	(177,523)	
	190.00	496,813	381,526	266,239	150,953	35,666	(79,620)	(194,907)	
	200.00	479,429	364,142	248,856	133,569	18,282	(97,004)	(212,291)	
	210.00	462,045	346,759	231,472	116,185	899	(114,388)	(229,675)	
	220.00	444,661	329,375	214,088	98,802	(16,485)	(131,772)	(247,058)	
	230.00	427,278	311,991	196,704	81,418	(33,869)	(149,155)	(264,442)	
	240.00	409,894	294,607	179,321	64,034	(51,253)	(166,539)	(281,826)	
	250.00	392,510	277,224	161,937	46,650	(68,636)	(183,923)	(299,210)	

Scheme Typology:

Retail Warehouse

No Units:

1

Site Typology:

Location: Town Centre / Urban Area

Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £82.20 (indexed). Neighbouring local authorities also charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

Balance (RLV - BLV £ per acre (n))	Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	1	90%	95%	100%	105%	110%	115%	120%
0.00		239,611	418,071	596,531	774,991	953,451	1,131,912	1,310,372
10.00		222,227	400,687	579,147	757,607	936,068	1,114,528	1,292,988
CIL £psm		204,843	383,303	561,763	740,224	918,684	1,097,144	1,275,604
343.15		187,459	365,919	544,380	722,840	901,300	1,079,760	1,258,220
(recommended CIL)		170,075	348,536	526,996	705,456	883,916	1,062,376	1,240,837
150.00		152,692	331,152	509,612	688,072	866,533	1,044,993	1,223,453
		135,308	313,768	492,228	670,689	849,149	1,027,609	1,206,069
		117,924	296,384	474,845	653,305	831,765	1,010,225	1,188,685
		100,540	279,001	457,461	635,921	814,381	992,841	1,171,302
		83,157	261,617	440,077	618,537	796,997	975,458	1,153,918
		65,773	244,233	422,693	601,154	779,614	958,074	1,136,534
		48,389	226,849	405,310	583,770	762,230	940,690	1,119,150
		31,005	209,466	387,926	566,386	744,846	923,306	1,101,767
		13,622	192,082	370,542	549,002	727,462	905,923	1,084,383
		(3,762)	174,698	353,158	531,618	710,079	888,539	1,066,999
		(21,146)	157,314	335,775	514,235	692,695	871,155	1,049,615
		(38,530)	139,931	318,391	496,851	675,311	853,771	1,032,232
		(55,913)	122,547	301,007	479,467	657,927	836,388	1,014,848
		(73,297)	105,163	283,623	462,083	640,544	819,004	997,464
		(90,681)	87,779	266,239	444,700	623,160	801,620	980,080
		(108,065)	70,396	248,856	427,316	605,776	784,236	962,697
		(125,448)	53,012	231,472	409,932	588,392	766,853	945,313
		(142,832)	35,628	214,088	392,548	571,009	749,469	927,929
		(160,216)	18,244	196,704	375,165	553,625	732,085	910,545
		(177,600)	860	179,321	357,781	536,241	714,701	893,161
		(194,983)	(16,523)	161,937	340,397	518,857	697,318	875,778

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

Appraisal Ref:
Scheme Typology:
Site Typology:
Notes:

H (see Typologies)

Drive Thru Café No Units: **1**

Location: **strategic Urban Extensions** Greenfield/Brownfield: **Greenfield**

Current CIL: £0, Neighbouring local authorities charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

(see Typologies Matrix)

ASSUMPTIONS - COMMERCIAL USES						
Units -	# Com. Units	AH %	% mix	# Units	# Mkt Resi Units	# AH Units
BTR 1 Bed units			60%	0.6	0	
BTR 2 Bed units			40%	0.4	0	
BTR 1 Bed units - Disc Mrkt Rent		0%	60%	0		0
BTR 2 Bed units - Disc Mrkt Rent			40%	0		0
Drive Thru Café	1		0			
[blank spare]	0					
[blank spare]	0					
[blank spare]						
	1			1	0	0
Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm) GIA (sqft)		
BTR 1 Bed units	0	0	85.0%	0	0	
BTR 2 Bed units	0	0	85.0%	0	0	
BTR 1 Bed units - Disc Mrkt Rent	0	0	85.0%	0	0	
BTR 2 Bed units - Disc Mrkt Rent	0	0	85.0%	0	0	
Drive Thru Café	93	1,000	100.0%	93	1,000	
[blank spare]		0	100.0%	0	0	
[blank spare]		0	100.0%	0	0	
[blank spare]						
Total Floor areas -	NIA (sqm)	NIA (sqft)		GIA (sqm)	GIA (sqft)	
BTR 1 Bed units	0	0		0	0	
BTR 2 Bed units	0	0		0	0	
BTR 1 Bed units - Disc Mrkt Rent	0	0		0	0	
BTR 2 Bed units - Disc Mrkt Rent	0	0		0	0	
Drive Thru Café	93	1,000		93	1,000	
[blank spare]	0	0		0	0	
[blank spare]	0	0		0	0	
[blank spare]						
	93	1,000		93	1,000	
Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
BTR 1 Bed units	-	-	-	22%	0	5.00%
BTR 2 Bed units	-	-	-	22%	0	5.00%
BTR 1 Bed units - Disc Mrkt Rent	-	-	-	22%	0	5.00%
BTR 2 Bed units - Disc Mrkt Rent	-	-	-	22%	0	5.00%
Drive Thru Café		30,000	30.00	0%	3	6.00%
[blank spare]	-	-	-	0%	0	6.00%
[blank spare]	-	-	-	0%	0	6.00%
[blank spare]						

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

Scheme Typology:

Drive Thru Café

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £0, Neighbouring local authorities charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £		
BTR 1 Bed units	unit	-	22%	-	5.00%	-		
BTR 2 Bed units	unit	-	22%	-	5.00%	-		
BTR 1 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-		
BTR 2 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-		
Drive Thru Café	£ psf	30,000	0%	30,000	6.00%	500,000		
[blank spare]	£ psf	-	0%	-	6.00%	-		
[blank spare]	£ psf	-	0%	-	6.00%	-		
[blank spare]								
				30,000		500,000		
Commercial GDV -				less RF/Void		Purchasers Costs %	PC £	£
BTR 1 Bed units			-	-	0	6.80%	-	-
BTR 2 Bed units			-	-	0	6.80%	-	-
BTR 1 Bed units - Disc Mrkt Rent			-	-	0	6.80%	-	-
BTR 2 Bed units - Disc Mrkt Rent			-	-	0	6.80%	-	-
Drive Thru Café			(7,500)	492,500	6.80%	(31,358)	461,142	
[blank spare]			-	0	6.80%	-	-	-
[blank spare]			-	0	6.80%	-	-	-
[blank spare]			-	0	6.80%	-	-	-
Sub-total GDV Commercial							461,142	
Grant Funding			0	AH units @	0	per unit		-
Total GDV							461,142	

DEVELOPMENT COSTS

Initial Payments -								
Statutory Planning Fees (Planning Porta 01-Apr-25)				(capped at £411,885)	588 £		(588)	
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	2940.0		(50,000)	
CIL (ext. Aff. Housing - discounted market rent) (Max CIL)			93 sqm (gross)		1,257.72 £ psm		(116,846)	
CIL analysis:			25.34% % of GDV		116,846 £ per unit (total units)			
Site Specific S106 Contributions	1 units @				0		-	
S106 analysis			0.00% % of GDV		0.00 £ psm (GIA)			
Construction Costs -								
Site Clearance and Demolition	0.05 ha @				£ per ha (if brownfield)		-	
Site Infrastructure costs		0					-	
Infra. Costs analysis:			0.00% % of GDV		0.00 £ psm (GIA)			
BTR 1 Bed units	- sqm @				0 psm		-	
BTR 2 Bed units	- sqm @				0 psm		-	
BTR 1 Bed units - Disc Mrkt Rent	- sqm @				0 psm		-	
BTR 2 Bed units - Disc Mrkt Rent	- sqm @				0 psm		-	
Drive Thru Café	93 sqm @				1,532 psm		(142,327)	
[blank spare]	- sqm @				0 psm		-	
[blank spare]	- sqm @				0 psm		-	
[blank spare]	93 - sqm @				0 psm		-	
External works			142,327 @		15.0%		(21,349)	
Ext. Works analysis:					21,349 £ per unit (total units)			
Policy Costs on design -								
Net Biodiversity Costs			0.05 ha @		14,334 £ per ha		(666)	
Low Carbon/Energy Reduction		93 sqm			0 £ per unit		-	
BREEAM		If =>500 sqm	0 @		1.8%		-	
Sub-total							(666)	
Policy Costs analysis: (design costs only)					666 £ per unit (total units)			
Contingency (on construction)			164,342 @		3.0%		(4,930)	

Scheme Typology: Drive Thru Café
Site Typology: Location: Strategic Urban Extensions Greenfield/Brownfield: Greenfield
Notes: No Units: 1
 Current CIL: £0, Neighbouring local authorities charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

Professional Fees	164,342 @	10.0%	(16,434)
Disposal Costs -			
Letting Agents Costs	30,000 ERV @	10.00%	(3,000)
Letting Legal Costs	30,000 ERV @	5.00%	(1,500)
Investment Sale Agents Costs	461,142 GDV @	1.00%	(4,611)
Investment Sale Legal Costs	461,142 GDV @	0.50%	(2,306)
Marketing and Promotion	461,142 GDV @	0.50%	(2,306)
Interest (on Development Costs) -	7.00% APR	0.565% pcm	(21,607)
Developers Profit -			
Profit on Cost (commercial scheme)	388,471	15.00%	(58,271)
TOTAL COSTS			(446,742)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			14,401
SDLT	14,401 @	HMRC formula	9,780
Acquisition Agent fees	14,401 @	1.00%	(144)
Acquisition Legal fees	14,401 @	0.50%	(72)
Interest on Land	14,401 @	7.00%	(1,008)
Residual Land Value			22,956
RLV analysis:	22,956 £ per plot	494,202 £ per ha (net)	200,001 £ per acre (net)
		444,782 £ per ha (gross)	180,001 £ per acre (gross)
			4.98% % RLV / GDV

BENCHMARK LAND VALUE (BLV)			
Plot Ratio / Density	20% (GIA-Site Area / Dph, as appropriate)		
Site Area	0.05 ha (net)	0.11 acres (net)	
Net to Gross ratio	90%		
Site Area (gross)	0.05 ha (gross)	0.13 acres (gross)	
Benchmark Land Value (net)	22,956 £ per plot	494,200 £ per ha (net)	200,000 £ per acre (net)
BLV analysis:	Density	2,000 sqm/ha (net)	8,712 sqft/ac (net)
		19 dph (gross)	
		444,780 £ per ha (gross)	180,000 £ per acre (gross)

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

Scheme Typology:

Drive Thru Café

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £0, Neighbouring local authorities charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

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		Site Specific S106		100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 1,257.72 (recommended CIL) 150.00	0.00		1,074,606	1,074,606	1,074,606	1,074,606	1,074,606	1,074,606	1,074,606
	10.00		1,066,062	1,066,062	1,066,062	1,066,062	1,066,062	1,066,062	1,066,062
	20.00		1,057,518	1,057,518	1,057,518	1,057,518	1,057,518	1,057,518	1,057,518
	30.00		1,048,974	1,048,974	1,048,974	1,048,974	1,048,974	1,048,974	1,048,974
	40.00		1,040,430	1,040,430	1,040,430	1,040,430	1,040,430	1,040,430	1,040,430
	50.00		1,031,886	1,031,886	1,031,886	1,031,886	1,031,886	1,031,886	1,031,886
	60.00		1,023,342	1,023,342	1,023,342	1,023,342	1,023,342	1,023,342	1,023,342
	70.00		1,014,798	1,014,798	1,014,798	1,014,798	1,014,798	1,014,798	1,014,798
	80.00		1,006,254	1,006,254	1,006,254	1,006,254	1,006,254	1,006,254	1,006,254
	90.00		997,710	997,710	997,710	997,710	997,710	997,710	997,710
	100.00		989,166	989,166	989,166	989,166	989,166	989,166	989,166
	110.00		980,622	980,622	980,622	980,622	980,622	980,622	980,622
	120.00		972,078	972,078	972,078	972,078	972,078	972,078	972,078
	130.00		963,534	963,534	963,534	963,534	963,534	963,534	963,534
	140.00		954,990	954,990	954,990	954,990	954,990	954,990	954,990
	150.00		946,446	946,446	946,446	946,446	946,446	946,446	946,446
	160.00		937,902	937,902	937,902	937,902	937,902	937,902	937,902
	170.00		929,357	929,357	929,357	929,357	929,357	929,357	929,357
	180.00		920,813	920,813	920,813	920,813	920,813	920,813	920,813
	190.00		912,269	912,269	912,269	912,269	912,269	912,269	912,269
	200.00		903,725	903,725	903,725	903,725	903,725	903,725	903,725
	210.00		895,181	895,181	895,181	895,181	895,181	895,181	895,181
	220.00		886,637	886,637	886,637	886,637	886,637	886,637	886,637
	230.00		878,093	878,093	878,093	878,093	878,093	878,093	878,093
	240.00		869,549	869,549	869,549	869,549	869,549	869,549	869,549
	250.00		861,005	861,005	861,005	861,005	861,005	861,005	861,005

Scheme Typology:

Drive Thru Café

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £0, Neighbouring local authorities charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 2		Profit							
Balance (RLV - BLV £ per acre (n))		1	15%	16%	17%	18%	19%	20%	21%
	0.00		1,074,606	1,054,676	1,034,745	1,014,814	994,883	974,952	955,021
	10.00		1,066,062	1,046,057	1,026,052	1,006,047	986,041	966,036	946,031
	CIL £psm	20.00	1,057,518	1,037,439	1,017,359	997,280	977,200	957,121	937,041
	1,257.72	30.00	1,048,974	1,028,820	1,008,667	988,513	968,359	948,205	928,051
	(recommended CIL)	40.00	1,040,430	1,020,202	999,974	979,746	959,518	939,290	919,061
	150.00	50.00	1,031,886	1,011,584	991,281	970,979	950,676	930,374	910,072
		60.00	1,023,342	1,002,965	982,589	962,212	941,835	921,458	901,082
		70.00	1,014,798	994,347	973,896	953,445	932,994	912,543	892,092
		80.00	1,006,254	985,729	965,203	944,678	924,153	903,627	883,102
		90.00	997,710	977,110	956,511	935,911	915,311	894,712	874,112
		100.00	989,166	968,492	947,818	927,144	906,470	885,796	865,122
		110.00	980,622	959,874	939,125	918,377	897,629	876,881	856,133
		120.00	972,078	951,255	930,433	909,610	888,788	867,965	847,143
		130.00	963,534	942,637	921,740	900,843	879,946	859,050	838,153
		140.00	954,990	934,019	913,047	892,076	871,105	850,134	829,163
		150.00	946,446	925,400	904,355	883,309	862,264	841,219	820,173
		160.00	937,902	916,782	895,662	874,542	853,423	832,303	811,183
		170.00	929,357	908,163	886,969	865,775	844,581	823,387	802,193
		180.00	920,813	899,545	878,277	857,009	835,740	814,472	793,204
		190.00	912,269	890,927	869,584	848,242	826,899	805,556	784,214
		200.00	903,725	882,308	860,892	839,475	818,058	796,641	775,224
		210.00	895,181	873,690	852,199	830,708	809,217	787,725	766,234
		220.00	886,637	865,072	843,506	821,941	800,375	778,810	757,244
		230.00	878,093	856,453	834,814	813,174	791,534	769,894	748,254
		240.00	869,549	847,835	826,121	804,407	782,693	760,979	739,265
		250.00	861,005	839,217	817,428	795,640	773,852	752,063	730,275

TABLE 3		BLV (£ per acre (n))							
Balance (RLV - BLV £ per acre (n))		1	50,000	150,000	250,000	350,000	450,000	550,000	650,000
	0.00		1,224,606	1,124,606	1,024,606	924,606	824,606	724,606	624,606
	10.00		1,216,062	1,116,062	1,016,062	916,062	816,062	716,062	616,062
	CIL £psm	20.00	1,207,518	1,107,518	1,007,518	907,518	807,518	707,518	607,518
	1,257.72	30.00	1,198,974	1,098,974	998,974	898,974	798,974	698,974	598,974
	(recommended CIL)	40.00	1,190,430	1,090,430	990,430	890,430	790,430	690,430	590,430
	150.00	50.00	1,181,886	1,081,886	981,886	881,886	781,886	681,886	581,886
		60.00	1,173,342	1,073,342	973,342	873,342	773,342	673,342	573,342
		70.00	1,164,798	1,064,798	964,798	864,798	764,798	664,798	564,798
		80.00	1,156,254	1,056,254	956,254	856,254	756,254	656,254	556,254
		90.00	1,147,710	1,047,710	947,710	847,710	747,710	647,710	547,710
		100.00	1,139,166	1,039,166	939,166	839,166	739,166	639,166	539,166
		110.00	1,130,622	1,030,622	930,622	830,622	730,622	630,622	530,622
		120.00	1,122,078	1,022,078	922,078	822,078	722,078	622,078	522,078
		130.00	1,113,534	1,013,534	913,534	813,534	713,534	613,534	513,534
		140.00	1,104,990	1,004,990	904,990	804,990	704,990	604,990	504,990
		150.00	1,096,446	996,446	896,446	796,446	696,446	596,446	496,446
		160.00	1,087,902	987,902	887,902	787,902	687,902	587,902	487,902
		170.00	1,079,357	979,357	879,357	779,357	679,357	579,357	479,357
		180.00	1,070,813	970,813	870,813	770,813	670,813	570,813	470,813
		190.00	1,062,269	962,269	862,269	762,269	662,269	562,269	462,269
		200.00	1,053,725	953,725	853,725	753,725	653,725	553,725	453,725
		210.00	1,045,181	945,181	845,181	745,181	645,181	545,181	445,181
		220.00	1,036,637	936,637	836,637	736,637	636,637	536,637	436,637
		230.00	1,028,093	928,093	828,093	728,093	628,093	528,093	428,093
		240.00	1,019,549	919,549	819,549	719,549	619,549	519,549	419,549
		250.00	1,011,005	911,005	811,005	711,005	611,005	511,005	411,005

Scheme Typology:

Drive Thru Café

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £0, Neighbouring local authorities charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 4		Density (dph) (net)				0				
Balance (RLV - BLV £ per acre (n))		1	50	70	90	110	130	150	170	
	0.00	320,145,696	448,286,696	576,427,696	704,568,695	832,709,695	960,850,695	1,088,991,695		
	10.00	318,009,681	445,296,275	572,582,869	699,869,463	827,156,057	954,442,650	1,081,729,244		
CIL £psm	20.00	315,873,666	442,305,854	568,738,042	695,170,230	821,602,418	948,034,606	1,074,466,794		
1,257.72	30.00	313,737,651	439,315,433	564,893,215	690,470,997	816,048,779	941,626,561	1,067,204,343		
(recommended CIL)	40.00	311,601,637	436,325,013	561,048,389	685,771,765	810,495,141	935,218,517	1,059,941,893		
150.00	50.00	309,465,622	433,334,592	557,203,562	681,072,532	804,941,502	928,810,472	1,052,679,442		
	60.00	307,329,607	430,344,171	553,358,735	676,373,299	799,387,863	922,402,427	1,045,416,992		
	70.00	305,193,592	427,353,750	549,513,908	671,674,067	793,834,225	915,994,383	1,038,154,541		
	80.00	303,057,577	424,363,329	545,669,082	666,974,834	788,280,586	909,586,338	1,030,892,091		
	90.00	300,921,562	421,372,909	541,824,255	662,275,601	782,726,947	903,178,294	1,023,629,640		
	100.00	298,785,547	418,382,488	537,979,428	657,576,368	777,173,309	896,770,249	1,016,367,190		
	110.00	296,649,533	415,392,067	534,134,601	652,877,136	771,619,670	890,362,205	1,009,104,739		
	120.00	294,513,518	412,401,646	530,289,775	648,177,903	766,066,032	883,954,160	1,001,842,288		
	130.00	292,377,503	409,411,225	526,444,948	643,478,670	760,512,393	877,546,115	994,579,838		
	140.00	290,241,488	406,420,804	522,600,121	638,779,438	754,958,754	871,138,071	987,317,387		
	150.00	288,105,473	403,430,384	518,755,294	634,080,205	749,405,116	864,730,026	980,054,937		
	160.00	285,969,458	400,439,963	514,910,468	629,380,972	743,851,477	858,321,982	972,792,486		
	170.00	283,833,443	397,449,542	511,065,641	624,681,740	738,297,838	851,913,937	965,530,036		
	180.00	281,697,428	394,459,121	507,220,814	619,982,507	732,744,200	845,505,892	958,267,585		
	190.00	279,561,414	391,468,700	503,375,987	615,283,274	727,190,561	839,097,848	951,005,135		
	200.00	277,425,399	388,478,280	499,531,161	610,584,041	721,636,922	832,689,803	943,742,684		
	210.00	275,289,384	385,487,859	495,686,334	605,884,809	716,083,284	826,281,759	936,480,234		
	220.00	273,153,369	382,497,438	491,841,507	601,185,576	710,529,645	819,873,714	929,217,783		
	230.00	271,017,354	379,507,017	487,996,680	596,486,343	704,976,006	813,465,670	921,955,333		
	240.00	268,881,339	376,516,596	484,151,854	591,787,111	699,422,368	807,057,625	914,692,882		
	250.00	266,745,324	373,526,176	480,307,027	587,087,878	693,868,729	800,649,580	907,430,432		

TABLE 5		Build cost		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
	0.00	1,241,852	1,158,229	1,074,606	990,984	907,361	823,739	740,116	
	10.00	1,233,307	1,149,685	1,066,062	982,440	898,817	815,195	731,572	
CIL £psm	20.00	1,224,763	1,141,141	1,057,518	973,896	890,273	806,651	723,028	
1,257.72	30.00	1,216,219	1,132,597	1,048,974	965,352	881,729	798,107	714,484	
(recommended CIL)	40.00	1,207,675	1,124,053	1,040,430	956,808	873,185	789,563	705,940	
150.00	50.00	1,199,131	1,115,509	1,031,886	948,264	864,641	781,019	697,396	
	60.00	1,190,587	1,106,965	1,023,342	939,720	856,097	772,474	688,852	
	70.00	1,182,043	1,098,421	1,014,798	931,176	847,553	763,930	680,308	
	80.00	1,173,499	1,089,877	1,006,254	922,631	839,009	755,386	671,764	
	90.00	1,164,955	1,081,332	997,710	914,087	830,465	746,842	663,220	
	100.00	1,156,411	1,072,788	989,166	905,543	821,921	738,298	654,676	
	110.00	1,147,867	1,064,244	980,622	896,999	813,377	729,754	646,132	
	120.00	1,139,323	1,055,700	972,078	888,455	804,833	721,210	637,588	
	130.00	1,130,779	1,047,156	963,534	879,911	796,289	712,666	629,044	
	140.00	1,122,235	1,038,612	954,990	871,367	787,745	704,122	620,499	
	150.00	1,113,691	1,030,068	946,446	862,823	779,200	695,578	611,955	
	160.00	1,105,147	1,021,524	937,902	854,279	770,656	687,034	603,411	
	170.00	1,096,603	1,012,980	929,357	845,735	762,112	678,490	594,867	
	180.00	1,088,058	1,004,436	920,813	837,191	753,568	669,946	586,323	
	190.00	1,079,514	995,892	912,269	828,647	745,024	661,402	577,779	
	200.00	1,070,970	987,348	903,725	820,103	736,480	652,858	569,235	
	210.00	1,062,426	978,804	895,181	811,559	727,936	644,314	560,691	
	220.00	1,053,882	970,260	886,637	803,015	719,392	635,770	552,147	
	230.00	1,045,338	961,716	878,093	794,471	710,848	627,225	543,603	
	240.00	1,036,794	953,172	869,549	785,927	702,304	618,681	535,059	
	250.00	1,028,250	944,628	861,005	777,382	693,760	610,137	526,515	

Scheme Typology:

Drive Thru Café

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £0, Neighbouring local authorities charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 6		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 1,257.72 (recommended CIL) 150.00	0.00		735,121	904,863	1,074,606	1,244,349	1,414,092	1,583,835	1,753,578
	10.00		726,576	896,319	1,066,062	1,235,805	1,405,548	1,575,291	1,745,034
	20.00		718,032	887,775	1,057,518	1,227,261	1,397,004	1,566,747	1,736,490
	30.00		709,488	879,231	1,048,974	1,218,717	1,388,460	1,558,203	1,727,946
	40.00		700,944	870,687	1,040,430	1,210,173	1,379,916	1,549,659	1,719,402
	50.00		692,400	862,143	1,031,886	1,201,629	1,371,372	1,541,115	1,710,858
	60.00		683,856	853,599	1,023,342	1,193,085	1,362,828	1,532,571	1,702,314
	70.00		675,312	845,055	1,014,798	1,184,541	1,354,284	1,524,027	1,693,770
	80.00		666,768	836,511	1,006,254	1,175,997	1,345,740	1,515,483	1,685,226
	90.00		658,224	827,967	997,710	1,167,453	1,337,196	1,506,939	1,676,682
	100.00		649,680	819,423	989,166	1,158,909	1,328,652	1,498,395	1,668,138
	110.00		641,136	810,879	980,622	1,150,365	1,320,108	1,489,851	1,659,594
	120.00		632,592	802,335	972,078	1,141,821	1,311,564	1,481,307	1,651,050
	130.00		624,048	793,791	963,534	1,133,277	1,303,020	1,472,763	1,642,506
	140.00		615,504	785,247	954,990	1,124,733	1,294,476	1,464,219	1,633,962
	150.00		606,960	776,703	946,446	1,116,189	1,285,932	1,455,674	1,625,417
	160.00		598,416	768,159	937,902	1,107,644	1,277,387	1,447,130	1,616,873
170.00		589,872	759,614	929,357	1,099,100	1,268,843	1,438,586	1,608,329	
180.00		581,327	751,070	920,813	1,090,556	1,260,299	1,430,042	1,599,785	
190.00		572,783	742,526	912,269	1,082,012	1,251,755	1,421,498	1,591,241	
200.00		564,239	733,982	903,725	1,073,468	1,243,211	1,412,954	1,582,697	
210.00		555,695	725,438	895,181	1,064,924	1,234,667	1,404,410	1,574,153	
220.00		547,151	716,894	886,637	1,056,380	1,226,123	1,395,866	1,565,609	
230.00		538,607	708,350	878,093	1,047,836	1,217,579	1,387,322	1,557,065	
240.00		530,063	699,806	869,549	1,039,292	1,209,035	1,378,778	1,548,521	
250.00		521,519	691,262	861,005	1,030,748	1,200,491	1,370,234	1,539,977	

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

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 S:_Client Projects\1812 South Worcestershire Plan Viability and CIL Review_SWC\Appraisals\2510 Appraisals - Commercial & Retail (for CIL)\251201 SWC_Retail Appraisals_CIL_v3_A_IfI Drive Thru - Bfd
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Scheme Typology:

Drive Thru Café

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £0, Neighbouring local authorities charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

GROSS DEVELOPMENT VALUE						
Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
BTR 1 Bed units	unit	-	22%	-	5.00%	-
BTR 2 Bed units	unit	-	22%	-	5.00%	-
BTR 1 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
BTR 2 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
Drive Thru Café	£ psf	30,000	0%	30,000	6.00%	500,000
[blank spare]	£ psf	-	0%	-	6.00%	-
[blank spare]	£ psf	-	0%	-	6.00%	-
[blank spare]						
				30,000		500,000
Commercial GDV -			less RF/Void		Purchasers Costs %	PC £
BTR 1 Bed units			-	0	6.80%	-
BTR 2 Bed units			-	0	6.80%	-
BTR 1 Bed units - Disc Mrkt Rent			-	0	6.80%	-
BTR 2 Bed units - Disc Mrkt Rent			-	0	6.80%	-
Drive Thru Café			(7,500)	492,500	6.80%	(31,358)
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
[blank spare]						
Sub-total GDV Commercial						461,142
Grant Funding			0	AH units @	0 per unit	-
Total GDV						461,142

DEVELOPMENT COSTS						
Initial Payments -						
Statutory Planning Fees (Planning Porta 01-Apr-25				(capped at £411,885)	588 £	(588)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	2940.0	(50,000)
CIL (ext. Aff. Housing - discounted market rent) (Max CIL)			93 sqm (gross)	864.38 £ psm		(80,303)
CIL analysis:			17.41% % of GDV	80,303 £ per unit (total units)		
Site Specific S106 Contributions	1 units @			0		-
S106 analysis			0.00% % of GDV	0.00 £ psm (GIA)		
Construction Costs -						
Site Clearance and Demolition			0.05 ha @	123,550 £ per ha (if brownfield)		(5,739)
Site Infrastructure costs			0			-
Infra. Costs analysis:			0.00% % of GDV	0.00 £ psm (GIA)		
BTR 1 Bed units	-	sqm @		0 psm		-
BTR 2 Bed units	-	sqm @		0 psm		-
BTR 1 Bed units - Disc Mrkt Rent	-	sqm @		0 psm		-
BTR 2 Bed units - Disc Mrkt Rent	-	sqm @		0 psm		-
Drive Thru Café	93	sqm @		1,532 psm		(142,327)
[blank spare]	-	sqm @		0 psm		-
[blank spare]	-	sqm @		0 psm		-
[blank spare]	93	-	sqm @	0 psm		-
External works			142,327 @	15.0%		(21,349)
Ext. Works analysis:				21,349 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity Costs			0.05 ha @	14,334 £ per ha		(666)
Low Carbon/Energy Reduction			93 sqm	0 £ per unit		-
BREEAM			If =>500 sqm	0 @	1.8%	-
Sub-total						(666)
Policy Costs analysis: (design costs only)				666 £ per unit (total units)		
Contingency (on construction)			170,082 @	5.0%		(8,504)

Scheme Typology: Drive Thru Café No Units: 1
Site Typology: Location: Strategic Urban Extensions Greenfield/Brownfield: Brownfield
Notes: Current CIL: £0, Neighbouring local authorities charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

Professional Fees	170,082 @	10.0%	(17,008)
Disposal Costs -			
Letting Agents Costs	30,000 ERV @	10.00%	(3,000)
Letting Legal Costs	30,000 ERV @	5.00%	(1,500)
Investment Sale Agents Costs	461,142 GDV @	1.00%	(4,611)
Investment Sale Legal Costs	461,142 GDV @	0.50%	(2,306)
Marketing and Promotion	461,142 GDV @	0.50%	(2,306)
Interest (on Development Costs) -	7.00% APR	0.565% pcm	(20,058)
Developers Profit -			
Profit on Cost (commercial scheme)	360,265	15.00%	(54,040)
TOTAL COSTS			(414,305)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			46,837
SDLT	46,837 @	HMRC formula	8,158
Acquisition Agent fees	46,837 @	1.00%	(468)
Acquisition Legal fees	46,837 @	0.50%	(234)
Interest on Land	46,837 @	7.00%	(3,279)
Residual Land Value			51,014
RLV analysis:	51,014 £ per plot	1,098,224 £ per ha (net)	444,445 £ per acre (net)
		988,401 £ per ha (gross)	400,000 £ per acre (gross)
			11.06% % RLV / GDV

BENCHMARK LAND VALUE (BLV)			
Plot Ratio / Density	20%	(GIA-Site Area / Dph, as appropriate)	
Site Area	0.05 ha (net)	0.11 acres (net)	
Net to Gross ratio	90%		
Site Area (gross)	0.05 ha (gross)	0.13 acres (gross)	
Benchmark Land Value (net)	51,014 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)
BLV analysis:	Density	2,000 sqm/ha (net)	8,712 sqft/ac (net)
		19 dph (gross)	
		988,399 £ per ha (gross)	400,000 £ per acre (gross)

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

Scheme Typology:

Drive Thru Café

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £0, Neighbouring local authorities charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

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		Site Specific S106		100%		(where 110% is a 10% increase etc.)			
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL Epsm 864.38 (recommended CIL) 150.00	0.00		738,529	738,529	738,529	738,529	738,529	738,529	738,529
	10.00		729,985	729,985	729,985	729,985	729,985	729,985	729,985
	20.00		721,441	721,441	721,441	721,441	721,441	721,441	721,441
	30.00		712,897	712,897	712,897	712,897	712,897	712,897	712,897
	40.00		704,353	704,353	704,353	704,353	704,353	704,353	704,353
	50.00		695,809	695,809	695,809	695,809	695,809	695,809	695,809
	60.00		687,265	687,265	687,265	687,265	687,265	687,265	687,265
	70.00		678,721	678,721	678,721	678,721	678,721	678,721	678,721
	80.00		670,177	670,177	670,177	670,177	670,177	670,177	670,177
	90.00		661,633	661,633	661,633	661,633	661,633	661,633	661,633
	100.00		653,089	653,089	653,089	653,089	653,089	653,089	653,089
	110.00		644,545	644,545	644,545	644,545	644,545	644,545	644,545
	120.00		636,001	636,001	636,001	636,001	636,001	636,001	636,001
	130.00		627,456	627,456	627,456	627,456	627,456	627,456	627,456
	140.00		618,912	618,912	618,912	618,912	618,912	618,912	618,912
	150.00		610,368	610,368	610,368	610,368	610,368	610,368	610,368
	160.00		601,824	601,824	601,824	601,824	601,824	601,824	601,824
	170.00		593,280	593,280	593,280	593,280	593,280	593,280	593,280
	180.00		584,736	584,736	584,736	584,736	584,736	584,736	584,736
	190.00		576,192	576,192	576,192	576,192	576,192	576,192	576,192
	200.00		567,648	567,648	567,648	567,648	567,648	567,648	567,648
	210.00		559,104	559,104	559,104	559,104	559,104	559,104	559,104
	220.00		550,560	550,560	550,560	550,560	550,560	550,560	550,560
	230.00		542,016	542,016	542,016	542,016	542,016	542,016	542,016
	240.00		533,472	533,472	533,472	533,472	533,472	533,472	533,472
	250.00		524,928	524,928	524,928	524,928	524,928	524,928	524,928

Scheme Typology:

Drive Thru Café

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £0, Neighbouring local authorities charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 2		Profit 15%							
Balance (RLV - BLV £ per acre (n))		1	15%	16%	17%	18%	19%	20%	21%
	0.00		738,529	717,801	697,074	676,346	655,618	634,890	614,163
	10.00		729,985	709,183	688,381	667,579	646,777	625,975	605,173
CIL £psm	20.00		721,441	700,565	679,688	658,812	637,936	617,059	596,183
864.38	30.00		712,897	691,946	670,996	650,045	629,094	608,144	587,193
(recommended CIL)	40.00		704,353	683,328	662,303	641,278	620,253	599,228	578,203
150.00	50.00		695,809	674,710	653,610	632,511	611,412	590,313	569,213
	60.00		687,265	666,091	644,918	623,744	602,571	581,397	560,224
	70.00		678,721	657,473	636,225	614,977	593,729	572,482	551,234
	80.00		670,177	648,855	627,533	606,210	584,888	563,566	542,244
	90.00		661,633	640,236	618,840	597,443	576,047	554,651	533,254
	100.00		653,089	631,618	610,147	588,676	567,206	545,735	524,264
	110.00		644,545	623,000	601,455	579,910	558,365	536,819	515,274
	120.00		636,001	614,381	592,762	571,143	549,523	527,904	506,285
	130.00		627,456	605,763	584,069	562,376	540,682	518,988	497,295
	140.00		618,912	597,145	575,377	553,609	531,841	510,073	488,305
	150.00		610,368	588,526	566,684	544,842	523,000	501,157	479,315
	160.00		601,824	579,908	557,991	536,075	514,158	492,242	470,325
	170.00		593,280	571,289	549,299	527,308	505,317	483,326	461,335
	180.00		584,736	562,671	540,606	518,541	496,476	474,411	452,346
	190.00		576,192	554,053	531,913	509,774	487,635	465,495	443,356
	200.00		567,648	545,434	523,221	501,007	478,793	456,580	434,366
	210.00		559,104	536,816	514,528	492,240	469,952	447,664	425,376
	220.00		550,560	528,198	505,835	483,473	461,111	438,749	416,386
	230.00		542,016	519,579	497,143	474,706	452,270	429,833	407,396
	240.00		533,472	510,961	488,450	465,939	443,428	420,917	398,407
	250.00		524,928	502,343	479,757	457,172	434,587	412,002	389,417

TABLE 3		BLV (£ per acre (n)) 444,444							
Balance (RLV - BLV £ per acre (n))		1	50,000	150,000	250,000	350,000	450,000	550,000	650,000
	0.00		1,132,973	1,032,973	932,973	832,973	732,973	632,973	532,973
	10.00		1,124,429	1,024,429	924,429	824,429	724,429	624,429	524,429
CIL £psm	20.00		1,115,885	1,015,885	915,885	815,885	715,885	615,885	515,885
864.38	30.00		1,107,341	1,007,341	907,341	807,341	707,341	607,341	507,341
(recommended CIL)	40.00		1,098,797	998,797	898,797	798,797	698,797	598,797	498,797
150.00	50.00		1,090,253	990,253	890,253	790,253	690,253	590,253	490,253
	60.00		1,081,709	981,709	881,709	781,709	681,709	581,709	481,709
	70.00		1,073,165	973,165	873,165	773,165	673,165	573,165	473,165
	80.00		1,064,621	964,621	864,621	764,621	664,621	564,621	464,621
	90.00		1,056,077	956,077	856,077	756,077	656,077	556,077	456,077
	100.00		1,047,533	947,533	847,533	747,533	647,533	547,533	447,533
	110.00		1,038,989	938,989	838,989	738,989	638,989	538,989	438,989
	120.00		1,030,445	930,445	830,445	730,445	630,445	530,445	430,445
	130.00		1,021,900	921,900	821,900	721,900	621,900	521,900	421,900
	140.00		1,013,356	913,356	813,356	713,356	613,356	513,356	413,356
	150.00		1,004,812	904,812	804,812	704,812	604,812	504,812	404,812
	160.00		996,268	896,268	796,268	696,268	596,268	496,268	396,268
	170.00		987,724	887,724	787,724	687,724	587,724	487,724	387,724
	180.00		979,180	879,180	779,180	679,180	579,180	479,180	379,180
	190.00		970,636	870,636	770,636	670,636	570,636	470,636	370,636
	200.00		962,092	862,092	762,092	662,092	562,092	462,092	362,092
	210.00		953,548	853,548	753,548	653,548	553,548	453,548	353,548
	220.00		945,004	845,004	745,004	645,004	545,004	445,004	345,004
	230.00		936,460	836,460	736,460	636,460	536,460	436,460	336,460
	240.00		927,916	827,916	727,916	627,916	527,916	427,916	327,916
	250.00		919,372	819,372	719,372	619,372	519,372	419,372	319,372

Scheme Typology:

Drive Thru Café

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £0, Neighbouring local authorities charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

TABLE 4		Density (dph) (net)				0				
Balance (RLV - BLV £ per acre (n))		1	50	70	90	110	130	150	170	
CIL £psm 864.38 (recommended CIL) 150.00	0.00	312,438,995	437,619,904	562,800,814	687,981,724	813,162,634	938,343,544	1,063,524,453		
	10.00	310,302,980	434,629,484	558,955,987	683,282,491	807,608,995	931,935,499	1,056,262,003		
	20.00	308,166,965	431,639,063	555,111,161	678,583,259	802,055,356	925,527,454	1,048,999,552		
	30.00	306,030,950	428,648,642	551,266,334	673,884,026	796,501,718	919,119,410	1,041,737,102		
	40.00	303,894,935	425,658,221	547,421,507	669,184,793	790,948,079	912,711,365	1,034,474,651		
	50.00	301,758,920	422,667,800	543,576,680	664,485,561	785,394,441	906,303,321	1,027,212,201		
	60.00	299,622,905	419,677,380	539,731,854	659,786,328	779,840,802	899,895,276	1,019,949,750		
	70.00	297,486,891	416,686,959	535,887,027	655,087,095	774,287,163	893,487,231	1,012,687,300		
	80.00	295,350,876	413,696,538	532,042,200	650,387,862	768,733,525	887,079,187	1,005,424,849		
	90.00	293,214,861	410,706,117	528,197,373	645,688,630	763,179,886	880,671,142	998,162,399		
	100.00	291,078,846	407,715,696	524,352,547	640,989,397	757,626,247	874,263,098	990,899,948		
	110.00	288,942,831	404,725,276	520,507,720	636,290,164	752,072,609	867,855,053	983,637,498		
	120.00	286,806,816	401,734,855	516,662,893	631,590,932	746,518,970	861,447,009	976,375,047		
	130.00	284,670,801	398,744,434	512,818,066	626,891,699	740,965,331	855,038,964	969,112,596		
	140.00	282,534,787	395,754,013	508,973,240	622,192,466	735,411,693	848,630,919	961,850,146		
	150.00	280,398,772	392,763,592	505,128,413	617,493,234	729,858,054	842,222,875	954,587,695		
	160.00	278,262,757	389,773,172	501,283,586	612,794,001	724,304,416	835,814,830	947,325,245		
	170.00	276,126,742	386,782,751	497,438,759	608,094,768	718,750,777	829,406,786	940,062,794		
	180.00	273,990,727	383,792,330	493,593,933	603,395,535	713,197,138	822,998,741	932,800,344		
	190.00	271,854,712	380,801,909	489,749,106	598,696,303	707,643,500	816,590,696	925,537,893		
	200.00	269,718,697	377,811,488	485,904,279	593,997,070	702,089,861	810,182,652	918,275,443		
	210.00	267,582,683	374,821,067	482,059,452	589,297,837	696,536,222	803,774,607	911,012,992		
	220.00	265,446,668	371,830,647	478,214,626	584,598,605	690,982,584	797,366,563	903,750,542		
	230.00	263,310,653	368,840,226	474,369,799	579,899,372	685,428,945	790,958,518	896,488,091		
	240.00	261,174,638	365,849,805	470,524,972	575,200,139	679,875,306	784,550,474	889,225,641		
	250.00	259,038,623	362,859,384	466,680,145	570,500,907	674,321,668	778,142,429	881,963,190		

TABLE 5		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 864.38 (recommended CIL) 150.00	0.00	908,734	823,632	738,529	653,427	568,324	483,222	398,119	
	10.00	900,190	815,088	729,985	644,883	559,780	474,677	389,575	
	20.00	891,646	806,544	721,441	636,339	551,236	466,133	381,031	
	30.00	883,102	798,000	712,897	627,794	542,692	457,589	372,487	
	40.00	874,558	789,456	704,353	619,250	534,148	449,045	363,943	
	50.00	866,014	780,912	695,809	610,706	525,604	440,501	355,399	
	60.00	857,470	772,367	687,265	602,162	517,060	431,957	346,855	
	70.00	848,926	763,823	678,721	593,618	508,516	423,413	338,310	
	80.00	840,382	755,279	670,177	585,074	499,972	414,869	329,766	
	90.00	831,838	746,735	661,633	576,530	491,428	406,325	321,222	
	100.00	823,294	738,191	653,089	567,986	482,883	397,781	312,678	
	110.00	814,750	729,647	644,545	559,442	474,339	389,237	304,134	
	120.00	806,206	721,103	636,001	550,898	465,795	380,693	295,590	
	130.00	797,662	712,559	627,456	542,354	457,251	372,149	287,046	
	140.00	789,118	704,015	618,912	533,810	448,707	363,605	278,502	
	150.00	780,574	695,471	610,368	525,266	440,163	355,061	269,958	
	160.00	772,029	686,927	601,824	516,722	431,619	346,517	261,414	
	170.00	763,485	678,383	593,280	508,178	423,075	337,972	252,870	
	180.00	754,941	669,839	584,736	499,634	414,531	329,428	244,326	
	190.00	746,397	661,295	576,192	491,090	405,987	320,884	235,782	
	200.00	737,853	652,751	567,648	482,545	397,443	312,340	227,238	
	210.00	729,309	644,207	559,104	474,001	388,899	303,796	218,694	
	220.00	720,765	635,663	550,560	465,457	380,355	295,252	210,150	
	230.00	712,221	627,118	542,016	456,913	371,811	286,708	201,606	
	240.00	703,677	618,574	533,472	448,369	363,267	278,164	193,061	
	250.00	695,133	610,030	524,928	439,825	354,723	269,620	184,517	

Scheme Typology:

Drive Thru Café

No Units:

1

Site Typology:

Location: Strategic Urban Extensions Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £0, Neighbouring local authorities charge CIL on retail development, rates ranging from £10 to £120 psm (not indexed)

Balance (RLV - BLV £ per acre (n))	Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
	1	90%	95%	100%	105%	110%	120%
0.00	399,043	568,786	738,529	908,272	1,078,015	1,247,758	1,417,501
10.00	390,499	560,242	729,985	899,728	1,069,471	1,239,214	1,408,957
CIL £psm	20.00	381,955	551,698	721,441	891,184	1,060,927	1,230,670
864.38	30.00	373,411	543,154	712,897	882,640	1,052,383	1,222,126
(recommended CIL)	40.00	364,867	534,610	704,353	874,096	1,043,839	1,213,582
150.00	50.00	356,323	526,066	695,809	865,552	1,035,295	1,205,038
	60.00	347,779	517,522	687,265	857,008	1,026,751	1,196,494
	70.00	339,235	508,978	678,721	848,464	1,018,207	1,187,950
	80.00	330,691	500,434	670,177	839,920	1,009,663	1,179,406
	90.00	322,147	491,890	661,633	831,376	1,001,119	1,170,862
	100.00	313,603	483,346	653,089	822,832	992,575	1,162,318
	110.00	305,059	474,802	644,545	814,288	984,031	1,153,774
	120.00	296,515	466,258	636,001	805,744	975,486	1,145,229
	130.00	287,971	457,714	627,456	797,199	966,942	1,136,685
	140.00	279,426	449,169	618,912	788,655	958,398	1,128,141
	150.00	270,882	440,625	610,368	780,111	949,854	1,119,597
	160.00	262,338	432,081	601,824	771,567	941,310	1,111,053
	170.00	253,794	423,537	593,280	763,023	932,766	1,102,509
	180.00	245,250	414,993	584,736	754,479	924,222	1,093,965
	190.00	236,706	406,449	576,192	745,935	915,678	1,085,421
	200.00	228,162	397,905	567,648	737,391	907,134	1,076,877
	210.00	219,618	389,361	559,104	728,847	898,590	1,068,333
	220.00	211,074	380,817	550,560	720,303	890,046	1,059,789
	230.00	202,530	372,273	542,016	711,759	881,502	1,051,245
	240.00	193,986	363,729	533,472	703,215	872,958	1,042,701
	250.00	185,442	355,185	524,928	694,671	864,414	1,034,157
							1,203,900

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

Appendix 11 – Industrial / Logistics Appraisals

Appraisal Ref:
Scheme Typology:
Site Typology:
Notes:

A
Light Industrial
Location / Value Zone: **Industrial Par Greenfield/Brownfield: Greenfield**
Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

(see Typologies Matrix)

No Units: **1****ASSUMPTIONS - COMMERCIAL USES**

Units -	# Com. Units	AH %	% mix	# Units	# Mkt Resi Units	# AH Units
BTR 1 Bed units			60%	0.6	0	
BTR 2 Bed units			40%	0.4	0	
BTR 1 Bed units - Disc Mkt Rent		0%	60%	0		0
BTR 2 Bed units - Disc Mkt Rent			40%	0		0
Light Industrial	1		0			
[blank spare]	0					
[blank spare]	0					
[blank spare]						
	1			1	0	0
Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit		
BTR 1 Bed units	0	0	85.0%	GIA (sqm)	GIA (sqft)	
BTR 2 Bed units	0	0	85.0%	0	0	
BTR 1 Bed units - Disc Mkt Rent	0	0	85.0%	0	0	
BTR 2 Bed units - Disc Mkt Rent	0	0	85.0%	0	0	
Light Industrial	836	9,000	100.0%	836	9,000	
[blank spare]		0	100.0%	0	0	
[blank spare]		0	100.0%	0	0	
[blank spare]						
Total Floor areas -	NIA (sqm)	NIA (sqft)		GIA (sqm)	GIA (sqft)	
BTR 1 Bed units	0	0		0	0	
BTR 2 Bed units	0	0		0	0	
BTR 1 Bed units - Disc Mkt Rent	0	0		0	0	
BTR 2 Bed units - Disc Mkt Rent	0	0		0	0	
Light Industrial	836	9,000		836	9,000	
[blank spare]	0	0		0	0	
[blank spare]	0	0		0	0	
[blank spare]						
	836	9,000		836	9,000	
Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
BTR 1 Bed units		-		22%	0	5.00%
BTR 2 Bed units		-		22%	0	5.00%
BTR 1 Bed units - Disc Mkt Rent		-		22%	0	5.00%
BTR 2 Bed units - Disc Mkt Rent		-		22%	0	5.00%
Light Industrial		126,000	14.00	0%	0	6.50%
[blank spare]		-		0%	0	6.50%
[blank spare]		-		0%	0	6.50%
[blank spare]						
			* as applicable	*Total Incentive including Rent Free & Void allowance (months)		

Scheme Typology: **Light Industrial** No Units: **1**
Site Typology: Location / Value Zone: **Industrial Par** Greenfield/Brownfield: **Greenfield**
Notes: Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

GROSS DEVELOPMENT VALUE						
Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
BTR 1 Bed units	unit	-	22%	-	5.00%	-
BTR 2 Bed units	unit	-	22%	-	5.00%	-
BTR 1 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
BTR 2 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
Light Industrial	£ psf	126,000	0%	126,000	6.50%	1,938,462
[blank spare]	£ psf	-	0%	-	6.50%	-
[blank spare]	£ psf	-	0%	-	6.50%	-
				126,000		1,938,462
Commercial GDV -			less RF/Void		Purchasers Costs %	PC £
BTR 1 Bed units			-	0	6.80%	-
BTR 2 Bed units			-	0	6.80%	-
BTR 1 Bed units - Disc Mrkt Rent			-	0	6.80%	-
BTR 2 Bed units - Disc Mrkt Rent			-	0	6.80%	-
Light Industrial			-	1,938,462	6.80%	(123,423)
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
Sub-total GDV Commercial						1,815,039
Grant Funding			0	AH units @	0 per unit	-
Total GDV						1,815,039

DEVELOPMENT COSTS						
Initial Payments -						
Statutory Planning Fees (Planning Port:01-Apr-25)				(capped at £411,885)	588 £	(588)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	2940.0	(50,000)
CIL (ext. Aff. Housing - discounted market rent) (Max CIL)			836 sqm (gross)	424.14 £ psm		(354,638)
CIL analysis:			19.54% % of GDV	354,638 £ per unit (total units)		
Site Specific S106 Contributions	1 units @			0		-
S106 analysis			0.00% % of GDV	0.00 £ psm (GIA)		
Construction Costs -						
Site Clearance and Demolition		0.17 ha @		£ per ha (if brownfield)		-
Site Infrastructure costs		0				-
Infra. Costs analysis:			0.00% % of GDV	0.00 £ psm (GIA)		
BTR 1 Bed units	-	sqm @		0 psm		-
BTR 2 Bed units	-	sqm @		0 psm		-
BTR 1 Bed units - Disc Mrkt Rent	-	sqm @		0 psm		-
BTR 2 Bed units - Disc Mrkt Rent	-	sqm @		0 psm		-
Light Industrial	836	sqm @		914 psm		(764,220)
[blank spare]	-	sqm @		0 psm		-
[blank spare]	-	sqm @		0 psm		-
[blank spare]	-	sqm @		0 psm		-
External works		764,220 @		15.0%		(114,633)
Ext. Works analysis:				114,633 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity Costs		0.17 ha @		14,334 £ per ha		(2,397)
Low Carbon/Energy Reduction		836 sqm		0 £ per unit		-
BREEAM		If =>500 sqm	878,854 @	0.4%		(3,515)
Sub-total						(5,912)
Policy Costs analysis: (design costs only)				5,912 £ per unit (total units)		
Contingency (on construction)			884,766 @	3.0%		(26,543)

Scheme Typology: **Light Industrial** No Units: **1**
Site Typology: Location / Value Zone: **Industrial Par** Greenfield/Brownfield: **Greenfield**
Notes: Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

Professional Fees	884,766	@	10.0%	(88,477)
Disposal Costs -				
Letting Agents Costs	126,000	ERV @	10.00%	(12,600)
Letting Legal Costs	126,000	ERV @	5.00%	(6,300)
Investment Sale Agents Costs	1,815,039	GDV @	1.00%	(18,150)
Investment Sale Legal Costs	1,815,039	GDV @	0.50%	(9,075)
Marketing and Promotion	1,815,039	GDV @	0.50%	(9,075)
Interest (on Development Costs) -	7.00%	APR	0.565% pcm	(45,559)
Developers Profit -				
Profit on Cost (commercial scheme)	1,505,771		15.00%	(225,866)
TOTAL COSTS				(1,731,636)

RESIDUAL LAND VALUE				
Residual Land Value (gross)				83,403
SDLT	83,403	@	HMRC formula	6,330
Acquisition Agent fees	83,403	@	1.00%	(834)
Acquisition Legal fees	83,403	@	0.50%	(417)
Interest on Land	83,403	@	7.00%	(5,838)
Residual Land Value				82,643
RLV analysis:	82,643 £ per plot	494,202 £ per ha (net)	200,001 £ per acre (net)	
		444,782 £ per ha (gross)	180,001 £ per acre (gross)	
			4.55% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Plot Ratio / Density		50%	(GIA-Site Area / Dph, as appropriate)	
Site Area		0.17	ha (net)	0.41 acres (net)
Net to Gross ratio		90%		
Site Area (gross)		0.19	ha (gross)	0.46 acres (gross)
Benchmark Land Value (net)	82,643 £ per plot	494,200 £ per ha (net)	200,000 £ per acre (net)	82,643
BLV analysis:	Density	5,000 sqm/ha (net)	21,780 sqft/ac (net)	
		5 dph (gross)		
		444,780 £ per ha (gross)	180,000 £ per acre (gross)	

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

Scheme Typology: **Light Industrial** No Units: **1**
 Site Typology: Location / Value Zone: **Industrial Par** Greenfield/Brownfield: **Greenfield**
 Notes: **Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.**

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		Site Specific S106	100% (where 110% is a 10% increase etc.)						
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 424.14 (recommended CIL) 120.00	0.00	890,655	890,655	890,655	890,655	890,655	890,655	890,655	890,655
	10.00	869,656	869,656	869,656	869,656	869,656	869,656	869,656	869,656
	20.00	848,657	848,657	848,657	848,657	848,657	848,657	848,657	848,657
	30.00	827,658	827,658	827,658	827,658	827,658	827,658	827,658	827,658
	40.00	806,659	806,659	806,659	806,659	806,659	806,659	806,659	806,659
	50.00	785,660	785,660	785,660	785,660	785,660	785,660	785,660	785,660
	60.00	764,661	764,661	764,661	764,661	764,661	764,661	764,661	764,661
	70.00	743,662	743,662	743,662	743,662	743,662	743,662	743,662	743,662
	80.00	722,664	722,664	722,664	722,664	722,664	722,664	722,664	722,664
	90.00	701,665	701,665	701,665	701,665	701,665	701,665	701,665	701,665
	100.00	680,666	680,666	680,666	680,666	680,666	680,666	680,666	680,666
	110.00	659,667	659,667	659,667	659,667	659,667	659,667	659,667	659,667
	120.00	638,668	638,668	638,668	638,668	638,668	638,668	638,668	638,668
	130.00	617,669	617,669	617,669	617,669	617,669	617,669	617,669	617,669
	140.00	596,670	596,670	596,670	596,670	596,670	596,670	596,670	596,670
	150.00	575,671	575,671	575,671	575,671	575,671	575,671	575,671	575,671
	160.00	554,673	554,673	554,673	554,673	554,673	554,673	554,673	554,673
	170.00	533,674	533,674	533,674	533,674	533,674	533,674	533,674	533,674
	180.00	512,675	512,675	512,675	512,675	512,675	512,675	512,675	512,675
	190.00	491,676	491,676	491,676	491,676	491,676	491,676	491,676	491,676
	200.00	470,677	470,677	470,677	470,677	470,677	470,677	470,677	470,677
	210.00	449,678	449,678	449,678	449,678	449,678	449,678	449,678	449,678
	220.00	428,679	428,679	428,679	428,679	428,679	428,679	428,679	428,679
	230.00	407,680	407,680	407,680	407,680	407,680	407,680	407,680	407,680
	240.00	386,681	386,681	386,681	386,681	386,681	386,681	386,681	386,681
	250.00	365,683	365,683	365,683	365,683	365,683	365,683	365,683	365,683

Scheme Typology:

Light Industrial

No Units:

1

Site Typology:

Location / Value Zone: Industrial Par Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

TABLE 2

Balance (RLV - BLV £ per acre (n))	1	Profit 15%						
		15%	16%	17%	18%	19%	20%	21%
0.00		890,655	866,878	843,102	819,326	795,550	771,774	747,998
10.00		869,656	845,697	821,738	797,779	773,821	749,862	725,903
20.00		848,657	824,516	800,374	776,233	752,091	727,950	703,809
30.00		827,658	803,334	779,010	754,686	730,362	706,038	681,714
40.00		806,659	782,153	757,646	733,139	708,633	684,126	659,620
50.00		785,660	760,971	736,282	711,593	686,904	662,214	637,525
60.00		764,661	739,790	714,918	690,046	665,174	640,303	615,431
70.00		743,662	718,608	693,554	668,499	643,445	618,391	593,336
80.00		722,664	697,427	672,190	646,953	621,716	596,479	571,242
90.00		701,665	676,245	650,826	625,406	599,986	574,567	549,147
100.00		680,666	655,064	629,461	603,859	578,257	552,655	527,053
110.00		659,667	633,882	608,097	582,313	556,528	530,743	504,958
120.00		638,668	612,701	586,733	560,766	534,799	508,831	482,864
130.00		617,669	591,519	565,369	539,219	513,069	486,919	460,769
140.00		596,670	570,338	544,005	517,673	491,340	465,008	438,675
150.00		575,671	549,156	522,641	496,126	469,611	443,096	416,580
160.00		554,673	527,975	501,277	474,579	447,882	421,184	394,486
170.00		533,674	506,793	479,913	453,033	426,152	399,272	372,392
180.00		512,675	485,612	458,549	431,486	404,423	377,360	350,297
190.00		491,676	464,430	437,185	409,939	382,694	355,448	328,203
200.00		470,677	443,249	415,821	388,393	360,964	333,536	306,108
210.00		449,678	422,067	394,457	366,846	339,235	311,624	284,014
220.00		428,679	400,886	373,093	345,299	317,506	289,712	261,919
230.00		407,680	379,704	351,728	323,752	295,777	267,801	239,825
240.00		386,681	358,523	330,364	302,206	274,047	245,889	217,730
250.00		365,683	337,341	309,000	280,659	252,318	223,977	195,636

TABLE 3

Balance (RLV - BLV £ per acre (n))	1	BLV (£ per acre (n))					
		50,000	150,000	250,000	350,000	450,000	650,000
0.00		1,040,655	940,655	840,655	740,655	640,655	440,655
10.00		1,019,656	919,656	819,656	719,656	619,656	419,656
20.00		998,657	898,657	798,657	698,657	598,657	398,657
30.00		977,658	877,658	777,658	677,658	577,658	377,658
40.00		956,659	856,659	756,659	656,659	556,659	356,659
50.00		935,660	835,660	735,660	635,660	535,660	335,660
60.00		914,661	814,661	714,661	614,661	514,661	314,661
70.00		893,662	793,662	693,662	593,662	493,662	293,662
80.00		872,664	772,664	672,664	572,664	472,664	272,664
90.00		851,665	751,665	651,665	551,665	451,665	251,665
100.00		830,666	730,666	630,666	530,666	430,666	230,666
110.00		809,667	709,667	609,667	509,667	409,667	209,667
120.00		788,668	688,668	588,668	488,668	388,668	188,668
130.00		767,669	667,669	567,669	467,669	367,669	167,669
140.00		746,670	646,670	546,670	446,670	346,670	146,670
150.00		725,671	625,671	525,671	425,671	325,671	125,671
160.00		704,673	604,673	504,673	404,673	304,673	104,673
170.00		683,674	583,674	483,674	383,674	283,674	83,674
180.00		662,675	562,675	462,675	362,675	262,675	62,675
190.00		641,676	541,676	441,676	341,676	241,676	41,676
200.00		620,677	520,677	420,677	320,677	220,677	20,677
210.00		599,678	499,678	399,678	299,678	199,678	(322)
220.00		578,679	478,679	378,679	278,679	178,679	(21,321)
230.00		557,680	457,680	357,680	257,680	157,680	(42,320)
240.00		536,681	436,681	336,681	236,681	136,681	(63,319)
250.00		515,683	415,683	315,683	215,683	115,683	(84,317)

Scheme Typology:

Light Industrial

No Units:

1

Site Typology:

Location / Value Zone: Industrial Par Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

TABLE 4		Density (dph) (net)				1			
Balance (RLV - BLV £ per acre (n))		1	50	70	90	110	130	150	170
CIL Epsm 424.14 (recommended CIL) 120.00	0.00	109,527,622	153,421,346	197,315,071	241,208,795	285,102,519	328,996,243	372,889,968	
	10.00	107,427,734	150,481,503	193,535,272	236,589,040	279,642,809	322,696,578	365,750,347	
	20.00	105,327,845	147,541,659	189,755,473	231,969,286	274,183,100	316,396,913	358,610,727	
	30.00	103,227,957	144,601,815	185,975,674	227,349,532	268,723,390	310,097,248	351,471,106	
	40.00	101,128,069	141,661,972	182,195,875	222,729,777	263,263,680	303,797,583	344,331,486	
	50.00	99,028,180	138,722,128	178,416,076	218,110,023	257,803,971	297,497,918	337,191,866	
	60.00	96,928,292	135,782,284	174,636,277	213,490,269	252,344,261	291,198,253	330,052,245	
	70.00	94,828,404	132,842,441	170,856,478	208,870,514	246,884,551	284,898,588	322,912,625	
	80.00	92,728,515	129,902,597	167,076,679	204,250,760	241,424,842	278,598,923	315,773,005	
	90.00	90,628,627	126,962,753	163,296,880	199,631,006	235,965,132	272,299,258	308,633,384	
	100.00	88,528,739	124,022,910	159,517,081	195,011,251	230,505,422	265,999,593	301,493,764	
	110.00	86,428,850	121,083,066	155,737,282	190,391,497	225,045,713	259,699,928	294,354,144	
	120.00	84,328,962	118,143,222	151,957,483	185,771,743	219,586,003	253,400,263	287,214,523	
	130.00	82,229,074	115,203,379	148,177,684	181,151,988	214,126,293	247,100,598	280,074,903	
	140.00	80,129,185	112,263,535	144,397,885	176,532,234	208,666,584	240,800,933	272,935,283	
	150.00	78,029,297	109,323,691	140,618,086	171,912,480	203,206,874	234,501,268	265,795,662	
	160.00	75,929,409	106,383,848	136,838,286	167,292,725	197,747,164	228,201,603	258,656,042	
170.00	73,829,520	103,444,004	133,058,487	162,672,971	192,287,455	221,901,938	251,516,422		
180.00	71,729,632	100,504,160	129,278,688	158,053,217	186,827,745	215,602,273	244,376,801		
190.00	69,629,744	97,564,317	125,498,889	153,433,462	181,368,035	209,302,608	237,237,181		
200.00	67,529,855	94,624,473	121,719,090	148,813,708	175,908,326	203,002,943	230,097,561		
210.00	65,429,967	91,684,629	117,939,291	144,193,954	170,448,616	196,703,278	222,957,940		
220.00	63,330,079	88,744,786	114,159,492	139,574,199	164,988,906	190,403,613	215,818,320		
230.00	61,230,190	85,804,942	110,379,693	134,954,445	159,529,197	184,103,948	208,678,700		
240.00	59,130,302	82,865,098	106,599,894	130,334,691	154,069,487	177,804,283	201,539,079		
250.00	57,030,414	79,925,255	102,820,095	125,714,936	148,609,777	171,504,618	194,399,459		

TABLE 5		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 424.14 (recommended CIL)	0.00		1,136,865	1,013,760	890,655	767,549	644,444	521,339	398,234
	10.00		1,115,866	992,761	869,656	746,551	623,445	500,340	377,235
	20.00		1,094,867	971,762	848,657	725,552	602,446	479,341	356,236
	30.00		1,073,868	950,763	827,658	704,553	581,448	458,342	335,237
	40.00		1,052,870	929,764	806,659	683,554	560,449	437,343	314,238
	50.00		1,031,871	908,765	785,660	662,555	539,450	416,345	293,239
	60.00		1,010,872	887,767	764,661	641,556	518,451	395,346	272,240
	70.00		989,873	866,768	743,662	620,557	497,452	374,347	251,242
	80.00		968,874	845,769	722,664	599,558	476,453	353,348	230,243
	90.00		947,875	824,770	701,665	578,559	455,454	332,349	209,244
	100.00		926,876	803,771	680,666	557,561	434,455	311,350	188,245
	110.00		905,877	782,772	659,667	536,562	413,456	290,351	167,246
	120.00		884,878	761,773	638,668	515,563	392,458	269,352	146,247
	130.00		863,880	740,774	617,669	494,564	371,459	248,354	125,248
	140.00		842,881	719,775	596,670	473,565	350,460	227,355	104,249
	150.00		821,882	698,777	575,671	452,566	329,461	206,356	83,251
160.00		800,883	677,778	554,673	431,567	308,462	185,357	62,252	
170.00		779,884	656,779	533,674	410,568	287,463	164,358	41,253	
180.00		758,885	635,780	512,675	389,570	266,464	143,359	20,254	
190.00		737,886	614,781	491,676	368,571	245,465	122,360	(745)	
200.00		716,887	593,782	470,677	347,572	224,467	101,361	(21,744)	
210.00		695,889	572,783	449,678	326,573	203,468	80,362	(42,743)	
220.00		674,890	551,784	428,679	305,574	182,469	59,364	(63,742)	
230.00		653,891	530,786	407,680	284,575	161,470	38,365	(84,741)	
240.00		632,892	509,787	386,681	263,576	140,471	17,366	(105,739)	
250.00		611,893	488,788	365,683	242,577	119,472	(3,633)	(126,738)	

Scheme Typology: **Light Industrial** No Units: **1**
 Site Typology: Location / Value Zone: **Industrial Par** Greenfield/Brownfield: **Greenfield**
 Notes: **Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.**

TABLE 6		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV £ per acre (n))	1	90%	95%	100%	105%	110%	115%	120%
0.00		519,449	705,052	890,655	1,076,257	1,261,860	1,447,463	1,633,065
10.00		498,450	684,053	869,656	1,055,258	1,240,861	1,426,464	1,612,066
CIL £psm	20.00	477,452	663,054	848,657	1,034,260	1,219,862	1,405,465	1,591,068
424.14	30.00	456,453	642,055	827,658	1,013,261	1,198,863	1,384,466	1,570,069
(recommended CIL)	40.00	435,454	621,056	806,659	992,262	1,177,864	1,363,467	1,549,070
120.00	50.00	414,455	600,058	785,660	971,263	1,156,866	1,342,468	1,528,071
	60.00	393,456	579,059	764,661	950,264	1,135,867	1,321,469	1,507,072
	70.00	372,457	558,060	743,662	929,265	1,114,868	1,300,470	1,486,073
	80.00	351,458	537,061	722,664	908,266	1,093,869	1,279,472	1,465,074
	90.00	330,459	516,062	701,665	887,267	1,072,870	1,258,473	1,444,075
	100.00	309,460	495,063	680,666	866,268	1,051,871	1,237,474	1,423,076
	110.00	288,462	474,064	659,667	845,270	1,030,872	1,216,475	1,402,078
	120.00	267,463	453,065	638,668	824,271	1,009,873	1,195,476	1,381,079
	130.00	246,464	432,067	617,669	803,272	988,874	1,174,477	1,360,080
	140.00	225,465	411,068	596,670	782,273	967,876	1,153,478	1,339,081
	150.00	204,466	390,069	575,671	761,274	946,877	1,132,479	1,318,082
	160.00	183,467	369,070	554,673	740,275	925,878	1,111,480	1,297,083
	170.00	162,468	348,071	533,674	719,276	904,879	1,090,482	1,276,084
	180.00	141,469	327,072	512,675	698,277	883,880	1,069,483	1,255,085
	190.00	120,471	306,073	491,676	677,279	862,881	1,048,484	1,234,086
	200.00	99,472	285,074	470,677	656,280	841,882	1,027,485	1,213,088
	210.00	78,473	264,075	449,678	635,281	820,883	1,006,486	1,192,089
	220.00	57,474	243,077	428,679	614,282	799,885	985,487	1,171,090
	230.00	36,475	222,078	407,680	593,283	778,886	964,488	1,150,091
	240.00	15,476	201,079	386,681	572,284	757,887	943,489	1,129,092
	250.00	(5,523)	180,080	365,683	551,285	736,888	922,491	1,108,093

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

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 S:_Client Projects\1812 South Worcestershire Plan Viability and CIL Review_SWC\Appraisals\2510 Appraisals - Commercial & Retail (for CIL)\251201 SWC_Commercial Appraisals_CIL_v3_A_FIB ML Industrial- Gfd
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Scheme Typology: Medium/ Large Industrial No Units: 1
Site Typology: Location / Value Zone: Industrial Par Greenfield/Brownfield: Greenfield
Notes: Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

GROSS DEVELOPMENT VALUE						
Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
BTR 1 Bed units	unit	-	22%	-	5.00%	-
BTR 2 Bed units	unit	-	22%	-	5.00%	-
BTR 1 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
BTR 2 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
Medium to Large Industrial	£ psf	300,000	0%	300,000	5.50%	5,454,545
[blank spare]	£ psf	-	0%	-	5.50%	-
[blank spare]	£ psf	-	0%	-	5.50%	-
				300,000		5,454,545
Commercial GDV -				less RF/Void	Purchasers Costs %	PC £
BTR 1 Bed units				-	0	6.80%
BTR 2 Bed units				-	0	6.80%
BTR 1 Bed units - Disc Mrkt Rent				-	0	6.80%
BTR 2 Bed units - Disc Mrkt Rent				-	0	6.80%
Medium to Large Industrial				(150,000)	5,304,545	6.80%
[blank spare]				-	0	6.80%
[blank spare]				-	0	6.80%
[blank spare]				-	0	6.80%
Sub-total GDV Commercial						4,966,803
Grant Funding				0	AH units @	0 per unit
Total GDV						4,966,803

DEVELOPMENT COSTS						
Initial Payments -						
Statutory Planning Fees (Planning Port:01-Apr-25				(capped at £411,885)	588 £	(588)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	2940.0	(50,000)
CIL (ext. Aff. Housing - discounted market rent) (Max CIL)				2,323 sqm (gross)	634.76 £ psm	(1,474,288)
CIL analysis:				29.68% % of GDV	1,474,288 £ per unit (total units)	
Site Specific S106 Contributions	1 units @				0	-
S106 analysis				0.00% % of GDV	0.00 £ psm (GIA)	
Construction Costs -						
Site Clearance and Demolition			0.58 ha @		£ per ha (if brownfield)	-
Site Infrastructure costs			0			-
Infra. Costs analysis:				0.00% % of GDV	0.00 £ psm (GIA)	
BTR 1 Bed units			- sqm @		0 psm	-
BTR 2 Bed units			- sqm @		0 psm	-
BTR 1 Bed units - Disc Mrkt Rent			- sqm @		0 psm	-
BTR 2 Bed units - Disc Mrkt Rent			- sqm @		0 psm	-
Medium to Large Industrial			2,323 sqm @		738 psm	(1,714,061)
[blank spare]			- sqm @		0 psm	-
[blank spare]			- sqm @		0 psm	-
[blank spare]			2,323 - sqm @		0 psm	-
External works			1,714,061 @		15.0%	(257,109)
Ext. Works analysis:					257,109 £ per unit (total units)	
Policy Costs on design -						
Net Biodiversity Costs			0.58 ha @		14,334 £ per ha	(8,323)
Low Carbon/Energy Reduction			2,323 sqm		0 £ per unit	-
BREEAM			If =>500 sqm	1,971,170 @	0.4%	(7,885)
Sub-total						(16,208)
Policy Costs analysis: (design costs only)					16,208 £ per unit (total units)	
Contingency (on construction)			1,987,378 @		3.0%	(59,621)

Scheme Typology: Medium/ Large Industrial No Units: 1
Site Typology: Location / Value Zone: Industrial Par Greenfield/Brownfield: Greenfield
Notes: Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

Professional Fees	1,987,378	@	10.0%	(198,738)
Disposal Costs -				
Letting Agents Costs	300,000	ERV @	10.00%	(30,000)
Letting Legal Costs	300,000	ERV @	5.00%	(15,000)
Investment Sale Agents Costs	4,966,803	GDV @	1.00%	(49,668)
Investment Sale Legal Costs	4,966,803	GDV @	0.50%	(24,834)
Marketing and Promotion	4,966,803	GDV @	0.50%	(24,834)
Interest (on Development Costs) -	7.00%	APR	0.565% pcm	(126,095)
Developers Profit -				
Profit on Cost (commercial scheme)	4,041,044		15.00%	(606,157)
TOTAL COSTS				(4,647,201)

RESIDUAL LAND VALUE				
Residual Land Value (gross)				319,602
SDLT	319,602	@	HMRC formula	(5,480)
Acquisition Agent fees	319,602	@	1.00%	(3,196)
Acquisition Legal fees	319,602	@	0.50%	(1,598)
Interest on Land	319,602	@	7.00%	(22,372)
Residual Land Value				286,956
RLV analysis:	286,956 £ per plot	494,202 £ per ha (net)	200,001 £ per acre (net)	
		444,782 £ per ha (gross)	180,001 £ per acre (gross)	
			5.78% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Plot Ratio / Density	40%	(GIA-Site Area / Dph, as appropriate)		
Site Area	0.58	ha (net)	1.43	acres (net)
Net to Gross ratio	90%			
Site Area (gross)	0.65	ha (gross)	1.59	acres (gross)
Benchmark Land Value (net)	286,954 £ per plot	494,200 £ per ha (net)	200,000 £ per acre (net)	286,954
BLV analysis:	Density	4,000 sqm/ha (net)	17,424 sqft/ac (net)	
		2 dph (gross)		
		444,780 £ per ha (gross)	180,000 £ per acre (gross)	

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

Scheme Typology: Medium/ Large Industrial No Units: 1
Site Typology: Location / Value Zone: Industrial Par Greenfield/Brownfield: Greenfield
Notes: Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

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		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 634.76 (recommended CIL) 120.00	0.00		1,066,348	1,066,348	1,066,348	1,066,348	1,066,348	1,066,348	1,066,348
	10.00		1,049,549	1,049,549	1,049,549	1,049,549	1,049,549	1,049,549	1,049,549
	20.00		1,032,750	1,032,750	1,032,750	1,032,750	1,032,750	1,032,750	1,032,750
	30.00		1,015,951	1,015,951	1,015,951	1,015,951	1,015,951	1,015,951	1,015,951
	40.00		999,152	999,152	999,152	999,152	999,152	999,152	999,152
	50.00		982,353	982,353	982,353	982,353	982,353	982,353	982,353
	60.00		965,554	965,554	965,554	965,554	965,554	965,554	965,554
	70.00		948,754	948,754	948,754	948,754	948,754	948,754	948,754
	80.00		931,955	931,955	931,955	931,955	931,955	931,955	931,955
	90.00		915,156	915,156	915,156	915,156	915,156	915,156	915,156
	100.00		898,357	898,357	898,357	898,357	898,357	898,357	898,357
	110.00		881,558	881,558	881,558	881,558	881,558	881,558	881,558
	120.00		864,759	864,759	864,759	864,759	864,759	864,759	864,759
	130.00		847,960	847,960	847,960	847,960	847,960	847,960	847,960
	140.00		831,161	831,161	831,161	831,161	831,161	831,161	831,161
	150.00		814,362	814,362	814,362	814,362	814,362	814,362	814,362
	160.00		797,563	797,563	797,563	797,563	797,563	797,563	797,563
	170.00		780,763	780,763	780,763	780,763	780,763	780,763	780,763
	180.00		763,964	763,964	763,964	763,964	763,964	763,964	763,964
	190.00		747,165	747,165	747,165	747,165	747,165	747,165	747,165
	200.00		730,366	730,366	730,366	730,366	730,366	730,366	730,366
	210.00		713,567	713,567	713,567	713,567	713,567	713,567	713,567
	220.00		696,768	696,768	696,768	696,768	696,768	696,768	696,768
	230.00		679,969	679,969	679,969	679,969	679,969	679,969	679,969
	240.00		663,170	663,170	663,170	663,170	663,170	663,170	663,170
	250.00		646,371	646,371	646,371	646,371	646,371	646,371	646,371

Scheme Typology:

Medium/ Large Industrial

No Units:

1

Site Typology:

Location / Value Zone: Industrial Par Greenfield/Brownfield: Greenfield

Notes:

Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

TABLE 2

Balance (RLV - BLV £ per acre (n))	Profit							
	1	15%	16%	17%	18%	19%	20%	21%
0.00	0.00	1,066,348	1,051,258	1,036,168	1,021,078	1,005,987	990,897	975,807
10.00	10.00	1,049,549	1,034,313	1,019,077	1,003,840	988,604	973,368	958,131
CIL £psm	20.00	1,032,750	1,017,368	1,001,985	986,603	971,221	955,838	940,456
634.76	30.00	1,015,951	1,000,422	984,894	969,366	953,837	938,309	922,780
(recommended CIL)	40.00	999,152	983,477	967,803	952,128	936,454	920,779	905,105
120.00	50.00	982,353	966,532	950,712	934,891	919,070	903,250	887,429
	60.00	965,554	949,587	933,620	917,654	901,687	885,720	869,754
	70.00	948,754	932,642	916,529	900,416	884,303	868,191	852,078
	80.00	931,955	915,697	899,438	883,179	866,920	850,661	834,402
	90.00	915,156	898,751	882,346	865,942	849,537	833,132	816,727
	100.00	898,357	881,806	865,255	848,704	832,153	815,602	799,051
	110.00	881,558	864,861	848,164	831,467	814,770	798,073	781,376
	120.00	864,759	847,916	831,073	814,229	797,386	780,543	763,700
	130.00	847,960	830,971	813,981	796,992	780,003	763,014	746,024
	140.00	831,161	814,025	796,890	779,755	762,619	745,484	728,349
	150.00	814,362	797,080	779,799	762,517	745,236	727,955	710,673
	160.00	797,563	780,135	762,708	745,280	727,853	710,425	692,998
	170.00	780,763	763,190	745,616	728,043	710,469	692,896	675,322
	180.00	763,964	746,245	728,525	710,805	693,086	675,366	657,647
	190.00	747,165	729,300	711,434	693,568	675,702	657,837	639,971
	200.00	730,366	712,354	694,343	676,331	658,319	640,307	622,295
	210.00	713,567	695,409	677,251	659,093	640,936	622,778	604,620
	220.00	696,768	678,464	660,160	641,856	623,552	605,248	586,944
	230.00	679,969	661,519	643,069	624,619	606,169	587,719	569,269
	240.00	663,170	644,574	625,977	607,381	588,785	570,189	551,593
	250.00	646,371	627,628	608,886	590,144	571,402	552,660	533,917

TABLE 3

Balance (RLV - BLV £ per acre (n))	BLV (£ per acre (n))						
	1	50,000	150,000	250,000	350,000	450,000	650,000
0.00	0.00	1,216,348	1,116,348	1,016,348	916,348	816,348	716,348
10.00	10.00	1,199,549	1,099,549	999,549	899,549	799,549	699,549
CIL £psm	20.00	1,182,750	1,082,750	982,750	882,750	782,750	682,750
634.76	30.00	1,165,951	1,065,951	965,951	865,951	765,951	665,951
(recommended CIL)	40.00	1,149,152	1,049,152	949,152	849,152	749,152	649,152
120.00	50.00	1,132,353	1,032,353	932,353	832,353	732,353	632,353
	60.00	1,115,554	1,015,554	915,554	815,554	715,554	615,554
	70.00	1,098,754	998,754	898,754	798,754	698,754	598,754
	80.00	1,081,955	981,955	881,955	781,955	681,955	581,955
	90.00	1,065,156	965,156	865,156	765,156	665,156	565,156
	100.00	1,048,357	948,357	848,357	748,357	648,357	548,357
	110.00	1,031,558	931,558	831,558	731,558	631,558	531,558
	120.00	1,014,759	914,759	814,759	714,759	614,759	514,759
	130.00	997,960	897,960	797,960	697,960	597,960	497,960
	140.00	981,161	881,161	781,161	681,161	581,161	481,161
	150.00	964,362	864,362	764,362	664,362	564,362	464,362
	160.00	947,563	847,563	747,563	647,563	547,563	447,563
	170.00	930,763	830,763	730,763	630,763	530,763	430,763
	180.00	913,964	813,964	713,964	613,964	513,964	413,964
	190.00	897,165	797,165	697,165	597,165	497,165	397,165
	200.00	880,366	780,366	680,366	580,366	480,366	380,366
	210.00	863,567	763,567	663,567	563,567	463,567	363,567
	220.00	846,768	746,768	646,768	546,768	446,768	346,768
	230.00	829,969	729,969	629,969	529,969	429,969	329,969
	240.00	813,170	713,170	613,170	513,170	413,170	313,170
	250.00	796,371	696,371	596,371	496,371	396,371	296,371

Scheme Typology:

Medium/ Large Industrial

No Units:

1

Site Typology:

Location / Value Zone: Industrial Par Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

TABLE 4		Density (dph) (net)							
Balance (RLV - BLV £ per acre (n))		1	50	70	90	110	130	150	170
CIL Epsm 634.76 (recommended CIL) 120.00	0.00	158,922,899	222,574,734	286,226,569	349,878,404	413,530,239	477,182,074	540,833,909	
	10.00	156,823,011	219,634,890	282,446,770	345,258,650	408,070,529	470,882,409	533,694,289	
	20.00	154,723,122	216,695,047	278,666,971	340,638,895	402,610,820	464,582,744	526,554,668	
	30.00	152,623,234	213,755,203	274,887,172	336,019,141	397,151,110	458,283,079	519,415,048	
	40.00	150,523,346	210,815,359	271,107,373	331,399,387	391,691,400	451,983,414	512,275,428	
	50.00	148,423,457	207,875,516	267,327,574	326,779,632	386,231,691	445,683,749	505,135,807	
	60.00	146,323,569	204,935,672	263,547,775	322,159,878	380,771,981	439,384,084	497,996,187	
	70.00	144,223,681	201,995,828	259,767,976	317,540,124	375,312,271	433,084,419	490,856,567	
	80.00	142,123,792	199,055,985	255,988,177	312,920,369	369,852,562	426,784,754	483,716,946	
	90.00	140,023,904	196,116,141	252,208,378	308,300,615	364,392,852	420,485,089	476,577,326	
	100.00	137,924,016	193,176,297	248,428,579	303,680,861	358,933,142	414,185,424	469,437,706	
	110.00	135,824,127	190,236,454	244,648,780	299,061,106	353,473,433	407,885,759	462,298,085	
	120.00	133,724,239	187,296,610	240,868,981	294,441,352	348,013,723	401,586,094	455,158,465	
	130.00	131,624,351	184,356,766	237,089,182	289,821,598	342,554,013	395,286,429	448,018,845	
	140.00	129,524,462	181,416,923	233,309,383	285,201,843	337,094,304	388,986,764	440,879,224	
	150.00	127,424,574	178,477,079	229,529,584	280,582,089	331,634,594	382,687,099	433,739,604	
160.00	125,324,686	175,537,235	225,749,785	275,962,335	326,174,884	376,387,434	426,599,984		
170.00	123,224,797	172,597,392	221,969,986	271,342,580	320,715,175	370,087,769	419,460,363		
180.00	121,124,909	169,657,548	218,190,187	266,722,826	315,255,465	363,788,104	412,320,743		
190.00	119,025,021	166,717,704	214,410,388	262,103,072	309,795,755	357,488,439	405,181,122		
200.00	116,925,132	163,777,861	210,630,589	257,483,317	304,336,046	351,188,774	398,041,502		
210.00	114,825,244	160,838,017	206,850,790	252,863,563	298,876,336	344,889,109	390,901,882		
220.00	112,725,356	157,898,173	203,070,991	248,243,809	293,416,626	338,589,444	383,762,261		
230.00	110,625,467	154,958,330	199,291,192	243,624,054	287,956,917	332,289,779	376,622,641		
240.00	108,525,579	152,018,486	195,511,393	239,004,300	282,497,207	325,990,114	369,483,021		
250.00	106,425,691	149,078,642	191,731,594	234,384,546	277,037,497	319,690,449	362,343,400		

TABLE 5		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 634.76 (recommended CIL) 120.00	0.00		1,225,388	1,145,868	1,066,348	986,828	907,308	827,788	748,268
	10.00		1,208,589	1,129,069	1,049,549	970,029	890,509	810,989	731,469
	20.00		1,191,790	1,112,270	1,032,750	953,230	873,710	794,190	714,670
	30.00		1,174,991	1,095,471	1,015,951	936,431	856,911	777,391	697,871
	40.00		1,158,192	1,078,672	999,152	919,632	840,112	760,592	681,072
	50.00		1,141,393	1,061,873	982,353	902,833	823,313	743,793	664,273
	60.00		1,124,594	1,045,074	965,554	886,034	806,514	726,993	647,473
	70.00		1,107,795	1,028,275	948,754	869,234	789,714	710,194	630,674
	80.00		1,090,995	1,011,475	931,955	852,435	772,915	693,395	613,875
	90.00		1,074,196	994,676	915,156	835,636	756,116	676,596	597,076
	100.00		1,057,397	977,877	898,357	818,837	739,317	659,797	580,277
	110.00		1,040,598	961,078	881,558	802,038	722,518	642,998	563,478
	120.00		1,023,799	944,279	864,759	785,239	705,719	626,199	546,679
	130.00		1,007,000	927,480	847,960	768,440	688,920	609,400	529,880
	140.00		990,201	910,681	831,161	751,641	672,121	592,601	513,081
	150.00		973,402	893,882	814,362	734,842	655,322	575,802	496,281
160.00		956,603	877,083	797,563	718,042	638,522	559,002	479,482	
170.00		939,804	860,283	780,763	701,243	621,723	542,203	462,683	
180.00		923,004	843,484	763,964	684,444	604,924	525,404	445,884	
190.00		906,205	826,685	747,165	667,645	588,125	508,605	429,085	
200.00		889,406	809,886	730,366	650,846	571,326	491,806	412,286	
210.00		872,607	793,087	713,567	634,047	554,527	475,007	395,487	
220.00		855,808	776,288	696,768	617,248	537,728	458,208	378,688	
230.00		839,009	759,489	679,969	600,449	520,929	441,409	361,889	
240.00		822,210	742,690	663,170	583,650	504,130	424,610	345,090	
250.00		805,411	725,891	646,371	566,851	487,330	407,810	328,290	

Scheme Typology: **Medium/ Large Industrial** No Units: **1**
 Site Typology: **Industrial Par** Location / Value Zone: **Greenfield/Brownfield: Greenfield**
 Notes: **Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.**

TABLE 6		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV £ per acre (n))	1	90%	95%	100%	105%	110%	115%	120%
0.00		773,800	920,074	1,066,348	1,212,622	1,358,897	1,505,171	1,651,445
10.00		757,001	903,275	1,049,549	1,195,823	1,342,097	1,488,372	1,634,646
CIL £psm	20.00	740,202	886,476	1,032,750	1,179,024	1,325,298	1,471,573	1,617,847
634.76	30.00	723,403	869,677	1,015,951	1,162,225	1,308,499	1,454,773	1,601,048
(recommended CIL)	40.00	706,603	852,878	999,152	1,145,426	1,291,700	1,437,974	1,584,249
120.00	50.00	689,804	836,079	982,353	1,128,627	1,274,901	1,421,175	1,567,449
	60.00	673,005	819,279	965,554	1,111,828	1,258,102	1,404,376	1,550,650
	70.00	656,206	802,480	948,754	1,095,029	1,241,303	1,387,577	1,533,851
	80.00	639,407	785,681	931,955	1,078,230	1,224,504	1,370,778	1,517,052
	90.00	622,608	768,882	915,156	1,061,430	1,207,705	1,353,979	1,500,253
	100.00	605,809	752,083	898,357	1,044,631	1,190,906	1,337,180	1,483,454
	110.00	589,010	735,284	881,558	1,027,832	1,174,106	1,320,381	1,466,655
	120.00	572,211	718,485	864,759	1,011,033	1,157,307	1,303,581	1,449,856
	130.00	555,411	701,686	847,960	994,234	1,140,508	1,286,782	1,433,057
	140.00	538,612	684,887	831,161	977,435	1,123,709	1,269,983	1,416,257
	150.00	521,813	668,087	814,362	960,636	1,106,910	1,253,184	1,399,458
	160.00	505,014	651,288	797,563	943,837	1,090,111	1,236,385	1,382,659
	170.00	488,215	634,489	780,763	927,038	1,073,312	1,219,586	1,365,860
	180.00	471,416	617,690	763,964	910,238	1,056,513	1,202,787	1,349,061
	190.00	454,617	600,891	747,165	893,439	1,039,714	1,185,988	1,332,262
	200.00	437,818	584,092	730,366	876,640	1,022,914	1,169,189	1,315,463
	210.00	421,019	567,293	713,567	859,841	1,006,115	1,152,390	1,298,664
	220.00	404,220	550,494	696,768	843,042	989,316	1,135,590	1,281,865
	230.00	387,420	533,695	679,969	826,243	972,517	1,118,791	1,265,065
	240.00	370,621	516,896	663,170	809,444	955,718	1,101,992	1,248,266
	250.00	353,822	500,096	646,371	792,645	938,919	1,085,193	1,231,467

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

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S:_Client Projects\1812 South Worcestershire Plan Viability and CIL Review_SWC\Appraisals\2510 Appraisals - Commercial & Retail (for CIL)\251201 SWC_Commercial Appraisals_CIL_v3_A_FIC Logistics - Gfd
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Scheme Typology:

Logistics

No Units:

1

Site Typology:

Location / Value Zone: Motorway Co Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £		
BTR 1 Bed units	unit	-	22%	-	5.00%	-		
BTR 2 Bed units	unit	-	22%	-	5.00%	-		
BTR 1 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-		
BTR 2 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-		
Logistics	£ psf	630,000	0%	630,000	5.00%	12,600,000		
[blank spare]	£ psf	-	0%	-	5.00%	-		
[blank spare]	£ psf	-	0%	-	5.00%	-		
				630,000		12,600,000		
Commercial GDV -				less RF/Void		Purchasers Costs %	PC £	£
BTR 1 Bed units				-	0	6.80%	-	-
BTR 2 Bed units				-	0	6.80%	-	-
BTR 1 Bed units - Disc Mrkt Rent				-	0	6.80%	-	-
BTR 2 Bed units - Disc Mrkt Rent				-	0	6.80%	-	-
Logistics				(315,000)	12,285,000	6.80%	(782,191)	11,502,809
[blank spare]				-	0	6.80%	-	-
[blank spare]				-	0	6.80%	-	-
[blank spare]				-	0	6.80%	-	-
Sub-total GDV Commercial								11,502,809
Grant Funding				0	AH units @	0	per unit	-
Total GDV								11,502,809

DEVELOPMENT COSTS

Initial Payments -								
Statutory Planning Fees (Planning Port:01-Apr-25)				(capped at £411,885)	588	£		(588)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	2940.0			(50,000)
CIL (ext. Aff. Housing - discounted market rent) (Max CIL)				6,503 sqm (gross)	346.42	£ psm		(2,252,851)
CIL analysis:				19.59% % of GDV	2,252,851	£ per unit (total units)		
Site Specific S106 Contributions	1 units @				0			-
S106 analysis				0.00% % of GDV	0.00	£ psm (GIA)		
Construction Costs -								
Site Clearance and Demolition			1.63 ha @			£ per ha (if brownfield)		-
Site Infrastructure costs			0					-
Infra. Costs analysis:				0.00% % of GDV	0.00	£ psm (GIA)		
BTR 1 Bed units	-	sqm @			0	psm		-
BTR 2 Bed units	-	sqm @			0	psm		-
BTR 1 Bed units - Disc Mrkt Rent	-	sqm @			0	psm		-
BTR 2 Bed units - Disc Mrkt Rent	-	sqm @			0	psm		-
Logistics	6,503	sqm @			738	psm		(4,799,371)
[blank spare]	-	sqm @			0	psm		-
[blank spare]	-	sqm @			0	psm		-
[blank spare]	6,503	-	sqm @		0	psm		-
External works			4,799,371 @		15.0%			(719,906)
Ext. Works analysis:					719,906	£ per unit (total units)		
Policy Costs on design -								
Net Biodiversity Costs			1.63 ha @		14,334	£ per ha		(23,304)
Low Carbon/Energy Reduction		6,503 sqm			0	£ per unit		-
BREEAM		If =>500 sqm	5,519,277 @		0.0%			-
Sub-total								(23,304)
Policy Costs analysis: (design costs only)					23,304	£ per unit (total units)		
Contingency (on construction)			5,542,581 @		3.0%			(166,277)

Scheme Typology: **Logistics** No Units: **1**
Site Typology: Location / Value Zone: **Motorway Co** Greenfield/Brownfield: **Greenfield**
Notes: Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

Professional Fees	5,542,581	@	10.0%	(554,258)
Disposal Costs -				
Letting Agents Costs	630,000	ERV @	10.00%	(63,000)
Letting Legal Costs	630,000	ERV @	5.00%	(31,500)
Investment Sale Agents Costs	11,502,809	GDV @	1.00%	(115,028)
Investment Sale Legal Costs	11,502,809	GDV @	0.50%	(57,514)
Marketing and Promotion	11,502,809	GDV @	0.50%	(57,514)
Interest (on Development Costs) -	7.00%	APR	0.565% pcm	(314,169)
Developers Profit -				
Profit on Cost (commercial scheme)	9,205,282		15.00%	(1,380,792)
TOTAL COSTS				(10,586,074)

RESIDUAL LAND VALUE				
Residual Land Value (gross)				916,735
SDLT	916,735	@	HMRC formula	(35,337)
Acquisition Agent fees	916,735	@	1.00%	(9,167)
Acquisition Legal fees	916,735	@	0.50%	(4,584)
Interest on Land	916,735	@	7.00%	(64,171)
Residual Land Value				803,476
RLV analysis:	803,476 £ per plot	494,202 £ per ha (net)	200,001 £ per acre (net)	
		444,782 £ per ha (gross)	180,001 £ per acre (gross)	
			6.99% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Plot Ratio / Density	40%	(GIA-Site Area / Dph, as appropriate)		
Site Area	1.63	ha (net)	4.02	acres (net)
Net to Gross ratio	90%			
Site Area (gross)	1.81	ha (gross)	4.46	acres (gross)
Benchmark Land Value (net)	803,472 £ per plot	494,200 £ per ha (net)	200,000 £ per acre (net)	803,472
BLV analysis:	Density	4,000 sqm/ha (net)	17,424 sqft/ac (net)	
		1 dph (gross)		
		444,780 £ per ha (gross)	180,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	2 £ per ha (net)	1 £ per acre (net)		4

Scheme Typology:

Logistics

No Units:

1

Site Typology:

Location / Value Zone:

Motorway Co

Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

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

Balance (RLV - BLV £ per acre (n))	Site Specific S106		100% (where 110% is a 10% increase etc.)					
	1	100%	110%	120%	130%	140%	150%	160%
0.00		585,270	585,270	585,270	585,270	585,270	585,270	585,270
10.00		568,375	568,375	568,375	568,375	568,375	568,375	568,375
CIL £psm		551,481	551,481	551,481	551,481	551,481	551,481	551,481
20.00		534,586	534,586	534,586	534,586	534,586	534,586	534,586
346.42		517,691	517,691	517,691	517,691	517,691	517,691	517,691
(recommended CIL)		500,796	500,796	500,796	500,796	500,796	500,796	500,796
120.00		483,902	483,902	483,902	483,902	483,902	483,902	483,902
		467,007	467,007	467,007	467,007	467,007	467,007	467,007
		450,112	450,112	450,112	450,112	450,112	450,112	450,112
		433,217	433,217	433,217	433,217	433,217	433,217	433,217
		416,323	416,323	416,323	416,323	416,323	416,323	416,323
		399,428	399,428	399,428	399,428	399,428	399,428	399,428
		382,533	382,533	382,533	382,533	382,533	382,533	382,533
		365,639	365,639	365,639	365,639	365,639	365,639	365,639
		348,744	348,744	348,744	348,744	348,744	348,744	348,744
		331,849	331,849	331,849	331,849	331,849	331,849	331,849
		314,954	314,954	314,954	314,954	314,954	314,954	314,954
		298,060	298,060	298,060	298,060	298,060	298,060	298,060
		281,165	281,165	281,165	281,165	281,165	281,165	281,165
		264,270	264,270	264,270	264,270	264,270	264,270	264,270
		247,376	247,376	247,376	247,376	247,376	247,376	247,376
		230,481	230,481	230,481	230,481	230,481	230,481	230,481
		213,586	213,586	213,586	213,586	213,586	213,586	213,586
		196,691	196,691	196,691	196,691	196,691	196,691	196,691
		179,797	179,797	179,797	179,797	179,797	179,797	179,797
		162,902	162,902	162,902	162,902	162,902	162,902	162,902

Scheme Typology:

Logistics

No Units:

1

Site Typology:

Location / Value Zone: Motorway Co Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

TABLE 2		Profit							
Balance (RLV - BLV £ per acre (n))		15%							
		1	15%	16%	17%	18%	19%	20%	21%
	0.00		585,270	570,539	555,808	541,077	526,346	511,614	496,883
	10.00		568,375	553,497	538,619	523,741	508,863	493,985	479,107
CIL £psm	20.00		551,481	536,456	521,431	506,406	491,381	476,356	461,331
346.42	30.00		534,586	519,414	504,242	489,070	473,898	458,727	443,555
(recommended CIL)	40.00		517,691	502,372	487,054	471,735	456,416	441,097	425,779
120.00	50.00		500,796	485,331	469,865	454,399	438,934	423,468	408,002
	60.00		483,902	468,289	452,677	437,064	421,451	405,839	390,226
	70.00		467,007	451,247	435,488	419,728	403,969	388,210	372,450
	80.00		450,112	434,206	418,299	402,393	386,487	370,580	354,674
	90.00		433,217	417,164	401,111	385,058	369,004	352,951	336,898
	100.00		416,323	400,123	383,922	367,722	351,522	335,322	319,122
	110.00		399,428	383,081	366,734	350,387	334,040	317,692	301,345
	120.00		382,533	366,039	349,545	333,051	316,557	300,063	283,569
	130.00		365,639	348,998	332,357	315,716	299,075	282,434	265,793
	140.00		348,744	331,956	315,168	298,380	281,592	264,805	248,017
	150.00		331,849	314,914	297,980	281,045	264,110	247,175	230,241
	160.00		314,954	297,873	280,791	263,709	246,628	229,546	212,464
	170.00		298,060	280,831	263,603	246,374	229,145	211,917	194,688
	180.00		281,165	263,790	246,414	229,039	211,663	194,288	176,912
	190.00		264,270	246,748	229,226	211,703	194,181	176,658	159,136
	200.00		247,376	229,706	212,037	194,368	176,698	159,029	141,360
	210.00		230,481	212,665	194,848	177,032	159,216	141,400	123,584
	220.00		213,586	195,623	177,660	159,697	141,734	123,770	105,807
	230.00		196,691	178,581	160,471	142,361	124,251	106,141	88,031
	240.00		179,797	161,540	143,283	125,026	106,769	88,512	70,255
	250.00		162,902	144,498	126,094	107,690	89,287	70,883	52,479

TABLE 3		BLV (£ per acre (n))							
Balance (RLV - BLV £ per acre (n))		200,000							
		1	50,000	150,000	250,000	350,000	450,000	550,000	650,000
	0.00		735,270	635,270	535,270	435,270	335,270	235,270	135,270
	10.00		718,375	618,375	518,375	418,375	318,375	218,375	118,375
CIL £psm	20.00		701,481	601,481	501,481	401,481	301,481	201,481	101,481
346.42	30.00		684,586	584,586	484,586	384,586	284,586	184,586	84,586
(recommended CIL)	40.00		667,691	567,691	467,691	367,691	267,691	167,691	67,691
120.00	50.00		650,796	550,796	450,796	350,796	250,796	150,796	50,796
	60.00		633,902	533,902	433,902	333,902	233,902	133,902	33,902
	70.00		617,007	517,007	417,007	317,007	217,007	117,007	17,007
	80.00		600,112	500,112	400,112	300,112	200,112	100,112	112
	90.00		583,217	483,217	383,217	283,217	183,217	83,217	(16,783)
	100.00		566,323	466,323	366,323	266,323	166,323	66,323	(33,677)
	110.00		549,428	449,428	349,428	249,428	149,428	49,428	(50,572)
	120.00		532,533	432,533	332,533	232,533	132,533	32,533	(67,467)
	130.00		515,639	415,639	315,639	215,639	115,639	15,639	(84,361)
	140.00		498,744	398,744	298,744	198,744	98,744	(1,256)	(101,256)
	150.00		481,849	381,849	281,849	181,849	81,849	(18,151)	(118,151)
	160.00		464,954	364,954	264,954	164,954	64,954	(35,046)	(135,046)
	170.00		448,060	348,060	248,060	148,060	48,060	(51,940)	(151,940)
	180.00		431,165	331,165	231,165	131,165	31,165	(68,835)	(168,835)
	190.00		414,270	314,270	214,270	114,270	14,270	(85,730)	(185,730)
	200.00		397,376	297,376	197,376	97,376	(2,624)	(102,624)	(202,624)
	210.00		380,481	280,481	180,481	80,481	(19,519)	(119,519)	(219,519)
	220.00		363,586	263,586	163,586	63,586	(36,414)	(136,414)	(236,414)
	230.00		346,691	246,691	146,691	46,691	(53,309)	(153,309)	(253,309)
	240.00		329,797	229,797	129,797	29,797	(70,203)	(170,203)	(270,203)
	250.00		312,902	212,902	112,902	12,902	(87,098)	(187,098)	(287,098)

Scheme Typology:

Logistics

No Units:

1

Site Typology:

Location / Value Zone: Motorway Co Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

TABLE 4		Density (dph) (net)							
Balance (RLV - BLV £ per acre (n))		1	50	70	90	110	130	150	170
CIL Epsm 346.42 (recommended CIL) 120.00	0.00	98,792,834	138,392,658	177,992,482	217,592,306	257,192,131	296,791,955	336,391,779	
	10.00	96,680,994	135,436,082	174,191,171	212,946,259	251,701,347	290,456,436	329,211,524	
	20.00	94,569,154	132,479,507	170,389,859	208,300,212	246,210,564	284,120,916	322,031,269	
	30.00	92,457,315	129,522,931	166,588,548	203,654,164	240,719,781	277,785,397	314,851,014	
	40.00	90,345,475	126,566,356	162,787,236	199,008,117	235,228,997	271,449,878	307,670,759	
	50.00	88,233,635	123,609,780	158,985,925	194,362,069	229,738,214	265,114,359	300,490,504	
	60.00	86,121,796	120,653,204	155,184,613	189,716,022	224,247,431	258,778,840	293,310,249	
	70.00	84,009,956	117,696,629	151,383,302	185,069,975	218,756,648	252,443,320	286,129,993	
	80.00	81,898,116	114,740,053	147,581,990	180,423,927	213,265,864	246,107,801	278,949,738	
	90.00	79,786,276	111,783,478	143,780,679	175,777,880	207,775,081	239,772,282	271,769,483	
	100.00	77,674,437	108,826,902	139,979,367	171,131,832	202,284,298	233,436,763	264,589,228	
	110.00	75,562,597	105,870,326	136,178,056	166,485,785	196,793,514	227,101,244	257,408,973	
	120.00	73,450,757	102,913,751	132,376,744	161,839,738	191,302,731	220,765,725	250,228,718	
	130.00	71,338,917	99,957,175	128,575,433	157,193,690	185,811,948	214,430,205	243,048,463	
	140.00	69,227,078	97,000,599	124,774,121	152,547,643	180,321,164	208,094,686	235,868,208	
	150.00	67,115,238	94,044,024	120,972,810	147,901,595	174,830,381	201,759,167	228,687,953	
	160.00	65,003,398	91,087,448	117,171,498	143,255,548	169,339,598	195,423,648	221,507,698	
170.00	62,891,559	88,130,873	113,370,187	138,609,501	163,848,815	189,088,129	214,327,443		
180.00	60,779,719	85,174,297	109,568,875	133,963,453	158,358,031	182,752,609	207,147,187		
190.00	58,667,879	82,217,721	105,767,564	129,317,406	152,867,248	176,417,090	199,966,932		
200.00	56,556,039	79,261,146	101,966,252	124,671,358	147,376,465	170,081,571	192,786,677		
210.00	54,444,200	76,304,570	98,164,940	120,025,311	141,885,681	163,746,052	185,606,422		
220.00	52,332,360	73,347,994	94,363,629	115,379,264	136,394,898	157,410,533	178,426,167		
230.00	50,220,520	70,391,419	90,562,317	110,733,216	130,904,115	151,075,013	171,245,912		
240.00	48,108,680	67,434,843	86,761,006	106,087,169	125,413,331	144,739,494	164,065,657		
250.00	45,996,841	64,478,268	82,959,694	101,441,121	119,922,548	138,403,975	156,885,402		

TABLE 5		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 346.42 (recommended CIL) 120.00	0.00		744,578	664,924	585,270	505,616	425,962	346,308	266,654
	10.00		727,683	648,029	568,375	488,721	409,067	329,413	249,759
	20.00		710,789	631,135	551,481	471,827	392,172	312,518	232,864
	30.00		693,894	614,240	534,586	454,932	375,278	295,624	215,970
	40.00		676,999	597,345	517,691	438,037	358,383	278,729	199,075
	50.00		660,104	580,450	500,796	421,142	341,488	261,834	182,180
	60.00		643,210	563,556	483,902	404,248	324,594	244,940	165,286
	70.00		626,315	546,661	467,007	387,353	307,699	228,045	148,391
	80.00		609,420	529,766	450,112	370,458	290,804	211,150	131,496
	90.00		592,526	512,872	433,217	353,563	273,909	194,255	114,601
	100.00		575,631	495,977	416,323	336,669	257,015	177,361	97,707
	110.00		558,736	479,082	399,428	319,774	240,120	160,466	80,812
	120.00		541,841	462,187	382,533	302,879	223,225	143,571	63,917
	130.00		524,947	445,293	365,639	285,985	206,331	126,677	47,023
	140.00		508,052	428,398	348,744	269,090	189,436	109,782	30,128
	150.00		491,157	411,503	331,849	252,195	172,541	92,887	13,233
	160.00		474,262	394,608	314,954	235,300	155,646	75,992	(3,662)
170.00		457,368	377,714	298,060	218,406	138,752	59,098	(20,556)	
180.00		440,473	360,819	281,165	201,511	121,857	42,203	(37,451)	
190.00		423,578	343,924	264,270	184,616	104,962	25,308	(54,346)	
200.00		406,684	327,030	247,376	167,722	88,068	8,414	(71,240)	
210.00		389,789	310,135	230,481	150,827	71,173	(8,481)	(88,135)	
220.00		372,894	293,240	213,586	133,932	54,278	(25,376)	(105,030)	
230.00		355,999	276,345	196,691	117,037	37,383	(42,271)	(121,925)	
240.00		339,105	259,451	179,797	100,143	20,489	(59,165)	(138,819)	
250.00		322,210	242,556	162,902	83,248	3,594	(76,060)	(155,714)	

Scheme Typology:

Logistics

No Units:

1

Site Typology:

Location / Value Zone: Motorway Co Greenfield/Brownfield:

Greenfield

Notes:

Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

TABLE 6		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV £ per acre (n))	1	90%	95%	100%	105%	110%	115%	120%
0.00	343,305	464,288	585,270	706,252	827,235	948,217	1,069,199	
10.00	326,410	447,393	568,375	689,358	810,340	931,322	1,052,305	
CIL £psm	20.00	309,516	430,498	551,481	672,463	793,445	914,428	1,035,410
346.42	30.00	292,621	413,603	534,586	655,568	776,551	897,533	1,018,515
(recommended CIL)	40.00	275,726	396,709	517,691	638,673	759,656	880,638	1,001,621
120.00	50.00	258,832	379,814	500,796	621,779	742,761	863,743	984,726
	60.00	241,937	362,919	483,902	604,884	725,866	846,849	967,831
	70.00	225,042	346,025	467,007	587,989	708,972	829,954	950,936
	80.00	208,147	329,130	450,112	571,095	692,077	813,059	934,042
	90.00	191,253	312,235	433,217	554,200	675,182	796,165	917,147
	100.00	174,358	295,340	416,323	537,305	658,288	779,270	900,252
	110.00	157,463	278,446	399,428	520,410	641,393	762,375	883,358
	120.00	140,569	261,551	382,533	503,516	624,498	745,480	866,463
	130.00	123,674	244,656	365,639	486,621	607,603	728,586	849,568
	140.00	106,779	227,762	348,744	469,726	590,709	711,691	832,673
	150.00	89,884	210,867	331,849	452,832	573,814	694,796	815,779
	160.00	72,990	193,972	314,954	435,937	556,919	677,902	798,884
	170.00	56,095	177,077	298,060	419,042	540,024	661,007	781,989
	180.00	39,200	160,183	281,165	402,147	523,130	644,112	765,095
	190.00	22,306	143,288	264,270	385,253	506,235	627,217	748,200
	200.00	5,411	126,393	247,376	368,358	489,340	610,323	731,305
	210.00	(11,484)	109,499	230,481	351,463	472,446	593,428	714,410
	220.00	(28,379)	92,604	213,586	334,569	455,551	576,533	697,516
	230.00	(45,273)	75,709	196,691	317,674	438,656	559,639	680,621
	240.00	(62,168)	58,814	179,797	300,779	421,761	542,744	663,726
	250.00	(79,063)	41,920	162,902	283,884	404,867	525,849	646,831

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Appraisal Ref:
Scheme Typology:
Site Typology:
Notes:

D
Light Industrial
Location / Value Zone: **Industrial Par** Greenfield/Brownfield: **1**
Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

(see Typologies Matrix)

ASSUMPTIONS - COMMERCIAL USES

Units -	# Com. Units	AH %	% mix	# Units	# Mkt Resi Units	# AH Units
BTR 1 Bed units			60%	0.6	0	
BTR 2 Bed units			40%	0.4	0	
BTR 1 Bed units - Disc Mkt Rent		0%	60%	0		0
BTR 2 Bed units - Disc Mkt Rent			40%	0		0
Light Industrial	1		0			
[blank spare]	0					
[blank spare]	0					
[blank spare]						
	1			1	0	0
Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	NIA (sqm)	NIA (sqft)	%		GIA (sqm)	GIA (sqft)
BTR 1 Bed units	0	0	85.0%		0	0
BTR 2 Bed units	0	0	85.0%		0	0
BTR 1 Bed units - Disc Mkt Rent	0	0	85.0%		0	0
BTR 2 Bed units - Disc Mkt Rent	0	0	85.0%		0	0
Light Industrial	836	9,000	100.0%		836	9,000
[blank spare]		0	100.0%		0	0
[blank spare]		0	100.0%		0	0
[blank spare]						
Total Floor areas -	NIA (sqm)	NIA (sqft)			GIA (sqm)	GIA (sqft)
BTR 1 Bed units	0	0			0	0
BTR 2 Bed units	0	0			0	0
BTR 1 Bed units - Disc Mkt Rent	0	0			0	0
BTR 2 Bed units - Disc Mkt Rent	0	0			0	0
Light Industrial	836	9,000			836	9,000
[blank spare]	0	0			0	0
[blank spare]	0	0			0	0
[blank spare]						
	836	9,000			836	9,000
Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
BTR 1 Bed units		-		22%	0	5.00%
BTR 2 Bed units		-		22%	0	5.00%
BTR 1 Bed units - Disc Mkt Rent		-		22%	0	5.00%
BTR 2 Bed units - Disc Mkt Rent		-		22%	0	5.00%
Light Industrial		126,000	14.00	0%	0	6.50%
[blank spare]		-		0%	0	6.50%
[blank spare]		-		0%	0	6.50%
[blank spare]						
			* as applicable	*Total Incentive including Rent Free & Void allowance (months)		

Scheme Typology: **Light Industrial** No Units: **1**
Site Typology: Location / Value Zone: **Industrial Par** Greenfield/Brownfield: **Brownfield**
Notes: Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

GROSS DEVELOPMENT VALUE						
Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
BTR 1 Bed units	unit	-	22%	-	5.00%	-
BTR 2 Bed units	unit	-	22%	-	5.00%	-
BTR 1 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
BTR 2 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
Light Industrial	£ psf	126,000	0%	126,000	6.50%	1,938,462
[blank spare]	£ psf	-	0%	-	6.50%	-
[blank spare]	£ psf	-	0%	-	6.50%	-
				126,000		1,938,462
Commercial GDV -			less RF/Void		Purchasers Costs %	PC £
BTR 1 Bed units			-	0	6.80%	-
BTR 2 Bed units			-	0	6.80%	-
BTR 1 Bed units - Disc Mrkt Rent			-	0	6.80%	-
BTR 2 Bed units - Disc Mrkt Rent			-	0	6.80%	-
Light Industrial			-	1,938,462	6.80%	(123,423)
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
Sub-total GDV Commercial						1,815,039
Grant Funding			0	AH units @	0 per unit	-
Total GDV						1,815,039

DEVELOPMENT COSTS						
Initial Payments -						
Statutory Planning Fees (Planning Port:01-Apr-25				(capped at £411,885)	588 £	(588)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	2940.0	(50,000)
CIL (ext. Aff. Housing - discounted market rent) (Max CIL)			836 sqm (gross)	258.36 £ psm		(216,025)
CIL analysis:			11.90% % of GDV	216,025 £ per unit (total units)		
Site Specific S106 Contributions	1 units @			0		-
S106 analysis			0.00% % of GDV	0.00 £ psm (GIA)		
Construction Costs -						
Site Clearance and Demolition			0.17 ha @	123,550 £ per ha (if brownfield)		(20,661)
Site Infrastructure costs			0			-
Infra. Costs analysis:			0.00% % of GDV	0.00 £ psm (GIA)		
BTR 1 Bed units			- sqm @	0 psm		-
BTR 2 Bed units			- sqm @	0 psm		-
BTR 1 Bed units - Disc Mrkt Rent			- sqm @	0 psm		-
BTR 2 Bed units - Disc Mrkt Rent			- sqm @	0 psm		-
Light Industrial			836 sqm @	914 psm		(764,220)
[blank spare]			- sqm @	0 psm		-
[blank spare]			- sqm @	0 psm		-
[blank spare]			836 - sqm @	psm		-
External works			764,220 @	15.0%		(114,633)
Ext. Works analysis:				114,633 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity Costs			0.17 ha @	14,334 £ per ha		(2,397)
Low Carbon/Energy Reduction			836 sqm	0 £ per unit		-
BREEAM			If =>500 sqm	878,854 @	0.4%	(3,515)
Sub-total						(5,912)
Policy Costs analysis: (design costs only)				5,912 £ per unit (total units)		
Contingency (on construction)			905,427 @	5.0%		(45,271)

Scheme Typology: **Light Industrial** No Units: **1**
Site Typology: Location / Value Zone: **Industrial Par** Greenfield/Brownfield: **Brownfield**
Notes: Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

Professional Fees	905,427 @	10.0%	(90,543)
Disposal Costs -			
Letting Agents Costs	126,000 ERV @	10.00%	(12,600)
Letting Legal Costs	126,000 ERV @	5.00%	(6,300)
Investment Sale Agents Costs	1,815,039 GDV @	1.00%	(18,150)
Investment Sale Legal Costs	1,815,039 GDV @	0.50%	(9,075)
Marketing and Promotion	1,815,039 GDV @	0.50%	(9,075)
Interest (on Development Costs) -	7.00% APR	0.565% pcm	(41,176)
Developers Profit -			
Profit on Cost (commercial scheme)	1,404,230	15.00%	(210,634)
TOTAL COSTS			(1,614,864)

RESIDUAL LAND VALUE			
Residual Land Value (gross)			200,175
SDLT	200,175 @	HMRC formula	491
Acquisition Agent fees	200,175 @	1.00%	(2,002)
Acquisition Legal fees	200,175 @	0.50%	(1,001)
Interest on Land	200,175 @	7.00%	(14,012)
Residual Land Value			183,651
RLV analysis:	183,651 £ per plot	1,098,224 £ per ha (net)	444,445 £ per acre (net)
		988,401 £ per ha (gross)	400,000 £ per acre (gross)
			10.12% % RLV / GDV

BENCHMARK LAND VALUE (BLV)			
Plot Ratio / Density	50%	(GIA-Site Area / Dph, as appropriate)	
Site Area	0.17 ha (net)	0.41 acres (net)	
Net to Gross ratio	90%		
Site Area (gross)	0.19 ha (gross)	0.46 acres (gross)	
Benchmark Land Value (net)	183,651 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)
BLV analysis:	Density	5,000 sqm/ha (net)	21,780 sqft/ac (net)
		5 dph (gross)	
		988,399 £ per ha (gross)	400,000 £ per acre (gross)

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

Scheme Typology: **Light Industrial** No Units: **1**
 Site Typology: Location / Value Zone: **Industrial Par** Greenfield/Brownfield: **Brownfield**
 Notes: **Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.**

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		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 258.36 (recommended CIL) 60.00	0.00		542,535	542,535	542,535	542,535	542,535	542,535	542,535
	10.00		521,537	521,537	521,537	521,537	521,537	521,537	521,537
	20.00		500,538	500,538	500,538	500,538	500,538	500,538	500,538
	30.00		479,539	479,539	479,539	479,539	479,539	479,539	479,539
	40.00		458,540	458,540	458,540	458,540	458,540	458,540	458,540
	50.00		437,541	437,541	437,541	437,541	437,541	437,541	437,541
	60.00		416,542	416,542	416,542	416,542	416,542	416,542	416,542
	70.00		395,543	395,543	395,543	395,543	395,543	395,543	395,543
	80.00		374,544	374,544	374,544	374,544	374,544	374,544	374,544
	90.00		353,545	353,545	353,545	353,545	353,545	353,545	353,545
	100.00		332,547	332,547	332,547	332,547	332,547	332,547	332,547
	110.00		311,548	311,548	311,548	311,548	311,548	311,548	311,548
	120.00		290,549	290,549	290,549	290,549	290,549	290,549	290,549
	130.00		269,550	269,550	269,550	269,550	269,550	269,550	269,550
	140.00		248,551	248,551	248,551	248,551	248,551	248,551	248,551
	150.00		227,552	227,552	227,552	227,552	227,552	227,552	227,552
	160.00		206,553	206,553	206,553	206,553	206,553	206,553	206,553
	170.00		185,554	185,554	185,554	185,554	185,554	185,554	185,554
	180.00		164,556	164,556	164,556	164,556	164,556	164,556	164,556
	190.00		143,557	143,557	143,557	143,557	143,557	143,557	143,557
	200.00		122,558	122,558	122,558	122,558	122,558	122,558	122,558
	210.00		101,559	101,559	101,559	101,559	101,559	101,559	101,559
	220.00		80,560	80,560	80,560	80,560	80,560	80,560	80,560
	230.00		59,561	59,561	59,561	59,561	59,561	59,561	59,561
	240.00		38,562	38,562	38,562	38,562	38,562	38,562	38,562
	250.00		17,563	17,563	17,563	17,563	17,563	17,563	17,563

Scheme Typology:

Light Industrial

No Units:

1

Site Typology:

Location / Value Zone: Industrial Par Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

TABLE 2

Balance (RLV - BLV £ per acre (n))	Profit							
	1	15%	16%	17%	18%	19%	20%	21%
0.00	0.00	542,535	517,858	493,180	468,502	443,825	419,147	394,469
10.00	10.00	521,537	496,676	471,816	446,956	422,095	397,235	372,375
CIL £psm	20.00	500,538	475,495	450,452	425,409	400,366	375,323	350,280
258.36	30.00	479,539	454,313	429,088	403,862	378,637	353,411	328,186
(recommended CIL)	40.00	458,540	433,132	407,724	382,316	356,908	331,499	306,091
60.00	50.00	437,541	411,950	386,360	360,769	335,178	309,588	283,997
	60.00	416,542	390,769	364,996	339,222	313,449	287,676	261,902
	70.00	395,543	369,587	343,631	317,676	291,720	265,764	239,808
	80.00	374,544	348,406	322,267	296,129	269,990	243,852	217,713
	90.00	353,545	327,224	300,903	274,582	248,261	221,940	195,619
	100.00	332,547	306,043	279,539	253,036	226,532	200,028	173,525
	110.00	311,548	284,861	258,175	231,489	204,803	178,116	151,430
	120.00	290,549	263,680	236,811	209,942	183,073	156,204	129,336
	130.00	269,550	242,498	215,447	188,396	161,344	134,293	107,241
	140.00	248,551	221,317	194,083	166,849	139,615	112,381	85,147
	150.00	227,552	200,136	172,719	145,302	117,885	90,469	63,052
	160.00	206,553	178,954	151,355	123,755	96,156	68,557	40,958
	170.00	185,554	157,773	129,991	102,209	74,427	46,845	18,863
	180.00	164,556	136,591	108,627	80,662	52,698	24,733	(3,231)
	190.00	143,557	115,410	87,263	59,115	30,968	2,821	(25,326)
	200.00	122,558	94,228	65,898	37,569	9,239	(19,091)	(47,420)
	210.00	101,559	73,047	44,534	16,022	(12,490)	(41,002)	(69,515)
	220.00	80,560	51,865	23,170	(5,525)	(34,219)	(62,914)	(91,609)
	230.00	59,561	30,684	1,806	(27,071)	(55,949)	(84,826)	(113,704)
	240.00	38,562	9,502	(19,558)	(48,618)	(77,678)	(106,738)	(135,798)
	250.00	17,563	(11,679)	(40,922)	(70,165)	(99,407)	(128,650)	(157,893)

TABLE 3

Balance (RLV - BLV £ per acre (n))	BLV (£ per acre (n))						
	1	50,000	150,000	250,000	350,000	450,000	650,000
0.00	0.00	936,979	836,979	736,979	636,979	536,979	436,979
10.00	10.00	915,981	815,981	715,981	615,981	515,981	415,981
CIL £psm	20.00	894,982	794,982	694,982	594,982	494,982	394,982
258.36	30.00	873,983	773,983	673,983	573,983	473,983	373,983
(recommended CIL)	40.00	852,984	752,984	652,984	552,984	452,984	352,984
60.00	50.00	831,985	731,985	631,985	531,985	431,985	331,985
	60.00	810,986	710,986	610,986	510,986	410,986	310,986
	70.00	789,987	689,987	589,987	489,987	389,987	289,987
	80.00	768,988	668,988	568,988	468,988	368,988	268,988
	90.00	747,989	647,989	547,989	447,989	347,989	247,989
	100.00	726,991	626,991	526,991	426,991	326,991	226,991
	110.00	705,992	605,992	505,992	405,992	305,992	205,992
	120.00	684,993	584,993	484,993	384,993	284,993	184,993
	130.00	663,994	563,994	463,994	363,994	263,994	163,994
	140.00	642,995	542,995	442,995	342,995	242,995	142,995
	150.00	621,996	521,996	421,996	321,996	221,996	121,996
	160.00	600,997	500,997	400,997	300,997	200,997	100,997
	170.00	579,998	479,998	379,998	279,998	179,998	79,998
	180.00	559,000	459,000	359,000	259,000	159,000	59,000
	190.00	538,001	438,001	338,001	238,001	138,001	38,001
	200.00	517,002	417,002	317,002	217,002	117,002	17,002
	210.00	496,003	396,003	296,003	196,003	96,003	(3,997)
	220.00	475,004	375,004	275,004	175,004	75,004	(24,996)
	230.00	454,005	354,005	254,005	154,005	54,005	(45,995)
	240.00	433,006	333,006	233,006	133,006	33,006	(66,994)
	250.00	412,007	312,007	212,007	112,007	12,007	(87,993)

Scheme Typology:

Light Industrial

No Units:

1

Site Typology:

Location / Value Zone:

Industrial Par Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

TABLE 4		Density (dph) (net)				1				
Balance (RLV - BLV £ per acre (n))		1	50	70	90	110	130	150	170	
CIL £psm 258.36 (recommended CIL) 60.00	0.00	104,865,373	147,016,015	189,166,656	231,317,298	273,467,939	315,618,581	357,769,222		
	10.00	102,765,485	144,076,171	185,386,857	226,697,543	268,008,230	309,318,916	350,629,602		
	20.00	100,665,597	141,136,327	181,607,058	222,077,789	262,548,520	303,019,251	343,489,982		
	30.00	98,565,708	138,196,484	177,827,259	217,458,035	257,088,810	296,719,586	336,350,361		
	40.00	96,465,820	135,256,640	174,047,460	212,838,280	251,629,101	290,419,921	329,210,741		
	50.00	94,365,932	132,316,796	170,267,661	208,218,526	246,169,391	284,120,256	322,071,121		
	60.00	92,266,043	129,376,953	166,487,862	203,598,772	240,709,681	277,820,591	314,931,500		
	70.00	90,166,155	126,437,109	162,708,063	198,979,017	235,249,972	271,520,926	307,791,880		
	80.00	88,066,267	123,497,265	158,928,264	194,359,263	229,790,262	265,221,261	300,652,260		
	90.00	85,966,378	120,557,422	155,148,465	189,739,509	224,330,552	258,921,596	293,512,639		
	100.00	83,866,490	117,617,578	151,368,666	185,119,754	218,870,843	252,621,931	286,373,019		
	110.00	81,766,602	114,677,734	147,588,867	180,500,000	213,411,133	246,322,266	279,233,399		
	120.00	79,666,713	111,737,891	143,809,068	175,880,246	207,951,423	240,022,601	272,093,778		
	130.00	77,566,825	108,798,047	140,029,269	171,260,491	202,491,714	233,722,936	264,954,158		
	140.00	75,466,937	105,858,203	136,249,470	166,640,737	197,032,004	227,423,271	257,814,538		
	150.00	73,367,048	102,918,360	132,469,671	162,020,983	191,572,294	221,123,606	250,674,917		
160.00	71,267,160	99,978,516	128,689,872	157,401,228	186,112,585	214,823,941	243,535,297			
170.00	69,167,272	97,038,672	124,910,073	152,781,474	180,652,875	208,524,276	236,395,677			
180.00	67,067,383	94,098,829	121,130,274	148,161,720	175,193,165	202,224,611	229,256,056			
190.00	64,967,495	91,158,985	117,350,475	143,541,965	169,733,456	195,924,946	222,116,436			
200.00	62,867,606	88,219,141	113,570,676	138,922,211	164,273,746	189,625,281	214,976,816			
210.00	60,767,718	85,279,298	109,790,877	134,302,457	158,814,036	183,325,616	207,837,195			
220.00	58,667,830	82,339,454	106,011,078	129,682,702	153,354,327	177,025,951	200,697,575			
230.00	56,567,941	79,399,610	102,231,279	125,062,948	147,894,617	170,726,286	193,557,954			
240.00	54,468,053	76,459,767	98,451,480	120,443,194	142,434,907	164,426,621	186,418,334			
250.00	52,368,165	73,519,923	94,671,681	115,823,439	136,975,197	158,126,956	179,278,714			

TABLE 5		Build cost		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 258.36 (recommended CIL) 60.00	0.00		793,104	667,820	542,535	417,251	291,967	166,683	41,399
	10.00		772,105	646,821	521,537	396,252	270,968	145,684	20,400
	20.00		751,106	625,822	500,538	375,254	249,970	124,685	(599)
	30.00		730,107	604,823	479,539	354,255	228,971	103,687	(21,597)
	40.00		709,108	583,824	458,540	333,256	207,972	82,688	(42,596)
	50.00		688,109	562,825	437,541	312,257	186,973	61,689	(63,595)
	60.00		667,110	541,826	416,542	291,258	165,974	40,690	(84,594)
	70.00		646,111	520,827	395,543	270,259	144,975	19,691	(105,593)
	80.00		625,113	499,828	374,544	249,260	123,976	(1,308)	(126,592)
	90.00		604,114	478,830	353,545	228,261	102,977	(22,307)	(147,591)
	100.00		583,115	457,831	332,547	207,263	81,978	(43,306)	(168,590)
	110.00		562,116	436,832	311,548	186,264	60,980	(64,304)	(189,589)
	120.00		541,117	415,833	290,549	165,265	39,981	(85,303)	(210,587)
	130.00		520,118	394,834	269,550	144,266	18,982	(106,302)	(231,586)
	140.00		499,119	373,835	248,551	123,267	(2,017)	(127,301)	(252,585)
	150.00		478,120	352,836	227,552	102,268	(23,016)	(148,300)	(273,584)
160.00		457,121	331,837	206,553	81,269	(44,015)	(169,299)	(294,583)	
170.00		436,123	310,838	185,554	60,270	(65,014)	(190,298)	(315,582)	
180.00		415,124	289,840	164,556	39,271	(86,013)	(211,297)	(336,581)	
190.00		394,125	268,841	143,557	18,273	(107,011)	(232,296)	(357,580)	
200.00		373,126	247,842	122,558	(2,726)	(128,010)	(253,294)	(378,579)	
210.00		352,127	226,843	101,559	(23,725)	(149,009)	(274,293)	(399,577)	
220.00		331,128	205,844	80,560	(44,724)	(170,008)	(295,292)	(420,817)	
230.00		310,129	184,845	59,561	(65,723)	(191,007)	(316,291)	(445,093)	
240.00		289,130	163,846	38,562	(86,722)	(212,006)	(337,290)	(469,369)	
250.00		268,131	142,847	17,563	(107,721)	(233,005)	(358,289)	(493,646)	

Scheme Typology: **Light Industrial** No Units: **1**
 Site Typology: Location / Value Zone: **Industrial Par** Greenfield/Brownfield: **Brownfield**
 Notes: Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

TABLE 6		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 258.36 (recommended CIL)	0.00		171,330	356,933	542,535	728,138	913,741	1,099,343	1,284,946
	10.00		150,331	335,934	521,537	707,139	892,742	1,078,345	1,263,947
	20.00		129,332	314,935	500,538	686,140	871,743	1,057,346	1,242,948
	30.00		108,333	293,936	479,539	665,141	850,744	1,036,347	1,221,949
	40.00		87,335	272,937	458,540	644,143	829,745	1,015,348	1,200,951
	50.00		66,336	251,938	437,541	623,144	808,746	994,349	1,179,952
	60.00		45,337	230,939	416,542	602,145	787,747	973,350	1,158,953
	70.00		24,338	209,941	395,543	581,146	766,749	952,351	1,137,954
	80.00		3,339	188,942	374,544	560,147	745,750	931,352	1,116,955
	90.00		(17,660)	167,943	353,545	539,148	724,751	910,353	1,095,956
	100.00		(38,659)	146,944	332,547	518,149	703,752	889,355	1,074,957
	110.00		(59,658)	125,945	311,548	497,150	682,753	868,356	1,053,958
	120.00		(80,656)	104,946	290,549	476,151	661,754	847,357	1,032,959
	130.00		(101,655)	83,947	269,550	455,153	640,755	826,358	1,011,961
	140.00		(122,654)	62,948	248,551	434,154	619,756	805,359	990,962
	150.00		(143,653)	41,950	227,552	413,155	598,758	784,360	969,963
	160.00		(164,652)	20,951	206,553	392,156	577,759	763,361	948,964
	170.00		(185,651)	(48)	185,554	371,157	556,760	742,362	927,965
	180.00		(206,650)	(21,047)	164,556	350,158	535,761	721,364	906,966
	190.00		(227,649)	(42,046)	143,557	329,159	514,762	700,365	885,967
200.00		(248,648)	(63,045)	122,558	308,160	493,763	679,366	864,968	
210.00		(269,646)	(84,044)	101,559	287,162	472,764	658,367	843,970	
220.00		(290,645)	(105,043)	80,560	266,163	451,765	637,368	822,971	
230.00		(311,644)	(126,042)	59,561	245,164	430,766	616,369	801,972	
240.00		(332,643)	(147,040)	38,562	224,165	409,768	595,370	780,973	
250.00		(353,642)	(168,039)	17,563	203,166	388,769	574,371	759,974	

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

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S:_Client Projects\1812 South Worcestershire Plan Viability and CIL Review_SWC\Appraisals\2510 Appraisals - Commercial & Retail (for CIL)\251201 SWC_Commercial Appraisals_CIL_v3_A_FIE ML Industrial- Bfd
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Scheme Typology: Medium/ Large Industrial No Units: 1
Site Typology: Location / Value Zone: Industrial Par Greenfield/Brownfield: Brownfield
Notes: Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £		
BTR 1 Bed units	unit	-	22%	-	5.00%	-		
BTR 2 Bed units	unit	-	22%	-	5.00%	-		
BTR 1 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-		
BTR 2 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-		
Medium to Large Industrial	£ psf	300,000	0%	300,000	5.50%	5,454,545		
[blank spare]	£ psf	-	0%	-	5.50%	-		
[blank spare]	£ psf	-	0%	-	5.50%	-		
				300,000		5,454,545		
Commercial GDV -				less RF/Void	Purchasers Costs %	PC £		£
BTR 1 Bed units			-	0	6.80%	-	-	-
BTR 2 Bed units			-	0	6.80%	-	-	-
BTR 1 Bed units - Disc Mrkt Rent			-	0	6.80%	-	-	-
BTR 2 Bed units - Disc Mrkt Rent			-	0	6.80%	-	-	-
Medium to Large Industrial			(150,000)	5,304,545	6.80%	(337,743)	4,966,803	
[blank spare]			-	0	6.80%	-	-	-
[blank spare]			-	0	6.80%	-	-	-
[blank spare]			-	0	6.80%	-	-	-
Sub-total GDV Commercial							4,966,803	
Grant Funding			0	AH units @	0	per unit		-
Total GDV								4,966,803

DEVELOPMENT COSTS

Initial Payments -								
Statutory Planning Fees (Planning Port:01-Apr-25				(capped at £411,885)	588 £		(588)	
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	2940.0		(50,000)	
CIL (ext. Aff. Housing - discounted market rent) (Max CIL)			2,323 sqm (gross)	436.72 £ psm			(1,014,323)	
CIL analysis:			20.42% % of GDV	1,014,323 £ per unit (total units)				
Site Specific S106 Contributions	1 units @			0			-	
S106 analysis			0.00% % of GDV	0.00 £ psm (GIA)				
Construction Costs -								
Site Clearance and Demolition		0.58 ha @		123,550 £ per ha (if brownfield)			(71,739)	
Site Infrastructure costs		0					-	
Infra. Costs analysis:			0.00% % of GDV	0.00 £ psm (GIA)				
BTR 1 Bed units	-	sqm @		0 psm			-	
BTR 2 Bed units	-	sqm @		0 psm			-	
BTR 1 Bed units - Disc Mrkt Rent	-	sqm @		0 psm			-	
BTR 2 Bed units - Disc Mrkt Rent	-	sqm @		0 psm			-	
Medium to Large Industrial	2,323	sqm @		738 psm			(1,714,061)	
[blank spare]	-	sqm @		0 psm			-	
[blank spare]	-	sqm @		0 psm			-	
[blank spare]	2,323	-	sqm @	0 psm			-	
External works		1,714,061 @		15.0%			(257,109)	
Ext. Works analysis:				257,109 £ per unit (total units)				
Policy Costs on design -								
Net Biodiversity Costs		0.58 ha @		14,334 £ per ha			(8,323)	
Low Carbon/Energy Reduction		2,323 sqm		0 £ per unit			-	
BREEAM		If => 500 sqm	1,971,170 @	0.4%			(7,885)	
Sub-total							(16,208)	
Policy Costs analysis: (design costs only)				16,208 £ per unit (total units)				
Contingency (on construction)		2,059,117 @		5.0%			(102,956)	

Scheme Typology: **Medium/ Large Industrial** No Units: **1**
 Site Typology: Location / Value Zone: **Industrial Par** Greenfield/Brownfield: **Brownfield**
 Notes: **Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.**

Professional Fees	2,059,117	@	10.0%	(205,912)
Disposal Costs -				
Letting Agents Costs	300,000	ERV @	10.00%	(30,000)
Letting Legal Costs	300,000	ERV @	5.00%	(15,000)
Investment Sale Agents Costs	4,966,803	GDV @	1.00%	(49,668)
Investment Sale Legal Costs	4,966,803	GDV @	0.50%	(24,834)
Marketing and Promotion	4,966,803	GDV @	0.50%	(24,834)
Interest (on Development Costs) -	7.00%	APR	0.565% pcm	(111,240)
Developers Profit -				
Profit on Cost (commercial scheme)	3,688,472		15.00%	(553,271)
TOTAL COSTS				(4,241,743)

RESIDUAL LAND VALUE				
Residual Land Value (gross)				725,060
SDLT	725,060	@	HMRC formula	(25,753)
Acquisition Agent fees	725,060	@	1.00%	(7,251)
Acquisition Legal fees	725,060	@	0.50%	(3,625)
Interest on Land	725,060	@	7.00%	(50,754)
Residual Land Value				637,677
RLV analysis:	637,677 £ per plot	1,098,224 £ per ha (net)	444,445 £ per acre (net)	
		988,401 £ per ha (gross)	400,000 £ per acre (gross)	
			12.84% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Plot Ratio / Density	40%	(GIA-Site Area / Dph, as appropriate)		
Site Area	0.58	ha (net)	1.43	acres (net)
Net to Gross ratio	90%			
Site Area (gross)	0.65	ha (gross)	1.59	acres (gross)
Benchmark Land Value (net)	637,676 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)	637,676
BLV analysis:	Density	4,000 sqm/ha (net)	17,424 sqft/ac (net)	
		2 dph (gross)		
		988,399 £ per ha (gross)	400,000 £ per acre (gross)	

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

Scheme Typology: **Medium/ Large Industrial** No Units: **1**
 Site Typology: Location / Value Zone: **Industrial Par** Greenfield/Brownfield: **Brownfield**
 Notes: **Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.**

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		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL £psm 436.72 (recommended CIL) 60.00	0.00		733,657	733,657	733,657	733,657	733,657	733,657	733,657
	10.00		716,858	716,858	716,858	716,858	716,858	716,858	716,858
	20.00		700,059	700,059	700,059	700,059	700,059	700,059	700,059
	30.00		683,260	683,260	683,260	683,260	683,260	683,260	683,260
	40.00		666,461	666,461	666,461	666,461	666,461	666,461	666,461
	50.00		649,662	649,662	649,662	649,662	649,662	649,662	649,662
	60.00		632,863	632,863	632,863	632,863	632,863	632,863	632,863
	70.00		616,064	616,064	616,064	616,064	616,064	616,064	616,064
	80.00		599,265	599,265	599,265	599,265	599,265	599,265	599,265
	90.00		582,465	582,465	582,465	582,465	582,465	582,465	582,465
	100.00		565,666	565,666	565,666	565,666	565,666	565,666	565,666
	110.00		548,867	548,867	548,867	548,867	548,867	548,867	548,867
	120.00		532,068	532,068	532,068	532,068	532,068	532,068	532,068
	130.00		515,269	515,269	515,269	515,269	515,269	515,269	515,269
	140.00		498,470	498,470	498,470	498,470	498,470	498,470	498,470
	150.00		481,671	481,671	481,671	481,671	481,671	481,671	481,671
	160.00		464,872	464,872	464,872	464,872	464,872	464,872	464,872
	170.00		448,073	448,073	448,073	448,073	448,073	448,073	448,073
	180.00		431,273	431,273	431,273	431,273	431,273	431,273	431,273
	190.00		414,474	414,474	414,474	414,474	414,474	414,474	414,474
	200.00		397,675	397,675	397,675	397,675	397,675	397,675	397,675
	210.00		380,876	380,876	380,876	380,876	380,876	380,876	380,876
	220.00		364,077	364,077	364,077	364,077	364,077	364,077	364,077
	230.00		347,278	347,278	347,278	347,278	347,278	347,278	347,278
	240.00		330,479	330,479	330,479	330,479	330,479	330,479	330,479
	250.00		313,680	313,680	313,680	313,680	313,680	313,680	313,680

Scheme Typology:

Medium/ Large Industrial

No Units:

1

Site Typology:

Location / Value Zone: Industrial Par Greenfield/Brownfield: Brownfield

Notes:

Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

TABLE 2

Balance (RLV - BLV £ per acre (n))	Profit							
	1	15%	16%	17%	18%	19%	20%	21%
0.00		733,657	717,800	701,942	686,085	670,227	654,370	638,512
10.00		716,858	700,855	684,851	668,847	652,844	636,840	620,836
20.00		700,059	683,909	667,760	651,610	635,460	619,311	603,161
30.00		683,260	666,964	650,668	634,373	618,077	601,781	585,485
40.00		666,461	650,019	633,577	617,135	600,693	584,252	567,810
50.00		649,662	633,074	616,486	599,898	583,310	566,722	550,134
60.00		632,863	616,129	599,395	582,661	565,927	549,193	532,459
70.00		616,064	599,184	582,303	565,423	548,543	531,663	514,783
80.00		599,265	582,238	565,212	548,186	531,160	514,134	497,107
90.00		582,465	565,293	548,121	530,949	513,776	496,604	479,432
100.00		565,666	548,348	531,030	513,711	496,393	479,075	461,756
110.00		548,867	531,403	513,938	496,474	479,009	461,545	444,081
120.00		532,068	514,458	496,847	479,237	461,626	444,016	426,405
130.00		515,269	497,512	479,756	461,999	444,243	426,486	408,729
140.00		498,470	480,567	462,665	444,762	426,859	408,957	391,054
150.00		481,671	463,622	445,573	427,525	409,476	391,427	373,378
160.00		464,872	446,677	428,482	410,287	392,092	373,898	355,703
170.00		448,073	429,732	411,391	393,050	374,709	356,368	338,027
180.00		431,273	412,787	394,300	375,813	357,326	338,839	320,352
190.00		414,474	395,841	377,208	358,575	339,942	321,309	302,676
200.00		397,675	378,896	360,117	341,338	322,559	303,780	285,000
210.00		380,876	361,951	343,026	324,100	305,175	286,250	267,325
220.00		364,077	345,006	325,934	306,863	287,792	268,721	249,649
230.00		347,278	328,061	308,843	289,626	270,408	251,191	231,974
240.00		330,479	311,115	291,752	272,388	253,025	233,662	214,298
250.00		313,680	294,170	274,661	255,151	235,642	216,132	196,622

TABLE 3

Balance (RLV - BLV £ per acre (n))	BLV (£ per acre (n))						
	1	50,000	150,000	250,000	350,000	450,000	650,000
0.00		1,128,101	1,028,101	928,101	828,101	728,101	628,101
10.00		1,111,302	1,011,302	911,302	811,302	711,302	611,302
20.00		1,094,503	994,503	894,503	794,503	694,503	594,503
30.00		1,077,704	977,704	877,704	777,704	677,704	577,704
40.00		1,060,905	960,905	860,905	760,905	660,905	560,905
50.00		1,044,106	944,106	844,106	744,106	644,106	544,106
60.00		1,027,307	927,307	827,307	727,307	627,307	527,307
70.00		1,010,508	910,508	810,508	710,508	610,508	510,508
80.00		993,709	893,709	793,709	693,709	593,709	493,709
90.00		976,909	876,909	776,909	676,909	576,909	476,909
100.00		960,110	860,110	760,110	660,110	560,110	460,110
110.00		943,311	843,311	743,311	643,311	543,311	443,311
120.00		926,512	826,512	726,512	626,512	526,512	426,512
130.00		909,713	809,713	709,713	609,713	509,713	409,713
140.00		892,914	792,914	692,914	592,914	492,914	392,914
150.00		876,115	776,115	676,115	576,115	476,115	376,115
160.00		859,316	759,316	659,316	559,316	459,316	359,316
170.00		842,517	742,517	642,517	542,517	442,517	342,517
180.00		825,717	725,717	625,717	525,717	425,717	325,717
190.00		808,918	708,918	608,918	508,918	408,918	308,918
200.00		792,119	692,119	592,119	492,119	392,119	292,119
210.00		775,320	675,320	575,320	475,320	375,320	275,320
220.00		758,521	658,521	558,521	458,521	358,521	258,521
230.00		741,722	641,722	541,722	441,722	341,722	241,722
240.00		724,923	624,923	524,923	424,923	324,923	224,923
250.00		708,124	608,124	508,124	408,124	308,124	208,124

Scheme Typology:

Medium/ Large Industrial

No Units:

1

Site Typology:

Location / Value Zone:

Industrial Par Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

TABLE 4		Density (dph) (net)			0				
Balance (RLV - BLV £ per acre (n))		1	50	70	90	110	130	150	170
CIL Epsm 436.72 (recommended CIL)	0.00	155,099,771	217,344,172	279,588,572	341,832,973	404,077,373	466,321,774	528,566,175	
	10.00	152,999,883	214,404,328	275,808,773	337,213,218	398,617,664	460,022,109	521,426,554	
	20.00	150,899,994	211,464,484	272,028,974	332,593,464	393,157,954	453,722,444	514,286,934	
	30.00	148,800,106	208,524,641	268,249,175	327,973,710	387,698,244	447,422,779	507,147,314	
	40.00	146,700,218	205,584,797	264,469,376	323,353,955	382,238,535	441,123,114	500,007,693	
	50.00	144,600,329	202,644,953	260,689,577	318,734,201	376,778,825	434,823,449	492,868,073	
	60.00	142,500,441	199,705,110	256,909,778	314,114,447	371,319,115	428,523,784	485,728,453	
	70.00	140,400,553	196,765,266	253,129,979	309,494,692	365,859,406	422,224,119	478,588,832	
	80.00	138,300,664	193,825,422	249,350,180	304,874,938	360,399,696	415,924,454	471,449,212	
	90.00	136,200,776	190,885,578	245,570,381	300,255,184	354,939,986	409,624,789	464,309,591	
	100.00	134,100,888	187,945,735	241,790,582	295,635,429	349,480,277	403,325,124	457,169,971	
	110.00	132,000,999	185,005,891	238,010,783	291,015,675	344,020,567	397,025,459	450,030,351	
	120.00	129,901,111	182,066,047	234,230,984	286,395,921	338,560,857	390,725,794	442,890,730	
	130.00	127,801,223	179,126,204	230,451,185	281,776,166	333,101,148	384,426,129	435,751,110	
	140.00	125,701,334	176,186,360	226,671,386	277,156,412	327,641,438	378,126,464	428,611,490	
	150.00	123,601,446	173,246,516	222,891,587	272,536,658	322,181,728	371,826,799	421,471,869	
160.00	121,501,558	170,306,673	219,111,788	267,916,903	316,722,019	365,527,134	414,332,249		
170.00	119,401,669	167,366,829	215,331,989	263,297,149	311,262,309	359,227,469	407,192,629		
180.00	117,301,781	164,426,985	211,552,190	258,677,395	305,802,599	352,927,804	400,053,008		
190.00	115,201,893	161,487,142	207,772,391	254,057,640	300,342,890	346,628,139	392,913,388		
200.00	113,102,004	158,547,298	203,992,592	249,437,886	294,883,180	340,328,474	385,773,768		
210.00	111,002,116	155,607,454	200,212,793	244,818,132	289,423,470	334,028,809	378,634,147		
220.00	108,902,228	152,667,611	196,432,994	240,198,377	283,963,761	327,729,144	371,494,527		
230.00	106,802,339	149,727,767	192,653,195	235,578,623	278,504,051	321,429,479	364,354,907		
240.00	104,702,451	146,787,923	188,873,396	230,958,869	273,044,341	315,129,814	357,215,286		
250.00	102,602,563	143,848,080	185,093,597	226,339,114	267,584,631	308,830,149	350,075,666		

Balance (RLV - BLV £ per acre (n))	Build cost						
	1	90%	100%	105%	110%	115%	120%
0.00	895,512	814,585	733,657	652,730	571,802	490,875	409,948
10.00	878,713	797,786	716,858	635,931	555,003	474,076	393,148
20.00	861,914	780,987	700,059	619,132	538,204	457,277	376,349
30.00	845,115	764,188	683,260	602,333	521,405	440,478	359,550
40.00	828,316	747,388	666,461	585,534	504,606	423,679	342,751
50.00	811,517	730,589	649,662	568,734	487,807	406,879	325,952
60.00	794,718	713,790	632,863	551,935	471,008	390,080	309,153
70.00	777,919	696,991	616,064	535,136	454,209	373,281	292,354
80.00	761,120	680,192	599,265	518,337	437,410	356,482	275,555
90.00	744,320	663,393	582,465	501,538	420,610	339,683	258,756
100.00	727,521	646,594	565,666	484,739	403,811	322,884	241,956
110.00	710,722	629,795	548,867	467,940	387,012	306,085	225,157
120.00	693,923	612,996	532,068	451,141	370,213	289,286	208,358
130.00	677,124	596,197	515,269	434,342	353,414	272,487	191,559
140.00	660,325	579,397	498,470	417,542	336,615	255,687	174,760
150.00	643,526	562,598	481,671	400,743	319,816	238,888	157,961
160.00	626,727	545,799	464,872	383,944	303,017	222,089	141,162
170.00	609,928	529,000	448,073	367,145	286,218	205,290	124,363
180.00	593,128	512,201	431,273	350,346	269,419	188,491	107,564
190.00	576,329	495,402	414,474	333,547	252,619	171,692	90,764
200.00	559,530	478,603	397,675	316,748	235,820	154,893	73,965
210.00	542,731	461,804	380,876	299,949	219,021	138,094	57,166
220.00	525,932	445,005	364,077	283,150	202,222	121,295	40,367
230.00	509,133	428,205	347,278	266,350	185,423	104,496	23,568
240.00	492,334	411,406	330,479	249,551	168,624	87,696	6,769
250.00	475,535	394,607	313,680	232,752	151,825	70,897	(10,030)

Scheme Typology: **Medium/ Large Industrial** No Units: **1**
 Site Typology: Location / Value Zone: **Industrial Par** Greenfield/Brownfield: **Brownfield**
 Notes: **Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.**

Balance (RLV - BLV £ per acre (n))	Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
	1	90%	95%	100%	105%	110%	120%
0.00	441,109	587,383	733,657	879,932	1,026,206	1,172,480	1,318,754
10.00	424,310	570,584	716,858	863,132	1,009,407	1,155,681	1,301,955
CIL £psm	407,511	553,785	700,059	846,333	992,608	1,138,882	1,285,156
436.72	390,712	536,986	683,260	829,534	975,808	1,122,083	1,268,357
(recommended CIL)	373,913	520,187	666,461	812,735	959,009	1,105,284	1,251,558
60.00	357,114	503,388	649,662	795,936	942,210	1,088,484	1,234,759
	340,314	486,589	632,863	779,137	925,411	1,071,685	1,217,959
	323,515	469,789	616,064	762,338	908,612	1,054,886	1,201,160
	306,716	452,990	599,265	745,539	891,813	1,038,087	1,184,361
	289,917	436,191	582,465	728,740	875,014	1,021,288	1,167,562
	273,118	419,392	565,666	711,941	858,215	1,004,489	1,150,763
	256,319	402,593	548,867	695,141	841,416	987,690	1,133,964
	239,520	385,794	532,068	678,342	824,616	970,891	1,117,165
	222,721	368,995	515,269	661,543	807,817	954,092	1,100,366
	205,922	352,196	498,470	644,744	791,018	937,292	1,083,567
	189,122	335,397	481,671	627,945	774,219	920,493	1,066,768
	172,323	318,598	464,872	611,146	757,420	903,694	1,049,968
	155,524	301,798	448,073	594,347	740,621	886,895	1,033,169
	138,725	284,999	431,273	577,548	723,822	870,096	1,016,370
	121,926	268,200	414,474	560,749	707,023	853,297	999,571
	105,127	251,401	397,675	543,949	690,224	836,498	982,772
	88,328	234,602	380,876	527,150	673,425	819,699	965,973
	71,529	217,803	364,077	510,351	656,625	802,900	949,174
	54,730	201,004	347,278	493,552	639,826	786,100	932,375
	37,930	184,205	330,479	476,753	623,027	769,301	915,576
	21,131	167,406	313,680	459,954	606,228	752,502	898,776

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

Appraisal Ref:
Scheme Typology:
Site Typology:
Notes:

F**Logistics**

Location / Value Zone:

Motorway Co Greenfield/Brownfield: **Brownfield**
Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

No Units:

1

(see Typologies Matrix)

ASSUMPTIONS - COMMERCIAL USES

Units -	# Com. Units	AH %	% mix	# Units	# Mkt Resi Units	# AH Units
BTR 1 Bed units			60%	0.6	0	
BTR 2 Bed units			40%	0.4	0	
BTR 1 Bed units - Disc Mkt Rent		0%	60%	0		0
BTR 2 Bed units - Disc Mkt Rent			40%	0		0
Logistics	1		0			
[blank spare]	0					
[blank spare]	0					
[blank spare]						
	1			1	0	0
Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	NIA (sqm)	NIA (sqft)	%		GIA (sqm)	GIA (sqft)
BTR 1 Bed units	0	0	85.0%		0	0
BTR 2 Bed units	0	0	85.0%		0	0
BTR 1 Bed units - Disc Mkt Rent	0	0	85.0%		0	0
BTR 2 Bed units - Disc Mkt Rent	0	0	85.0%		0	0
Logistics	6,503	70,000	100.0%		6,503	70,000
[blank spare]	0	0	100.0%		0	0
[blank spare]	0	0	100.0%		0	0
[blank spare]						
Total Floor areas -	NIA (sqm)	NIA (sqft)			GIA (sqm)	GIA (sqft)
BTR 1 Bed units	0	0			0	0
BTR 2 Bed units	0	0			0	0
BTR 1 Bed units - Disc Mkt Rent	0	0			0	0
BTR 2 Bed units - Disc Mkt Rent	0	0			0	0
Logistics	6,503	70,000			6,503	70,000
[blank spare]	0	0			0	0
[blank spare]	0	0			0	0
[blank spare]						
	6,503	70,000			6,503	70,000
Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
BTR 1 Bed units		-		22%	0	5.00%
BTR 2 Bed units		-		22%	0	5.00%
BTR 1 Bed units - Disc Mkt Rent		-		22%	0	5.00%
BTR 2 Bed units - Disc Mkt Rent		-		22%	0	5.00%
Logistics		630,000	9.00	0%	6	5.00%
[blank spare]		-	0.00	0%	0	5.00%
[blank spare]		-	0.00	0%	0	5.00%
[blank spare]						

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

Scheme Typology: **Logistics** No Units: **1**
Site Typology: Location / Value Zone: **Motorway Co** Greenfield/Brownfield: **Brownfield**
Notes: Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

GROSS DEVELOPMENT VALUE						
Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
BTR 1 Bed units	unit	-	22%	-	5.00%	-
BTR 2 Bed units	unit	-	22%	-	5.00%	-
BTR 1 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
BTR 2 Bed units - Disc Mrkt Rent	unit	-	22%	-	5.00%	-
Logistics	£ psf	630,000	0%	630,000	5.00%	12,600,000
[blank spare]	£ psf	-	0%	-	5.00%	-
[blank spare]	£ psf	-	0%	-	5.00%	-
				630,000		12,600,000
Commercial GDV -			less RF/Void		Purchasers Costs %	PC £
BTR 1 Bed units			-	0	6.80%	-
BTR 2 Bed units			-	0	6.80%	-
BTR 1 Bed units - Disc Mrkt Rent			-	0	6.80%	-
BTR 2 Bed units - Disc Mrkt Rent			-	0	6.80%	-
Logistics			(315,000)	12,285,000	6.80%	(782,191)
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
[blank spare]			-	0	6.80%	-
Sub-total GDV Commercial						11,502,809
Grant Funding			0	AH units @	0 per unit	-
Total GDV						11,502,809

DEVELOPMENT COSTS						
Initial Payments -						
Statutory Planning Fees (Planning Port:01-Apr-25)				(capped at £411,885)	588 £	(588)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)	2940.0	(50,000)
CIL (ext. Aff. Housing - discounted market rent) (Max CIL)			6,503 sqm (gross)	145.26 £ psm		(944,639)
CIL analysis:			8.21% % of GDV	944,639 £ per unit (total units)		
Site Specific S106 Contributions	1 units @			0		-
S106 analysis			0.00% % of GDV	0.00 £ psm (GIA)		
Construction Costs -						
Site Clearance and Demolition		1.63 ha @		123,550 £ per ha (if brownfield)		(200,868)
Site Infrastructure costs		0				-
Infra. Costs analysis:			0.00% % of GDV	0.00 £ psm (GIA)		
BTR 1 Bed units	-	sqm @		0 psm		-
BTR 2 Bed units	-	sqm @		0 psm		-
BTR 1 Bed units - Disc Mrkt Rent	-	sqm @		0 psm		-
BTR 2 Bed units - Disc Mrkt Rent	-	sqm @		0 psm		-
Logistics	6,503	sqm @		738 psm		(4,799,371)
[blank spare]	-	sqm @		0 psm		-
[blank spare]	-	sqm @		0 psm		-
[blank spare]	6,503	sqm @		0 psm		-
External works		4,799,371 @		15.0%		(719,906)
Ext. Works analysis:				719,906 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity Costs		1.63 ha @		14,334 £ per ha		(23,304)
Low Carbon/Energy Reduction		6,503 sqm		0 £ per unit		-
BREEAM		If =>500 sqm	5,519,277 @	0.4%		(22,077)
Sub-total						(45,381)
Policy Costs analysis: (design costs only)				45,381 £ per unit (total units)		
Contingency (on construction)		5,765,526 @		5.0%		(288,276)

Scheme Typology: **Logistics** No Units: **1**
Site Typology: Location / Value Zone: **Motorway Co** Greenfield/Brownfield: **Brownfield**
Notes: Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

Professional Fees	5,765,526	@	10.0%	(576,553)
Disposal Costs -				
Letting Agents Costs	630,000	ERV @	10.00%	(63,000)
Letting Legal Costs	630,000	ERV @	5.00%	(31,500)
Investment Sale Agents Costs	11,502,809	GDV @	1.00%	(115,028)
Investment Sale Legal Costs	11,502,809	GDV @	0.50%	(57,514)
Marketing and Promotion	11,502,809	GDV @	0.50%	(57,514)
Interest (on Development Costs) -	7.00%	APR	0.565% pcm	(267,941)
Developers Profit -				
Profit on Cost (commercial scheme)	8,218,079		15.00%	(1,232,712)
TOTAL COSTS				(9,450,791)

RESIDUAL LAND VALUE				
Residual Land Value (gross)				2,052,018
SDLT	2,052,018	@	HMRC formula	(92,101)
Acquisition Agent fees	2,052,018	@	1.00%	(20,520)
Acquisition Legal fees	2,052,018	@	0.50%	(10,260)
Interest on Land	2,052,018	@	7.00%	(143,641)
Residual Land Value				1,785,496
RLV analysis:	1,785,496 £ per plot	1,098,224 £ per ha (net)	444,445 £ per acre (net)	
		988,401 £ per ha (gross)	400,001 £ per acre (gross)	
			15.52% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Plot Ratio / Density		40%	(GIA-Site Area / Dph, as appropriate)	
Site Area	1.63	ha (net)	4.02	acres (net)
Net to Gross ratio		90%		
Site Area (gross)	1.81	ha (gross)	4.46	acres (gross)
Benchmark Land Value (net)	1,785,491 £ per plot	1,098,221 £ per ha (net)	444,444 £ per acre (net)	1,785,491
BLV analysis:	Density	4,000 sqm/ha (net)	17,424 sqft/ac (net)	
		1 dph (gross)		
		988,399 £ per ha (gross)	400,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	2 £ per ha (net)	1 £ per acre (net)		4

Scheme Typology:

Logistics

No Units:

1

Site Typology:

Location / Value Zone:

Motorway Co

Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

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

TABLE 1		Site Specific S106		100% (where 110% is a 10% increase etc.)					
Balance (RLV - BLV £ per acre (n))		1	100%	110%	120%	130%	140%	150%	160%
CIL Epsm 145.26 (recommended CIL) 60.00	0.00		245,409	245,409	245,409	245,409	245,409	245,409	245,409
	10.00		228,514	228,514	228,514	228,514	228,514	228,514	228,514
	20.00		211,620	211,620	211,620	211,620	211,620	211,620	211,620
	30.00		194,725	194,725	194,725	194,725	194,725	194,725	194,725
	40.00		177,830	177,830	177,830	177,830	177,830	177,830	177,830
	50.00		160,935	160,935	160,935	160,935	160,935	160,935	160,935
	60.00		144,041	144,041	144,041	144,041	144,041	144,041	144,041
	70.00		127,146	127,146	127,146	127,146	127,146	127,146	127,146
	80.00		110,251	110,251	110,251	110,251	110,251	110,251	110,251
	90.00		93,357	93,357	93,357	93,357	93,357	93,357	93,357
	100.00		76,462	76,462	76,462	76,462	76,462	76,462	76,462
	110.00		59,567	59,567	59,567	59,567	59,567	59,567	59,567
	120.00		42,672	42,672	42,672	42,672	42,672	42,672	42,672
	130.00		25,778	25,778	25,778	25,778	25,778	25,778	25,778
	140.00		8,883	8,883	8,883	8,883	8,883	8,883	8,883
	150.00		(8,012)	(8,012)	(8,012)	(8,012)	(8,012)	(8,012)	(8,012)
	160.00		(24,907)	(24,907)	(24,907)	(24,907)	(24,907)	(24,907)	(24,907)
	170.00		(41,801)	(41,801)	(41,801)	(41,801)	(41,801)	(41,801)	(41,801)
	180.00		(58,696)	(58,696)	(58,696)	(58,696)	(58,696)	(58,696)	(58,696)
	190.00		(75,591)	(75,591)	(75,591)	(75,591)	(75,591)	(75,591)	(75,591)
	200.00		(92,485)	(92,485)	(92,485)	(92,485)	(92,485)	(92,485)	(92,485)
	210.00		(109,380)	(109,380)	(109,380)	(109,380)	(109,380)	(109,380)	(109,380)
	220.00		(126,275)	(126,275)	(126,275)	(126,275)	(126,275)	(126,275)	(126,275)
	230.00		(143,170)	(143,170)	(143,170)	(143,170)	(143,170)	(143,170)	(143,170)
	240.00		(160,064)	(160,064)	(160,064)	(160,064)	(160,064)	(160,064)	(160,064)
	250.00		(176,959)	(176,959)	(176,959)	(176,959)	(176,959)	(176,959)	(176,959)

Scheme Typology:

Logistics

No Units:

1

Site Typology:

Location / Value Zone: Motorway Co Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

TABLE 2		Profit							
Balance (RLV - BLV £ per acre (n))		15%							
		1	15%	16%	17%	18%	19%	20%	21%
	0.00		245,409	229,848	214,287	198,727	183,166	167,605	152,044
	10.00		228,514	212,807	197,099	181,391	165,683	149,976	134,268
CIL £psm	20.00		211,620	195,765	179,910	164,056	148,201	132,346	116,492
145.26	30.00		194,725	178,723	162,722	146,720	130,719	114,717	98,716
(recommended CIL)	40.00		177,830	161,682	145,533	129,385	113,236	97,088	80,939
60.00	50.00		160,935	144,640	128,345	112,049	95,754	79,459	63,163
	60.00		144,041	127,598	111,156	94,714	78,272	61,829	45,387
	70.00		127,146	110,557	93,968	77,378	60,789	44,200	27,611
	80.00		110,251	93,515	76,779	60,043	43,307	26,571	9,835
	90.00		93,357	76,473	59,590	42,707	25,824	8,941	(7,942)
	100.00		76,462	59,432	42,402	25,372	8,342	(8,688)	(25,718)
	110.00		59,567	42,390	25,213	8,037	(9,140)	(26,317)	(43,494)
	120.00		42,672	25,349	8,025	(9,299)	(26,623)	(43,946)	(61,270)
	130.00		25,778	8,307	(9,164)	(26,634)	(44,105)	(61,576)	(79,046)
	140.00		8,883	(8,735)	(26,352)	(43,970)	(61,587)	(79,205)	(96,822)
	150.00		(8,012)	(25,776)	(43,541)	(61,305)	(79,070)	(96,834)	(114,599)
	160.00		(24,907)	(42,818)	(60,729)	(78,641)	(96,552)	(114,463)	(132,375)
	170.00		(41,801)	(59,860)	(77,918)	(95,976)	(114,034)	(132,093)	(150,151)
	180.00		(58,696)	(76,901)	(95,106)	(113,312)	(131,517)	(149,722)	(167,927)
	190.00		(75,591)	(93,943)	(112,295)	(130,647)	(148,999)	(167,351)	(185,703)
	200.00		(92,485)	(110,984)	(129,483)	(147,982)	(166,482)	(184,981)	(203,480)
	210.00		(109,380)	(128,026)	(146,672)	(165,318)	(183,964)	(202,610)	(221,256)
	220.00		(126,275)	(145,068)	(163,861)	(182,653)	(201,446)	(220,239)	(239,032)
	230.00		(143,170)	(162,109)	(181,049)	(199,989)	(218,929)	(237,868)	(256,808)
	240.00		(160,064)	(179,151)	(198,238)	(217,324)	(236,411)	(255,498)	(274,584)
	250.00		(176,959)	(196,193)	(215,426)	(234,660)	(253,893)	(273,127)	(292,360)

TABLE 3		BLV (£ per acre (n))						
Balance (RLV - BLV £ per acre (n))		444,444						
		1	50,000	150,000	250,000	350,000	450,000	650,000
	0.00		639,853	539,853	439,853	339,853	239,853	139,853
	10.00		622,958	522,958	422,958	322,958	222,958	122,958
CIL £psm	20.00		606,064	506,064	406,064	306,064	206,064	106,064
145.26	30.00		589,169	489,169	389,169	289,169	189,169	89,169
(recommended CIL)	40.00		572,274	472,274	372,274	272,274	172,274	72,274
60.00	50.00		555,379	455,379	355,379	255,379	155,379	55,379
	60.00		538,485	438,485	338,485	238,485	138,485	38,485
	70.00		521,590	421,590	321,590	221,590	121,590	21,590
	80.00		504,695	404,695	304,695	204,695	104,695	4,695
	90.00		487,801	387,801	287,801	187,801	87,801	(12,199)
	100.00		470,906	370,906	270,906	170,906	70,906	(29,094)
	110.00		454,011	354,011	254,011	154,011	54,011	(45,989)
	120.00		437,116	337,116	237,116	137,116	37,116	(62,884)
	130.00		420,222	320,222	220,222	120,222	20,222	(79,778)
	140.00		403,327	303,327	203,327	103,327	3,327	(96,673)
	150.00		386,432	286,432	186,432	86,432	(13,568)	(113,568)
	160.00		369,537	269,537	169,537	69,537	(30,463)	(130,463)
	170.00		352,643	252,643	152,643	52,643	(47,357)	(147,357)
	180.00		335,748	235,748	135,748	35,748	(64,252)	(164,252)
	190.00		318,853	218,853	118,853	18,853	(81,147)	(181,147)
	200.00		301,959	201,959	101,959	1,959	(98,041)	(198,041)
	210.00		285,064	185,064	85,064	(14,936)	(114,936)	(214,936)
	220.00		268,169	168,169	68,169	(31,831)	(131,831)	(231,831)
	230.00		251,274	151,274	51,274	(48,726)	(148,726)	(248,726)
	240.00		234,380	134,380	34,380	(65,620)	(165,620)	(265,620)
	250.00		217,485	117,485	17,485	(82,515)	(182,515)	(282,515)

Scheme Typology:

Logistics

No Units:

1

Site Typology:

Location / Value Zone: Motorway Co Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

TABLE 4		Density (dph) (net)							
Balance (RLV - BLV £ per acre (n))		1	50	70	90	110	130	150	170
CIL Epsm 145.26 (recommended CIL) 60.00	0.00	94,152,502	132,018,266	169,884,029	207,749,792	245,615,556	283,481,319	321,347,083	
	10.00	92,040,663	129,061,690	166,082,718	203,103,745	240,124,773	277,145,800	314,166,828	
	20.00	89,928,823	126,105,114	162,281,406	198,457,698	234,633,989	270,810,281	306,986,573	
	30.00	87,816,983	123,148,539	158,480,095	193,811,650	229,143,206	264,474,762	299,806,317	
	40.00	85,705,143	120,191,963	154,678,783	189,165,603	223,652,423	258,139,243	292,626,062	
	50.00	83,593,304	117,235,388	150,877,471	184,519,555	218,161,639	251,803,723	285,445,807	
	60.00	81,481,464	114,278,812	147,076,160	179,873,508	212,670,856	245,468,204	278,265,552	
	70.00	79,369,624	111,322,236	143,274,848	175,227,461	207,180,073	239,132,685	271,085,297	
	80.00	77,257,784	108,365,661	139,473,537	170,581,413	201,689,290	232,797,166	263,905,042	
	90.00	75,145,945	105,409,085	135,672,225	165,935,366	196,198,506	226,461,647	256,724,787	
	100.00	73,034,105	102,452,509	131,870,914	161,289,318	190,707,723	220,126,127	249,544,532	
	110.00	70,922,265	99,495,934	128,069,602	156,643,271	185,216,940	213,790,608	242,364,277	
	120.00	68,810,425	96,539,358	124,268,291	151,997,224	179,726,156	207,455,089	235,184,022	
	130.00	66,698,586	93,582,783	120,466,979	147,351,176	174,235,373	201,119,570	228,003,767	
	140.00	64,586,746	90,626,207	116,665,668	142,705,129	168,744,590	194,784,051	220,823,512	
	150.00	62,474,906	87,669,631	112,864,356	138,059,081	163,253,806	188,448,531	213,643,256	
	160.00	60,363,067	84,713,056	109,063,045	133,413,034	157,763,023	182,113,012	206,463,001	
170.00	58,251,227	81,756,480	105,261,733	128,766,987	152,272,240	175,777,493	199,282,746		
180.00	56,139,387	78,799,904	101,460,422	124,120,939	146,781,457	169,441,974	192,102,491		
190.00	54,027,547	75,843,329	97,659,110	119,474,892	141,290,673	163,106,455	184,922,236		
200.00	51,915,708	72,886,753	93,857,799	114,828,844	135,799,890	156,770,935	177,741,981		
210.00	49,803,868	69,930,178	90,056,487	110,182,797	130,309,107	150,435,416	170,561,726		
220.00	47,692,028	66,973,602	86,255,176	105,536,750	124,818,323	144,099,897	163,381,471		
230.00	45,580,188	64,017,026	82,453,864	100,890,702	119,327,540	137,764,378	156,201,216		
240.00	43,468,349	61,060,451	78,652,553	96,244,655	113,836,757	131,428,859	149,020,961		
250.00	41,356,509	58,103,875	74,851,241	91,598,607	108,345,973	125,093,340	141,840,706		

TABLE 5		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 145.26 (recommended CIL) 60.00	0.00		408,185	326,797	245,409	164,021	82,633	1,245	(80,143)
	10.00		391,290	309,902	228,514	147,126	65,738	(15,650)	(97,038)
	20.00		374,396	293,008	211,620	130,231	48,843	(32,545)	(113,933)
	30.00		357,501	276,113	194,725	113,337	31,949	(49,439)	(130,827)
	40.00		340,606	259,218	177,830	96,442	15,054	(66,334)	(147,722)
	50.00		323,712	242,323	160,935	79,547	(1,841)	(83,229)	(164,617)
	60.00		306,817	225,429	144,041	62,653	(18,735)	(100,124)	(181,512)
	70.00		289,922	208,534	127,146	45,758	(35,630)	(117,018)	(198,406)
	80.00		273,027	191,639	110,251	28,863	(52,525)	(133,913)	(215,301)
	90.00		256,133	174,745	93,357	11,968	(69,420)	(150,808)	(232,196)
	100.00		239,238	157,850	76,462	(4,926)	(86,314)	(167,702)	(249,090)
	110.00		222,343	140,955	59,567	(21,821)	(103,209)	(184,597)	(265,985)
	120.00		205,449	124,060	42,672	(38,716)	(120,104)	(201,492)	(282,880)
	130.00		188,554	107,166	25,778	(55,610)	(136,999)	(218,387)	(299,775)
	140.00		171,659	90,271	8,883	(72,505)	(153,893)	(235,281)	(316,669)
	150.00		154,764	73,376	(8,012)	(89,400)	(170,788)	(252,176)	(333,564)
	160.00		137,870	56,482	(24,907)	(106,295)	(187,683)	(269,071)	(350,459)
170.00		120,975	39,587	(41,801)	(123,189)	(204,577)	(285,965)	(367,354)	
180.00		104,080	22,692	(58,696)	(140,084)	(221,472)	(302,860)	(384,248)	
190.00		87,185	5,797	(75,591)	(156,979)	(238,367)	(319,755)	(401,143)	
200.00		70,291	(11,097)	(92,485)	(173,873)	(255,262)	(336,650)	(418,038)	
210.00		53,396	(27,992)	(109,380)	(190,768)	(272,156)	(353,544)	(434,932)	
220.00		36,501	(44,887)	(126,275)	(207,663)	(289,051)	(370,439)	(453,387)	
230.00		19,607	(61,781)	(143,170)	(224,558)	(305,946)	(387,334)	(472,919)	
240.00		2,712	(78,676)	(160,064)	(241,452)	(322,840)	(404,228)	(492,450)	
250.00		(14,183)	(95,571)	(176,959)	(258,347)	(339,735)	(421,123)	(511,982)	

Scheme Typology:

Logistics

No Units:

1

Site Typology:

Location / Value Zone: Motorway Co Greenfield/Brownfield:

Brownfield

Notes:

Current CIL: £0. Neighbouring local authorities do not charge CIL on commercial development.

TABLE 6		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV £ per acre (n))		1	90%	95%	100%	105%	110%	115%	120%
CIL £psm 145.26 (recommended CIL) 60.00	0.00		3,444	124,427	245,409	366,391	487,374	608,356	729,338
	10.00		(13,450)	107,532	228,514	349,497	470,479	591,461	712,444
	20.00		(30,345)	90,637	211,620	332,602	453,584	574,567	695,549
	30.00		(47,240)	73,742	194,725	315,707	436,690	557,672	678,654
	40.00		(64,135)	56,848	177,830	298,812	419,795	540,777	661,760
	50.00		(81,029)	39,953	160,935	281,918	402,900	523,882	644,865
	60.00		(97,924)	23,058	144,041	265,023	386,005	506,988	627,970
	70.00		(114,819)	6,164	127,146	248,128	369,111	490,093	611,075
	80.00		(131,714)	(10,731)	110,251	231,234	352,216	473,198	594,181
	90.00		(148,608)	(27,626)	93,357	214,339	335,321	456,304	577,286
	100.00		(165,503)	(44,521)	76,462	197,444	318,427	439,409	560,391
	110.00		(182,398)	(61,415)	59,567	180,549	301,532	422,514	543,497
	120.00		(199,292)	(78,310)	42,672	163,655	284,637	405,619	526,602
	130.00		(216,187)	(95,205)	25,778	146,760	267,742	388,725	509,707
	140.00		(233,082)	(112,099)	8,883	129,865	250,848	371,830	492,812
	150.00		(249,977)	(128,994)	(8,012)	112,971	233,953	354,935	475,918
	160.00		(266,871)	(145,889)	(24,907)	96,076	217,058	338,041	459,023
	170.00		(283,766)	(162,784)	(41,801)	79,181	200,164	321,146	442,128
	180.00		(300,661)	(179,678)	(58,696)	62,286	183,269	304,251	425,234
	190.00		(317,555)	(196,573)	(75,591)	45,392	166,374	287,356	408,339
200.00		(334,450)	(213,468)	(92,485)	28,497	149,479	270,462	391,444	
210.00		(351,345)	(230,362)	(109,380)	11,602	132,585	253,567	374,549	
220.00		(368,240)	(247,257)	(126,275)	(5,292)	115,690	236,672	357,655	
230.00		(385,134)	(264,152)	(143,170)	(22,187)	98,795	219,778	340,760	
240.00		(402,029)	(281,047)	(160,064)	(39,082)	81,900	202,883	323,865	
250.00		(418,924)	(297,941)	(176,959)	(55,977)	65,006	185,988	306,971	

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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