

Appendices 1-7



South Worcestershire Development Plan Review (SWDPR) and
Strategic Sites Viability Assessment
Financial Viability Assessment Appendices

December 2024

Appendix 1 – Policies Matrix

South Worcester Councils (SWC) - Worcester City Council, Malvern Hills District Council and Wychavon District Council (– Development Plan Viability Regulation 19 Policy Review

This policies matrix sets out the Regulation 19 policies (for Sustainability Assessment) 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 BICS 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 Plan-making viability assessment.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
Strategic Policies			
SWDPR 1: Climate Change mitigation and adaption ¹	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)	Direct	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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).

¹ The policy numbering is correct at the time of drafting but may be subject to change through the preparation of the Plan.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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) 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 /		

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	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 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		

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	the BREEAM or Home Quality Mark assessment process as required through policy SWDPR26.		
SWDPR 2: Employment and Housing Requirements	This policy sets out the housing, employment and retail requirements across south Worcestershire to 2041. 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....	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. This is an overarching policy which sets the context for the employment and housing policies below. The impact 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.	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. This impacts the viability assessment indirectly through the price mechanism.

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	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. 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		

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	consideration to meeting the unmet development needs of neighbouring Local Planning Authorities...		
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:	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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 (EUUV) 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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	(a) limited infilling or the partial or complete redevelopment of previously developed land; (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;		

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	(b) utilise previously developed land first where possible; and (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.	Direct	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. We have adopted an updated baseline allowance of £5,816 per 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'. This figure has been inflated by SWC. Previously, we included an additional allowance of £2,000 per unit for houses and £1,000 per unit for flats based on the Council's evidence base report Support Low Carbon Housing & Mixed-use Developments in Wychavon District Council New Settlement Areas (May 2021). However, following the Ministerial Statement (WMS) prioritising alignment with national building regulations over additional local standards, this allowance has been removed. Additionally, Electric Vehicle (EV) charging costs previously calculated separately are now included in BCIS to reflect the June 2022 regulatory requirements. 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

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	v) Use of trees in streets and public places to provide shade. 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;		Waterwise, WESstrategy002, Energy & Environment, a trading name of Ricardo-AEA Ltd, Issue number 1, Date 04 September 2020.

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	f. 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). 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. ...		
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	Direct	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment.

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	travel by car, clearly provide sustainable travel options, at least maintain highway safety for all users and be consistent with the delivery of the 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		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 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. EV charging costs previously calculated separately 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 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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	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		

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	that would prejudice sustainable transport network developments: 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), Throckmorton Airfield (SWDPR 52) 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.		

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	Implementation L. In cases where new transport infrastructure is necessary in order to make a development proposal 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:	Direct	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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 2021). For strategic greenfield sites we have included the appropriate net to gross ratio for the latest masterplan. 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.

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	i. The precise form and function(s) of GI will depend on the wider strategic green network, site 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		

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	demonstrate how this standard will be maintained throughout the lifetime of the development 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: 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. 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	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. The Councils, 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 two district councils and city council's designated and undesignated heritage assets and their settings. This is to be achieved by various mechanisms listed in the policy. This policy has an 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 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.

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	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 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.		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 approach to viability e.g. optimal viable use, enabling development and/or grants.

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SWDPR 9: 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. F. The Community Infrastructure Levy (or any subsequent replacement) will be used to address the cumulative impacts of infrastructure in an area.	Direct	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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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SWDPR 10: 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 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,	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. Furthermore, the SWCs have expressly engaged with landowners, developers and site promoters in respect of strategic sites. These are large sites which have a significant impact on the housing numbers. We have engaged with the landowners, developers and site promoters in order to ascertain the required health and wellbeing infrastructure for each of the sites and to test the viability and deliverability of the site (including the relevant infrastructure). We have included appropriate allowances for Health Impact Assessment (HIA) or Health Impact Assessment Screening Report within the pre-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

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	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). • 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		that secondary healthcare should 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.

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	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.		
Non – Strategic Policies (Economic Growth)			
SWDPR 11: Providing the Right Land and buildings for Jobs	A. Allocated sites to meet the employment land requirements as evidenced by the South Worcestershire Economic Development Needs Assessment 2022 for E(g), B2 and B8 uses are identified in policies SWDPR 51 to 63 inclusive.	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. The allocation of employment land has an indirect impact on the wider land market. As land is a finite resource, land that is allocated for employment cannot be used for residential and vice versa. This may have supply / demand implications putting upward pressure on land

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	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 of premises of over 500 sq. m net floorspace, which are currently or were last used for employment		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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	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		
SWDPR 12: Promotion of Town, District	A. New retail, leisure and tourism development that contributes to retaining a high-quality sustainable network of Defined Centres will be supported.	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
and Local Centres	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), Throckmorton Airfield (SWDPR 52) 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; 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		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 of the District as a place to live, work and visit. This will manifest indirectly through the price mechanism for land and property values – including residential development.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 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, ...		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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].		
SWDPR 13 – 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	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. This policy has no impact on plan viability.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 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.		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
SWDPR 14 – 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. 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	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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 indirect impact on the Plan.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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. 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.		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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.		
Non – Strategic Policies (Housing)			
SWDP 15: 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 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, ...	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. 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. No changes to density proposed. Proposed modification to consider soil management but this would be a developer cost. The costs are DM related and direct because they relate to reports and additional evidence for a planning application. 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.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 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		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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. 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) 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		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	<u>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:</u> <u>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> <u>ii) Development has been located in a way that avoids highest quality soils on sites where possible; and</u> <u>iii) Beneficial soil reuse and sustainable soil management has been implemented where possible; and</u> <u>iv) Artificial surface cover that seals off soils has been minimised.</u>		
SWDPR 16 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	Direct	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. The scheme mix assumption(s) are set out within the Typologies Matrix. This has regard to the SHMA.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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) 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.		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) 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 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:

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
			- the value of a 'one-off' custom build house will be at a premium to general estate housing; 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; - 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

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
			buffer should be able to accommodate the subtle difference in delivery mechanism.
SWDPR 17 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.	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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 18: Meeting Affordable Housing Needs	A. All new residential development, including conversions, above the thresholds in SWDPR 18 B (and adjacent land, if it could reasonably form part of a larger site), will contribute to the provision of affordable housing.	Direct	We have had explicit regard to this affordable housing policy (target and mix) within our financial viability assessment. See the Typologies Matrix.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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. - 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.		The purpose of our financial viability assessment is to test the sensitivity of development to changes to the affordable housing target % in order to inform this policy. We understand that the SPD will set out more details of the circumstances in which the LPA will accept a viability case. Criterion E is what is identified in the SHMA as required. This is what we have tested as the baseline option. Viability could be improved by considering a different tenure mix.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 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		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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.		
SWDPR 19: 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	No impact	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. The typologies include a 100% RES scheme.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 neighbouring settlements within the AONB 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		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 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.		
SWDP19a: 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:	No impact	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 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-		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment												
	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 20: Meeting the Needs of travellers	Table 20a: Minimum Requirements for Permanent Traveller Pitches and, Travelling Show-people Plots 2019-2023* (source: South Worcestershire Gypsy and Traveller Accommodation Assessment, 2019) <table><tr><th>District</th><th>Permane nt Traveller Pitches</th><th>Permanent Travelling Showpeop le Plots</th></tr><tr><td>Malvern Hills</td><td>24</td><td>7</td></tr><tr><td>Worcester</td><td>4</td><td>0</td></tr><tr><td>Wychavon</td><td>52</td><td>0</td></tr></table>	District	Permane nt Traveller Pitches	Permanent Travelling Showpeop le Plots	Malvern Hills	24	7	Worcester	4	0	Wychavon	52	0	Indirect	This policy regards the provision of pitches for Gypsy and Traveller, and Travelling Showpeople 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 Plan viability.
District	Permane nt Traveller Pitches	Permanent Travelling Showpeop le Plots													
Malvern Hills	24	7													
Worcester	4	0													
Wychavon	52	0													

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]			Impact on Viability *	Implications for Local Plan Viability Assessment
		South Worcestershire	80	7	
	*2019-2023 is the period from 1 January 2019 to 31 December 2023				
SWDPR 21: Replacement Dwellings in the Open Countryside	A. The replacement of an existing dwelling in the open countryside with another single dwelling will be permitted where: 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			Indirect	This policy about residential replacing single residential dwellings on the same site. There is no significant impact in overall plan viability. Proposed modification to part iv – some wording changes but will not have impact on viability. Modification proposed to the policy – addition of a Part B to the policy relating to replacement ancillary buildings. B. 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 Plan viability.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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.		
SWDPR 22: 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	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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. 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		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 23 Class C2 Housing for People with Special Housing Needs	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 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.	Direct	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. This policy requires that specialist housing for older people be developed to meet the particular requirements 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 District. This policy will then affect the wider retirement housing market within the District 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]	Impact on Viability *	Implications for Local Plan Viability Assessment
SWDPR 24: 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 local biodiversity, including protected habitats and species, can be significantly mitigated;	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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. D. Where the development of a cluster of rural buildings is proposed, the development will require support from and adhere to more specific SWDP		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 25: 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. C. Extensions to residential curtilages within the Green Belt will not be supported where they would not preserve the openness of the Green Belt.	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. This policy is in respect of extensions to existing residential property and there is no impact in respect of overall plan viability.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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.		
Environmental Enhancement and Design			
SWDPR 26: 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	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 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.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan 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		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]	Impact on Viability *	Implications for Local Plan 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]	Impact on Viability *	Implications for Local Plan 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]	Impact on Viability *	Implications for Local Plan 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]	Impact on Viability *	Implications for Local Plan Viability Assessment
SWDPR 27: 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. D. Development with the potential to have a significant effect on the integrity of a Special	Direct	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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-4277(1)-DEFRA-EA dated 15/10/2019.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 its establishment commensurate with the ecological / geological value of the site will be required. ...		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 28: 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.	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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.		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).
SWDPR 29: 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	Direct	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 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.		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 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.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	E. Proposals for development within or affecting the setting of conservation areas will be required to preserve or enhance their character and appearance.		
SWDPR 30: 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 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.	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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 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.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
Resource Management			
SWDP 31: 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 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:	Direct	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 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		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	adverse effects. The OEIA shall include details of any necessary mitigation measures.		
SWDPR 32: 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 space should be made available for the required infrastructure within the development to ensure appropriate network coverage for the site.	Direct	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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 Local Plan 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. 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.
SWDP 33: Renewable and	Incorporating Renewable and Low Carbon Energy into New Development	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
Low Carbon Energy	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 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		B. 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 Option 2 - 'Fabric plus technology'. C. n/a for Plan viability. D. Ditto

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	fully addressed and that the proposal has the backing of the local community.		
SWDPR 34: 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:	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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 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.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	• Provide a demonstrable benefit to the wider sustainability of the area. • 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		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	new / expanded settlement will be required to demonstrate that surface water discharges are managed in 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		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	F. Any new / expanded settlement area should be accompanied by an overall Surface Water Management Masterplan and Strategy. 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		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	permitted in the Functional Floodplain or Flood Zone 3. L. Caravans, mobile homes and park homes with seasonal (holiday) use should not be permitted 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;		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	including blue infrastructure and ecology have been fully considered.		
SWDPR 35: Sustainable Drainage Systems	A To minimise flood risk, improve water quality and groundwater recharge and enhance biodiversity and amenity interest, all development proposals (as 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	Direct	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. For the purposes of our viability assessment, we have assumed that the relevant cost of professional 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. 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.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 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		i.e. land which floods is not worth the same as land which is unconstrained.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 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 36: 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....	Direct	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	B. Development proposals in areas where there is no mains foul drainage provision will be required to apply the hierarchy of drainage options ... 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		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 trading name of Ricardo-AEA Ltd, Issue number 1, Date 04 September 2020.
SWDPR 37: 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;	Direct	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 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 assessments 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		We assume that any costs of mitigation should come off the value of the land.
SWDPR 38: Land Stability and	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	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
Contaminated Land	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, 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.		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 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 39: 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	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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 to be extracted prior to development.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	potential impact on the site in accordance with the policies in the Worcestershire Minerals Local Plan. 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”		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]	Impact on Viability *	Implications for Local Plan Viability Assessment
Tourism and Leisure			
SWDPR 40: 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.	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. A vibrant cultural and visitor economy will help to under-pin 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]	Impact on Viability *	Implications for Local Plan Viability Assessment
SWDPR 41: 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	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. A vibrant cultural and visitor economy will help to under-pin 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]	Impact on Viability *	Implications for Local Plan Viability Assessment
	vii. It adjoins a development boundary and is physically related to visitor accommodation within the boundary.		
SWDPR 42: 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 view points, 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;	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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]	Impact on Viability *	Implications for Local Plan Viability Assessment
	v. The vehicular traffic generated by the proposal can be safely accommodated on the local highway network; 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.		
SWDP43: 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	Direct	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment, apart from some minor increases in S106 costs (below). 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. We have incorporated the necessary S106 costs into the financial viability assessment herein (see Typologies matrix). We have allowed

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	community facility will only be supported if the following criteria are met: 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		£318 per unit in the lower value area; £336 per unit in the higher value area; and £0 for minor schemes under 10 units.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	v. In the case of non-commercial built community facilities, the use is no longer operationally viable; or 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		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	provision), details of which will be set out in site specific policies. [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 42: Green 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	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 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.		
SWDP45: Provision of Green 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	Direct	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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. This extends up to strategic sites which have extensive landscaping and/or on-site schools' provision etc. Note that in a brownfield context we 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 £2,811 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]	Impact on Viability *	Implications for Local Plan Viability Assessment
	village design statements. Enhancing accessibility to open spaces, e.g. through 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.		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
SWDPR 46: 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.	Direct	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. 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 £2,300 per unit). We have incorporated the necessary S106 costs into the financial viability assessment herein.
SWDPR 47: Waterfronts	A. The waterfront locations at Droitwich Spa, Evesham, Pershore, Tenbury Wells, Upton-upon-	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 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.		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 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 48: 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:	Indirect	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. As above

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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. 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		

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	permitted provided that they meet criteria A i, ii, iv, vi and vii above.		
SWDPR 49: Residential Moorings	A. Where there is scope for residential moorings as part of a marina or basin, or on 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.	No impact	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment. No impact on viability
SWDPR 50: Equestrian Development	A. Proposals for Equestrian Development will be permitted in rural locations whereby:	No impact	According to SWC, no modifications have been proposed to this policy that would affect its impact on the viability assessment.

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	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 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, over looking, 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,		No impact on viability

Development Management (DM) policies Reviewed	Policy Contents [...paraphrased where appropriate for ease]	Impact on Viability *	Implications for Local Plan Viability Assessment
	grazing and exercise, in accordance with the Equine Industry Welfare Guidelines.		

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Appendix 2 – Typologies Matrix

241122 SWC Typologies Matrix_v0.42 - Residential Typologies

		Site Typology							§106 / §278 Contributions (€ per unit)												Affordable Housing Requirements												Scheme Typology											(Construction costs impacted by Policy)													
Ref.	# Real Units	Location / Value Zone	Greenfield / Brownfield	Gross Site Area (ha)	Net to Gross Ratio (%)	Net Developable Site Area (ha)	Net Developable Site Area (acres)	Development Density (dph)	§106 Education	§106 GI	AOD Impact	§106 Sports	§106 Healthcare (Primary)	§106 Healthcare (Secondary)	§106 Waste	§106 Community Facilities	§106 Transport	§106 Police	Total Site Specific Mitigation - §106 & §278 (€/unit)	CL - Baseline (€ psm)	AN Target (%)	At least	At Least 5%	First Homes (€ of AN)	Social Rent (% of AN)	Intermediate (Affordable Home Ownership) (% of AN)	Total check	LCHO (% of max) (ppp)	Unit Types	1B H	2B H	3B H	4B H	5B H	1B F	2B F	Total	1B H	2B H	3B H	4B H	5B H	1B F	2B F	Total	(€/Unit)	(€/Unit) - all units (unless noted M33)(%)	Mkt. Housing Cat. M32(%)	Mkt. Housing Cat. M43(30% Band)	Part L1 Future Homes Standard	Part L1 Future Homes Standard	Renewable Energy	Renewable Energy	Electric charging point	Water efficiency Greywater and effluent	Water efficiency Greywater and effluent	Broadband Infrastructure
A	7	High Value Zone	Greenfield	0.29	80%	0.23	0.58	30	€0	€0	€0	€0	€0	€1,129	€0	€0	€6,692	€115	£7,936	£43.27	8%	n/a	25%	69%	6%	100%	0%	Houses	-	35.0%	40.0%	25.0%	-	-	-	100.0%	-	50.0%	50.0%	-	-	-	-	100.0%	€1,003	£825	n/a	€5,916	£2,712	€0	€0	€0	€0	€2,683	€900	£747	
B	10	High Value Zone	Greenfield	0.42	80%	0.33	0.82	30	£13,974	£2,682	£270	£1,971	£272	£1,129	€0	£336	£7,010	£115	£27,680	£43.27	40%	on-site	25%	69%	6%	100%	12%	Houses	-	35.0%	40.0%	25.0%	-	-	-	100.0%	-	50.0%	50.0%	-	-	-	-	100.0%	€1,003	£825	n/a	€5,916	£2,712	€0	€0	€0	€0	£2,683	€900	£747	
C	30	High Value Zone	Greenfield	1.25	80%	1.00	2.47	30	£13,974	£2,598	£270	£1,971	£272	£1,129	€0	£336	£5,134	£115	£25,500	£43.27	40%	on-site	25%	69%	6%	100%	12%	Houses	35.0%	40.0%	20.0%	0.0%	-	-	-	100.0%	30.0%	30.0%	30.0%	10.0%	-	-	-	100.0%	€1,003	£825	£12,133	£5,916	£2,712	€0	€0	€0	€0	£2,683	€900	n/a	
D	50	High Value Zone	Greenfield	2.78	60%	1.67	4.12	30	£13,974	£2,598	£270	£1,971	£272	£1,129	€0	£336	£5,988	£115	£27,354	£43.27	40%	on-site	25%	69%	6%	100%	12%	Houses	2.0%	33.0%	40.0%	20.0%	0.0%	-	-	100.0%	30.0%	30.0%	30.0%	10.0%	-	-	-	100.0%	€1,003	£825	£12,133	£5,916	£2,712	€0	€0	€0	€0	£2,683	€900	n/a	
E	80	High Value Zone	Greenfield	4.44	60%	2.67	6.59	30	£13,974	£2,298	£270	£1,971	£272	£1,129	€0	£336	£8,438	£115	£28,804	£43.27	40%	on-site	25%	69%	6%	100%	12%	Houses & Flats	5.0%	20.0%	40.0%	20.0%	0.0%	4.0%	6.0%	100.0%	10.0%	22.0%	30.0%	10.0%	-	13.0%	15.0%	100.0%	€1,003	£825	£12,133	£5,916	£2,712	€0	€0	€0	€0	£2,683	€900	n/a	
F	100	High Value Zone	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	£43.27	40%	on-site	25%	69%	6%	100%	12%	Houses & Flats	5.0%	20.0%	40.0%	20.0%	0.0%	4.0%	6.0%	100.0%	10.0%	22.0%	30.0%	10.0%	-	13.0%	15.0%	100.0%	€1,003	£825	£12,133	£5,916	£2,712	€0	€0	€0	€0	£2,683	€900	n/a	
G	200	High Value Zone	Greenfield	8.33	60%	5.00	12.36	40	£13,974	£1,315	£270	£1,971	£272	£1,129	€0	£336	£6,141	£115	£25,534	£43.27	40%	on-site	25%	69%	6%	100%	12%	Houses & Flats	5.0%	20.0%	40.0%	20.0%	0.0%	4.0%	6.0%	100.0%	10.0%	22.0%	30.0%	10.0%	-	13.0%	15.0%	100.0%	€1,003	£825	£12,133	£5,916	£2,712	€0	€0	€0	€0	£2,683	€900	n/a	
H	300	High Value Zone	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	£43.27	40%	on-site	25%	69%	6%	100%	12%	Houses & Flats	5.0%	20.0%	40.0%	20.0%	0.0%	4.0%	6.0%	100.0%	10.0%	22.0%	30.0%	10.0%	-	13.0%	15.0%	100.0%	€1,003	£825	£12,133	£5,916	£2,712	€0	€0	€0	€0	£2,683	€900	n/a	
I	400	High Value Zone	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	£43.27	40%	on-site	25%	69%	6%	100%	12%	Houses & Flats	5.0%	20.0%	40.0%	20.0%	0.0%	4.0%	6.0%	100.0%	10.0%	22.0%	30.0%	10.0%	-	13.0%	15.0%	100.0%	€1,003	£825	£12,133	£5,916	£2,712	€0	€0	€0	€0	£2,683	€900	n/a	
J	500	High Value Zone	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	£43.27	40%	on-site	25%	69%	6%	100%	12%	Houses & Flats	5.0%	20.0%	40.0%	20.0%	0.0%	4.0%	6.0%	100.0%	10.0%	22.0%	30.0%	10.0%	-	13.0%	15.0%	100.0%	€1,003	£825	£12,133	£5,916	£2,712	€0	€0	€0	€0	£2,683	€900	n/a	
K	700	High Value Zone	Greenfield	29.17	60%	17.50	43.24	40	£13,974	£1,315	£270	£1,971	£272	£1,129	€0	£336	£11,260	£115	£30,833	£43.27	40%	on-site	25%	69%	6%	100%	12%	Houses & Flats	5.0%	20.0%	40.0%	20.0%	0.0%	4.0%	6.0%	100.0%	10.0%	22.0%	30.0%	10.0%	-	13.0%	15.0%	100.0%	€1,003	£825	£12,133	£5,916	£2,712	€0	€0	€0	€0	£2,683	€900	n/a	
L	7	Lower Value Zone	Greenfield	0.29	80%	0.23	0.58	30	€0	€0	€0	€0	€0	€1,129	€0	€0	€6,692	€115	£7,936	£43.27	8%	n/a	25%	69%	6%	100%	0%	Houses	-	35.0%	40.0%	25.0%	-	-	-	100.0%	-	50.0%	50.0%	-	-	-	-	100.0%	€1,003	£825	n/a	€5,916	£2,712	€0	€0	€0	€0	£2,683	€900	£747	
M	10	Lower Value Zone	Greenfield	0.42	80%	0.33	0.82	30	£13,974	£2,682	£270	£1,971	£272	£1,129	€0	£318	£7,010	£115	£27,642	£43.27	40%	on-site	25%	69%	6%	100%	12%	Houses	-	35.0%	40.0%	25.0%	-	-	-	100.0%	-	50.0%	50.0%	-	-	-	-	100.0%	€1,003	£825	n/a	€5,916	£2,712	€0	€0	€0	€0	£2,683	€900	£747	
N	30	Lower Value Zone	Greenfield	1.25	80%	1.00	2.47	30	£13,974	£2,598	£270	£1,971	£272	£1,129	€0	£318	£5,134	£115	£25,452	£43.27	40%	on-site	25%	69%	6%	100%	12%	Houses	35.0%	40.0%	20.0%	0.0%	-	-	-	100.0%	30.0%	30.0%	30.0%	10.0%	-	-	-	100.0%	€1,003	£825	£12,133	£5,916	£3,816	€0	€0	€0	€0	£2,683	€900	n/a	
O	50	Lower Value Zone	Greenfield	2.78	60%	1.67	4.12	30	£13,974	£2,598	£270	£1,971	£272	£1,129	€0	£318	£6,988	£115	£27,336	£43.27	40%	on-site	25%	69%	6%	100%	12%	Houses	2.0%	33.0%	40.0%	20.0%	0.0%	-	-	100.0%	30.0%	30.0%	30.0%	10.0%	-	-	-	100.0%	€1,003	£825	£12,133	£5,916	£2,712	€0	€0	€0	€0	£2,683	€900	n/a	
P	80	Lower Value Zone	Greenfield	4.44	60%	2.67	6.59	30	£13,974	£2,598	£270	£1,971	£272	£1,129	€0	£318	£8,438	£115	£28,786	£43.27	40%	on-site	25%	69%	6%	100%	12%	Houses & Flats	5.0%	20.0%	40.0%	20.0%	0.0%	4.0%	6.0%	100.0%	10.0%	22.0%	30.0%	10.0%	-	13.0%	15.0%	100.0%	€1,003	£825	£12,133	£5,916	£2,712	€0	€0	€0	€0	£2,683	€900	n/a	
Q	100	Lower Value Zone	Greenfield	4.17	60%	2.50	6.18	40	£13,974	£1,315	£270	£1,971	£272	£1,129	€0	£318	£11,460	£115	£30,825	£43.27	40%	on-site	25%	69%	6%	100%	12%	Houses & Flats	5.0%	20.0%	40.0%	20.0%	0.0%	4.0%	6.0%	100.0%	10.0%	22.0%	30.0%	10.0%	-	13.0%	15.0%	100.0%	€1,003	£825	£12,133	£5,916	£2,712	€0	€0	€0	€0	£2,683	€900	n/a	
R	200	Lower Value Zone	Greenfield	8.33	60%	5.0	12	40	£13,974	£1,315	£270	£1,971	£272	£1,129	€0	£318	£7,580	£115	£26,925	£43.27	40%	on-site	25%	69%	6%	100%	12%	Houses & Flats	5.0%	20.0%	40.0%	20.0%	0.0%	4.0%	6.0%	100.0%	10.0%	22.0%	30.0%	10.0%	-	13.0%	15.0%	100.0%	€1,003	£825	£12,133	£5,916	£2,712	€0	€0	€0	€0	£2,683	€900	n/a	
S	400	Lower Value Zone	Greenfield	16.67	60%	10.0	25	40	£13,974	£1,315	£270	£1,971	£272	£1,129	€0	£318	£7,811	£115	£27,176	£43.27	40%	on-site	25%	69%	6%	100%	12%	Houses & Flats	5.0%	20.0%	40.0%	20.0%	0.0%	4.0%	6.0%	100.0%	10.0%	22.0%	30.0%	10.0%	-	13.0%	15.0%	100.0%	€1,003	£825	£12,133	£5,916	£2,712	€0	€0	€0	€0	£2,683	€900	n/a	
T	600	Lower Value Zone	Greenfield	27.08	60%	16.3	40	40	£13,974	£1,315	£270	£1,971	£272	£1,129	€0	£318	£11,250	£115	£30,615	£43.27	40%	on-site	25%	69%	6%	100%	12%	Houses & Flats	5.0%	20.0%	40.0%	20.0%	0.0%	4.0%	6.0%	100.0%	10.0%	22.0%	30.0%	10.0%	-	13.0%	15.0%	100.0%	€1,003	£825	£12,133	£5,916	£2,712	€0	€0	€0	€0	£2,683	€900	n/a	
U	8	High Value Zone	Brownfield	0.30	90%	0.27	1	30	€0	€0	€0	€0	€0	€1,129	€0	€0	£14,063	£115	£15,297	£0.00	8%	n/a	25%	69%	6%	100%	0%	Houses	-	35.0%	40.0%	25.0%	-	-	-	100.0%	-	50.0%	50.0%	-	-	-	-	100.0%	£268	£825	n/a	€5,916	£2,712	€0	€0	€0	€0	£2,683	€900	£747	
V	10	High Value Zone	Brownfield	0.37	90%	0.33	1	30	£15,306	£2,811	€0	£2,300	£318	See Separate Sheet	See Separate Sheet	See Separate Sheet	£14,063	£115	£36,367	£0.00	30%	on-site	25%	69%	6%	100%	9%	Houses	-	35.0%	40.0%	25.0%	-	-	-	100.0%	-	50.0%	50.0%	-	-	-	-	100.0%	£268	£825	n/a	€5,916	£2,712	€0	€0	€0	€0	£2,683	€900	£747	
W	30	High Value Zone	Brownfield	1.11	90%	1	2	30	£15,306	£2,811	€0	£2,300	£318	See Separate Sheet	See Separate Sheet	See Separate Sheet	£14,063	£115	£36,367	£0.00	30%	on-site	25%	69%	6%	100%	9%	Houses	35.0%	40.0%	20.0%	0.0%	-	-	-	100.0%	30.0%	30.0%	30.0%	10.0%	-	-	-	100.0%	£268	£825	£12,133	£5,916	£2,712	€0	€0	€0	€0	£2,683	€900	n/a	
X	50	High Value Zone	Brownfield	1.85	90%	2	4	30	£15,306	£2,679	€0	£2,300	£318	See Separate Sheet	See Separate Sheet	See Separate Sheet	£14,063	£115	£36,135	£0.00	30%	on-site	25%	69%	6%	100%	9%	Houses	2.0%	33.0%	40.0%	20.0%	0.0%	-	-	100.0%	30.0%	30.0%	30.0%	10.0%	-	-	-	100.0%	£268	£825	£12,133	£5,916	£2,712	€0	€0	€0	€0	£2,683	€900	n/a	
Y	100	High Value Zone	Brownfield	2.78	90%	3	6	40	£15,306	£2,679	€0	£2,300																																													

Nota:

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 is based on updated SHMA (Policy SWDP 14) and agreed by the Council. 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).

Appendix 3 – Residential Market Paper (2024)

Residential Market Paper Update

South Worcestershire Development Plan
Review (SWDPR)



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

October 2024

Quality Assurance

Date of Report	30 October 2024
Version	V1
Filename and path	S:_Client Projects\1812 South Worcestershire Plan Viability and CIL Review_SWC\Reports\2409 Residential Market Report\241219 Residential Market Paper Update_V1.docx
Prepared by	Andisheh Amouzadeh, Consultant
Checked by	Ben Aspinall, Managing Director
Date	30 October 2024
Authorised by	Ben Aspinall, Managing Director
Date	30 October 2024

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1 Residential Market Review

- 1.1 This paper provides a 2024 update to the value assumptions made in appraising the residential development typologies set out in our last report (2022).
- 1.2 The purpose of the overarching study is to test the viability implications of the South Worcestershire Council's (SWC's) (comprising Malvern Hills District Council, Wychavon District Council and Worcester City Council) emerging Local Plan policies.
- 1.3 We have been retained by SWC since 2019 and have monitored residential market values in Residential Market reports dated:
- Consultation draft in March 2019
 - Residential Market report - April 2020
 - Residential Market update report – August 2021
 - Residential Market update report – May 2022
- 1.4 The structure of this residential market paper follows our previous papers in 2022 as far as this has been updated:

Section	Description
2) National and Regional Overview	Provides an assessment of the current residential market in a national and regional context.
3) Existing Evidence Base	Provides a review of the existing market evidence which informs the starting point for our assumptions.
4) New Build Achieved Values	Provides an assessment of new build achieved values across the South Worcestershire area which includes the Worcester City Council, Malvern Hills District Council and Wychavon District Council. The market assessment is based on industry recognised published data from the Land Registry and the Energy Performance Certificate Register (EPC).
5) Housing Value Zones	In this section there is a review of the values across the area. This helps to define the housing values zones. We provide our adopted housing value zones as an output to this section.
6) New Build Asking Prices	Provides an assessment of asking prices for new build properties across the South Worcestershire area. The

Section	Description
	market assessment is based on published data from Rightmove and developer's websites.
7) Residential Value Assumptions	Based on our assessment of the residential market, we set out our value assumptions for the range of house types which will be tested.
8) Student Housing	Not updated as part of this review.
9) Specialist Accommodation for Older People	Not updated as part of this review.
10) Transfer Values for Affordable Housing	This section sets out our assumptions in respect of affordable housing transfer values.

May 2022 Value Assumptions

- 1.5 For reference, we set out below the values assumptions contained in our May 2022 assessment. This is the 'starting point' for this current review.

Table 1.3 - SWC Value Assumptions - May 2022

Property	North West Value Zone (L)	£ psm	South & South East Value Zone (H)	£ psm
1 Bed Flat	£174,000	£3,480	£197,200	£3,944
2 Bed Flat	£232,000	£3,569	£249,400	£3,837
1 Bed House	£243,600	£3,530	£255,200	£3,699
2 Bed House	£278,400	£3,712	£301,600	£4,021
3 Bed House	£359,600	£3,996	£371,200	£4,124
4 Bed House	£449,400	£4,013	£481,500	£4,299
5 Bed House	£529,650	£4,138	£556,400	£4,347

Source: AspinallVerdi '220610 SWC Value Assumptions_v2'

2 National and Regional Market Overview

2.1 We set out below review of selected market evidence which provided context for this update.

RICS UK Residential Market Survey, June 2024

2.2 RICS regularly publish a 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. This survey is a good early indicator of any house price movement, which is later regarded through other indices.

2.3 The June 2024 publication was the latest available survey at the time of writing this report, and it provided the following summary:

- The June 2024 RICS UK Residential Survey shows the market is subdued as demand, sales and prices are in negative territory in buyer demand following a few months of gradual improvement. Monetary policies are predicted to loosen this year, and the forward market sentiment is positive with strong sales activity predicted in the near-term outlook.
- The headline net balance for new buyer enquiries remained relatively stagnant at -7% from -8% previously in May 2024. Enquiries are therefore flattening with buy demand weakening.
- The national net balance for newly agreed sales in June was at -7%, an improvement from -13% from the previous month. Despite this, +20% of the survey's respondents foresaw residential sales volumes recovering over the next 3 months.
- Regarding supply, there was a net balance of -9%, which marks the end of a sequence of six consecutive positive monthly readings for new listings.
- The headline house price indicator posted a net balance reading of -17% in June 2024, remaining from the previous month. This shows the stagnation aforementioned in the market.
- Near-term price expectations are positive at +5% which suggests that the decline in house prices is/will be slowing down. +41% of contributors to the survey also expect an increase in house prices over the next 12 months.

Halifax House Price Index, July 2024

2.4 Halifax publish a monthly house price index with data covering the whole country. In terms of house price growth, the July 2024 Halifax House Price Index¹ indicates that:

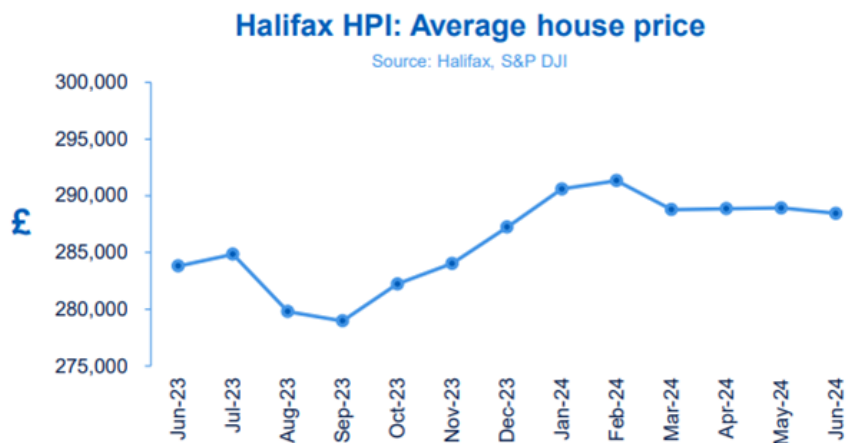
- UK house prices increased 1.6% Year on Year in April.

¹ Halifax UK House Price Index April 2024

- Average UK property now costs £288,455 (up from £286,931 last year).
- Annual house price growth was strongest in Northern Ireland, increasing by 4% on an annual basis. Price falls were predominantly concentrated in the East of England by -0.9%.
- London remains the most expensive region with an average price of £539,306. Prices have been relatively flat with a modest annual rise of +0.9%.
- Detached houses saw prices increase 1.5% Year on Year in February, although this is the lowest rise since the end of 2019.

2.5 Figure 2.1 shows the average house price as per the Halifax Index from the last 13 months.

Figure 2.1 - Halifax House Price Index Graph



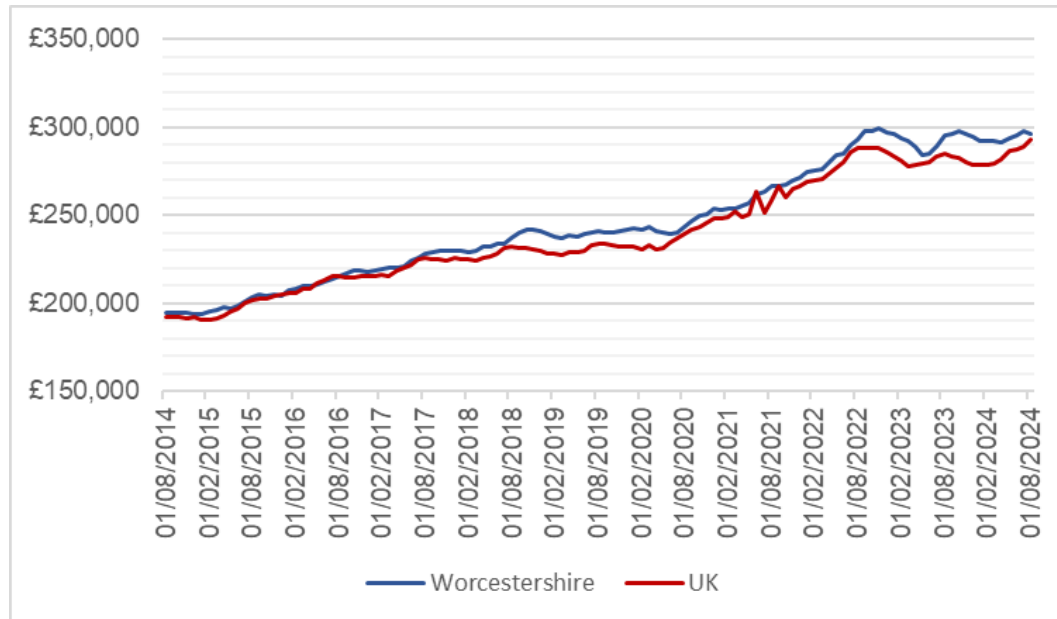
Source: Halifax HPI (2024)

2.6 The shortage of available properties is underpinning higher prices instead of demand from buyers. This shows a subdued market. Mortgage affordability is still affecting homebuyers, though this is expected to ease as monetary policy is expected to ease.

Land Registry UK House Price Index, 2024

2.7 HM Land Registry also have a UK House Price Index (HPI) where they publish monthly sales data collected on residential housing transactions in the UK. This shows the average price for all property types in the UK and Worcestershire over the last 10 years from the index.

Figure 2.2 - Average All Property Price in the UK and Worcestershire



Source: UK HPI (2024)

- 2.8 Average property prices in Worcestershire have risen over the past 10 years, generally at a similar rate as the national average. However, throughout most of the period, Worcestershire's property prices have remained slightly higher than the national average. The gap between Worcestershire and the UK widened notably between November 2022 to May 2023 and again between August 2023 to March 2024 with a difference exceeding £10,000. This suggests that Worcestershire's property market outperformed the national average during those periods. As of August 2024, the overall average price for a property in Worcestershire was £296,000, whereas the UK average price was at £293,000 at the same time (this includes all property types).

South Worcestershire May 2022 – October 2024 Value Change

- 2.9 We have calculated the uplift in the average asking prices for all residential property types collectively and individually from 2022 to 2024 using the HPI index base points to see the percentage uplift within Worcestershire in that timeframe. The summary of the values can be seen in Table 2.1 below.

Table 2.1 - South Worcestershire Indexed Price Change (2022-2024)

Dwelling Type	2022 Average Price	2024 Average Price	Uplift (%)
All Property types	£284,367	£296,222	4.17%
Detached	£436,500	£449,197	2.91%
Semi Detached	£268,232	£283,229	5.59%
Terraced	£212,529	£222,954	4.91%
Flats & Maisonettes	£147,322	£149,313	1.35%

Source: Land Registry UKHPI 2022 - 2024

- 2.10 The average uplift of 4.17% across all property types indicates a general trend of price growth, with specific demand variations among dwelling types. Detached homes, with a lower-than-average increase of 2.91%, suggest stable demand for larger properties, possibly due to shifting buyer preferences or affordability constraints in this category. Meanwhile, the substantial uplift for semi-detached homes (5.59%) may reflect a stronger demand, likely driven by their balance of space and affordability, making them appealing to a wider range of buyers.
- 2.11 Similarly, terraced homes, with a 4.91% increase, are showing steady growth in value, indicating consistent demand. The smaller increase for flats and maisonettes (1.35%) may reflect either a more stabilised demand or fewer fluctuations in price for these properties, possibly due to buyer preference shifts toward larger spaces in post-pandemic trends. Together, these observations suggest that mid-sized homes like semi-detached and terraced units are currently driving much of the market's growth.

3 Existing Evidence Base

3.1 This section remains unchanged since our August 2021 report, with reference to the following studies considered at the time for our analysis:

- SWC Local Plan Viability Update, September 2014
- SWC Local Development Plan, Adopted February 2016
- CIL Charging Schedule, May 2017
- Draft SHMA, February 2019.

3.2 This is repeated here for ease of reference.

HDH CIL Viability Update (January 2016)

3.3 The above CIL Charging Schedule 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. See **Figure 3.1** below.

Figure 3.1 – New Build Price Paid Data, 2014-2015

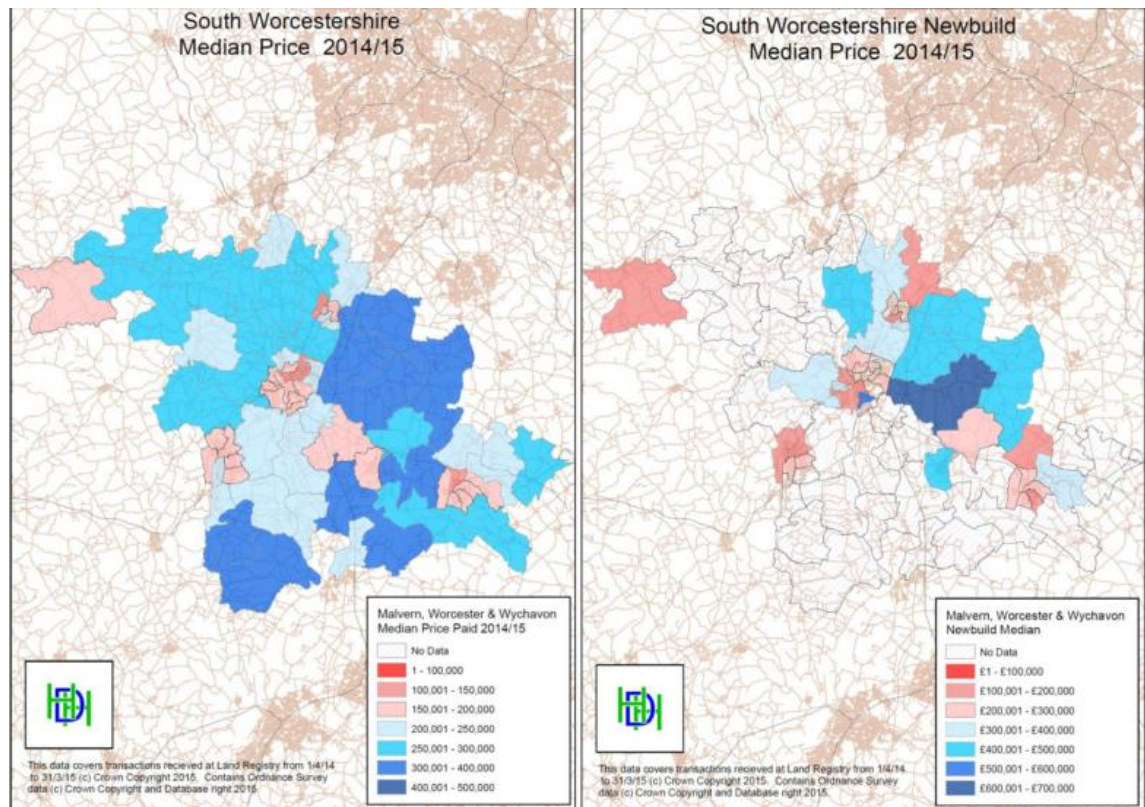
Malvern Hills						Worcester						Wychavon					
	Detached	Semi-detached	Terrace	Flat	All		Detached	Semi-detached	Terrace	Flat	All		Detached	Semi-detached	Terrace	Flat	All
Price Paid from Land Registry (A)						Price Paid from Land Registry (A)						Price Paid from Land Registry (A)					
Count	16	5	3	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	28	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: SWC CIL Viability Update (HDH) – January 2016

3.4 These provide a useful benchmark for 2016 values across the area.

3.5 The price paid data for new build properties is mapped below. This is compared to the data from all sales (new homes and existing).

Figure 3.2 - Median Prices by Ward 2014



Source: SWC CIL Viability Update (HDH) – January 2016

SWC Local Development Plan (Adopted February 2016)

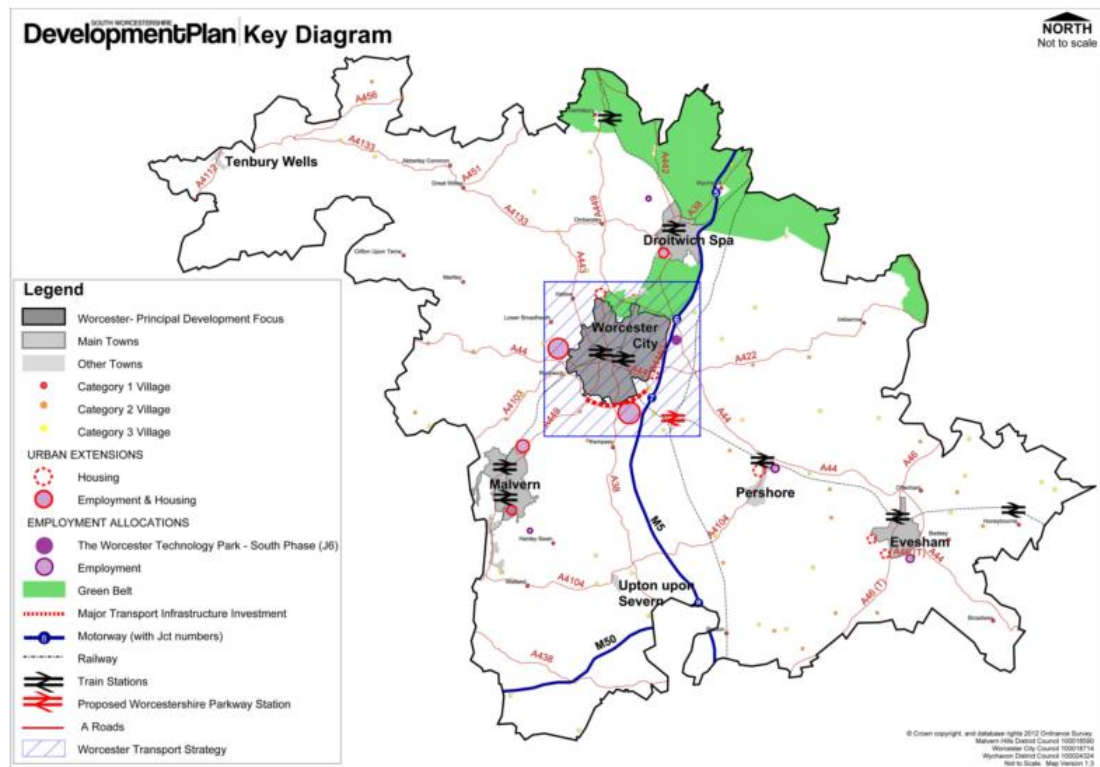
3.6 Policy SWDP 2 of the Local Plan provides context of the settlement hierarchy in the South Worcestershire area².

- 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.

² SWC Local Development Plan, Adopted February 2016. Page 45-48

- Fifth in the hierarchy are the rural areas lower category villages. These villages offer one or two local services.
- 3.7 The settlement hierarchy is illustrated at **Figure 3.3**.

Figure 3.3 – South Worcestershire Settlement Hierarchy



Source: SWC Local Development Plan February 2016. Page 44

CIL Charging Schedule (May 2017)

- 3.8 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).
- 3.9 A viability update was carried out by HDH in January 2016 which has informed the CIL rates for the current 2017 charging schedule.
- 3.10 The rates by reference to which CIL will be charged are set out in **Figure 3.4 – Original CIL Rates for each Charging Authority** and **Figure 3.5 - South Worcestershire CIL Charging Area** below.

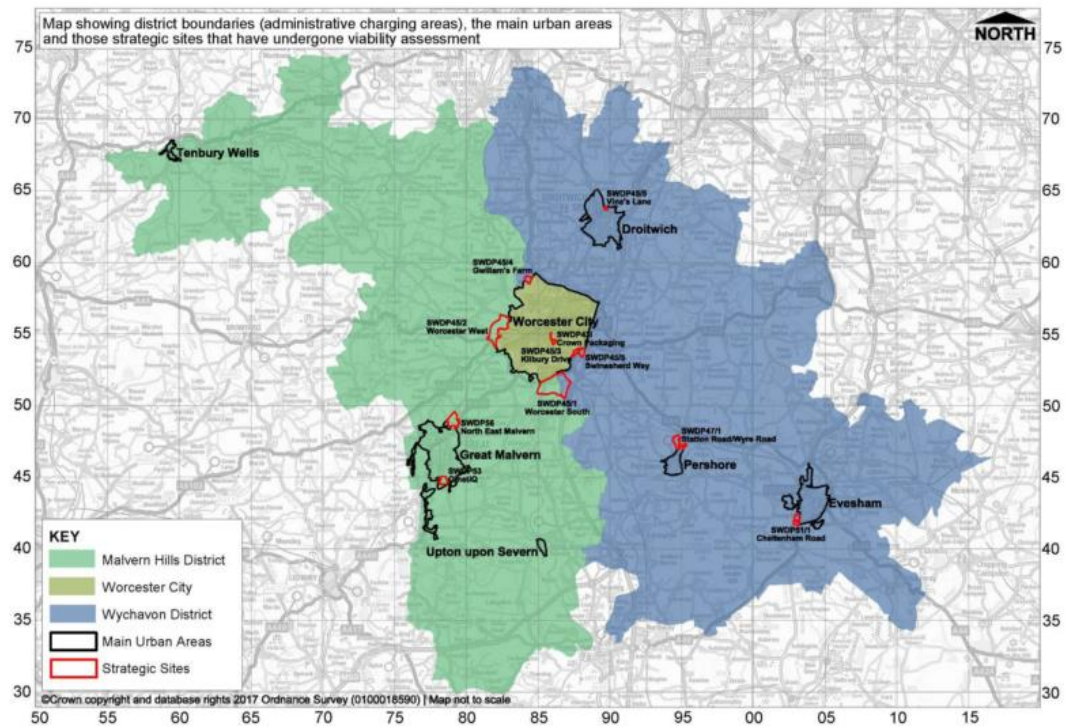
Figure 3.4 – Original CIL Rates for each Charging Authority

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

- 3.11 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.
- 3.12 The boundaries for each CIL rate follow the administrative district boundaries as shown in **Figure 3.5** below.

Figure 3.5 - South Worcestershire CIL Charging Area Map



Source: SWC CIL Charging Schedule, May 2017. Page 32

3.13 As shown in **Figure 3.6** no CIL charge is required for the strategic residential sites.

Figure 3.6 - 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. Page 18

Draft SHMA (February 2019)

- 3.14 The Worcester City Draft Strategic Housing Market Assessment (SHMA) 2019 provides the latest available evidence to help shape the future planning and housing policies of the area. This study supports the review of the South Worcestershire Development Plan (SWDP).
- 3.15 For the purposes of this residential paper, we have focussed on:
- Key Market Drivers
 - Housing Market
 - Dwelling Stock
 - Dwelling need, type and mix.

Key Market Drivers

- 3.16 The following demographic drivers influence the operation of the South Worcestershire area:
- The population of Worcester City is projected to increase by 12.3% over the course of the Plan Period 2016-2030, from 37,358 in 2016 to 41,981 in 2030. ³
 - There will be a marked increase in the number and proportion of older residents. The population aged 65+ years is expected to increase by 32.6% from 67,700 in 2016 to 89,800 in 2030. This compares with an increase of 38% across the West Midlands and 45.1% across England over the period 2016-2030.

Housing Market

- 3.17 Median house prices in Worcester City have been consistently higher to those for the West Midlands region, but below those for England as a whole.
- 3.18 During 2017, median prices across Worcester City were £187,000, compared with £179,500 across the West Midlands.

Dwelling Stock

- 3.19 This 2019 study assumes a total of 45,550 dwellings. Based on 2011 Census household data, the tenure profile of Worcester City is: 65.4% owner occupied (29% owned outright and 36.4% owned with a mortgage or loan or shared ownership), 19.2% private rented or living rent free and 15.3% affordable (rented from a social landlord).

³ ONS 2016-based Subnational Population Projections

Dwelling need, type and mix

- 3.20 The minimum local housing need figure for Worcester City is 350 dwellings each year over the period 2021-2031.
- 3.21 The scale of affordable requirements has been assessed using latest (July 2018) housing register data. The overall net annual imbalance is calculated to be 291 affordable dwellings each year.
- 3.22 It is recommended that a broad range of affordable dwellings are built to reflect a range of needs, with 53.3% one bedroom, 32.6% two bedroom, 11% three bedroom and 3.1% four or more bedroom.
- 3.23 A broad tenure split of 80% rented and 20% intermediate tenure as set out in the Council's 2016 Affordable Housing Supplementary Planning Document (SPD) remains appropriate.
- 3.24 The overall market mix by dwelling type, size and tenure is summarised in **Table 3.1** below.

Table 3.1 - Housing Mix

Table ES1 Overall annual dwelling mix based on range of housing need			
Annual dwelling need =			350
Dwelling type/size	Market (70%)	Affordable (30%)	Total
1/2 Bed House	24	21	46
3 Bed House	114	12	126
4+ Bed House	78	3	82
1 Bed Flat	1	25	26
2/3 Bed Flat	9	14	22
1-2 Bed Bungalow	2	30	31
3+ Bed Bungalow	15	0	15
Other	2	0	2
TOTAL	245	105	350

Source: Worcester City SHMA 2019

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 (£ per square metre). This data gives a good baseline for comparing the average 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.
- 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/repossession, buy-to-lets (where they can be identified by a Mortgage) and transfers to non-private individuals.
- 4.4 Note that category B does not separately identify the transaction types stated.
- 4.5 HM Land Registry has been collecting information on Category A transactions from January 1995. Category B transactions were identified from October 2013."
- 4.6 For the purposes of this research, we have excluded new build achieved data that falls under category B as the transactions consistently presented discounted transfer values to those provided under category A, therefore not providing a reflection of the true full market value.
- 4.7 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.
- 4.8 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.

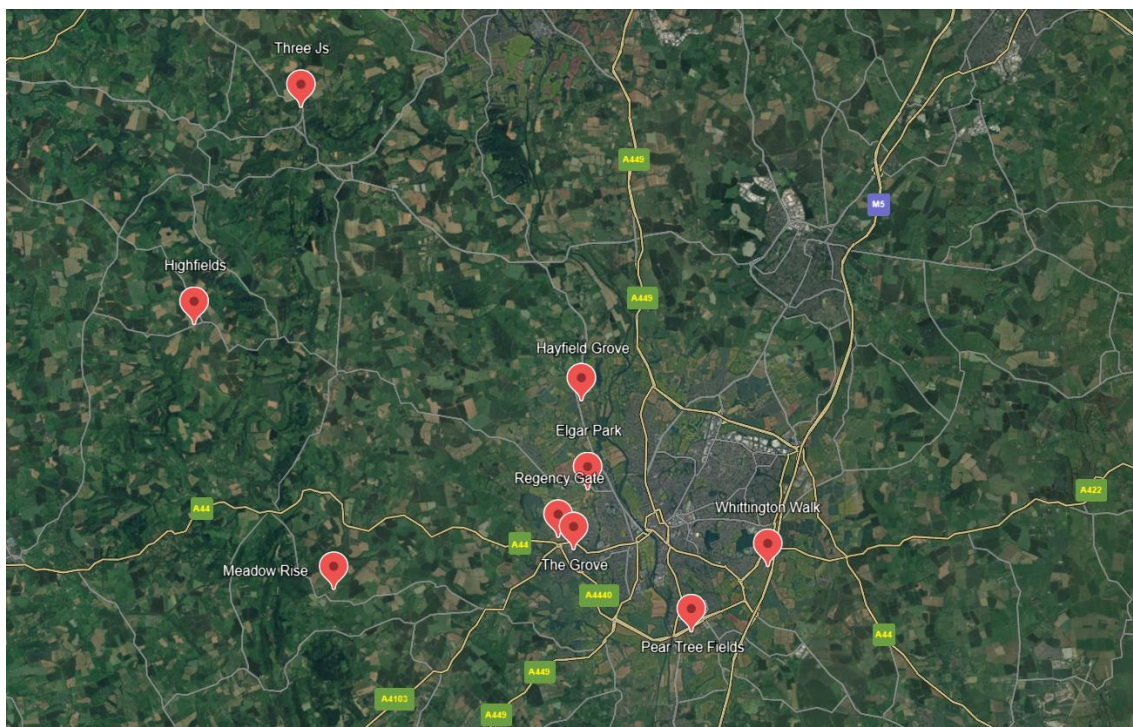
Worcester

- 4.9 We have identified sales transactions linked to 9 distinct development schemes in and around Worcester, including:
- The Grove, Worcester
 - Regency Gate, Worcester

- Whittington Walk, Whittington, Worcester
- Pear Tree Fields, Broomhall, Worcester
- Elgar Park, Lower Broadheath, Worcester
- Hayfield Grove, Hallow, Worcester
- Meadow Rise, Alfrick, Worcester
- Highfields, Clifton upon Teme, Worcester
- Three Js by Elan Homes, Abberley, Worcester

4.10 The location of these schemes is illustrated on the following map.

Figure 4.1 - Map of Development Schemes in Worcester



Source: Google Earth, 2024

The Grove, Oak View Way, Worcester - Bloor Homes

4.11 The Grove at Worcester is a development by Bloor Homes and is situated off Oak View Way, Worcester, WR2 5FF and is approx. 3.7 miles from Worcester City Centre. The development comprises of a collection of 2-, 3- and 4- bedroom 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.

- 4.12 Since October 2022, 37 x new-build property transactions have been recorded on the Land Registry for this development, summarised as follows:

4 x Terraced	- £260,000 - £265,000 / £4,262 - £4,344 psm, averaging at £4,316 psm
17 x Semi-detached	- £247,000 - £337,000 / £3,189 - £4,328 psm, averaging at £3,977 psm
16 x Detached	- £335,000 - £472,000 / £3,071 - £3,895 psm, averaging at £3,463 psm

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Worcester Scheme – Type'

- 4.13 The floor areas for the transacted properties at this development range from 59 - 143 sqm with an average size of 61 sqm for terraced, 73 sqm for semi-detached and 124 sqm for detached type of houses.

Regency Gate, Bromyard Road, Worcester - Taylor Wimpey

- 4.14 Regency Gate by Taylor Wimpey is situated off Bromyard Road, Worcester, WR2 5TT and is approx. 3.6 miles from Worcester City Centre. The development comprises of 2-, 3- and 4-bedroom 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.

- 4.15 31 x new-build property transaction has been found on Land Registry for Regency Gate within the past 2 years as including:

4 x Semi-detached	- £270,000 - £278,500 / £3,857 - £3,979 psm, averaging at £3,920 psm
27 x Detached	- £322,000 - £669,995 / £3,495 - £4,024 psm, averaging at £3,725 psm

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Worcester Scheme – Type'

- 4.16 The floor areas for the transacted properties at this development vary from 70 to 186 sqm with an average unit size of 70 sqm for semi-detached type and 124 sqm for detached houses.

Whittington Walk, Whittington - Persimmon Homes

- 4.17 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-bedroom houses.

- 4.18 13 x new-build property transaction has been found on Land Registry for this development, summarised as below:

6 x Semi-detached - £247,000 - £292,000 / £3,733 - £4,246 psm,
averaging at £3,965 psm

7 x Detached - £338,200 - £443,000 / £3,411 - £4,205 psm,
averaging at £3,803 psm

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Worcester Scheme – Type'

- 4.19 The floor areas for the transacted properties at Whittington Walk vary from 65 to 129 sqm with an average unit size of 68 sqm for semi-detached and 101 sqm for detached houses.

- 4.20 Pear Tree Fields, Worcester - St. Modwen Homes 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- bedroom 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.

- 4.21 32 x new-build property transactions have been found on Land Registry for Pear Tree Fields. These are summarised as:

18 x Semi-detached - £269,995 - £362,995 / £3,161 - £3,894 psm,
averaging at £3,576 psm

14 x Detached - £325,000 - £502,995 / £3,200 - £4,721 psm,
averaging at £3,803 psm

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Worcester Scheme – Type'

- 4.22 The floor areas for the transacted properties at this development range from 73 to 136 sqm with an average unit size of 90 sqm for semi-detached and 106 sqm for detached properties.

Elgar Park, Martley Road, Lower Broadheath - Bloor Homes

- 4.23 Elgar Park, another development 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.

- 4.24 35 x new-build property transaction has been found on Land Registry for this development since October 2022, summarised as below:

8 x Terraced	- £240,000 - £310,000 / £3,896 - £4,180 psm, averaging at £4,094 psm
12 x Semi-detached	- £256,000 - £330,000 / £3,367 - £4,262 psm, averaging at £3,938 psm
15 x Detached	- £345,000 - £495,000 / £3,150 - £4,217 psm, averaging at £3,568 psm

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Worcester Scheme – Type'

- 4.25 The floor areas for the transacted properties at Elgar Park range from 58 to 150 sqm with an average unit size of 65 sqm for terraced, 76 sqm for semi-detached houses and 119 sqm for detached type.

Hayfield Grove, Hallow - Hayfield Homes

- 4.26 Hayfield Grove by Hayfield Homes is a development of 55 Zero Carbon Ready homes 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.
- 4.27 4 x new-build property transaction has been found on the Land Registry for this development within past 2 years as follows:

2 x Semi-detached	- £320,000 / £4,444 psm
2 x Detached	- £620,000 - £700,000 / £4,366 - £4,487 psm, averaging at £4,427 psm

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Worcester Scheme – Type'

- 4.28 Each one of the semi-detached properties features a floor area of 72 sqm. The floor areas for the detached properties are 142 and 156 sqm, averaging at 149 sqm.

Meadow Rise, Alfrick - Cotswold Oak Ltd

- 4.29 Meadow Rise by Cotswold Oak Ltd, is a collection 2-, to 5- bedroom 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.

- 4.30 6 x new-build property transactions have been found for this development on the Land Registry within past 2 years, including:

5 x Semi-detached	- £220,500 - £320,000 / £2,827 - £4,000 psm, averaging at £3,411 psm
1 x Detached	- £559,000 / £3,472 psm

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Worcester Scheme – Type'

- 4.31 The floor areas for the transacted properties at this development vary from 78 to 161 sqm with an average unit size of 79 sqm for semi-detached properties.

Highfields, Clifton upon Teme - Guild Homes

- 4.32 Highfields by Guild Homes is situated in the village of Clifton upon Teme, Worcestershire, at postcode WR6 6BL. This rural development features a range of detached homes, including 2-bedroom bungalows and 3- and 5- bedroom 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.

- 4.33 6 x new-build property transaction have been recorded for this development on the Land Registry, as detailed below:

6 x Detached	- £475,000 - £530,000 / £3,299 - £4,015 psm, averaging at £3,725 psm

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Worcester Scheme – Type'

- 4.34 The floor areas for these transacted detached properties at Highfields range from 132 to 144 sqm with an average size of 138 sqm.

Three Js, Abberley - Elan Homes

- 4.35 Three Js by Elan Homes is in the village of Abberley, WR6 6FD, featuring 26 semi-detached and detached homes with 2- to 5- bedroom 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.

- 4.36 9 x new-build property transaction have been recorded for this development on the Land Registry within the past 2 years, as detailed below:

2 x Semi-detached	- £227,500 / £2,556 psm

7 x Detached - £350,000 - £530,000 / £3,431 - £3,722 psm,
averaging at £3,542 psm

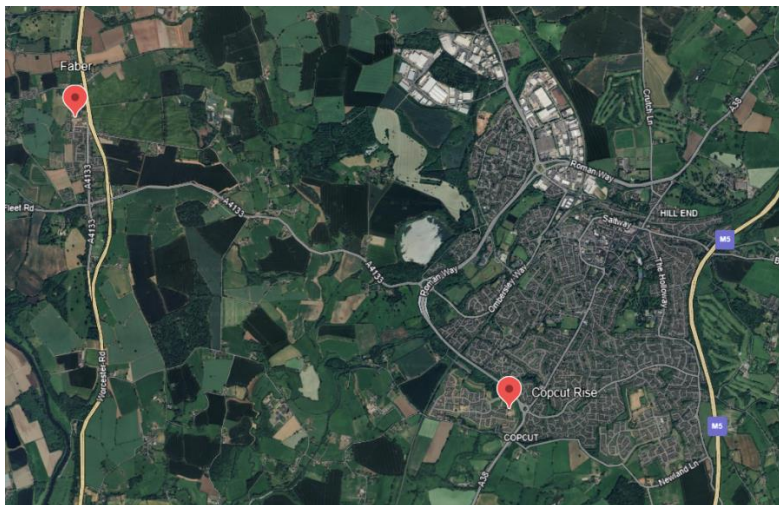
Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Worcester Scheme – Type'

- 4.37 The floor areas for the transacted properties at Three Js range from 89 to 147 sqm with an average size of 89 sqm for semi-detached and 129 sqm for detached ones.
- 4.38 At the time of this report, there were no data available for flats on Land Registry database for the listed schemes in Worcester.

Droitwich Spa

- 4.39 A total of 43 x new-build property transactions have been recorded in Droitwich, spread across two schemes:
- Copcut Rise, Copcut, Droitwich
 - Faber, Ombersley, Droitwich
- 4.40 The location of these schemes is illustrated on the following map.

Figure 4.2 - Map of Development Schemes in Droitwich Spa



Source: Google Earth, 2024

Copcut Rise, Gresley Way, Droitwich - William Davis Homes

- 4.41 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- bedroom houses and 1 to 2- bedroom 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.

4.42 Since October 2022, there have been 28 x new-build property transactions recorded on the Land Registry for this development. A breakdown of these transactions is provided below:

8 x Terraced	- £238,000 - £305,000 / £3,552 - £3,923 psm, averaging at £3,732 psm
6 x Semi-detached	- £243,000 - £255,000 / £3,738 - £3,923 psm, averaging at £3,892 psm
14 x Detached	- £320,000 - £410,000 / £3,218 - £3,641 psm, averaging at £3,469

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Droitwich Scheme – Type'

4.43 The floor areas for the transacted properties at Copcut Rise range from 65 to 124 sqm with an average size of 70 sqm for terraced, 65 sqm for semi-detached and 101 sqm for detached homes.

The Faber, Woodhall Lane, Ombersley - Spitfire Homes

4.44 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 45 new-build homes ranging from 2 to 4- bedroom properties. The scheme also includes green spaces and a pedestrian link between Woodhall Lane and Holly Lane.

4.45 15 x new-build property transactions recorded on the Land Registry for this development. Within the last 2 years, as follows:

3 x Terraced	- £295,000 - £307,000 / £4,538 - £4,723 psm, averaging at £4,600 psm
12 x Detached	- £408,000 - £675,000 / £4,071 - £4,886 psm, averaging at £4,390 psm

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Droitwich Scheme – Type'

4.46 The floor areas for the transacted properties at this development vary from 65 to 155 sqm with an average unit size of 65 sqm for terraced and 117 sqm for detached houses.

4.47 At the time of this report, there were no data available for flats on Land Registry database for the listed schemes in this town.

Pershore

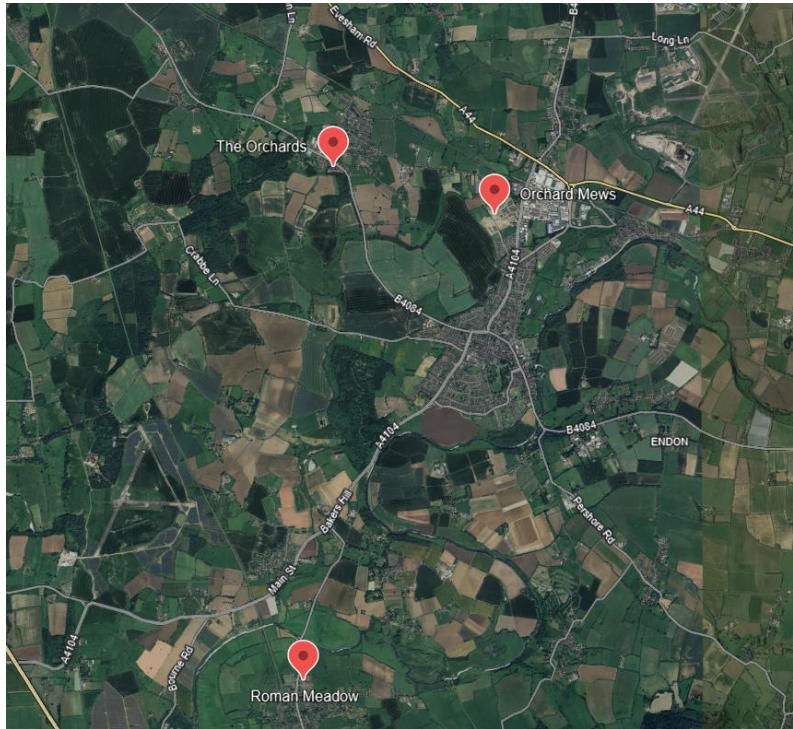
4.48 There are 3 developments that have been identified in Pershore with recorded sales transactions including:

- Orchard Mews, Pershore

- The Orchards, Drakes Broughton, Pershore
- Roman Meadow, Eckington, Pershore

4.49 The location of these schemes is illustrated on the following map.

Figure 4.3 - Map of Development Schemes in Pershore



Source: Google Earth, 2024

Orchard Mews, Station Road, Pershore - Persimmon Homes

4.50 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 offers a collection a collection of flat, semi-detached and detached houses. The development benefits from close proximity to the local train station, leisure & sports facilities, supermarkets and schools.

4.51 There have been 29 x new-build property transactions recorded on the Land Registry for this development within the last 2 years, including:

10 x Semi-detached	-	£240,000 - £340,000 / £3,091 - £4,355 psm, averaging at £3,937 psm
19 x Detached	-	£326,500 - £455,000 / £3,256 - £4,121 psm, averaging at £3,754 psm

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Pershore Scheme – Type'

- 4.52 The floor areas for the transacted properties at Orchard Mews vary from 58 to 129 sqm with an average unit size of 77 sqm for semi-detached and 106 sqm for detached houses.

The Orchards, Drakes Broughton - Sanctuary Homes

- 4.53 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- bedrooms, including detached and semi-detached houses. Situated less than 10 miles from Worcester, The Orchards provides access to amenities in both Pershore and Worcester.

- 4.54 There have been 3 x new-build property transactions recorded on the Land Registry for this development, as follows:

3 x Detached - £457,000 - £579,995 / £3,373 - £3,570 psm,
averaging at £3,458 psm

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Pershore Scheme – Type'

- 4.55 The floor areas for the transacted properties range from 128 to 169 sqm with an average of 155 sqm.

Roman Meadow, Eckington, Pershore - Spitfire Homes

- 4.56 Roman Meadow by Spitfire Homes is a development of 38 units situated in Eckington, Pershore, WR10 3FG. This project includes a mix of 3- to 5- bedroom homes across two sites along Pershore Road.

- 4.57 Since October 2022, 14 x new-build property transactions recorded on the Land Registry for Roman Meadow, as below:

14 x Detached - £500,000 - £950,000 / £3,598 - £4,762 psm,
averaging at £4,012 psm

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Pershore Scheme – Type'

- 4.58 The floor areas for the transacted properties at this development range from 105 to 253 sqm with an average of 172 sqm.

- 4.59 There was no data available for flats on Land Registry database for the listed schemes in this town.

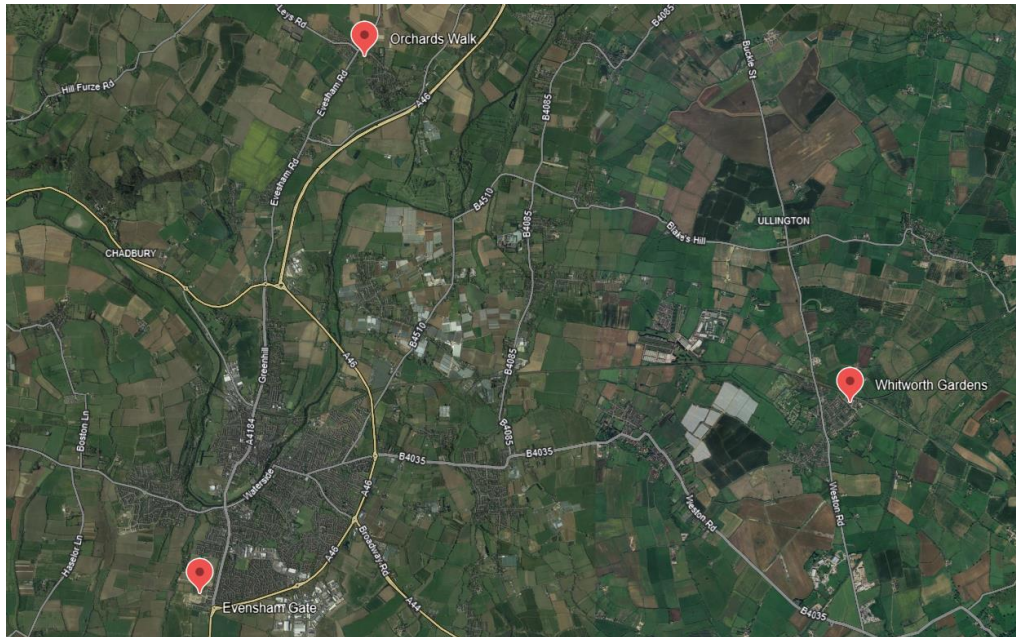
Evesham

- 4.60 A total of 51 x new-build property transactions have been recorded in Evesham, spread across three schemes:

- Evesham Gate, Evesham
- Whitworth Gardens, Honeybourne, Evesham
- Orchards Walk, Harvington, Evesham

4.61 The location of these schemes is illustrated on the following map.

Figure 4.4 - Map of Development Schemes in Evesham



Source: Google Earth, 2024

Evesham Gate, Cheltenham Road, Evesham - Bloor Homes

4.62 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- bedroom 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.

4.63 Within the last 2 years, 27 x new-build property transactions were found on the Land Registry for Evesham Gate development, as summarised as below:

4 x Terraced	- £252,000 - £275,000 / £4,131 - £4,508 psm, averaging at £4,344 psm
10 x Semi-detached	- £260,000 - £355,000 / £3,241 - £4,387 psm, averaging at £3,936 psm

13 x Detached - £330,000 - £430,000 / £2,760 - £4,226 psm,
averaging at £3,528 psm

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Evesham Scheme – Type'

- 4.64 The floor areas for the transacted properties at this development range from 61 to 130 sqm with an average unit size of 61 sqm for terraced, 79 sqm for semi-detached and 107 sqm for detached houses.

Whitworth Gardens, Stratford Road, Honeybourne - Owl Homes

- 4.65 Whitworth Gardens by Owl Homes is situated on Stratford Road in Honeybourne, WR11 7AX. This scheme includes a collection of 60 new homes, with a mix of 2- to 5- bedroom 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.

- 4.66 15 x new-build property transactions have been recorded for Whitworth Gardens, including:

3 x Terraced - £252,500 - £262,500 / £3,826 - £3,977 psm,
averaging at £3,902 psm

3 x Semi-detached - £275,000 - £345,000 / £3,416 - £4,167 psm,
averaging at £3,740 psm

9 x Detached - £307,500 - £520,000 / £3,597 - £4,731 psm,
averaging at £4,069 psm

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Evesham Scheme – Type'

- 4.67 The floor areas for the transacted properties at this development range from 66 to 140 sqm with an average size of 66 sqm for terraced houses, 86 sqm for semi-detached houses and 101 sqm for detached ones.

Orchards Walk, Harvington, Evesham - Lioncourt Homes

- 4.68 Orchards Walk by Lioncourt Homes positioned 3 miles from Evesham in Harvington, WR11 8PJ. This development includes a collection of 2- to 5- bedroom 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.

- 4.69 9 x new-build property transactions have been found for this development as below:

9 x Detached - £369,950 - £582,750 / £3,620 - £4,096 psm,
averaging at £3,835 psm

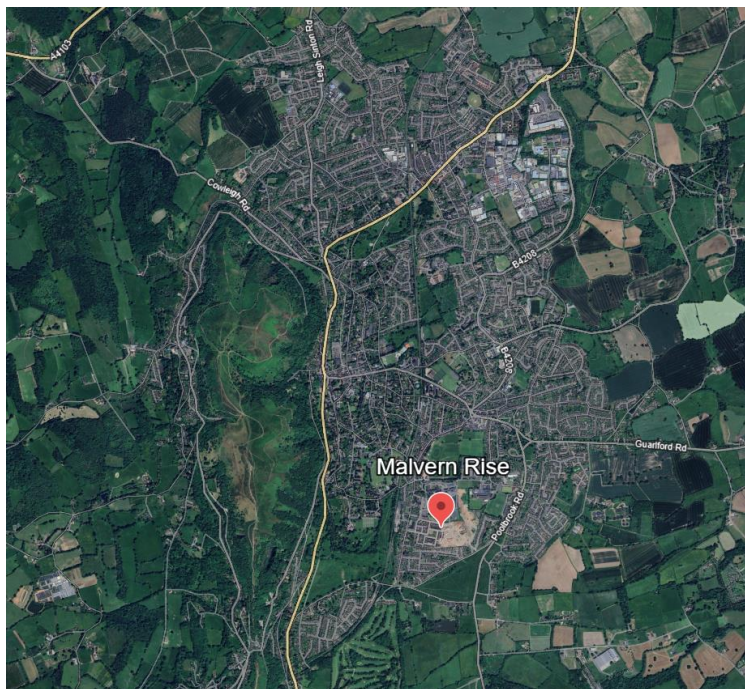
Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Evesham Scheme – Type'

- 4.70 The floor areas for the transacted properties at this development range from 94 to 161 sqm with an average unit size of 120 sqm.
- 4.71 Again, there was no data available for flats on Land Registry database for the listed schemes in this town.

Malvern

- 4.72 We have identified one scheme in Great Malvern.
- 4.73 The location of this scheme is illustrated on the following map.

Figure 4.5 - Map of Malvern Rise Scheme



Source: Google Earth, 2024

Malvern Rise, St. Andrews Road, Malvern Link - Persimmon Homes

- 4.74 Malvern Rise is a development undertaken by Persimmon Homes. 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.

4.75 44 x new-build property transactions have been recorded on the Land Registry for Malvern Rise within the last 2 years, summarised as below:

2 x Terraced	- £250,000 - £260,000 / £3,968 - £4,127 psm, averaging at £4,048 psm
14 x Semi-detached	- £217,662 - £340,000 / £3,000 - £4,048 psm, averaging at £3,670 psm
28 x Detached	- £330,000 - £465,000 / £3,047 - £4,114 psm, averaging at £3,593 psm

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Malvern Scheme – Type'

4.76 The floor areas for the transacted properties at this development range from 63 to 134 sqm with an average size of 63 sqm for terraced houses, 79 sqm for semi-detached houses and 109 sqm for detached ones.

4.77 There were no data available for flats on Land Registry database in this town.

2024 Achieved Values Summary

4.78 In this section, we summarise the results of the achieved values we reviewed earlier, broken down by unit type for each town (Table 4.1).

4.79 The location of the towns is illustrated on the South Worcestershire Settlement Hierarchy map in section 3 above (Figure 3.3)

4.80 We have based our assumptions regarding the number of bedrooms in each property on nationally described space standards, our previous assumptions on unit sizes, and recent market research, including data from advertised properties and currently available schemes for sale. We have made the following assumptions:

- 1- bed flat: up to 57 sqm
- 2- bed flat: 58 sqm – 79 sqm
- 1- bed house: up to 57 sqm
- 2- bed house: 58 sqm – 84 sqm
- 3- bed house: 85 sqm – 119 sqm
- 4- bed house: 120 sqm - 131 sqm
- 5- bed house: 132+

4.81 The average value for each unit type in each town is summarised in the table below.

Table 4.1 - Average New Build Property Values, by Town - October 2024

Dwelling Type	Worcester	Pershore	Droitwich	Evesham	Malvern
2 Bed Houses	£277,924	£294,167	£264,044	£286,675	£270,089
3 Bed Houses	£349,501	£393,111	£389,675	£358,636	£362,700
4 Bed Houses	£440,182	£441,750	£404,500	£396,801	£396,889
5 Bed Houses	£535,963	£682,333	£602,500	£533,286	£460,000

Source: AspinallVerdi '241028 Resi Market Research_v0.6'

- 4.82 Over the past two years, there were no transaction data for new-build flat sales in South Worcestershire on the Land Registry. Additionally, an examination of available schemes and data revealed no records of 1- bedroom house transactions within the area.
- 4.83 Based on the Table 4.1, Pershore is reflecting its strong desirability and premium property market and Malvern tends to be the most affordable option, particularly for larger homes.
- 4.84 These main towns are all in the south of the districts or along the M5 corridor, which likely contributes to higher property values due to better accessibility, proximity to major transport infrastructure and their strategic locations within the South Worcestershire area.

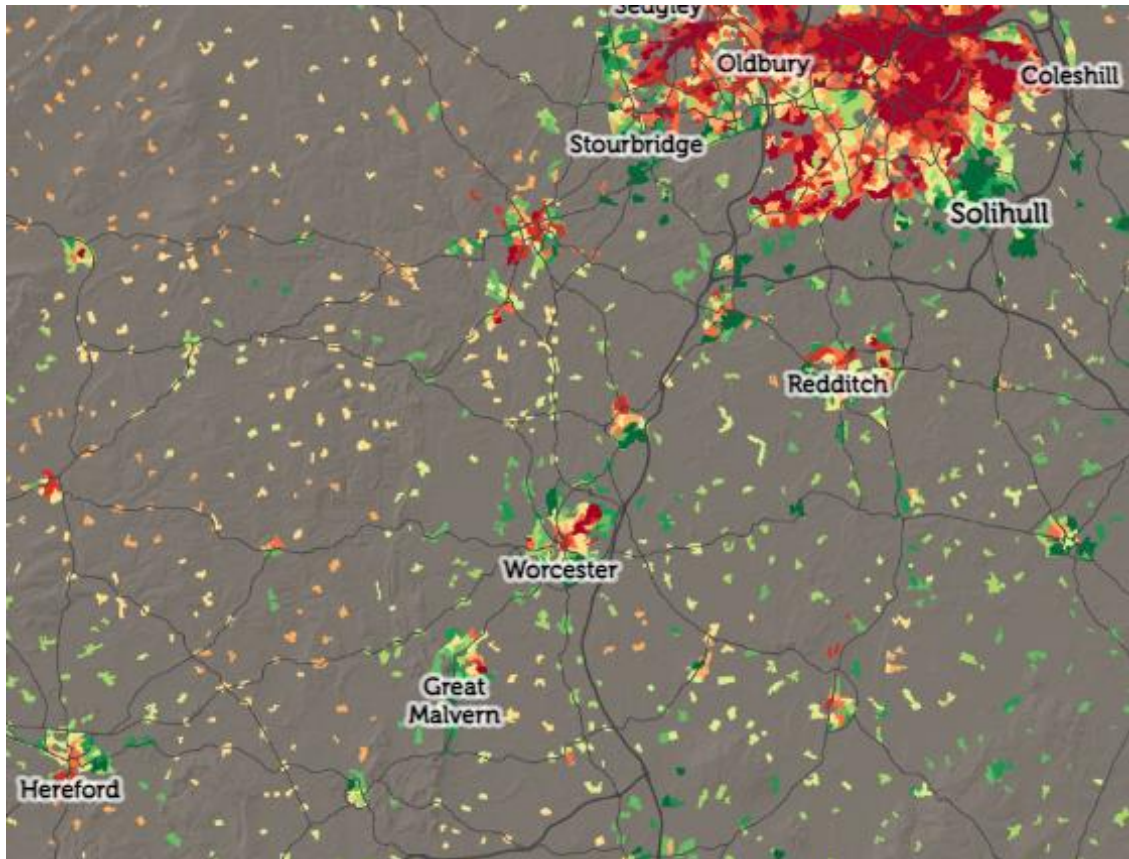
5 Housing Value Zones

- 5.1 The purpose of this part 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 Note that this section on Housing Value Zones is about the relativity of values across zones in the SWCs area – not the absolute value assumptions which are contained in section 7 below.
- 5.3 In order to derive our Housing Market Zones, we have had regard to:
- the existing evidence base,
 - CIL Charging Schedule Maps (see section 3 above),
 - current new-build achieved values,
 - second-hand achieved values (see below), and
 - the Index of Multiple Deprivation.

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 within the South Worcestershire area. There is a greater stock of second-hand properties and turnover is higher than for new builds. This enables us to compare values zones across the area based on the existing stock.
- 5.5 The second-hand achieved values map is as follows.

Figure 5.2 - Index of Multiple Deprivation Map

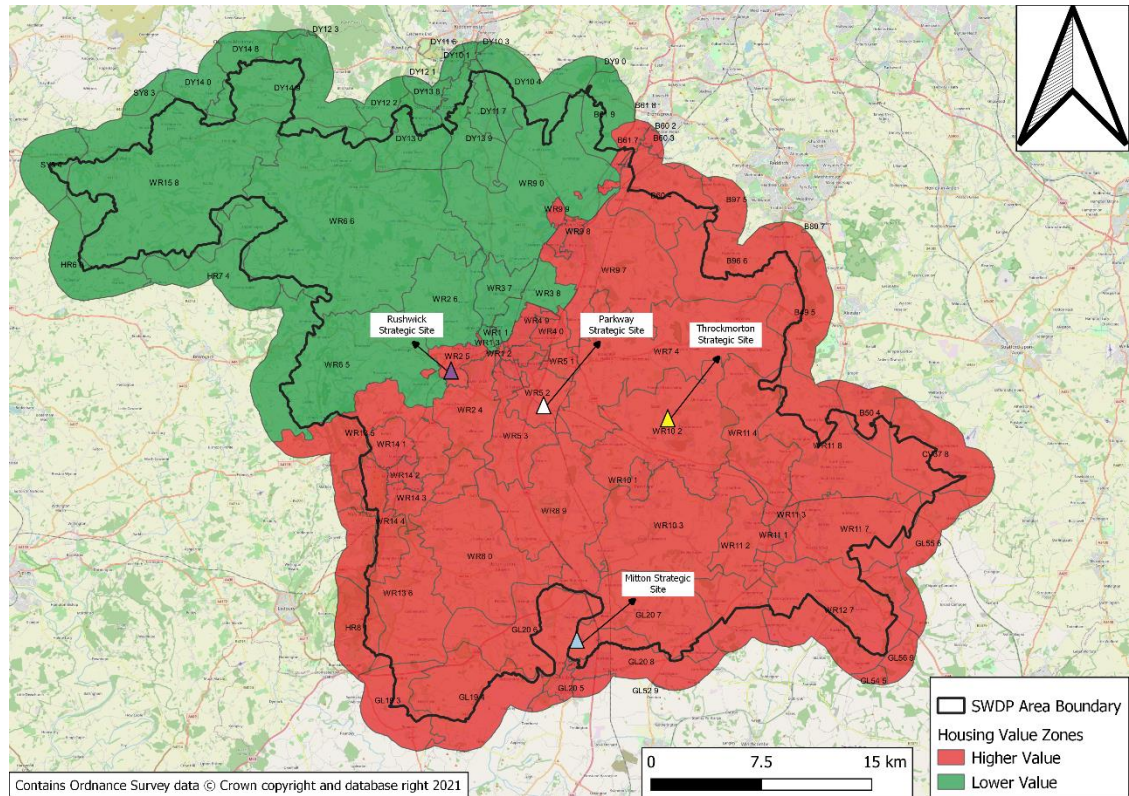


Source: Index of Multiple Deprivation, 2019

AspinallVerdi Housing Market Zones

- 5.8 Based on our market assessments we have divided the SWC study area into two areas in order to differentiate our typologies:
- The North West zone (predominantly rural including Tenbury Wells); and
 - South & South East zone (Worcester, Droitwich, Evesham, Malvern, Pershore).
- 5.9 Worcester is acting as a dynamic hub for new-build developments, offering a mix of housing types, strong infrastructure links, and proximity to urban and rural amenities. Its appeal is bolstered by competitive pricing and a diverse range of housing schemes.
- 5.10 We also acknowledge that Droitwich is north of Worcester, but it displays similar new-build achieved values to the other main towns (see Table 4.1) and is well located on the M5 motorway.
- 5.11 Hence, the existing housing value zone map has been retained without any changes, as it remains reflective of current market conditions. The current value zones, based on our initial assessment, are illustrated in Figure 5.3 below.

Figure 5.3 - Housing Values Zones (October 2024)



Source: AspinallVerdi, 2021

- 5.12 As evident from the map above, the strategic sites are all in the higher value zone which facilitates comparison and analysis. In reality each strategic site will create its own market and new benchmark values as the quality of each scheme is established.

6 New Build Asking Prices

- 6.1 We have reviewed new-build developments currently (October 2024) '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 valuation⁴ 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 and 5 above) provides robust data, this is retrospective. The asking price analysis in this section provides a review of current prices for newly built properties. It is important to note that in arriving at our value assumptions for the appraisals we will 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.
- 6.7 We have undertaken market research across the South Worcestershire area which has been focused within the main towns of Worcester, Droitwich Spa, Evesham, Pershore and Malvern. We have also carried out market research in Tenbury Wells, as there are a number of new build developments located in this area in terms of asking price data.
- 6.8 We firstly set out a summary of the new developments currently on offer in each town before providing a summary of asking prices per property type.

⁴ Comparable evidence in real estate valuation, RICS guidance note, 1st edition October 2019

Worcester

- 6.9 **Royal Gardens at Kensington Gate** by Redrow – is a residential development by Redrow Homes, located on Bromyard Road in Worcester, WR2 5TT. This development offers a range of energy-efficient homes, including 2-, 3-, 4-, and 5- bedroom houses. The details of advertised properties in this development has been summarised as below:

4 x 2- bedrooms	-	£255,000 - £261,000
1 x 3- bedrooms	-	£400,000
4 x 4- bedrooms	-	£460,000 - £678,000
2 x 5- bedrooms	-	£615,000 - £633,000

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Asking £'

- 6.10 **Regency Gate** by Taylor Wimpey – the asking prices for advertised properties in this development range from £263,500 to £463,000, spanning a selection of 2-, 3-, and 4- bedroom houses, as detailed below:

2 x 2- bedrooms	-	£263,500
5 x 3- bedrooms	-	£338,000 - £369,500
3 x 4- bedrooms	-	£430,000 - £463,000

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Asking £'

- 6.11 **Pear Tree Fields** by St Modwen Homes – the asking prices for this development are between £245,995 - £472,995 for 14 x new-build properties that has been advertised, summarised as follows:

2 x 2- bedrooms	-	£245,995
9 x 3- bedrooms	-	£314,995 - £349,995
3 x 4- bedrooms	-	£399,995 - £472,995

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Asking £'

- 6.12 The floor area for none of the developments mentioned above has been specified.

- 6.13 **Elgar Park** by Bloor Homes – the asking prices for this development are between £245,000 - £495,000 for 10 x new-build properties that has been advertised, summarised as follows:

4 x 2- bedrooms	-	£245,000 - £275,000
3 x 3- bedrooms	-	£340,000 - £375,000

3 x 4- bedrooms - £410,000 - £495,000

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Asking £'

6.14 The floor area for these properties has not been specified.

Pershore

6.15 We set out the new developments currently on offer in Pershore below:

6.16 **Orchard Mews** by Persimmon Homes – the asking prices for this development range from £239,000 to £430,000, as detailed as below:

8 x 2- bedrooms - £239,000 - £250,000

4 x 3- bedrooms - £285,000 - £365,000

1 x 4- bedrooms - £430,000

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Asking £'

6.17 Floor areas were not provided for this development.

6.18 **The Orchards** by Sanctuary Homes – the asking prices for this development are between £419,500 - £552,000 for 7 x new-build properties that has been advertised, summarised as follows:

6 x 4- bedrooms - £419,500 - £540,000

1 x 5- bedrooms - £552,000

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Asking £'

6.19 Floor areas were not provided for this development.

Evesham

6.20 We set out the new developments currently on offer in Evesham below:

6.21 **Evesham Gate** by Bloor Homes - the asking prices for this development are between £245,000 - £385,000, as detailed as below:

2 x 2- bedrooms - £245,000 - £250,000

4 x 3- bedrooms - £300,000 - £315,000

1 x 4- bedrooms - £385,000

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Asking £'

6.22 The developer has not provided floor area details for the advertised properties or the overall development.

6.23 **Whitworth Gardens** by Owl Homes – the asking prices for this development are between £530,000 - £685,000 for 3 x new-build properties that has been advertised.

2 x 4- bedrooms - £530,000 - £570,000

1 x 5- bedrooms - £685,000

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Asking £'

6.24 The developer has not provided floor area details for the advertised properties or the overall development.

6.25 **Maypole Place** by Kendrick Homes – is a development of 2-, 3- and 4- bedroom homes located on the edge of the countryside at the Vale of Evesham in Worcestershire. 4 x properties, comprising both 3- and 4- bedroom units, have been advertised for sale within this development, as summarised as below:

2 x 3- bedrooms - £385,000 - £600,000 / £4,278 - £3,947 psm,
averaging at £4,113 psm

2 x 4- bedrooms - £550,000 - £675,000 / £3,716 - £3,750 psm,
averaging at £3,733 psm

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Asking £'

Malvern

6.26 We set out the new developments currently on offer in Malvern below:

6.27 **Malvern Rise** by Persimmon Homes – the asking prices for this development are between £355,000 - £480,000 for 10 x new-build properties that has been advertised, summarised as follows:

5 x 3- bedrooms - £360,000 - £375,000

5 x 4- bedrooms - £355,000 - £480,000

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Asking £'

6.28 The developer has not provided floor area details for the advertised properties or the overall development.

6.29 **Coppice View** by Sanctuary Homes – is a new development that offers a mix of 3-, 4-, and 5- bedroom home in Malvern, WR14 1PW. The development is well-situated with nearby transport links, including the M5 motorway and a train station with routes to Birmingham, Worcester, and

London. Additionally, the area includes quality schools, medical facilities, shops, and recreational spaces. The asking prices for this development are between £377,400 - £535,500. There have been 9 x new-build properties listed for this development, as detailed as below:

3 x 3- bedrooms	-	£377,400 - £397,800
5 x 4- bedrooms	-	£413,100 - £475,000
1 x 5- bedrooms	-	£535,500

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Asking £'

- 6.30 The developer has not provided floor area details for the advertised properties or the overall development.

Tenbury Wells

- 6.31 **Callows Rise** by Sanctuary – is a development of 2-, 3-, 4- and 5- bedroom homes and bungalows in Tenbury Wells, WR15 8GB. There have been 9 x new-build properties advertised in this development, as detailed as below:

2 x 3- bedrooms	-	£295,000
6 x 4- bedrooms	-	£375,000 - £435,000
1 x 5- bedrooms	-	£465,000

Source: AspinallVerdi '241028 Resi Market Research_v0.6 / Asking £'

- 6.32 Floor areas were not provided for this development.

2024 Asking Price Summary

6.33 Table 6.1 provides a summary of the most recent 2024 range of new build asking prices within South Worcestershire.

Table 6.1 - Range of New Build Asking Prices by Town - October 2024

Property	Worcester	Pershore	Evesham	Malvern	Tenbury Wells
2 Bed House	£245,000 - £275,000	£239,000 - £250,000	£245,000 - £250,000	N/A	N/A
3 Bed House	£314,995 - £400,000	£285,000 - £365,000	£300,000 - £600,000	£360,000 - £397,800	£295,000
4 Bed House	£399,995 - £678,000	£419,500 - £540,000	£385,000 - £675,000	£355,000 - £480,000	£375,000 - £435,000
5 Bed House	£615,000 - £633,000	£552,000	£685,000	£535,500	£465,000

Source: AspinallVerdi based on Rightmove and Developer Websites, 2024

6.34 Tenbury Wells provides slightly lower pricing across property types, aligning with expectations based on the value zone map outlined in Section 5.

6.35 As in the previous assessment, we have again assumed that garages are provided with certain house types as follows:

- 3 bed houses - approximately 50% have garages;
- 4 bed houses - approximately 100% have garages;
- 5 bed houses - approximately 100% have garages.

6.36 In reality, some 5- bed units may have double garages, but similarly will be worth more. Also, some 3- bed units may only have a parking space(s). We are content with the above for our assumptions.

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 zones identified, new-build transactions, asking prices and HPI. The achieved values provide a benchmark for the assumptions whilst the asking prices allow us to 'sense-check' our assumptions. We are mindful that they are often aspirational and therefore the asking prices are not always achieved.
- 7.2 These value assumptions do not incorporate any uplifts related to sustainability premiums.
- 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.

October 2024 Value Assumptions

- 7.4 For the purpose of the current 2024 assessment, we have updated the assumptions included in our May 2022 report in line the new build transaction evidence (in section 4) having regard to the House Price Index (HPI) and sense checked these against the asking prices (in section 6 above).
- 7.5 Due to the lack of evidence for flats and 1- bed house, we used the HPI to update our previous assumptions. Hence, a 1.40% uplift for flats and a 5.23% uplift for 1- bed houses have been applied to the May 2022 sales value assumptions.
- 7.6 In addition, we considered the average price uplift for other unit types to validate achieved prices against average changes in Worcestershire, allowing for a thorough sense check of our updated assumptions. This ensures that our value assumptions reflect average market conditions in Worcestershire's property market.
- 7.7 The updated sales value assumptions are summarised in Table 7.1 - SWC Value Assumptions – October 2024.

Table 7.1 - SWC Value Assumptions – October 2024

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: AspinallVerdi '241028 Resi Market Research_v0.6 / Value Assumptions'

- 7.8 The housing size ranges have been updated following a review of the schemes in previous sections, revealing that 3-, 4-, and 5- bedroom units are increasing in size. This shift has, in turn, impacted the average unit size in our updated assumptions.
- 7.9 It is important to note that the main towns (and site allocations) are all located within the South & South East Value Zone. The rural North West has slightly lower values.
- 7.10 We have assumed garages are included for the following house types:
- 3 Bed House (assumed 50% are available with garages)
 - 4 Bed House (assumed 100%)
 - 5 Bed House (assumed 100%)
- 7.11 This is based upon the asking price information (section 6) where we have been able to ascertain the prevalence of garages.

8 Student Housing

- 8.1 We have not been instructed to update the evidence on purpose-built student accommodation (PBSA) at this time, as our 2024 appraisal is focused exclusively on standard residential developments.

9 Specialist Accommodation for Older People

- 9.1 We have not been instructed to update the evidence on specialist accommodation for older people at this time, as our 2024 appraisal is focused exclusively on standard residential developments.

10 Transfer Values for Affordable Housing

10.1 The Council's preferred tenure for the affordable housing units remains:

- Social Rent over Affordable Rent, and
- First Homes (as required by government policy) and Affordable Home Ownership.

10.2 The Council preferred tenure split for affordable housing is set out on Table 10.1 - Affordable Housing Tenure Split and Transfer Values, which remains unchanged from our previous report.

Table 10.1 - Affordable Housing Tenure Split and Transfer Values

Tenure	Affordable Housing Split	% of 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%

Source: a local Registered Provider

10.3 As in the previous report, we have again applied the above discounts from market value to the proposed affordable houses in this study.

PPG for First Homes

10.4 On 24 May 2021 MHCLG issued guidance on First Homes. The guidance provides the following description for First Homes:

'First Homes are a specific kind of discounted market sale housing and should be considered to meet the definition of 'affordable housing' for planning purposes. Specifically, First Homes are discounted market sale units which:

*a) must be **discounted by a minimum of 30%** against the market value;*

b) are sold to a person or persons meeting the First Homes eligibility criteria (see below);

c) on their first sale, will have a restriction registered on the title at HM Land Registry to ensure this discount (as a percentage of current market value) and certain other restrictions are passed on at each subsequent title transfer; and,

*d) after the discount has been applied, the first sale must be at a **price no higher than £250,000** (or £420,000 in Greater London).*

*First Homes are the government's preferred discounted market tenure and should **account for at least 25% of all affordable housing units** delivered by developers through planning obligations.*⁵

- 10.5 The guidance explains that there should be a S106 agreement to secure restrictions 'on the use and sale of the property, and a legal restriction on the title of the property to ensure that these restrictions are applied to the property at each future sale [...]. The price cap of £250,000 (or £420,000 in Greater London), however, applies only to the first sale and not to any subsequent sales of any given First Home.'⁶
- 10.6 The guidance explains that homes meeting First Homes criteria should be considered to meet the definition of affordable housing for planning purposes.
- 10.7 Note that PPG First Homes Paragraph: 023 Reference ID: 70-023-202105247 requires that 10% of all homes are to be for affordable home ownership. The affordable housing tenure mix is set out on the separate Typologies Matrix.

⁵ MHCLG, 24 May 2021, Paragraph: 001 Reference ID: 70-001-20210524

⁶ Ibid, Paragraph: 002 Reference ID: 70-002-20210524

⁷ How does the requirement for 25% First Homes interact with the requirement in the National Planning Policy Framework that where major development is proposed, at least 10% of homes should be available for affordable home ownership?

Appendix 4 – Land Value Paper (2021)

Land Market Paper

South Worcestershire Development Plan
(SWDP)



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

August 2021

Quality Assurance

Date of Report

August 2021

Version

V1a

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Prepared by

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Date

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1 Land Market Review

- 1.1 As set out in section 4 of our Viability Assessment report, the (benchmark) land value assumption(s) are fundamental in terms of area-wide viability studies. We set out below our approach to land values for the Viability Assessment, before reviewing market land values across the area in order to inform our assumptions for the Benchmark Land Values (BLV) used in the appraisals.
- 1.2 The purpose of the overarching study is to test the viability implications of the South Worcestershire Council's (SWC's) (comprising Malvern Hills District Council, Wychavon District Council and Worcester City Council) emerging Local Plan policies. SWC have an adopted CIL Charging Schedule which is not part of the current review, albeit we have provided sensitivities for CIL/S106 v Affordable Housing.
- 1.3 We have previously reported on the land market in the SWC's area within a paper dated April 2020. Where appropriate, we have updated the research and commentary to reflect the present market and policy environment herein.

- 1.4 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 provides some background context to land values at a national and regional level. We focus on development land, but have also included a section on agricultural land.

4) Evidence Base Review In this section we review the existing evidence base in regards to land values from previous viability studies.

5) Agricultural Land Values This section sets out the research in respect of agricultural land values (including paddock land) within the SWC's area.

6) Residential Development Land Value This section set out residential development land value evidence (i.e. from land that has either obtained planning permission or has outline planning consent for residential use and/or is allocated for residential development). This includes greenfield and brownfield sites.

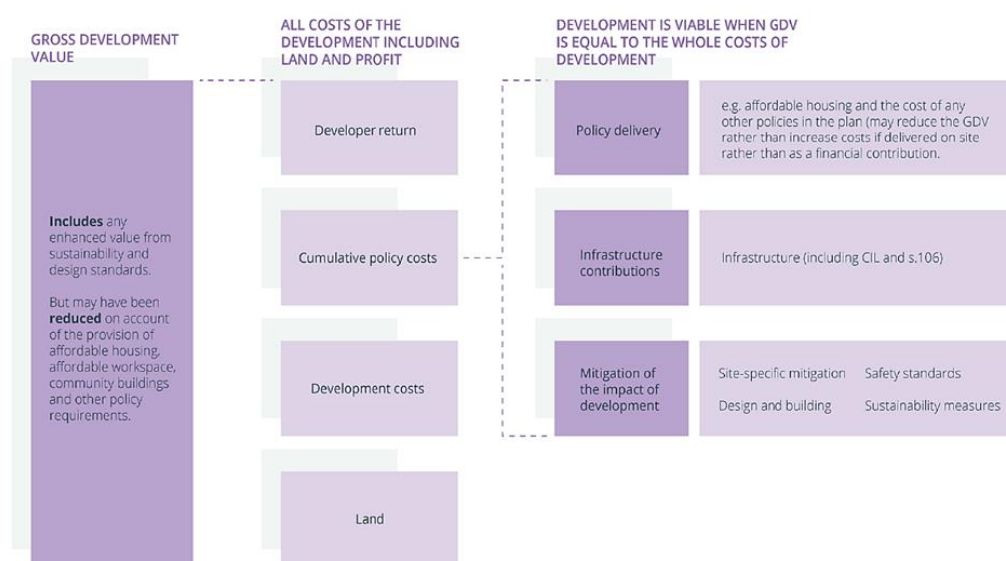
7) Benchmark Land Value
Assumptions

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 (see Figure 2.1).

Figure 2.1 - Development Viability



Source: Royal Institution of Chartered Surveyors (RICS) Assessing viability in planning under the National Planning Policy Framework 2019 for England -1st edition, March 2021

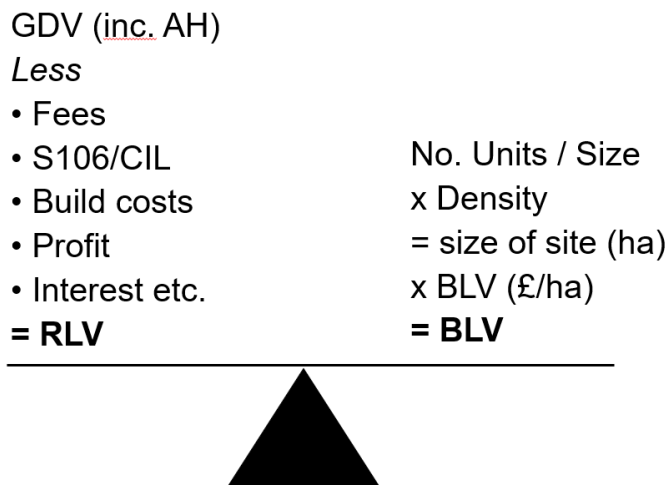
- 2.3 As above, development is only viable if the cumulative policy costs have sufficient room. If the GDV equals the costs of development on a policy-compliant basis, then the development is viable as the necessary element of policy compliance has been included.
- 2.4 In order to determine whether development is viable in the context of area-wide studies, the NPPF (February 2019) is silent on the requirements of landowners and developers¹. It now simply states 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

¹ Previously paragraph 173 of the NPPF (2012) stated that 'to ensure viability, the policy costs should provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable'.

² Paragraph 57, February 2019, Ministry of Housing, Communities and Local Government, National Planning Policy Framework

- 2.5 The NPPG 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: 013 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 [our emphasis]
 - What is meant by existing use value in viability assessment? – ‘*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 2 – 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. This has c 121 data points and we are able to interrogate this by evidence source, value basis and zone etc.
- 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 on the following diagram Figure 2.2.

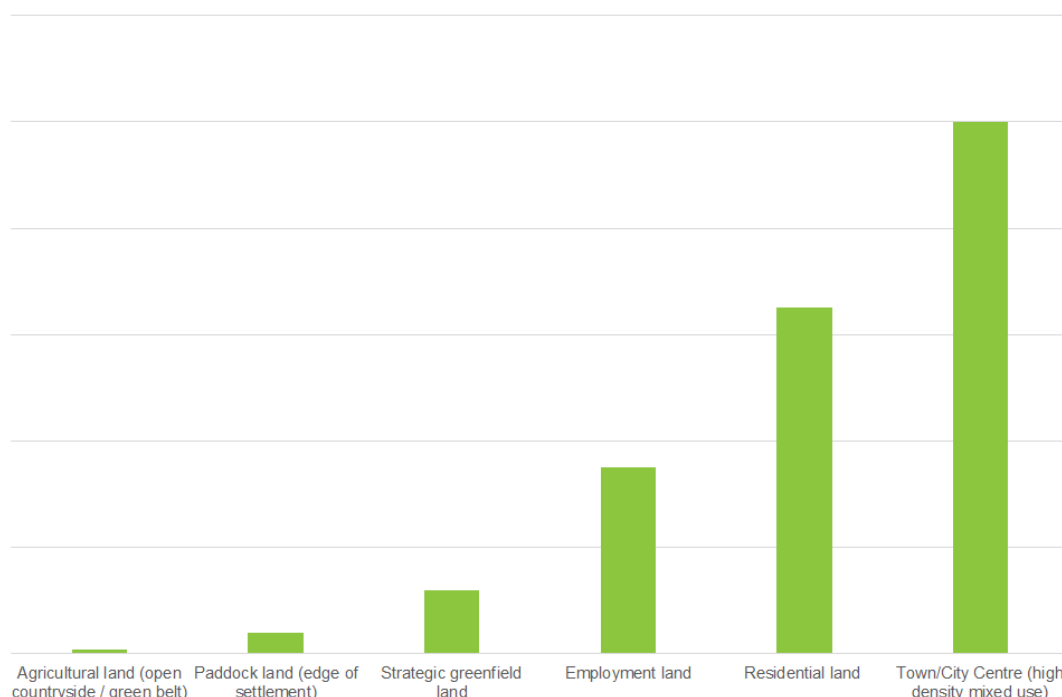
Figure 2.2 - Balance between RLV and BLV



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

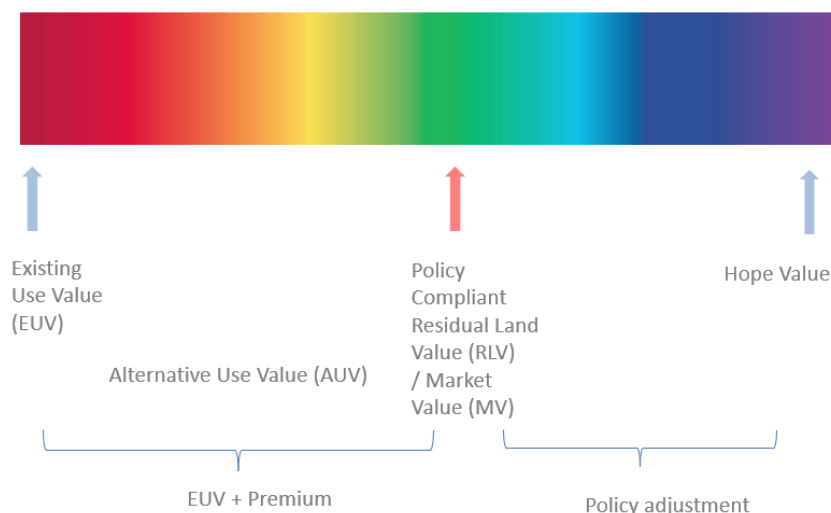


Source: AspinallVerdi

- 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 a Plan-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 NPPG 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 land owner 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 costs³) and development potential.

Figure 2.4 - Benchmark Land Value Approaches



Source: AspinallVerdi ©

- 2.14 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*’.⁴
- 2.15 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**.*⁵
- 2.16 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 ever increasing

³ E.g. Existing buildings to be demolished and/or contamination requiring remediation.

⁴ Viability Testing Local Plans Advice for planning practitioners - Local Housing Delivery Group - Chaired by Sir John Harman (June 2012), page 29

⁵ HCA Area Wide Viability Model (Annex 1 Transparent Viability Assumptions), August 2010, Transparent Assumptions v3.2 06/08/10

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 - Benchmark Land Value Assumptions – at the end of this paper.

- 2.17 In order to provide comprehensive analysis, we also set out a variety of sensitivities in terms of changes to profit and BLV assumptions – these are shown for each of the typologies on the appraisals appended (with an explanation of how to interpret the sensitivities in the main Viability Assessment report).

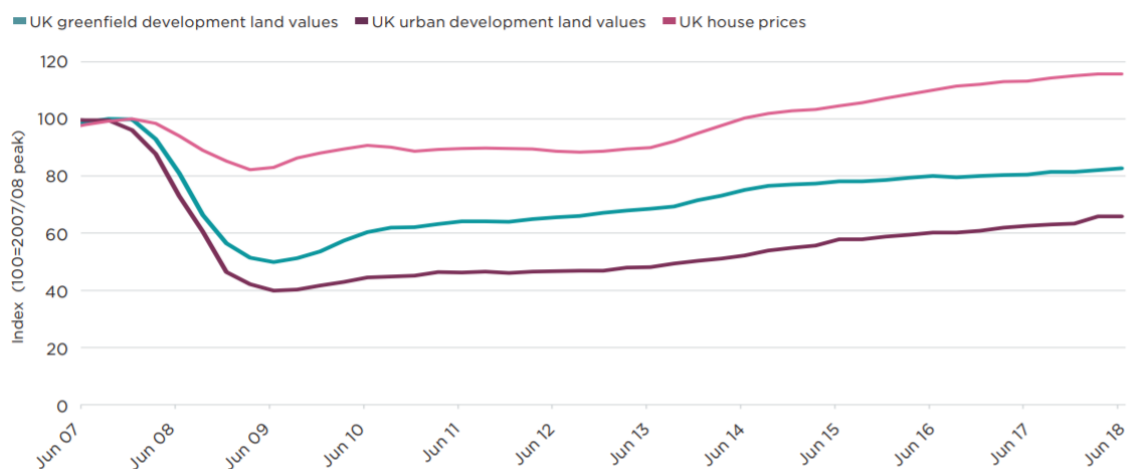
3 UK Land Context

- 3.1 This section provides some background context to residential development land values at a national and regional level. We focus on development land, but have also included a section on agricultural land.

Development Land

- 3.2 Within our previous report we reported on Knight Frank and Savills research.
- 3.3 In Q4 2018, Knight Frank concluded that rising build costs and uncertainty had curbed land value growth. The average greenfield development land prices declined by 0.6% in Q4 2018 taking the annual growth to 0.6%. Conversely, urban brownfield development land returned to growth and increased by 1% during Q4, however, the annual change remained negative at -0.5%⁶.
- 3.4 Savills Residential Development Land report Q3 2018, showed a slightly more positive picture, with greenfield land annual growth at 1.9% and Urban growth at 6.9%⁷.

Figure 3.1 - UK Greenfield and Urban Residential Land Value Index



Source: UK Residential Development Land, Savills Research, July 2018

- 3.5 More recently, in their April 2020 Land Market Outlook, Carter Jonas commented that, strategic land market has been resilient to date, with investors, land promoters and developers all acknowledging the longer-term return profile associated with strategic land investment. Their July 2020 Land Market Outlook reflected similar sentiment, establishing a period of sustained change being seen as opportunity through the lens of a growth mindset.⁸ However, despite high levels of

⁶ Residential Development Land Index, Knight Frank, Q4 2018, page 1

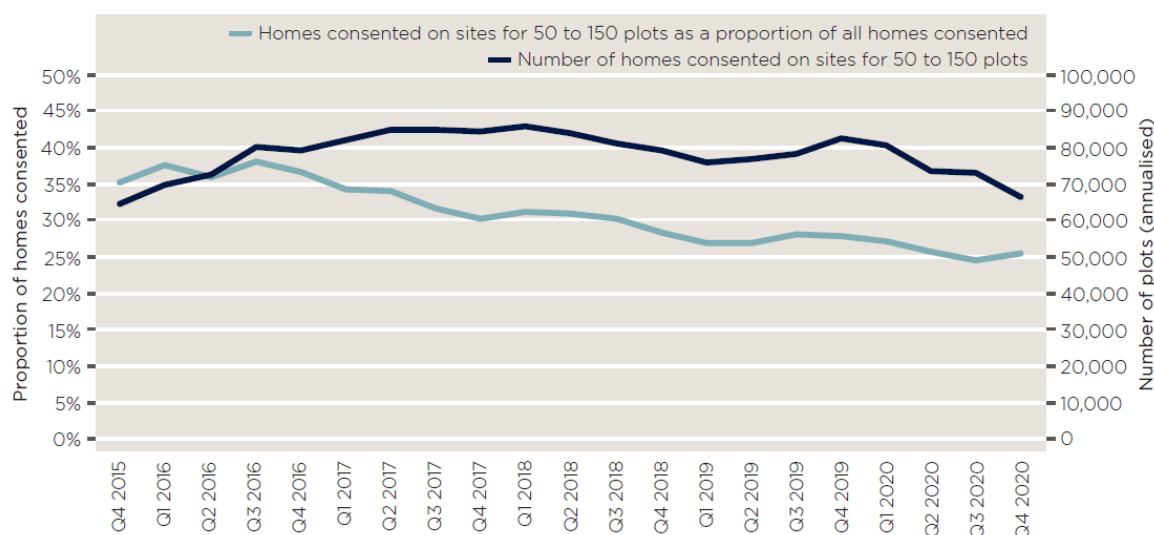
⁷ UK Residential Development Land, Savills Research, Q3 2018, page 1

⁸ Carter Jonas Development Land Market Outlook, July 2020

planning consents coming forward, the market has been constrained by a lack of land supply, therefore to enable housebuilders to meet medium – long term targets, they have had to remain competitive in order to secure new opportunities. Carter Jonas have identified that there is the strongest demand for *policy compliant, deliverable sites of 50-150 plots* as this scale attracts a broad range of bidders, including national and plc housebuilders who have reduced their minimum requirements in order to secure new opportunities. Carter Jonas anticipate that supply may increase in the future as vendors seek to raise capital in the short-medium term through release of land.

- 3.6 In Q1 2021 Savills produced a short market update on residential development land⁹. Demand has outpaced supply over recent months, driving land values up. UK greenfield and urban values grew by 0.9% and 0.7% respectively in Q1 2021.
- 3.7 Since 2016, the number of sites with 50-150 units has fallen by 17% from 2016 to 2020 even though the total number of homes completed over that period grew significantly, increasing by 21% between 2016 and 2019 before the disruption due to Covid-19. The proportion of this size of site gaining consent also fell from 37% in 2016 to 25% in 2020, as larger sites prevailed. This makes it challenging for SMEs, RPs and larger house builders seeking to plug gaps in their development pipelines, who use this type of site. More sites like this need to be delivered through the planning process to stop rising land values and to increase home construction.

Figure 3.2 Planning Pipeline in England for Sites of 50-150 Homes



Source: Savills Market in Minutes, Q1 2021

- 3.8 Land values for residential development land are linked to residential sales prices as developers will make assumptions in terms of house price in their development appraisals. Figure 3.2 shows

⁹ Savills, Market in Minutes: Residential Development Land, Q1 2021

that the UK House Price Index (HPI) (for all property types) over the same time period as Figure 3.1. The drop was around 20 basis points which is less significant than the drop in land values following the GFC. The recovery of house prices since the GFC has also surpassed at a national level the pre-GFC peak (as shown by the index) whilst land values still remain below.

- 3.9 All of these are factors that will restrict development land value growth (both greenfield and brownfield), in particular: the economic challenges and risks of Covid-19; increased build costs due to labour shortages; supply chain issues but also increasing emphasis on sustainability to achieve carbon net zero by 2050. The impact of the cost of achieving net zero on land pricing was highlighted prior to Covid-19 in the Q4 2019 residential development land market update by Savills¹⁰.
- 3.10 In a brownfield context specifically, Covid-19 has accelerated the decline of the retail and leisure market, whilst posing a threat to the future of the office market. The impact is likely to increase vacancies and reduce rental and capital valuations which will feed into land pricing. As a result, there is likely to be increased opportunity for redevelopment in town and city centres, with landowners potentially forced to sell. Distressed sales is a trend picked up by Savills Research in their land market report¹¹.
- 3.11 It is difficult to predict how the land market and pricing will react and this will have to be monitored moving forwards. If the experience of the GFC is used as an example, then we can anticipate a reduction in both greenfield and brownfield development land values. However, this may take some time to feed through into the market and data, with a reduced number of land deals taking place. Measures such as the furlough scheme which has prolonged employment may impact the economy and demand from house buyers as the scheme unwinds.
- 3.12 Despite these challenges, development market activity will continue as the Government sees the sector as a way of driving the economic recovery. There also remains a 'housing shortage' which will have only been exacerbated by development stalling through the pandemic. The Savills Research paper highlights a mixed response to land acquisitions from the sector at present. Housing associations are said to be acting more competitive using grant to support acquisitions. In comparison, some larger housebuilders are acting more cautiously and focusing on their committed pipelines whilst others such as Taylor Wimpey have raised £500 million of capital funding to finance acquisitions¹⁰.

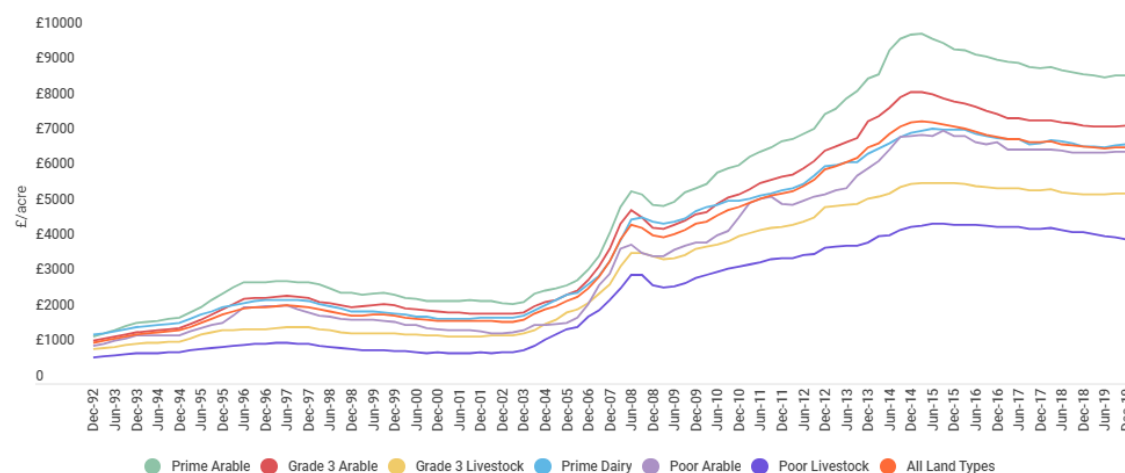
¹⁰ Savills Research, Residential Development Land Q4 2019, page 2

¹¹ Savills Research, Residential Development Land Q2 2020, page 1

Agricultural Land

- 3.13 Whilst understanding the development land market is important, with the changes to the PPG on viability, exploring agricultural land values is equally as important to understand where there are new greenfield sites (e.g. green belt release). This informs the Benchmark Land Value of greenfield allocations.
- 3.14 Figure 3.3 below shows the long-term trend in average agricultural land values by type. It shows that following a relatively small drop in the average price post GFC (by approximately £500 per acre), there was a sustained period of growth up to early 2015. At this point prime arable land achieved on average just short of £10,000 per acre. Since then has been on a slight negative trend with the average price for prime arable land at £8,715 per acre at the end of 2019.
- 3.15 According to Savills Research, this downwards trend has been influenced by weakness in commodity pricing during 2014 which started to drag average prices down. Then in 2016 the Brexit referendum vote resulted in material uncertainty over the future prosperity of UK agriculture. Despite publishing its own UK agricultural and environmental policy changes in 2018, not much policy has been legislated and ongoing negotiations around an exit deal continue to slow the rural land market.

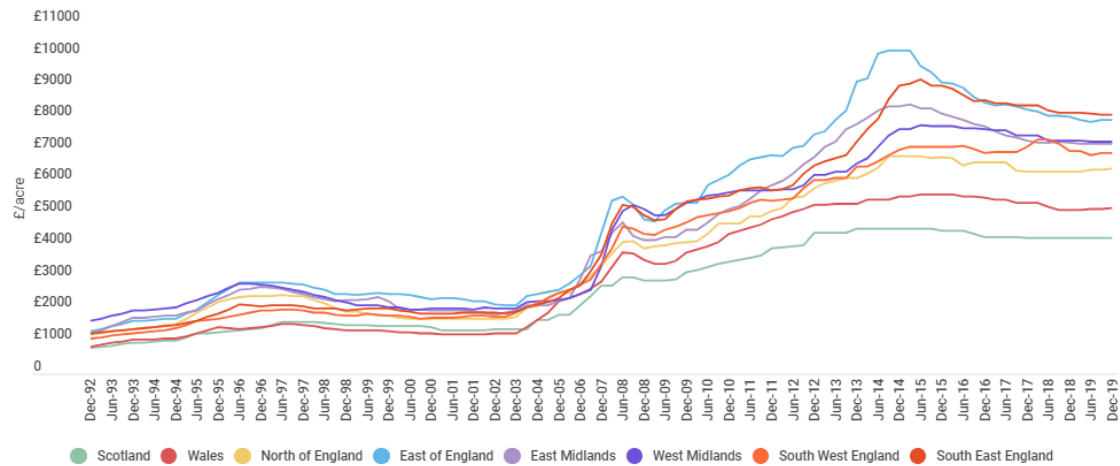
Figure 3.3 - Average Agricultural Land Values Per Acre (by land type)



Source: Savills Research

- 3.16 On a regional level, agricultural land values have been strongest in the South East and East of England at around £8,150 and £8,000 per acre respectively (as shown by Figure 3.4). This graph provides an overall average and does not distinguish between grade of land. However, it shows that on average agricultural land values in the West Midlands are behind the East and South East, around £6,800 per acre at the end of 2019.

Figure 3.4 - Average Agricultural Land Values Per Acre (by region)



Source: Savills Research

- 3.17 If this majority agricultural land is generally Grade 3, we can equate this back to the evidence presented above in Figure 3.3 - Average Agricultural Land Values Per Acre (by land type) and Figure 3.4 - Average Agricultural Land Values Per Acre (by region). Grade 3 land nationally is on average between £7,000-£8,000 per acre. In the West Midlands, agricultural land values are on average £7,225 per acre.
- 3.18 As with development land, the market will have to be closely monitored moving forward but we consider it unlikely prices for agricultural land are going to increase significantly in the short to medium term. In the following section, we consider more regional and local evidence to inform our Benchmark Land Value assumptions for both greenfield and brownfield scenarios.

4 Evidence Base Review

- 4.1 We have undertaken a review of the existing evidence base in regards to land values, reviewing multiple reports however only the study listed below provided evidence of land values.
- South Worcestershire Councils Local Plan Viability Update – September 2014 (HDH)
 - Stratford-On-Avon Economic Viability Study, PBA, 2015
 - Hertfordshire Council – Whole Plan Viability Assessment, Three Dragons, May 2014
- 4.2 There have been no more recent studies (other than our own ongoing work) to appraise land values / viability in the SWCs area.

SWCs Local Plan Viability Update (September 2014)

- 4.3 HDH were appointed in 2014 to advise the Councils on the viability of the South Worcestershire Development Plan and the introduction of CIL.
- 4.4 Their assumptions for land values are shown in Table 4.1 below.

Table 4.1 - HDH Land Value Assumptions

Use	Land Value
Agricultural Land	£25,000 per ha (£10,117 per acre)
Paddock Land	£50,000 per ha (£20,234 per acre)
Industrial Land (brownfield)	£350,000 per ha (£141,643 per acre)
Residential Development Land	£1,000,000 per ha (£404,694 per acre)

Source: SWC Local Plan Viability Update, 2014

- 4.5 HDH adopted an alternate use plus premium approach to land value. They assumed that the viability threshold (the amount that the Residual Value must exceed for a site to be viable) of the EUV / AUV plus a 20% uplift on all sites would be sufficient. An additional £250,000 per ha (£100,000 per acre) for greenfield sites was added. We do not consider this methodology to be best practice as it over-states the premium given the current PPG guidance.

Other Relevant Studies

- 4.6 Property market information is imperfect, and in particular land value evidence is challenging to gather given the absence of a national database of all land deals. Thus, for a high-level plan wide

study we are reliant upon other studies in authorities nearby to provide a reference point to an appropriate benchmark land value for South Worcestershire.

Stratford-On-Avon Economic Viability Study, PBA, 2015

- 4.7 Within this study Peter Brett Associates have adopted for the following Benchmark Land Values used in their testing. Note that higher values are expected in this market, vis-à-vis South Worcestershire See Table 4.2 below.

Table 4.2 - Stratford-On-Avon Land Value Assumptions, 2015

Sub Location	Type of Land	BLV £ value per net acre (rounded)
Central	Small Brownfield	£546,000
	Small Greenfield	£500,000
	Brownfield	£400,000
West	Small Brownfield	£400,000
	Small Greenfield	£368,000
	Brownfield	£300,000
East	Small Brownfield	£494,000
	Small Greenfield	£450,000
	Brownfield	£364,000
Strategic and Large Sites		£259,000

Source: Peter Brett Associates, 2015, table 5.9, page 38

- 4.8 As you can see, these figures are considerably different from the BLV's applied previously in South Worcestershire. These are still high BLV's and pre-date the current PPG which is based upon EUV's as a starting point.

Hertfordshire Council – Whole Plan Viability Assessment, Three Dragons, May 2014

Within this study Three Dragons have assumed an existing / alternative use value and applied a premium to arrive at the benchmark land values. The land values used in testing are presented in Table 4.3 below.

Table 4.3 – Hertfordshire Council – Land Value Assumptions, May 2014

Type of Land	Existing/ Alternative Use Value (£ per hectare)	Uplift	£ value per net hectare (rounded)	£ value per net acre (rounded)
Urban Sites Low Value Area	£350,000	30%	£500,000	£200,000
Urban Sites High Value Area	£450,000	30%	£600,000	£243,000
Greenfield Low Value Area	£20,000	10-20 times	£250,000	£102,000
Greenfield High Value Area	£20,000	10-20 times	£300,000	£121,000

Source: Hertfordshire Council – Whole Plan Viability Assessment, Three Dragons, May 2014, page 15

- 4.9 These are more conservative BLVs which still allow for a healthy premium over EUV (see Agricultural Land Values section below), but also allow 'head-room' for land value capture for policy requirements.

5 Agricultural Land Values

- 5.1 In determining a value per hectare / acre for agricultural land, we have undertaken a search for current quoting prices using Rightmove and achieved prices using CoStar and Estates Gazette Interactive (EGi) within the last three years. We have also consulted agents within the area to provide further evidence towards land values.
- 5.2 Our evidence in 2018 showed that asking prices for agricultural land with no development potential across the district ranged between £19,457 per hectare (£7,875 per acre) and £22,088 per hectare (£8,943 per acre). The average asking price was £20,835 per hectare (£8,432 per acre). This evidence for agricultural land values was slightly below the £10,000 per acre adopted by HDH but is closer to the £7,000 - £8,000 per acre that local agents believed that agricultural land could achieve.
- 5.3 In terms of achieved values, we discovered (in 2018) that there were no agricultural land sales without development potential within the Malvern Hills, Wychavon and Worcester Districts. We therefore extended our search area to include neighbouring authorities. Within this search, we found one sale in Hereford without development potential. This land transacted for an achieved price of £37,927 per hectare (£15,349 per acre). This land has no development potential and is located approximately 5 miles from Hereford.
- 5.4 We accept that agricultural land values will vary dependent upon numerous variables such as topography, quality/grade of land and accessibility/location etc.

Agricultural Land Values Update

- 5.5 As part of this update report, we have contacted local agents and searched CoStar and EGI, and trawled property websites, to provide supplementary research for agricultural land values over the past year.
- 5.6 Six greenfield sites being sold as agricultural land were found on the market, within or around South Worcestershire.
- Land at Church Farm, off Nutcross Lane Shrawley, Worcester, is 99.76 acres (40.37 hectares). This is a mix of Arable land, vineyards and woodland, marketed by Fisher German. The asking price is 1,250,000, or £12,530 per acre. This land is a mix of grade 2 as well as grade 3, so is particularly productive and therefore particularly valuable vis-à-vis the regular grade 3 or lower.
 - Land at Malvern Road, Powick, Worcestershire, is 6.8 acres (2.75 hectares). This is marketed by Platinum Property Consultants. This has Commoners Rights with 10 years' notice. An on-site water supply is present. The asking price is £75,000, or £11,029 per

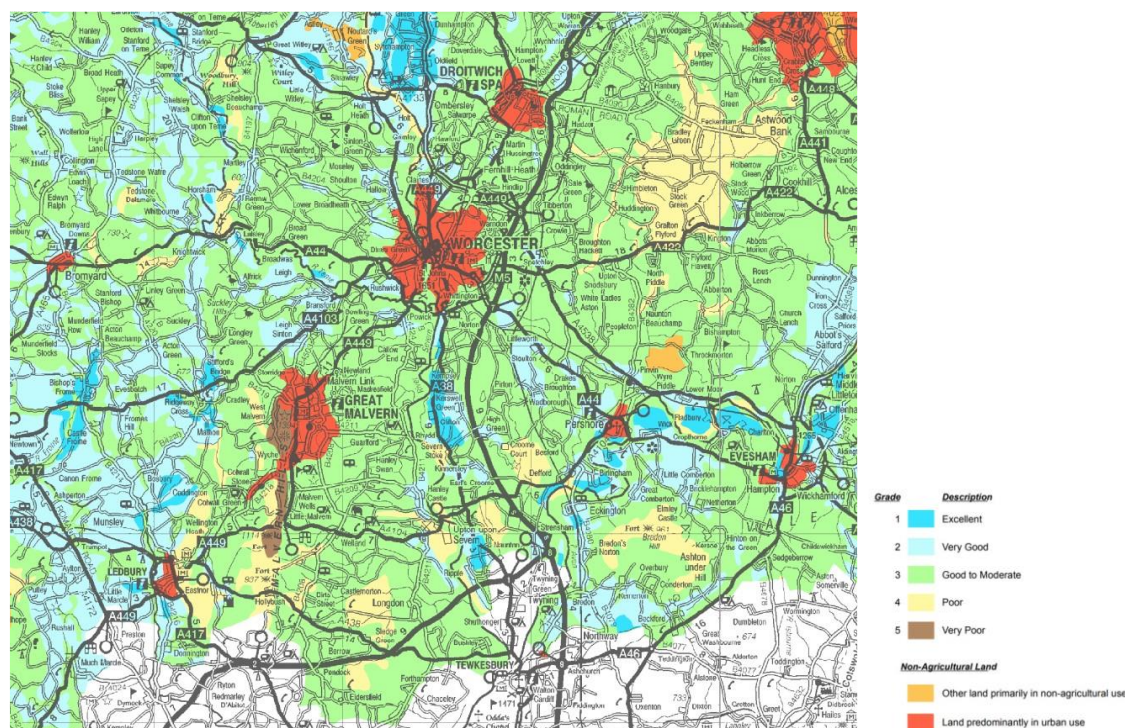
acre. This site is on unusual and valuable grade 2 land, between Malvern Road and Broadfields Farm, southwest of Powick's centre.

- Land at Fossil Bank, Colwall, Worcestershire is 17.1 acres (6.92 hectares). This is good permanent pasture, marketed by Pughs. Its asking price is £150,000, or £8,772 per acre. This site is located inside Malvern Hills AONB, and is on grade 3 land (which is typical of South Worcestershire).
 - Land at West Malvern Road, Malvern, Worcestershire, is 6.40 acres. This land is marketed by Pughs. This is for sale by public auction, and is in two lots of land situated on the western side of the Malvern Hills both with views to the west, both lots are full of an abundance of natural flora and fauna and situated in the Malvern Hills Area of Outstanding Natural Beauty. The asking price is £80,000, or £12,500 per acre. This site is in the Malvern Hills AONB, and is on grade 3 land.
 - Land at Wolverhampton Road, Cookley, Kidderminster, Worcestershire, DY10, is 24 acres (9.71 hectares). This is marketed by Savills. This land includes a small lake on it. The asking price is £225,000, or £9,375 per acre. This site is outside of South Worcestershire, in Kidderminster, immediately north of the Wychavon Local Authority area, and is on grade 3 land.
 - Land at Buryend Lane, Upton-upon-Severn, Worcester, is 106 acres (42.90 hectares). Marketed by Strutt and Parker. 94 acres of this is grade 3 agricultural land and 30 acres is grassland. The remaining 2 acres is paths and poorer quality land. The grade 3 is in a Contract Farming Agreement (CFA); the grassland is on a grazing licence ending in summer grazing season. The asking price is £800,000, or £7,547 per acre. This is on grade 3 land, and is isolated from major settlement.
- 5.7 The average of these prices per acre is £10,202, but this alone is not sufficient to base an assumption on, as values change depending on which area of the south Worcestershire authorities land is found in. Additionally, values differ depending on strength of title, real burdens and servitudes (such as a grazing licence, and commoner's rights in some of the examples above).
- 5.8 In terms of sales, the disposing agent of the land at Malvern Road, Powick, confirmed that it sold on 12 May 2021 for £11,000 to £12,000 per acre gross, and that it sold for well above the asking price.
- 5.9 As a crosscheck, agents were consulted on their opinion of values.
- 5.10 One agent said greenfield land transacts for £6,000 to £10,000 per acre, depending on soil quality and proximity/location in the ANOB and Worcester.
- 5.11 Another agent said agricultural land in south Worcestershire sells for £11,000 to £12,000 per acre, and ANOB sites will likely have £13,000 to £14,000 per acre.

5.12 Still another said that South Worcestershire grade 3 agricultural land achieves £8,000 to £10,000 per acre, and slightly more of in an exceptional location.

5.13 Below is a land grade map for the region:

Figure 5.1 Agricultural Land Map of South Worcestershire



Source: natural England

5.14 Taking the evidence in turn: the majority of land is grade 3. Agent consensus suggests £8,000 to £10,000 for grade 3. The asking price evidence broadly supports this, apart from land west of Malvern Road. Many areas of South Worcestershire are of lower agricultural land quality (see figure 4.1), and a small area is of higher quality.

5.15 Taking the evidence as a whole: the asking price and agent consultation evidence points to typical agricultural land values averaging £8,000 to £10,000 per acre in the South Worcestershire Authorities.

Paddock Land Values

5.16 This section of the report identifies paddock land values. We classify Paddock Land as agricultural / 'pony paddock' land which is on the edge of an existing settlement which has 'hope value' attached, perhaps due to an extant planning permission or that the site (or a neighbouring site) has been identified as one with development potential. Note that the PPG 2018/19 now specifically excludes hope value, but it is still important to understand the value of paddock land

in the context of the premium and the land value hierarchy (at Figure 2.3 - Indicative Land Value Hierarchy).

- 5.17 In 2018 we were able to identify 5 properties advertised for sale in reasonable proximity:
- 0.62 hectare (1.52 acres) lot at Feckenham, Redditch, Worcestershire, B96 6QJ listed for £35,000 or £56,898 per hectare (£23,026 per acre)
 - 0.90 hectare (2.22 acres) lot at Feckenham, Redditch, Worcestershire, B96 6QJ listed for £39,000 or £43,409 per hectare (£17,568 per acre)
 - 0.84 hectare (2.07 acres) lot at Feckenham, Redditch, Worcestershire, B96 6QJ listed for £39,000 or £46,555 per hectare (£18,841 per acre)
 - 0.81 hectare (2.00 acres) site at Feckenham, Redditch, Worcestershire, B96 6RU listed for £60,000 or £74,130 per hectare (£30,000 per acre)
 - 3.13 hectares (7.74 acres) site at 3/3a Worcester Road, Great Malvern, WR14 4QY listed for £100,000 or £31,939 per hectare (£12,927 per acre).
- 5.18 At that time we were unable to find any transactions within the Districts so we extended our search to neighbouring authorities.
- 5.19 We previously identified 1 transaction in the village of Great Alne, East of Alcester:
- A 0.05 hectare (0.12 acre) Land of Park Lane, Alcester, B49 6HS sold for £3,300 on 16th October 2017. The land achieved a value of £87,953 per hectare (£27,500 per acre).
- 5.20 This transaction is considerably higher than the £20,000 per acre that was adopted by HDH but this was attributed to the size of the site considering it is a small site, as well as the expectation of higher values in the Warwickshire market.

Paddock Land Values Update

- 5.21 As with agricultural land, we have updated our research in respect of paddock land. Two parcels of paddock land have been identified currently on the market and in reasonable proximity:
- Land at Baughton lane, Strensham, Worcester, is 1.32 acres (0.53 hectares). This is currently greenfield land. The agent is G Herbert Banks. The land is "sale by tender". It is in for a guide price of £25,000 to £30,000. That is £18,939 - £22,727 per acre.
 - 'The Paddock', Pershore, WR10 3HJ, is 1.32 acres (0.53 hectares). The site is located in the centre of Bricklehampton occupying a corner plot situated between Spinney Cottage and Yew Tree House. The asking price is £250,000, or £189,394 per acre. This represents considerable hope value for development. This has been on the market for a long time, so the asking price may be unacceptable to the market.

6 Residential Development Land Values

- 6.1 In this section we review residential land values across the area. For the purpose of this research, residential development land is land which has either obtained planning permission or has outline planning consent for residential use and/or is allocated for residential development within the Council's adopted policy documents.
- 6.2 As with agricultural land, we have utilised EGi and CoStar for transaction-based evidence. We have also consulted Rightmove and agent's websites (Savills, Carter Jonas and Knight Frank) to determine a value per acre / hectare and a value on a per unit basis for sites currently listed on the market. Dependent upon the availability of information and stakeholder engagement, this process attempts to triangulate 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 detailed planning stage. This practice is contrary to the NPPF/PPG (September 2019).
- 6.4 We also recognise that it is difficult to generalise what a 'typical' greenfield or brownfield residential development site is worth across an area 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. The BLV does not mean that this is the price that land has to transact in the SWCs area – it is simply the benchmark for Plan viability purposes.

Greenfield Residential Sites

- 6.5 In 2018, within the area we identified one 0.13 hectare (0.32 acre) residential development site advertised at Northwick Marina, Northwick, Worcester listed at £400,000 which equated to £3,076,923 per hectare (£1,250,000 per acre) however this was a one-off development of 2 luxury dwellings along a canal and could not be considered a 'typical' site for estate residential development. We also identified another site located on Evesham Road. This was a 0.12 hectares (0.3 acres) site with planning permission for 2 residential dwellings and was advertised at an asking price £325,000 (£1,083,333 per acre).
- 6.6 Given the lack of market listings (at that time) for greenfield residential land in Malvern Hills, Worcester City and Wychavon local authority areas, we extended our search to neighbouring authorities.
- 6.7 We identified 2 greenfield residential development sites advertised in Herefordshire. We visited the planning portal but no information was provided on affordable housing in their applications. These sites were:
- A 0.81 hectare (2 acre) site at Munderfield, Bromyard, HR7 4JU which benefited from outline planning for the construction of nine dwellings across two lots (P180678/O and P180735/O). This site was advertised at £900,000 or £1,111,950 per hectare (£450,000 per acre).
 - A 1.21 hectare (3 acres) site at Ledbury Road, Wellington Heath, Ledbury, Herefordshire, HR8 which had outline planning permission (P184105/O) for the construction of five detached dwellings and garages. This site was advertised at £650,000 or £535,383 per hectare (£216,667 per acre). The site formed part of a larger site that was allocated in the Herefordshire Neighbourhood Development Plan.
- 6.8 The majority of sites advertised for sale with planning permission were for small developments which were below the affordable housing threshold which were not representative of a 'typical' development typology.
- 6.9 In 2018, we identified two transactions for greenfield residential development land within Worcestershire:
- A 0.17 hectare (0.42 acre) site on Summerfield Lane, Kidderminster, DY11 7SA. This land achieved a value of £323,583 per hectare (£130,952 per acre). We were unable to find any planning applications relating to this site.
 - A 1.49 hectares (3.69 acres) site at Forest Farm, Pershore, Worcestershire, WR10 2DU. This was sold for £475,000 on 12th April 2018 achieving £318,083 per hectare (£128,726 per acre). The site received full planning permission (W/16/01108/PN) in 2016 for the replacement of the current dwelling with the change of use of the land to domestic curtilage.

Since this application, the land has had 2 more unsuccessful applications made for the conversion of the barn to residential use (W/16/01833/PN and 18/00094/FUL).

- 6.10 Given the lack of greenfield land transactions (in 2018) with residential development potential, we again extended our search to outside the Districts.
- 6.11 We identified one other transaction outside the area.
- Land at Lowbrook Lane, Solihull, B90 1QS was sold for £29.1 million on 29th March 2018. The 16.85 hectares (41.63 acres) site had reserved matters planning permission (PL/2018/01828/PPRM) granted for development of up to 200 residential dwellings including up to 40% affordable housing at the time of this deal. It is not known on what basis the site was marketed or purchased, but the £1.72 per hectare (£699,015 per acre) price paid is an indication into the market value of flat greenfield residential land with minimal abnormal costs in Solihull.
- 6.12 This transaction is considerably higher than the assumption of £404,694 per acre used by HDH however, this is due to Solihull being a very high value area.

Greenfield Residential Sites Update

- 6.13 We have updated our research in respect of greenfield development sites. We have found 2 further greenfield residential sites: one in a neighbouring authority and 1 in Malvern.
- 6.14 We have found 1 land transaction with the SWCs area at Malvern:
- Development Site, Lower Howsell Road, Malvern, WR14 1EJ, is a 13.60 acre site which sold on 24/10/2018 for £5,900,000, or £433,824 per acre. No planning application was found for this site.
- 6.15 We have found 1 greenfield residential site on the market in neighbouring Warwickshire:
- Wood Bevington Farm, Alcester, Warwickshire, B49. This is a 2.10 acre (0.85 hectare) site. The asking price is £350,000 (166,667 per acre). Full change of use planning has been approved for a barn conversion into 2 residential dwellings on this site.
- 6.16 This is considerably lower than the previous assumption, but little weight can be put on just one asking price, and there is no planning on the site (19/02518/COUQ)

Brownfield Residential Sites

- 6.17 For plan-viability studies, identifying a brownfield land value is challenging given the numerous variables which influence the value of brownfield development land (e.g. the existing use, existing buildings for demolition, contamination and site remediation). As with greenfield land, we are reliant upon market evidence and agreed prices for brownfield sites outside of the three Districts as well as within.
- 6.18 In 2018, we identified 11 brownfield sites that had residential development potential which were located within and around the 3 Districts. These sites were advertised between £885,650 per hectare (£359,091 per acre) and £4.16m per hectare (£1.66m per acre) with an average quoting price of £2.37m per hectare (£960,000 per acre). We noted that 3 of these are small sites for 6 units or less with no S106 agreement or provision for affordable housing so are not comparable to larger sites that require these contributions. We also noted that the quoting price can be vastly different from the price at which a developer would transact at.
- 6.19 We identified one transaction within Worcester:
- 3.08 hectares (7.61 acres) of land at Whittington Road, Worcester, Worcestershire, WR5 2LB with full planning permission for the construction of 64 dwellings and 71 extra-care living apartments totalling 135 units. This site sold for £4,298,000 at a value of £1,395,579 per hectare (£564,783 per acre). There is to be a 40% affordable housing provision made up of both extra-care apartments and standard dwellings.
- 6.20 We also previously identified one site that had residential development potential which had not provided a quoting price. We conducted a high-level investment appraisal of this site as a brownfield land case study. This site is located within Worcester. Worcester is the principal town of the South Worcestershire region and offers the highest number of services.
- 6.21 This site offered approximately 2.29 hectares (5.66 acres) of brownfield land that is partly occupied by standing buildings of varying age and condition.
- 6.22 The site as a whole provided approximately 107,948 sqft of accommodation. Building A has a floor space 21,768 sqft and Building B offered 35,728 sqft respectively. The remaining vacant buildings provided 50,452 sqft of floor space.
- 6.23 We assumed a rental value of £2.98 psf based on the rateable value and a yield of 7.15% based on upper quartile industrial yields within South Worcestershire for low grade industrial space.
- 6.24 This equated to a capital value of £4,496,503 / £1,963,539 per hectare (£794,435 per acre).

Brownfield Residential Sites Update

6.25 We have updated this research and identified four brownfield development sites on the market within Worcestershire:

- Land at Hanbury Road, Hanbury Wharf, Droitwich Spa, Worcestershire, marketed by Fine and Country. This is 2 acres of residential brownfield land with an asking price of £1,000,000, or £500,000 per acre. This is mostly bare land in a semi-rural setting, but with one detached dormer bungalow currently on site, and full planning for four dwellings with workspace.
- Former Stourminster School, Comberton Road, Kidderminster, DY10 3DX, marketed by Harris Lamb. According to site plans, 57 houses are to be built on this land, ranging from 2 to 3 bedrooms. This former school site measures 5.36 acres, and transacted on 02/03/2021 for £2,700,000, or £503,731 per acre. The site is well connected to nearby settlements, and was purchased by Cameron Homes for development. This evidence is less comparable, due to being outside of the south Worcestershire local authorities (it is in North-East Worcestershire). Out of 57 proposed dwellings, 9 are proposed to be affordable: affordable rented at 6 units, and shared ownership at 3 units. This is 16% affordable housing provision.
- Perdiswell Park and Ride, John Comyn Drive, Worcester, WR3 7NS, Marketed by Fisher German, is a 2 acre (0.81 hectare) site. Sold by Worcester City Council to Runwood Homes for older person's flats. The asking price is £1,925,000, or £962,500 per acre. This is listed as subject to planning, so no planning is presumed to be live on the site.
- Sherwood Lane, Worcester, WR2 4PS. This is a 1.24 acre (0.50 hectare) site, marketed by Harris lamb. The asking price is £545,935, or £440,270 per acre. The site has since been sold for the erection of 9 dwellings, but the sale price was unobtainable. The site was allocated for residential use and Signature New Homes has recently obtained full planning and purchased the land to redevelop and provide nine three and four-bedroom properties.

6.26 This evidence paints a broadly similar picture to the initial report.

Strategic-Site Consultation

6.27 We have consulted explicitly with the site promoters, landowners and developers with an interest in the long list of strategic sites through a series of workshop meetings.

6.28 We developed a Word template which asked specific information about:

- Preliminary Information – contact details etc.
- Scheme Details

- Land Assembly
- Design / Sustainability
- Planning Policy / Consents
- Community Engagement
- Financial Viability / Funding
- Delivery Mechanism

6.29 Under the sections on land assembly and delivery mechanism we have sought specific information about the BLV for the sites. This includes, inter alia:

Of the landowner:

- Q24 - We asked the landowner to confirm the existing use value of the relevant land e.g. £xx,000 per acre (gross) for agricultural / £yyy,000 per acre (net developable) for industrial etc.
- Q25 - We sought confirmation of what 'premium' as defined by the PPG (July 2018) is required by the landowner(s) e.g. Y x EUV for agricultural or + Z% for employment land etc.
- Q 53 – We asked what is the minimum land value acceptable?
- Q44 – Expected profit expectation was requested.

Of the site promotor/developer:

- We requested details of the relevant parties; and the price paid or expected to be paid.
- We asked if there is a guaranteed minimum price, if so how much?

6.30 We therefore have strong evidence of market values.

EUV Response

6.31 From 31 stakeholders consulted, we received 3 confirmations regarding agricultural land values within the district. These ranged from £10,000 to £15,000 per acre for Rushwick Urban Extensions, and £10,000 to £12,000 for Throckmorton Airfield. No responses to the questions about EUV were received for Worcestershire Parkway and Mitton.

Premium Response

6.32 We received 4 responses to this query about the premiums required by land owners. For Rushwick Urban Extensions, one landowner said that the 'premium is not yet determined but they consider that there needs to be equalisation/collaboration with other landowners'.

6.33 Another withheld comment due to the fact that their Option Agreement includes confidentiality clauses which preclude disclosure of the price to be paid. However, they quoted that 'in their experience land values of £XXX,XXX per developable acre (£XXX,XXX /ha) are required'.

- 6.34 Another stated a Benchmark Land Value (BLV) of £ XXX,XXX - £ XXX,XXX per gross acre would be considered appropriate for an assessment of scheme viability. The BLV allowance is loosely based on the Existing Use Value for agricultural land subject to a 10-20 multiplier. Based on a net-to-gross ratio for strategic sites of 50% this equates to a BLV of £ XXX,XXX - £ XXX,XXX per net acre.
- 6.35 No premium information was stated by any site promotor for Throckmorton Airfield or Mitton strategic sites.
- 6.36 For Worcestershire Parkway, one landowner stated £ XXX,XXX per acre gross residual land value is appropriate.

Minimum Land Value

- 6.37 The Minimum Land Value requirements in option and site promotion agreements is a very good proxy for BLV. The 'minimum' sets the benchmark / threshold below which the land owner is not obliged to sell. Four respondents provided figures.
- 6.38 Minimum land values ranging from £ XXX,XXX to £ XXX,XXX per net developable acre were provided for Rushwick Urban Extension.
- 6.39 £ XXX,XXX to £ XXX,XXX per net developable acre was recorded for Worcestershire Parkway.
- 6.40 £ XXX,XXX per net developable acre was recorded for Mitton. This was verbally confirmed in the 1 to 1 meeting.
- 6.41 No Minimum Land Value disclosures were made for Thockmorton Airfield.

Profit

- 6.42 Of the four who did provide figures, all but one stated 20% for market and 6% for affordable housing. The Other respondent stated 20% market, and 6.5% for affordable housing.

7 Benchmark Land Value Assumptions

- 7.1 Table 7.1 below sets out our Benchmark Land Value assumptions for the respective typologies together with our assumptions for premiums and market value policy adjustments. These are derived from the above research and interrogation of our land value database.
- 7.2 For greenfield typologies the bottom-up approach is based on the net value per acre / hectare for agricultural / paddock land (existing use value (EUV)). This EUV is 'grossed up' to reflect a net developable to gross site area ratio between 50% for strategic sites and 80%. There is a relationship between the quantum of land (size of development opportunity), the net to gross ratio and the net BLV expressed as £ per net developable area. If the net-to-gross ratio increases then the multiplier increases and vice versa.
- 7.3 In terms of evidence for this net to gross, we are aware that the net to gross of the former Stourminster School site in Kidderminster according to site plans is 3.56:5.3. This works out at approximately 67% net to gross. This is not as large as a strategic site planned for only 57 dwellings, nor is it particularly small, so as expected it fall somewhere between the 60% and 80% assumptions below.
- 7.4 The BLV divided by the (higher) net value per acre / hectare gives an uplift multiplier or premium. 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 RLV's of schemes to determine whether sites would come forward for development (as discussed in regards to Figure 2.2).
- 7.5 Note that the EUV assumptions for greenfield land reflect the likelihood that residential land coming forward on greenfield sites would do so on land at the edge of settlements (i.e. paddock land) and thus, our assumptions are between agricultural and paddock land values. The assumption that the south of the area would carry stronger EUVs is driven by our residential market paper which demonstrates stronger sales values in this part of the SWCs area, and thus we anticipate agricultural land with the potential for residential development would command a premium in the higher value area over the rest of South Worcestershire.
- 7.6 For the residential typologies on brownfield land, the benchmark land value is based on an 8-14% premium over perceived Existing Use Values.

Table 7.1 - Benchmark Land Value Assumptions

Typology	Location	Greenfield /Brownfield	EUV -					Uplift Multiplier	BLV -	
			(per acre) (gross)	(per ha) (gross)	Net: Gross (%)	(per acre) (net)	(per ha) (net)		x [X] x [Y]%	(per acre) (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 (210713 SWC Benchmark Land Value Research_v16)

BLV Caveats

- 7.7 It is important to note that the BLVs contained herein are for 'high-level' Plan / CIL 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 clear abnormal costs, these costs should be deducted from the value of the land unless there is market failure (i.e. this would result in an RLV less than £0 (nominal EUV). The land value for site specific viability appraisals should be thoroughly evidenced having regard to the existing use value of the site and having regard to known (or reasonably foreseeable abnormal costs) (as is best practice in the NPPG). This report is for plan-making purposes and is 'without prejudice' to future site-specific planning applications.
- 7.8 Furthermore, we are not saying that land can *only* be acquired in the SWCs area for these BLV's. As the appraisals show there is sometimes a surplus between the RLV and BLV (especially on the 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 land may be worth less than the BLV presented. Furthermore, the sensitivity scenarios show the impact on the surplus (i.e. difference between RLV and BLV) for various levels of BLV and profit (%).

Call for Evidence

- 7.9 As we move through the plan-making process, AspinallVerdi would welcome more land value evidence at any time to add to the database. AspinallVerdi require specific details of:
- The site / location etc;
 - the transaction date;
 - net and gross site area;
 - price paid;
 - greenfield / brownfield (existing use);
 - planning consent (including affordable housing % and S106 details); and
 - abnormal costs / adjustments.
- 7.10 Any evidence provided in confidence will be treated as such an anonymised for the context herein.

Appendix 5 – Strategic Sites S106 and Infrastructure Cost Proformas

241125 Rushwick Strat Infra and S106 Assumptions_v0.13 CONFIDENTIAL

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z
1				2024 Updated Total Costs by SWC	2022 Total Costs	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21
2		Source		Total 2022 + 20% inflation (or revised costs provided)	Year [amend as required]	2025/26	2026/27	2027/28	2028/29	2029/30	2030/31	2031/32	2032/33	2033/34	2034/35	2035/36	2036/37	2037/38	2038/39	2039/40	2040/41	2041/42	2042/43	2043/44	2044/45	Post Plan
3																										
4	A	Development Trajectory (# units)	1,000 all in the plan period	1,000	1,000				50	100	100	100	100	100	100	100	100	100	50							-
5					Cumulative	-	-	-	50	150	250	350	450	550	650	750	850	950	1,000	1,000	1,000	1,000	1,000	1,000	1,000	-
6	B	S106 Contributions *																								
7		Transport :																								
8		New high quality AT routes on north side - linking rail to the employment Upgrade (resurface & widen)	Worcestershire County Council / Jacobs	£960,000	£800,000								£137,143	£137,143	£137,143	£137,143	£137,143	£137,143	£137,143							
9		existing routes on north side (project needed 2034/35)	Worcestershire County Council / Jacobs	£48,000	£40,000					£5,333	£5,333	£5,333	£5,333	£5,333	£5,333	£5,333	£5,333	£5,333								
10		Upgrade (resurface & widen) PROWs on north side (project needed 2034/35)	Worcestershire County Council / Jacobs	£240,000	£200,000					£26,667	£26,667	£26,667	£26,667	£26,667	£26,667	£26,667	£26,667	£26,667								
11		New high quality AT routes on south side providing link to rail station (project needed 2036/37)	Worcestershire County Council / Jacobs	£312,000	£260,000					£28,364	£28,364	£28,364	£28,364	£28,364	£28,364	£28,364	£28,364	£28,364	£28,364	£28,364	£28,364					
12		New secondary AT routes on south side (project needed 2038/39)	Worcestershire County Council / Jacobs	£384,000	£320,000					£29,538	£29,538	£29,538	£29,538	£29,538	£29,538	£29,538	£29,538	£29,538	£29,538	£29,538	£29,538	£29,538				
13		Bransford Road/A4440 ramp at underpass (project needed 2032/33)	Worcestershire County Council / Jacobs	£900,000	£750,000					£128,571	£128,571	£128,571	£128,571	£128,571	£128,571	£128,571										
14		Upgrade (resurfacing) existing routes on south side (project needed 2038/39)	Worcestershire County Council / Jacobs	£168,000	£140,000					£12,923	£12,923	£12,923	£12,923	£12,923	£12,923	£12,923	£12,923	£12,923	£12,923	£12,923	£12,923	£12,923				
15		Upgrade PROWs on south side (project needed 2038/39)	Worcestershire County Council / Jacobs	£180,000	£150,000					£13,846	£13,846	£13,846	£13,846	£13,846	£13,846	£13,846	£13,846	£13,846	£13,846	£13,846	£13,846	£13,846				
16		Bransford Road 20mph installation (project needed 2032/33)	Worcestershire County Council / Jacobs	£120,000	£100,000					£17,143	£17,143	£17,143	£17,143	£17,143	£17,143	£17,143										
17		Active Travel Bridge over A4440 Hams Way (project needed 2040)	Worcestershire County Council / Jacobs	£5,000,000	£5,000,000												£1,250,000	£1,250,000		£2,500,000						
18		Bus service support (project needed 2030/31)	Worcestershire County Council / Jacobs	£1,690,000	£1,450,000					£338,000	£338,000	£338,000	£338,000	£338,000												
19		Contribution toward mitigation on M5. Assume £1250 for 3 strategic sites (Throckmorton, Parkway and Rushwick). Plus 20% inflation uplift plus £500 per dwelling as requested by WCC	National Highways have not provided figure. Estimate used	£2,000,000	£1,250,000				£100,000	£200,000	£200,000	£200,000	£200,000	£200,000	£200,000	£200,000	£200,000	£200,000	£200,000	£100,000						
20		New Train Station at Rushwick - total estimated cost is £16m; contribution expected to total 20% (£106 for 20%)	Worcestershire County Council / Jacobs/ SLC	£3,360,000	£2,800,000											£840,000	£840,000	£840,000	£840,000							
21		New transport hub in lieu of railway station	SWC	£500,000					£250,000	£250,000																
22		Education:																								
23		Cost of 58 EY places (excludes 52 places provided at primary school)	Worcestershire County Council / Worcestershire Children First	£1,340,554								£167,569	£167,569	£167,569	£167,569	£167,569	£167,569	£167,569	£167,569							
24		Provision of one two form entry Primary School + Early Years/Nursery. School to be delivered by occupation of the 300th dwelling	Worcestershire County Council / Worcestershire Children First	£10,405,932	£7,995,000						£2,601,483	£2,601,483	£2,601,483	£2,601,483												
25		Secondary school expansion - timing to be determined but this would allow by occupation of the	Worcestershire County Council / Worcestershire Children First	£5,722,200	£5,816,000								£953,700	£953,700	£953,700	£953,700	£953,700	£953,700								
26		SEND provision - timing to be determ	Worcestershire County Council / Worcestershire Children First	£1,907,092	£1,494,000				£95,355	£190,709	£190,709	£190,709	£190,709	£190,709	£190,709	£190,709	£190,709	£190,709	£190,709	£95,355						
27		Healthcare:																								
28		Contribution to 2 GP consulting rooms max 165m² will be required using latest CCG calculator	CCG Calculator	£693,000	£577,500					£173,250	£173,250	£173,250	£173,250													
29		Contributions toward Evesham hospital and mental healthcare hub. Calculation based on HUDU model	Herefordshire and Worcestershire Health and Care NHS Trust (HWHCT)	£453,600	£378,000				£22,680	£45,360	£45,360	£45,360	£45,360	£45,360	£45,360	£45,360	£45,360	£45,360	£45,360	£22,680						
30		Acute Care Trust. Contributions toward Worcester Royal Hospital expansion and provision of services. (£751 per dwelling)²	Worcestershire Acute Hospitals NHS Trust (WAHT)		£751,000																					
31		Community Facilities:																								
32		Contribution to New/Expanded Comr	SWC / Ethos	£319,608	£266,340					£79,902		£79,902			£79,902		£79,902									
33		Playing Pitch and Built Facilities Requirements:																								
34		Expansion of Rushwick cricket pitch	Sport England / PPS	£130,543	£108,786					£32,636	£32,636	£32,636	£32,636													
35		Contribution toward sports hall (off-site)	Sport England / BFS	£418,980	£349,150										£83,796		£83,796			£83,796		£83,796				£83,796
36		Contribution toward swimming (off-site)	Sport England / BFS	£450,496	£375,413											£90,099		£90,099			£90,099		£90,099			
37		Contribution toward Indoor Bowls (off-site)	Sport England / BFS	£92,986	£77,488											£18,597	£18,597			£18,597		£18,597				£18,597
38		Provision of 4-team changing room and club room on site CFS 0398.	Sport England Facilities Costs Q2 2021	£828,000	£690,000							£138,000	£138,000	£138,000	£138,000	£138,000	£138,000									
39		Provision 2 football, rugby pitches	Sport England Facilities Costs Q2 2021	£336,000	£280,000							£67,200	£67,200	£67,200	£67,200	£67,200										
40		Provision 4 tennis courts	Sport England Facilities Costs Q2 2021	£456,000	£380,000							£91,200		£91,200	£91,200	£91,200	£91,200									
41		Life cycle costs x 20 years £51,728 per annum lifecycle costs for 20 years according to PPS 2021	Sport England / PPS	£1,241,472	£1,034,560								£60,000	£60,000	£60,000	£60,000	£111,275	£111,275	£111,275	£111,275	£111,275	£111,275	£111,275	£111,275	£111,272	



	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z
42		Green Infrastructure: Cost of delivering public open space calculated in accordance with Concept Plan. For some parcels this may be a development cost rather than S106 if it is delivered on site. Delivery to include biodiversity corridors, allotments and orchards, a village green and a park at Christine Avenue. See IDP for Commuted sum for ongoing maintenance of POS (£1570.90 / dwelling less 40% as only charge on market dwellings therefore £942.54 per dwelling) Assumed required every 200 dwellings as phases of GI are developed and require maintenance.	SWC / Ethos / Arup	£5,362,110	£4,468,425					£670,264		£670,264	£335,132		£335,132	£670,264		£670,264		£670,264		£670,264		£670,264		
43			SWC / Ethos	£1,131,048	£942,540						£188,508		£188,508		£188,508		£188,508		£188,508						£188,508	
44																										
45		GI contribution including AIRs	SWC Footprint Ecology	£372,000					£18,600	£37,200	£37,200	£37,200	£37,200	£37,200	£37,200	£37,200	£37,200	£37,200	£37,200	£18,600						
46		Malvern Hills SSSI Impact contribution £269.72 per dwelling	SWC Footprint Ecology	£269,720	£250,000				£13,486	£26,972	£26,972	£26,972	£26,972	£26,972	£26,972	£26,972	£26,972	£26,972	£26,972	£13,486						
47		Police:																								
48		Police premises expansion	WMP	£161,371	£134,476				£8,069	£16,137	£16,137	£16,137	£16,137	£16,137	£16,137	£16,137	£16,137	£16,137	£16,137	£8,069						
49		Waste:																								
50		New waste facility contribution per dwelling of £135.00 for all future development in the SWDPr.	Worcestershire County Council / Malvern Hills District Council		£135,000			No contributions towards waste are being sought.																		
51		Travelling Showpeople Site																								
52		Contributions toward provision of 10 serviced pitches £110,000 per pitch expected to be delivered by 2030/31	Worcestershire County Council/ Malvern Hills District Council/ Rooftop Housing Group	£1,320,000	£1,100,000			£660,000	£660,000																	
53																										
54		Sub-Total S106		£49,274,712	£40,863,678	-	-	£660,000	£1,168,189	£2,322,815	£4,112,641	£5,138,268	£5,971,385	£5,416,855	£3,105,814	£4,006,233	£4,680,446	£4,763,001	£1,979,848	£3,366,210	£167,583	£1,030,339	£111,275	£781,539	£492,272	-
55		Per unit		£49,275	£40,864				£23,364	£23,228	£41,126	£51,383	£59,714	£54,169	£31,058	£40,062	£46,804	£47,630	£39,597							
56																										
57	C	Infrastructure Costs**																								
58		Transport :																								
59		North access Road (project needed 2026/27)	Worcestershire County Council / Jacobs	£3,480,000	£2,900,000					£3,480,000																
60		Junction A4103 / North Access Road (project needed 2026/27)	Worcestershire County Council / Jacobs	£2,100,000	£1,750,000					£2,100,000																
61		South Access Road (project needed 2036/37)	Worcestershire County Council / Jacobs	£6,060,000	£5,050,000					£550,909	£550,909	£550,909	£550,909	£550,909	£550,909	£550,909	£550,909	£550,909	£550,909	£550,909	£550,909					
62		South Access Road Bridge over flood zone (project needed 2038/39)	Worcestershire County Council / Jacobs	£3,720,000	£3,100,000			£265,714	£265,714	£265,714	£265,714	£265,714	£265,714	£265,714	£265,714	£265,714	£265,714	£265,714	£265,714	£265,714	£265,714	£265,714	£265,714	£265,714	£265,714	
63		Bransford Road / South Access Road (Project needed 2026/27)	Worcestershire County Council / Jacobs	£420,000	£350,000					£420,000																
64		PROW Bridge no1 over north water course (project needed 2028/29)	Worcestershire County Council / Jacobs	£60,000	£50,000					£20,000	£20,000	£20,000														
65		PROW Bridge no2 over north water course (project needed 2028/29)	Worcestershire County Council / Jacobs	£60,000	£50,000					£20,000	£20,000	£20,000														
66		New secondary AT routes on north side Secondary of above (project needed 2032/33)	Worcestershire County Council / Jacobs	£300,000	£250,000					£42,857	£42,857	£42,857	£42,857	£42,857	£42,857	£42,857										
67		Utilities Water:																								
68		New water mains - Open Cut - assumes STW do work. This will be phased throughout the	Severn Trent Water	£650,422	£542,018					£81,303	£81,303			£81,303		£81,303		£81,303		£81,303		£81,303		£81,303		£81,303
69		Utilities Electricity:																								
70		Electricity - Cable circuits and cabling from Worcester BSP to Rushwick require upgrade estimated to be required 2030/31	Western Power Distribution	£2,040,000	£1,700,000										£1,020,000	£1,020,000										
71																										
72		Sub-Total Infrastructure Costs		£18,890,422	£15,742,018	-	-	-	£265,714	£6,980,783	£899,481	£980,783	£859,481	£940,783	£1,879,481	£1,960,783	£816,623	£897,926	£816,623	£897,926	£265,714	£347,017	-	£81,303	-	-
73		Per unit		£18,890	£15,742																					
74																										
75																										
76		Total		£68,165,133	£56,605,696	-	-	£660,000	£1,433,903	£9,303,599	£5,012,121	£6,119,051	£6,830,865	£6,357,638	£4,985,295	£5,967,016	£5,497,069	£5,660,927	£2,796,471	£4,264,136	£433,297	£1,377,356	£111,275	£862,841	£492,272	-
77		Total per unit		£68,165	£56,606			£660	£1,434	£9,304	£5,012	£6,119	£6,831	£6,358	£4,985	£5,967	£5,497	£5,661	£2,796	£4,264	£433	£1,377	£111	£863	£492	
78								£0	£0	£0	£0	£0	£0	£0	£1	£1	£1	£1	£1	£1						
79		Notes						-	5%	15%	25%	35%	45%	55%	65%	75%	85%	95%	100%							
80		* These are social infrastructure costs and other S106 contributions required e.g. Health centres, Schools etc.																								
81		** These are infrastructure costs which are over and above 'normal' BCIS build costs and 'normal' 15% externals allowance e.g. Spine Roads, Electricity Substation reinforcements etc.																								
82		¹ Inclusion is subject to further discussion with the Trust to verify whether requirement is associated with growth not existing																								
83		² Inclusion is subject to further discussion with the Trust to verify whether requirement is associated with growth not existing																								

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z
				2024 Updated Total Costs by SWC	2022 Total Costs	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Beyond Year 20
		Source	Total 2022 + 20% inflation (or revised costs provided)	Year [amend as required]	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044		
1	A	Development Trajectory (# units)	2000 in the plan period and an additional 3000 beyond Plan period	5,000	5,000	-	-	-	-	-	-	150	150	200	200	200	200	200	200	250	250	200	200	200	200	2,200
2																										
3																										
4		Cumulative totals										150	300	500	700	900	1100	1300	1500	1750	2000	2200	2400	2600	2800	5000
5	B																									
6																										
7		Transport:																								
8		Highway improvements S106 contribution toward A44/B4084 Egdon Lane, Egdon. Signalisation of the junction.£4,000,000 cost is for a 4 arm roundabout as opposed to a signal junction. (Likely to need forward funding project need 2029/30) Numerous sites contributing.	Worcestershire County Council / Jacobs	£151,777	£1,011,844				£151,777																	
9		Pershore Rail Enhancements - provision of second platform, new passenger access bridge, additional parking and enhanced passenger facilities at Pershore station. Required by 2030. Throckmorton and Pershore sites to contribute	Worcestershire County Council / Jacobs	See SoCG with Network Rail and Worcester County Council.	£1,627,140																					
10		Active travel bridge across A44 linking the site with Pershore station (Project needed by 2030). Active travel bridge across A44 linking at Lower Moor (Project needed by 2040)	Worcestershire County Council / Jacobs	£8,520,000	£7,100,000										£2,130,000	£2,130,000						£2,130,000	£2,130,000			
11		Service and connectivity improvements as part of the Bus Service Infrastructure Plan (BSIP). Up until 1000 dwelling	Worcestershire County Council / Jacobs	£1,000,000	£1,000,000						£166,667	£166,667	£166,667	£166,667	£166,667	£166,667	£166,667									
12		A44/A4104 Terrace Road 'Pinvin' junction, Pershore (project needed 2033/34)	Worcestershire County Council / Jacobs	£731,199	£731,199								£182,800	£182,800	£182,800	£182,800										
13		A4104 Station Road/B4083 Wyre Road junction, Pershore (project needed 2035/36)	Worcestershire County Council / Jacobs		£2,611,693																					
14		A4104 Station Road/High Street junction, Pershore (project needed 2031/32)	Worcestershire County Council / Jacobs		£2,448,462																					
15		A44/Station Road/Fladbury Hill junction, Fladbury. Project needed 2035/36	Worcestershire County Council / Jacobs		£1,106,356																					
16		Two active transport infrastructure schemes: Pershore to Pinvin Active Travel Corridors, Cycle path extension to pinvin, potentially using reallocated road space if movements banned at junction	Worcestershire County Council / Jacobs	£7,495,816	£5,454,702							£576,601	£576,601	£576,601	£576,601	£576,601	£576,601	£576,601	£576,601	£576,601	£576,601	£576,601	£576,601	£576,601	£576,601	
17		A44/A422 roundabout, Spetchley. Project needed by 2031/32	Worcestershire County Council / Jacobs	£556,514	£556,514							£278,257	£278,257													
18		TBC Phase 2 estimated local highway network mitigation (Assumed same cost per dwelling as total highway network mitigation for Phase 1)	Worcestershire County Council / Jacobs	£15,238,922	£12,699,102																					£15,238,922
19		Contribution toward A46 mitigation (National Highways) Assumption based on former project on A46 Assumed £10m across Parkway,Throckmorton and 500 dwellings at Evesham cost of £645 per dwelling. Delivery by 2035. Pershore Ln / B4636 Local widening of western arm to achieve 2 lanes for ~40m	Worcestershire County Council - awaiting detailed evidence from National Highways	£3,870,000	£3,225,000						£774,000	£774,000	£774,000	£774,000	£774,000											
20		Contribution toward mitigation on M5 estimate £20m contribution across Throckmorton, Parkway and Rushwick. Assumed £1500 per dwelling using 2022 cost plus 20% inflation. Need to add £500 on for WCC- Total £2000	SWC estimate awaiting cost from National Highways	£10,000,000	£6,250,000						300,000	300,000	400,000	400,000	400,000	400,000	400,000	400,000	500,000	500,000	400,000	400,000	400,000	400,000	£4,400,000	
21		Education:																								
22		Phase 1. Cost of 116 EY places (excludes 104 places provided at primary schools).	Worcestershire County Council	£2,681,108								£201,083	£201,083	£268,111	£268,111	£268,111	£268,111	£268,111	£268,111	£335,139	£335,139					
23		Phase 1. 1 x 2 Form Entry Primary School with nursery provision. Primary school to be opened September of Year 16 in line with occupation of 1,200th dwelling. Primary school site provided year 14	Worcestershire County Council	£13,874,576	£9,876,000												£3,468,644	£3,468,644	£3,468,644	£3,468,644						
24		Phase 1. 1 x 2 FE / 4 FE All through School with nursery provision. Land provided Year 10. All-through school delivered by May of Year 12 - to open September Year 12 in line with occupation of the 300th dwelling.	Worcestershire County Council	£40,680,350	£37,115,000									£20,340,175	£20,340,175											
25		Phase 1. SEND provision - timing to be determined but this correlates to 25 SEND places needed so need to deliver by 1400 dwellings year 14	Worcestershire County Council	£3,721,732	£2,915,000							£465,217	£465,217	£465,217	£465,217	£465,217	£465,217	£465,217	£465,217							
26		Phase 2 (Beyond 2041). 2 x 2FE primary school with nursery provision, Plus One Three-form entry primary school	Worcestershire County Council	£39,781,393	£33,151,161																					£39,781,393
27		Phase 2. Secondary school with no additional land (This is conversion of the all through school to secondary only) No cost known but for viability factored in £1m)	Worcestershire County Council	£1,200,000	£1,000,000																					£1,200,000
28		Phase 2. SEND provision	Worcestershire County Council	£5,410,416	£4,508,680																					£5,410,416
29		Playing Pitch and Built Facilities Requirements:																								
30		Sports Halls and Courts off-site contribution to existing facilities enhancement/ or possible dual use of secondary school 4 court hall. TBD. AGPs (3G) Assumed 1 pitch. Could be delivered within secondary school for shared use but tbc. Although community need not fully generated until Phase 2 if delivered as part of school assume delivery by 2032. Calculator indicates £575,418 to be collected through S106. Cost of facility is £965,000 according to Q2 2021 Sport England prices. Testing full cost	Sport England / PPS / BFS	£2,160,000	£1,800,000							£64,800	£64,800	£86,400	£86,400	£86,400	£86,400	£86,400	£86,400	£108,000	£108,000	£86,400	£86,400	£86,400	£86,400	£950,400
31			Sport England / PPS	£1,158,000	£965,000									£579,000	£579,000											
32		Swimming - off site contribution to existing facilities enhancement	Sport England / BFS	£2,310,000	£1,925,000							£69,300	£69,300	£92,400	£92,400	£92,400	£92,400	£92,400	£92,400	£115,500	£115,500	£92,400	£92,400	£92,400	£92,400	£1,016,400
33		Indoor Bowls- off site contribution to existing facilities enhancement	Sport England / BFS	£450,000	£375,000							£13,500	£13,500	£18,000	£18,000	£18,000	£18,000	£18,000	£18,000	£22,500	£22,500	£18,000	£18,000	£18,000	£18,000	£198,000
34		13 pitches (6 phase one, 7 phase two) Calculator indicates £1,515,766 to be collected through S106. Cost of facilities estimated to be £1,540,000 according to Q2 2021 Sport England prices. Testing full cost	Sport England / PPS	£1,848,000	£1,540,000							£55,440	£55,440	£73,920	£73,920	£73,920	£73,920	£73,920	£73,920	£92,400	£92,400	£73,920	£73,920	£73,920	£73,920	£813,120
35		20 changing rooms. Calculator indicates £3,255,000 to be collected through S106. Each 4 team changing rooms cost £690,000 according to Q2 2021 Sport England prices. Total provision estimated cost £3,450,000	Sport England / PPS	£4,140,000	£3,450,000							£124,200	£124,200	£165,600	£165,600	£165,600	£165,600	£165,600	£165,600	£207,000	£207,000	£165,600	£165,600	£165,600	£165,600	£1,821,600
36		Life cycle costs x 20 years. £336,342.5 per annum lifecycle costs for 20 years according to PPS 2021	Sport England / PPS/BFS	£8,072,220	£6,726,850							£242,167	£242,167	£322,889	£322,889	£322,889	£322,889	£322,889	£322,889	£403,611	£403,611	£322,889	£322,889	£322,889	£322,889	£3,551,777
37		Green Infrastructure:																								
38		Greening of 50% Runways 8.3ha (remainder for active travel) - Early Phase 1	SWC / Ethos	£4,007,520	£3,339,600							£500,940	£500,940	£500,940	£500,940	£500,940	£500,940	£500,940	£500,940							
39		Parks and Recreation Pocket parks and larger Park to exceed minimum standards and contributing to 40% GI. Based on 4.8ha	SWC / Ethos	£5,353,344	£4,461,120							£191,191	£191,191	£191,191	£191,191	£191,191	£191,191	£191,191	£191,191	£191,191	£191,191	£191,191	£191,191	£191,191	£2,676,672	
40		Orchard and Allotments on site to exceed minimum standards and contributing to 40% GI. Based on 7.2ha	SWC / Ethos	£1,938,218	£1,615,182							£69,222	£69,222	£69,222	£69,222	£69,222	£69,222	£69,222	£69,222	£69,222	£69,222	£69,222	£69,222	£69,222	£969,109	
41		Natural Green Space 22.2ha Biodiversity enhancement areas on landfill site post remediation post 2041. 32.9ha New Extensions to Wildlife Sites throughout scheme phased with development. 56.5ha wildlife buffer along watercourse phased with development. 3/4/ Phase 1.	SWC / Ethos / Anup	£14,088,241	£11,740,201							£322,017	£322,017	£322,017	£322,017	£322,017	£322,017	£322,017	£322,017	£322,017	£322,017	£322,017	£322,017	£322,017	£9,580,004	
42		Commuted Sum for maintenance of GI. Assumptions based on £1570.90 per dwelling less contribution from 40% affordable	SWC / Ethos	£5,655,240	£4,712,700								£282,762		£282,762	£282,762	£282,762		£282,762	£282,762						£3,393,144
43		Malvern Hills SSSI Impact contribution (£269.72 per dwelling). Phase 1 total £539,440. Phase 1 and 2 =£1,348,600	SWC Footprint Ecology	£1,348,600	£1,250,000							£40,458	£40,458	£53,944	£53,944	£53,944	£53,944	£53,944	£53,944	£67,430	£67,430	£53,944	£53,944	£53,944	£53,944	£593,384



	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z
44		GI provision including contributions towards Areas of Informal Recreation (E372 per dwelling on greenfield typologies only)	SWC Footprint Ecology	£744,000								£55,800	£55,800	£74,400	£74,400	£74,400	£74,400	£74,400	£74,400	£93,000	£93,000					
45		Healthcare:																								
46		Primary Care Provision - No requirement up to 2041. Post 2041 could require new surgery therefore worst case scenario of new PC unit, 300-900 sq.m. based on population density of 5,000-14,000 residents.	NHS Herefordshire and Worcestershire Clinical Commissioning Group	£3,720,000	£3,100,000																					£3,720,000
47		Health and Care Trust. Contributions toward Evesham hospital and mental healthcare hub. Calculation based on HUDU model £378 per dwelling ¹	Herefordshire and Worcestershire Health and Care NHS Trust (HWHCT)	£2,268,000	£1,890,000							£68,040	£68,040	£90,720	£90,720	£90,720	£90,720	£90,720	£90,720	£90,720	£113,400	£113,400	£90,720	£90,720	£90,720	£997,920
48		Acute Care Trust. Contributions toward Worcester Royal Hospital expansion and provision of services. ²	Worcestershire Acute Hospitals NHS Trust (WAHT)		£3,755,000																					
49		Police:																								
50		Police Provision: Police premises, equipment and vehicles Phase 1	West Mercia Police	£154,742	£128,952							£11,606	£11,606	£15,474	£15,474	£15,474	£15,474	£15,474	£15,474	£19,343	£19,343					
51		Police Provision: Police premises, equipment and vehicles Phase 2	West Mercia Police	£727,498	£606,248																					£727,498
52		Waste:																								
53		Contribution of £135/dwelling for new Household Recycling Centre	Worcestershire County Council / Wychavon District Council		£675,000																					
54		Flood Mitigation:																								
55		None required - standard SuDS based on site specific FRAs	SWSFRA																							
56		Community Building:																								
57		Community Building (Phase1) Upfront contributions required to facilitate delivery by 500th dwelling.	SWC	£639,216	£532,680							£213,072	£213,072	£213,072												
58		Community Building (Phase 2) Timing to be confirmed	SWC	£903,240	£752,700																					£903,240
59		Gypsy/Traveller Site																								
60		£110,000 per pitch. Anticipated delivery 2035/36	SWC/ Worcestershire County Council	£1,320,000	£1,100,000										£330,000	£330,000	£330,000	£330,000								
61																										
62		Sub-Total S106		£218,294,883	£190,829,085	-	-	-	-	£151,777	-	£4,226,975	£5,086,339	£5,217,334	£26,253,437	£28,666,199	£6,973,024	£7,868,451	£7,255,689	£6,987,759	£6,987,759	£2,745,666	£4,875,666	£4,592,904	£2,462,904	£97,942,999
63		Per unit		£43,659	£38,166							£28,180	£33,909	£26,087	£131,267	£143,331	£34,865	£39,342	£36,278	£27,951	£27,951	£13,728	£24,378	£22,965	£12,315	£44,520
64																										
65	C	Infrastructure Costs**																								
66																										
67		Archaeological Investigation:																								
68		Geophysics Survey to be undertaken on 507ha of the site (the developable areas). This excludes management fees (author specs, liaison with county archaeologist, management of field work). To be undertaken prior to development	Cushman Wakefield estimate	£121,800	£101,500			£121,800																		
69		Trial Trenching prior to each phase of development across 507ha at 7% coverage with cost arising as the site is developed out in phases.	Cushman Wakefield estimate	£3,240,000	£2,700,000			£405,000				£405,000		£405,000		£405,000		£405,000		£405,000		£405,000		£405,000		
70		Transport:																								
71		South access road including bridge over Piddle Brook flood zone	Worcestershire County Council / Jacobs	£8,604,000	£7,170,000						£2,151,000	£2,151,000	£2,151,000	£2,151,000												
72		Junction A44/B4083/South Access Road	Worcestershire County Council / Jacobs	£1,800,000	£1,500,000						£900,000	£900,000														
73		Core Active travel route through the site, Secondary Active Travel routes through the site, Active Travel Bridge across the flood zone.	Worcestershire County Council / Jacobs	£4,956,000	£4,130,000							£619,500	£619,500	£619,500	£619,500	£619,500	£619,500	£619,500	£619,500							
74		On-site internal spine roads estimated late Plan period and Phase 2	Worcestershire County Council / Jacobs	£7,380,000	£6,150,000																£820,000	£820,000	£820,000	£820,000	£820,000	£3,280,000
75		Utilities Electricity:																								
76		Western Power - Reinforcement to meet increase in demand £2.5m to £3m sufficient for 10MVA will provide most of supply for Phase 1 (will take 2 years to deliver) along with existing spare capacity at Pershore. Larger transformers will be required for later in phase 1 and phase 2 at £4m and take 2 years to deliver.	Western Power Distribution	£8,400,000	£7,000,000							£3,600,000										£4,800,000				
77		Utilities Water:																								
78		New water mains - Open Cut - assumes STW do work. This will be phased throughout the development.	Severn Trent Water	£1,281,584	£1,067,986							£128,158		£128,158		£128,158		£128,158		£128,158			£128,158		£128,158	£512,633
79		Contamination:																								
80		Ground Investigation and Site Remediation. Assumes 70% coverage of 149ha identified as potentially contaminated within Marshalls, Poultry Farm and Airfield sites. : £21,525,000. Cost phased with site delivery.	Cushman Wakefield estimate based on principles of the "Guidance on dereliction, demolition and remediation costs" (Homes & Communities Agency, 2015)	£25,830,000	£21,525,000				£1,519,412	£1,519,412	£1,519,412	£1,519,412	£1,519,412	£1,519,412	£1,519,412	£1,519,412	£1,519,412	£1,519,412	£1,519,412	£1,519,412	£1,519,412	£1,519,412	£1,519,412	£1,519,412	£1,519,408	-
81		Site clearance of Ridgeway Park Farm. 2022 estimated between £2,089,800 and £2,750,000. This should come off the value of the land rather than be a development cost.	Quote from Jack Moody Group to landowner																							
82		Ridgeway Park Farm Phase II ground investigation is required. Using same methodology as above 70% of 63ha site at £205,000 per hectare plus 20% inflation.		£10,848,600	£9,040,500																			£3,616,200	£3,616,200	£3,616,200
83		Site remediation of landfill Site - no cost to developers as Mercia waste are required to remediate.	N/A																							
84		Site remediation of DEFRA burial Site - DEFRA will absorb this cost at no cost to developers	DEFRA																							
85																										
86		Sub-Total Infrastructure Costs		£72,461,984	£60,384,986	-	-	£526,800	£1,519,412	£1,519,412	£4,570,412	£9,323,070	£4,289,912	£4,694,912	£2,267,070	£2,543,912	£2,267,070	£2,543,912	£2,138,912	£2,052,570	£2,339,412	£7,544,412	£2,467,570	£6,360,612	£6,083,766	£7,408,833
87		Per unit		£14,492	£12,077							£62,154	£28,599	£23,475	£11,335	£12,720	£11,335	£12,720	£10,695	£8,210	£9,358	£37,722	£12,338	£31,803	£30,419	£3,368
88																										

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z
89																										
90		Total		£290,756,866	£251,214,072	-	-	£526,800	£1,519,412	£1,671,189	£4,670,412	£13,550,046	£9,376,251	£9,912,246	£28,520,507	£31,210,111	£9,240,094	£10,412,363	£9,394,601	£9,040,330	£9,327,171	£10,290,078	£7,343,236	£10,953,516	£8,546,670	£105,351,832
91		Total per unit		£58,151	£50,243							£90,334	£62,508	£49,561	£142,603	£156,051	£46,200	£52,062	£46,973	£36,161	£37,309	£51,450	£36,716	£54,768	£42,733	£47,887
92																										
93		Notes																								
94		* These are social infrastructure costs and other S106 contributions required e.g. Health centres, Schools etc.																								
95		** These are infrastructure costs which are over and above 'normal' BCIS build costs and 'normal' 15% externals allowance e.g. Spine Roads, Electricity Substation reinforcements etc.																								
96		¹ Inclusion is subject to further discussion with the Trust to verify whether requirement is associated with growth not existing need.																								
97		² Inclusion is subject to further discussion with the Trust to verify whether requirement is associated with growth not existing need.																								

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	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W
				2024 Updated Total Costs by SWC	2022 Total Costs	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18+
		Source		Total 2022 + 20% inflation (or revised costs provided)	Year [amend as required]	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	Post 2041
1																							
2																							
3																							
4	A	12			10,000					200	300	400	400	400	400	400	400	400	400	400	450	450	5,000
5					Cumulative					200	500	900	1,300	1,700	2,100	2,500	2,900	3,300	3,700	4,100	4,550	5,000	10,000
6	B	S106 Contributions *																					
7		Transport Infrastructure:																					
8		A44/B4084 Egdon Lane, Egdon. Signalisation of the junction. (Project needed 2029/30)	Worcestershire County Council / Jacobs	£417,385	£2,782,570				£104,346	£104,346	£104,346	£104,346											
9		A44/Station Road/Fladbury Hill Junction, Fladbury (Project needed 2032/33)	Worcestershire County Council / Jacobs		£3,042,487																		
10		A44/A4104 Terrace Road 'Pinvin' Junction, Pershore (Project needed 2029/30)	Worcestershire County Council / Jacobs	£2,010,797.73	£2,010,798					£502,699	£502,699	£502,699	£502,699										
11		A44/A422 roundabout, Spetchley.(Project needed 2031/32)	Worcestershire County Council / Jacobs	£1,530,413.48	£1,530,413							£382,603	£382,603	£382,603	£382,603								
12		A44/A4440 Whittington Roundabout (Project needed 2028/29)	Worcestershire County Council / Jacobs		£926,068																		
13		A44/A4440 Swinesherd Way Roundabout (Project needed 2028/29)	Worcestershire County Council / Jacobs		£1,543,446																		
14		ITS improvements – Automatic Vehicle Location (AVL)/RTI system on bus routes and signal junctions.	Worcestershire County Council / Jacobs	£400,000	£400,000					£8,000	£12,000	£16,000	£16,000	£16,000	£16,000	£16,000	£16,000	£16,000	£16,000	£16,000	£18,000	£18,000	£200,000
15		Worcester-Parkway-Pershore Active Travel Corridor: Three options for active travel infrastructure: Worcester-Parkway-Pershore Active Travel Corridor, ATC including a link to Stoulton ATC including links to Stoulton and Drakes Broughton. (Project needed 2028/29)	Worcestershire County Council / Jacobs	£13,197,532	£13,197,531					£3,299,383	£3,299,383	£3,299,383	£3,299,383										
16		Service and connectivity improvements as part of the Bus Service Infrastructure Plan (BSIP).	Worcestershire County Council / Jacobs	£5,000,000	£5,000,000					£100,000	£150,000	£200,000	£200,000	£200,000	£200,000	£200,000	£200,000	£200,000	£200,000	£200,000	£225,000	£225,000	£2,500,000
17		TBC Phase 2 estimate for Service and connectivity improvements as part of the Bus Service Infrastructure Plan (BSIP) for expanded settlement. (Assumed same cost per dwelling as total mitigation for Phase 1)	Worcestershire County Council / Jacobs	£5,000,000	£5,000,000																		£5,000,000
18		Redhill Island - £5M with £340,000 already secured (project needed 2029/30)	Worcestershire County Council / Jacobs	£3,604,793	£3,604,793					£901,198	£901,198	£901,198	£901,198										
19		TBC Phase 2 estimated local highway network mitigation (Assumed same cost per dwelling as total highway network mitigation for Phase 1)	Worcestershire County Council / Jacobs	£34,845,727	£29,038,106																		£34,845,727
20		Norton Road/Crookbarrow Roundabout 2x Traffic Management / Constraints in Norton and Brookhill Villages to address rat-running		£700,000								£233,333	£233,333	£233,333									
21		Pershore Ln / B4636 Local widening of western arm to achieve 2 lanes for ~40m		£375,000								£187,500	£187,500										
22		Contribution toward mitigation on M5 £1250 per dwelling plus 20% inflation buffer plus £500 LHN contribution across 3 strategic sites Throckmorton, Parkway and Rushwick	National Highways not provided cost therefore estimate	£20,000,000	£12,500,000					£400,000	£800,000			£800,000	£800,000	£800,000	£800,000	£800,000	£800,000	£800,000	£900,000	£900,000	£10,000,000
23		Contribution toward A46 mitigation (National Highways) Assumption based on former project on A46. Assumed £10m across Parkway, Throckmorton and 500 dwellings at Evesham cost of £845 per dwelling. Delivery by 2035.	Worcestershire County Council - awaiting detailed evidence from National Highways	£7,740,000	£6,450,000					£154,800	£232,200	£309,600	£309,600	£309,600	£309,600	£309,600	£309,600	£309,600	£309,600	£309,600	£348,300	£348,300	£3,870,000
24		Education Phase 1:																					
25		Three two-form entry Primary School and Nursery £29,628,000																					
26		One three-form entry Primary School and Nursery £13,399,000. Delivery of first 2FE Primary school prior to occupation of 300th dwelling. Delivery of second 2FE Primary School prior to occupation of 1200th dwelling. Further primary schools to be delivered at 2400th dwelling and 3600th dwellings	Worcestershire County Council/ Worcester Children First	£48,236,400	£43,027,000					£6,029,550	£6,029,550	£6,029,550	£6,029,550		£6,029,550	£6,029,550		£6,029,550	£6,029,550				
27		One seven form entry Secondary (Delivery of 4FE Secondary School before 800th dwelling and expand to seven form entry after 3000 dwellings)	Worcestershire County Council/ Worcester Children First	£44,677,497	£26,500,000					£8,509,999	£8,509,999	£8,509,999				£6,382,500	£6,382,500	£6,382,500					
28		Post-16 (sixth form/apprenticeships/college etc.) Delivery by 2029/30 350 dwellings) just x1 six form	Worcestershire County Council/ Worcester Children First	£9,686,000	£9,686,000					£4,843,000	£4,843,000												
29		SEND provision (delivery end Phase 1 early Phase 2)	Worcestershire County Council/ Worcester Children First	£9,477,716	£7,423,000															£3,159,239	£3,159,239	£3,159,239	
30		Education Phase 2:																					
31		8 forms entry required in Phase 2 using Monitor & Manage. Costed at two 3FE and one 2FE Primary School with Nursery places.	Worcestershire County Council/ Worcester Children First	£52,471,474	£39,504,000																		£52,471,474
32		Safeguarding of land for second seven form entry Secondary using Monitor and Manage approach	Worcestershire County Council/ Worcester Children First	£3,000,000	£26,500,000																		£3,000,000
33		SEND provision	Worcestershire County Council/ Worcester Children First	£9,477,716	£7,423,000																		£9,477,716
34		Green Infrastructure:																					
35		Allotments / community orchard Amounting to: 20.28ha. Delivery expected throughout development as each petal/phase developed.	SWC/ Ethos/ Arup	£5,436,662	£4,530,552					£108,733	£163,100	£217,466	£217,466	£217,466	£217,466	£217,466	£217,466	£217,466	£217,466	£217,466	£244,650	£244,650	£2,718,331
36		Parks and recreation: Community Park amounting to: 50.54ha and other Park and Recreation (including formal parks) amounting to: 13.26ha. Delivery expected throughout development as each petal/phase developed but a substantial part of the community park required early in Phase 1 by 2030/31 along with a 10ha linear park in the town centre.	SWC/ Ethos/ Arup	£33,201,346	£27,667,788					£664,027	£996,040	£1,328,054	£1,328,054	£1,328,054	£1,328,054	£1,328,054	£1,328,054	£1,328,054	£1,328,054	£1,328,054	£1,494,061	£1,494,061	£16,600,673
37		Natural Green Space (new extensions of wildlife buffer including motorway, railway buffers) Amounting to: 75.53ha. Town Centre Buffer Amounting to 30.5ha. Town centre and railway line buffers first five years, motorway buffer when required.	SWC Ethos/ Arup	£1,324,067	£1,103,389					£26,481	£39,722	£52,963	£52,963	£52,963	£52,963	£52,963	£52,963	£52,963	£52,963	£52,963	£59,583	£59,583	£662,033
38		Maintenance of Open Space - Assumed £1570.90 per dwelling and discounted 40% affordable dwellings. Collect every 250 dwellings as GI is delivered across the site and therefore needs maintaining	SWC/ Ethos	£9,425,400	£9,425,400					£188,508	£282,762	£377,016	£377,016	£377,016	£377,016	£377,016	£377,016	£377,016	£377,016	£377,016	£424,143	£424,143	£4,712,700
39		Malvern Hills AONB SSSI Impact contribution estimated £269.72 per dwelling	SWC Footprint Ecology	£2,697,200	£2,500,000					£53,944	£80,916	£107,888	£107,888	£107,888	£107,888	£107,888	£107,888	£107,888	£107,888	£107,888	£121,374	£121,374	£1,348,600
40		Sport and Recreation Facilities:																					
41		Built Facilities Provision: 6 badminton courts, Costed 6 court hall but could see possible dual use of school for some of the time until a facility is constructed), 1 25 metre 4 lane pool required early phase 2. Contribution for bowls.	Sport England Costs Q2 2021/ Sport England calculator / BFS	£11,540,000	£7,378,604												£5,770,000	£5,770,000					
42		Playing Pitches - Sports Pitches 28 pitches Half in phase 1 exact requirements for phase 2 will need to be reviewed. Estimated to be 6 adult, 8 youth and 5 mini football pitches, 4 rugby pitches, 4 cricket pitches and 1x2G pitch which may be delivered as part of school. Sport England costs used	Sport England Costs Q2 2021 / PPS	£4,884,000	£4,070,000					£97,680	£146,520	£195,360	£195,360	£195,360	£195,360	£195,360	£195,360	£195,360	£195,360	£195,360	£219,780	£219,780	£2,442,000
43		40 team changing rooms - 20 in phase 1. Calculator indicates £6,705,358 to be collected through S106. Each 4 team changing rooms cost £690,000 according to Q2 2021 Sport England prices. Total provision estimated cost £6,900,000. First facility to be available 2029. Delivery of remainder as facilities expand.	Sport England Facilities Costs / PPS		£6,900,000										£2,700,000								£5,400,000
44		Open Space and Playing Pitches - Lifecycle costs for 20 years, assumes £336,339 per annum for Phase 1 and £336,339 per annum for Phase 2. Not required until first pitches complete and functioning 2028 onwards	Sport England / PPS	£13,453,560	£13,453,560					£269,071	£403,607	£538,142	£538,142	£538,142	£538,142	£538,142	£538,142	£538,142	£538,142	£538,142	£605,410	£605,410	£6,726,780
45		Police:																					
46		Police premises: On-site Safer Neighbourhood Team Office - could be co-located with community facilities therefore expected within 5 years	West Mercia Police	£1,000,000	£1,000,000																		
47		Waste:																					
48		Community Facilities:																					
49		Community Building of up to 690sqm. A facility to be provided within town centre in first 5 years. Smaller facility could be delivered in neighbourhood later if required or town centre facility expanded. Beyond 2041 approximately 2 smaller facilities in neighbourhoods	SWC/ Ethos	£2,828,531	£2,663,400							£707,133				£707,133							£1,414,265
		Library provision and fit out: Co-located library of 220-250sqm within public facing library space, public meeting room space and library back office. Facility to be provided at approx. 2500 dwellings. Developer built (cost £861,000) with developer contribution for fit out (£504,000). add fit costs 40K	Worcestershire County Council	£1,445,000	£1,365,000											£722,500	£722,500						



	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W
30		Healthcare:																					
31		Provision of primary care facilities at Worcestershire Parkway. Anticipated that a facility should be place early on but that this will likely be subject to expansion through development phases. May be too expensive to develop whole site up front. CCG could explore using shared community facility for cost sharing.	Herefordshire and Worcestershire CCG / Herefordshire and Worcestershire STP Primary Care Estates Strategy (2019 – 2024)	£4,020,201	£3,785,500										£2,010,101	£2,010,101							
32		Health and Care Trust. Contributions toward Evesham hospital and mental healthcare hub. Calculation based on HUDU model £378 per dwelling ¹	Herefordshire and Worcestershire Health and Care NHS Trust (HWHCT)	£3,780,000	£3,780,000					£75,600	£113,400	£151,200	£151,200	£151,200	£151,200	£151,200	£151,200	£151,200	£151,200	£151,200	£170,100	£170,100	£1,890,000
33		Acute Care Trust. Contributions toward Worcester Royal Hospital expansion and provision of services. (£751 per dwelling) ²	Worcestershire Acute Hospitals NHS Trust (WAHT)		£7,510,000																		
34		Gypsy traveller site:																					
35		Contributions toward provision of 20 serviced pitches £110,000 per pitch. 10 pitches on each site. First 10 expected to be delivered after primary school approx. 2029. Second site to be delivered late in plan period.	Worcestershire County Council/ Wychavon District Council/Rooftop Housing Group	£2,336,400	£2,200,000							£1,168,200									£1,168,200		
36																							
37		Sub-Total S106		£377,320,818	£346,422,405	-	-	-	£104,346	£26,337,021	£27,410,443	£26,319,635	£15,829,957	£10,619,727	£13,438,443	£18,135,372	£16,446,189	£22,475,739	£13,482,478	£7,452,928	£9,157,839	£4,830,401	£165,280,300
38		Per unit		£37,732	£34,642					£131,685	£91,368	£65,799	£39,575	£26,549	£33,596	£45,338	£41,115	£56,189	£33,706	£18,632	£20,351	£10,734	£33,056
39																							
40		C Infrastructure Costs**																					
41		Utilities electricity:																					
42		Electricity GTC quote includes: costs for DNO supplying and building the on-site primary substation, 41 domestic substations across entire site, Reinforcement works including establishing a new 132kV switching site at Bishops Wood and installing a new 15km circuit to Warndon.	GTC	£31,862,988	£26,522,490				£7,965,747	£7,965,747	£612,750	£612,750	£612,750	£612,750	£612,750	£612,750	£612,750	£612,750	£612,750	£612,750	£612,750	£612,750	£8,578,497
43		Transport Infrastructure																					
44		All-modes street network - Pershore Boulevard, TC-A44 link, boulevards in town centre	Worcestershire County Council / KMC	£24,481,800	£7,979,563																		
45		Development link road bridge	Worcestershire County Council / KMC	£14,400,000	£12,000,000											£4,800,000	£4,800,000	£4,800,000					
46		All-modes street network - Stoulton 'bypass'/Southern Development Access	KMC	£8,040,000	£11,671,592											£4,020,000	£4,020,000						
47		Core network of active travel routes through scheme (approx 36km)	Worcestershire County Council / KMC	£9,000,000	£21,700,000					£180,000	£270,000	£360,000	£360,000	£360,000	£360,000	£360,000	£360,000	£360,000	£360,000	£360,000	£405,000	£405,000	£4,500,000
48		2 new rail crossings: 1x pedestrian and cycle crossing and 1x all-modes crossing	Estimate Worcester County Council / KMC	£32,100,000	£24,000,000					£7,200,000	£7,200,000	£5,900,000	£5,900,000	£5,900,000									
49		Utilities Water:																					
50		New water mains - Open Cut - assumes STW do work. This will be phased throughout the development but will need to commence ahead of development as such limited capacity	Severn Trent Water	£1,791,377	£1,492,814					£35,828	£53,741	£71,655	£71,655	£71,655	£71,655	£71,655	£71,655	£71,655	£71,655	£71,655	£80,612	£80,612	£895,688
51		Foul water - Network expansion as currently greenfield area, including local & strategic pumping stations and rising mains.	Arcadis benchmark	£26,664,000	£22,220,000					£2,000,000	£2,000,000	£1,111,000	£1,111,000	£1,111,000	£1,111,000	£1,111,000	£1,111,000	£1,111,000	£1,111,000	£1,111,000	£1,111,000	£1,111,000	£10,443,000
52		Flood Risk:																					
53		SuDS & associated surface water drainage network - Site-specific dependent on Surface Water Management Masterplan.	Arcadis benchmark	£34,608,000	£28,840,000					£692,160	£1,038,240	£1,384,320	£1,384,320	£1,384,320	£1,384,320	£1,384,320	£1,384,320	£1,384,320	£1,384,320	£1,384,320	£1,557,360	£1,557,360	£17,304,000
54																							
55		Sub-Total Infrastructure Costs		£182,948,165	£156,426,459	-	-	-	£7,965,747	£19,032,792	£12,133,788	£10,398,782	£11,303,282	£20,123,282	£13,318,782	£18,544,782	£4,498,782	£4,498,782	£4,498,782	£4,498,782	£4,725,779	£4,725,779	£42,680,242
56		Per unit		£18,295	£15,643					£95,164	£40,446	£25,997	£28,258	£50,308	£33,297	£46,362	£11,247	£11,247	£11,247	£11,247	£10,502	£10,502	£8,536
57																							
58																							
59																							
60		Total		£560,268,983	£502,848,864	-	-	-	£8,070,093	£45,369,813	£39,544,232	£36,718,417	£27,133,239	£30,743,009	£26,757,225	£36,680,154	£20,944,971	£26,974,521	£17,981,260	£11,951,710	£13,883,618	£9,556,179	£207,960,542
61		Total per unit		£56,027	£50,285					£226,849	£131,814	£91,796	£67,833	£76,858	£66,893	£91,700	£52,362	£67,436	£44,953	£29,879	£30,852	£21,236	£41,592
62																							
63		Notes																					
64		* These are social infrastructure costs and other S106 contributions required e.g. Health centres, Schools etc.																					
65		** These are infrastructure costs which are over and above 'normal' BCIS build costs and 'normal' 15% externals allowance e.g. Spine Roads, Electricity Substation reinforcements etc.																					
66		¹ Inclusion is subject to further discussion with the Trust to verify whether requirement is associated with growth not existing need.																					
67		² Inclusion is subject to further discussion with the Trust to verify whether requirement is associated with growth not existing need.																					



	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
1				2024 Updated Total Costs by SWC	2022 Total Costs	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15
2		Source	Total 2022 + 20% inflation (or revised costs provided)	Year [amend as required]		2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
3																				
4	A	Development Trajectory (# units)			1,000			20	100	100	100	100	100	100	100	100	100	80		
5					Cumulative			20	120	220	320	420	520	620	720	820	920	1,000		
6	B	S106 Contributions *																		
7		Transport:																		
8		Active Travel -Connectivity throughout site for cyclist and pedestrians. Phase 2 to provide safe cycle and pedestrian route to Tewkesbury town centre.	Barratt suggest nominal fee of £100,000 Phase 1	£200,000	£200,000			£18,182	£18,182	£18,182	£18,182	£18,182	£18,182	£18,182	£18,182	£18,182	£18,182	£18,182		
9		Buses 15-minute bus service from Mitton to Tewkesbury town centre.£540,000 spread over 6 years,	Barratt confirm this has been agreed with Stagecoach (email 16 Aug 2021).Confirmed in Highway Authority request in Phase 1 application (18/00771/OUT)	£540,000	£540,000				£90,000	£90,000	£90,000	£90,000	£90,000	£90,000						
10		Junction improvements to the A438/Shannon Way. Junction improvement prior to occupation	National Highways/ Gloucestershire County Council Phase 1 application (18/00771/OUT-Refused)	£60,148	£50,123			£60,148												
11		Highway improvement works in Bredon village. Require junction improvement prior to occupation	Worcestershire County Council	£420,000	£350,000			£420,000												
12		TBC highway mitigation to local highway network for Phase 2. (Assumed same cost per dwelling as Phase 1)	Glos County / Worc County	£480,148	£400,123									£96,030	£96,030	£96,030	£96,030	£96,030		
13		Travel Plan bond and monitoring for proposed community as requested in Phase 1 planning application	Gloucestershire County Council	£79,500	£79,500			£79,500												
14		Travel Plan for Phase 2	Gloucestershire County Council	£79,500	£79,500								£79,500							
15		Travel plan bond and monitoring for existing community Contribution as requested in planning application for Phase 1	Gloucestershire County Council	£119,677	£119,677			£119,677												
16		Travel Plan for Phase 2	Gloucestershire County Council	£119,677	£119,677								£119,677							
17		Highway mitigation M5 Junction 9 (Assumed £8,000 per dwelling for Phase 2) TBC	National Highways/ Gloucestershire County Council	£4,000,000	£4,000,000								£160,000	£800,000	£800,000	£800,000	£800,000	£640,000		
18		Education:																		
19		Cost of 29 EY places (excludes 26 places provided at primary school)	Worcestershire County Council	£670,277				£13,406	£67,028	£67,028	£67,028	£67,028	£67,028	£67,028	£67,028	£67,028	£67,028	£53,622		
20		One primary school and nursery To start in phase 1, land being provided at nominal fee. £3,316,325 . Primary school delivered by occupation of the 300th dwelling. Phase 2: Primary school expansion to 2FE in line with site delivery expected year 9 (600 dwellings)	Worcestershire County Council	£8,095,465	£5,925,683			£1,349,244	£1,349,244	£1,349,244	£1,349,244	£1,349,244	£1,349,244							
21		Primary SEND	Worcestershire County Council	£970,900	£577,984			£88,264	£88,264	£88,264	£88,264	£88,264	£88,264	£88,264	£88,264	£88,264	£88,264	£88,264		
22		Green Infrastructure:																		
23		Commuted sum for ongoing maintenance of POS (£1570.90 / dwelling less 40% as only charge on market dwellings therefore £942.54 per dwelling) Assumed required every 200 dwellings as phases of GI are developed and require maintenance.	SWC / Ethos	£1,131,048	£942,540					£226,210		£226,210		£226,210		£226,210		£226,210		
24		Green Infrastructure contribution including AI Rs (£372 per dwelling on greenfield typologies)	SWC /Footprint Ecology	£372,000				£7,440	£37,200	£37,200	£37,200	£37,200	£37,200	£37,200	£37,200	£37,200	£37,200	£29,760		
25		Malvern Hills SSSI Impact contribution £269.72 per dwelling	SWC /Footprint Ecology	£269,720	£250,000			£5,394	£26,972	£26,972	£26,972	£26,972	£26,972	£26,972	£26,972	£26,972	£26,972	£21,578		
26		Sport and Recreation:																		
27		Contribution toward sports hall (off-site) Subject to Tewkesbury requiring a contribution	Sport England / BFS	£430,171	£358,476			£8,603	£43,017	£43,017	£43,017	£43,017	£43,017	£43,017	£43,017	£43,017	£43,017	£34,414		
28		Contribution toward swimming (off-site) Subject to Tewkesbury requiring a contribution	Sport England / BFS	£461,593	£384,661			£9,232	£46,159	£46,159	£46,159	£46,159	£46,159	£46,159	£46,159	£46,159	£46,159	£36,927		
29		Contribution toward Indoor Bowls (off-site) Subject to Tewkesbury requiring a contribution	Sport England / BFS	£86,832	£72,360			£1,737	£8,683	£8,683	£8,683	£8,683	£8,683	£8,683	£8,683	£8,683	£8,683	£6,947		
30		Sports pitches based on Sport England calculator. Some provision expected on site 2 9v9 football pitches in phase 1 and 1 adult pitch Phase 2. Other contributions will go to enhancements of existing facilities e.g. at Bredon, Beckford and Overbury	Sport England / PPS	£501,904	£418,253			£10,038	£50,190	£50,190	£50,190	£50,190	£50,190	£50,190	£50,190	£50,190	£50,190	£40,152		
31		Life cycle costs x 20 years £67,269 per annum lifecycle costs for 20 years according to PPS 2021	Sport England / PPS	£1,614,456	£1,345,380					£179,384	£179,384	£179,384	£179,384	£179,384	£179,384	£179,384	£179,384	£179,384		
32		Provision of 4 team changing rooms	Sport England Facilities Costs Q2 2021	£828,000	£690,000			£16,560	£82,800	£82,800	£82,800	£82,800	£82,800	£82,800	£82,800	£82,800	£82,800	£66,240		

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
33		Healthcare:																		
34		Primary care upgrades/ contribution for Phase 1 and the forward funded Devereux Centre	Tewkesbury Borough Council / North Gloucestr	£374,184	£311,820			£14,967	£74,837	£74,837	£74,837	£74,837	£14,967							
35		Phase 2 - assume same contribution £311,820	Tewkesbury Borough Council	£374,184	£311,820								£59,869	£74,837	£74,837	£74,837	£74,837	£59,869		
36		Health and Care Trust. Contributions toward Evesham hospital and mental healthcare hub. Calculation based on HUDU model £378 per dwelling ¹ . Subject to HWHCT requiring a contribution.	Herefordshire and Worcestershire Health and Care NHS Trust (HWHCT)	£453,600	£378,000			£9,072	£45,360	£45,360	£45,360	£45,360	£45,360	£45,360	£45,360	£45,360	£45,360	£36,288		
37		Acute Care Trust. Contributions toward Worcester Royal Hospital expansion and provision of services. (£751 per dwelling) ² Subject to WAHT requiring a contribution.	Worcestershire Acute Hospitals NHS Trust (WAHT)		£751,000															
38		Community facilities:																		
39		Contribution toward generation of 32 sq.m of library space at £124,260 (based on Arts Council standards) which would be the responsibility of the Gloucestershire County Council and demand for 176 sq m of community space at a cost of £263,644	Tewkesbury Borough Council / North Gloucestr	£465,485	£387,904					£465,485										
40		Phase 2 - Provision of Community Hall. Assuming a cost of £1,930 per sq.m for a general-purpose hall. Small community hall cost approximately £579,000	SWC / Ethos	£694,800	£579,000									£231,600	£231,600	£231,600				
41		Police:																		
42		Police premises expansion Phase 2 only	WMP	£90,960	£75,800									£45,480		£45,480				
43		Waste:																		
44		New waste facility contribution for future development in the SWDPr.	Worcestershire County Council /Wychavon District Council	£0	£135,000															
45		Sub-Total S106		£23,984,228	£19,834,281	-	-	£2,231,463	£2,027,936	£2,899,015	£2,207,320	£2,433,530	£2,566,497	£2,257,395	£1,895,705	£2,167,395	£1,664,105	£1,633,866	-	-
46		Per unit		£23,984	£19,834			£111,573	£20,279	£28,990	£22,073	£24,335	£25,665	£22,574	£18,957	£21,674	£16,641	£20,423		
47																				
48		C Infrastructure Costs**																		
49		Transport:																		
50		Provision of roundabout in phase 1 prior to occupation of dwellings	Barratt in Phase 1 application (18/00771/OUT-Refused)	£1,300,000	£1,300,000			£1,300,000												
51		Active travel bridge across Carrant Brook - to be delivered after first Phase	Worcestershire County Council	£12,000,000	£10,000,000						£2,400,000	£2,400,000	£2,400,000	£2,400,000	£2,400,000					
52		Flood Mitigation:																		
53		Phase 1 surface water drainage (4x attenuation ponds) £1,250,000 masterplan for phase 2 suggests 3 ponds for therefore a further £937,500	Barratt in Phase 1 application (18/00771/OUT)	£2,625,000	£2,187,500			£750,000		£750,000			£562,500		£562,500					
54		Utilities Electricity:																		
55		Electricity connection - £774,000 – Phase 1	Barratt in Phase 1 application (18/00771/OUT)	£928,800	£774,000			£464,400	£464,400											
56		Assumed £1,000,000 for phase 2 connection in case there is insufficient capacity in the adjacent 11kV circuits. Cost estimated at £1500 - £2000 per plot (this does not include costs for 132kV/EHV reinforcement).	Western Power Distribution	£1,200,000	£1,000,000								£600,000	£600,000						
57		Utilities Water:																		
58		New water mains - Open Cut - assumes STW do work. This will be phased throughout the development.	Severn Trent Water	£811,074	£675,895			£81,107	£81,107	£81,107	£81,107	£81,107	£81,107	£81,107	£81,107	£81,107	£81,107			
59		Green Infrastructure :																		
60		GI - All provision on site. To include amenity, play space, parks and rec, allotments and orchards, natural green space (Carrant Valley Park) and tree buffers. (see IDP for detail)	SWC / Ethos / Arup	£6,917,465	£5,764,554				£691,746	£691,746	£691,746	£691,746	£691,746	£691,746	£691,746	£691,746	£691,746	£691,746		
61		Additional GI to preserve setting/character and long and short range views	SWC / Ethos / Arup	£129,122	£107,602								£21,520	£21,520	£21,520	£21,520	£21,520	£21,520		
62		Sub-Total Infrastructure Costs		£25,911,461	£21,809,551	-	-	£1,845,507	£1,987,254	£772,854	£3,922,854	£3,172,854	£4,356,874	£3,794,374	£3,756,874	£794,374	£794,374	£713,267	-	-
63		Per unit		£25,911	£21,810			£92,275	£19,873	£7,729	£39,229	£31,729	£43,569	£37,944	£37,569	£7,944	£7,944	£8,916		
64																				
65																				
66		Total		£49,895,689	£41,643,832	-	-	£4,076,971	£4,015,190	£3,671,868	£6,130,174	£5,606,384	£6,923,371	£6,051,769	£5,652,580	£2,961,769	£2,458,480	£2,347,133	-	-
67		Total per unit		£49,896	£41,644			£203,849	£40,152	£36,719	£61,302	£56,064	£69,234	£60,518	£56,526	£29,618	£24,585	£29,339		
68																				

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
69	<u>Notes</u>																			
70	* These are social infrastructure costs and other S106 contributions required e.g. Health centres, Schools etc.																			
71	** These are infrastructure costs which are over and above 'normal' BCIS build costs and 'normal' 15% externals allowance e.g. Spine Roads, Electricity Substation reinforcements etc.																			
72	¹ Inclusion is subject to further discussion with the Trust to verify whether requirement is associated with growth not existing need.																			
73	² Inclusion is subject to further discussion with the Trust to verify whether requirement is associated with growth not existing need																			

Appendix 6 – Residential Appraisals

Appraisal Ref: **A** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: **Location / Value Zone: Higher**
 Notes: **No Affordable Housing**
 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 %				69.0% % Rented	
Open Market Sale (OMS)		100%			
Affordable Rent:				0.0%	
Social Rent:				69.0%	
First Homes:				25.0%	
Intermediate (Affordable Home Ownership):				6.0%	
		100%		100.0%	
CIL Rate (£ psm)		43.27 £ psm			
Unit mix -		OMS Unit mix%		MV # units	
1 bed House		0.0%		0.0	
2 bed House		35.0%		2.5	
3 bed House		40.0%		2.8	
4 bed House		25.0%		1.8	
5 bed House		0.0%		0.0	
1 bed Flat		0.0%		0.0	
2 bed Flat		0.0%		0.0	
Total number of units		100.0%		7.0	
AH mix%		AH # units		Overall mix%	
0.0%		0.0		0%	
50.0%		0.0		35%	
50.0%		0.0		40%	
0.0%		0.0		25%	
0.0%		0.0		0%	
0.0%		0.0		0%	
0.0%		0.0		0%	
100.0%		0.0		100%	
7.0				7.0	
Net area per unit		Net to Gross %		Gross (GIA) per unit	
(sqm)		(sqft)		(sqm)	
1 bed House		69.0		743	
2 bed House		75.0		807	
3 bed House		95.0		1,023	
4 bed House		120.0		1,292	
5 bed House		135.0		1,453	
1 bed Flat		50.0		538	
2 bed Flat		65.0		700	
Net area per unit		Net to Gross %		Gross (GIA) per unit	
(sqm)		(sqft)		(sqm)	
1 bed House		69.0		743	
2 bed House		75.0		807	
3 bed House		95.0		1,023	
4 bed House		120.0		1,292	
5 bed House		135.0		1,453	
1 bed Flat		50.0		538	
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(sqm)		(sqft)		(sqm)	
1 bed House		69.0		743	
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5 bed House		135.0		1,453	
1 bed Flat		50.0		538	
2 bed Flat		65.0		700	
Net area per unit		Net to Gross %		Gross (GIA) per unit	
(sqm)		(sqft)		(sqm)	
1 bed House		69.0		743	
2 bed House		75.0		807	
3 bed House		95.0		1,023	
4 bed House		120.0		1,292	
5 bed House		135.0		1,453	
1 bed Flat		50.0		538	
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Net area per unit		Net to Gross %		Gross (GIA) per unit	
(sqm)		(sqft)		(sqm)	
1 bed House		69.0		743	
2 bed House		75.0		807	
3 bed House		95.0		1,023	
4 bed House		120.0		1,292	
5 bed House		135.0		1,453	
1 bed Flat		50.0		538	
2 bed Flat		65.0		700	
Net area per unit		Net to Gross %		Gross (GIA) per unit	
(sqm)		(sqft)		(sqm)	
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2 bed House		75.0		807	
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Net area per unit		Net to Gross %		Gross (GIA) per unit	
(sqm)		(sqft)		(sqm)	
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2 bed House		75.0		807	
3 bed House		95.0		1,023	
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(sqm)		(sqft)		(sqm)	
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4 bed House		120.0		1,292	
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1 bed Flat		50.0		538	
2 bed Flat		65.0		700	
Net area per unit		Net to Gross %		Gross (GIA) per unit	
(sqm)		(sqft)		(sqm)	
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2 bed Flat		65.0		700	
Net area per unit		Net to Gross %		G	

Scheme Typology:

Houses

No Units: 7

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

No Affordable Housing

GROSS DEVELOPMENT VALUE

OMS GDV -	(part houses due to % mix)				
1 bed House	0.0	@	268,550	-	
2 bed House	2.5	@	312,000	764,400	
3 bed House	2.8	@	400,000	1,120,000	
4 bed House	1.8	@	520,000	910,000	
5 bed House	0.0	@	590,000	-	
1 bed Flat	0.0	@	200,000	-	
2 bed Flat	0.0	@	253,000	-	
	7.0			2,794,400	
Affordable Rent GDV -					
1 bed House	0.0	@	100,706	-	
2 bed House	0.0	@	117,000	-	
3 bed House	0.0	@	150,000	-	
4 bed House	0.0	@	195,000	-	
5 bed House	0.0	@	221,250	-	
1 bed Flat	0.0	@	75,000	-	
2 bed Flat	0.0	@	94,875	-	
	0.0			-	
Social Rent GDV -					
1 bed House	0.0	@	100,706	-	
2 bed House	0.0	@	117,000	-	
3 bed House	0.0	@	150,000	-	
4 bed House	0.0	@	195,000	-	
5 bed House	0.0	@	221,250	-	
1 bed Flat	0.0	@	75,000	-	
2 bed Flat	0.0	@	94,875	-	
	0.0			-	
First Homes GDV -					
1 bed House	0.0	@	187,985	-	
2 bed House	0.0	@	218,400	-	
3 bed House	0.0	@	250,000	-	
4 bed House	0.0	@	250,000	-	
5 bed House	0.0	@	250,000	-	
1 bed Flat	0.0	@	140,000	-	
2 bed Flat	0.0	@	177,100	-	
	0.0			-	
Intermediate GDV -					
1 bed House	0.0	@	187,985	-	
2 bed House	0.0	@	218,400	-	
3 bed House	0.0	@	280,000	-	
4 bed House	0.0	@	364,000	-	
5 bed House	0.0	@	413,000	-	
1 bed Flat	0.0	@	140,000	-	
2 bed Flat	0.0	@	177,100	-	
	0.0	0.0		-	
Sub-total GDV Residential					
			7	2,794,400	
AH on-site cost analysis:					
				EMV (no AH) less £GDV (inc. AH)	0
			0 £ psm (total GIA sqm)	0 £ per unit (total units)	
Grant			0 AH units @	0 per unit	-
Total GDV					2,794,400

Scheme Typology: Houses
Site Typology: Location / Value Zone: Higher
Notes: No Affordable Housing

No Units: 7
Greenfield/Brownfield: Greenfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(3,234)
Planning Application Professional Fees, Surveys and reports				(10,000)
CIL				(28,547)
CIL analysis:		660 sqm (Market only)	43.27 £ psm	
		1.02% % of GDV	4,078 £ per unit (total units)	
Site Specific S106 Contributions	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 @	7,936 per unit	(55,552)
Sub-total				(55,552)
S106 analysis:		238,080 £ per ha	1.99% % of GDV	7,936 £ per unit (total units)
AH Commuted Sum		660 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		
cont./				

Scheme Typology:

Houses

No Units: 7

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

No Affordable Housing

Construction Costs -

Site Clearance, Demolition & Remediation		0.23 ha @		0 £ per ha (if brownfield)	-
Site Infrastructure costs -					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
Year 11		0			-
Year 12		0			-
Year 13		0			-
Year 14		0			-
Year 15		0			-
Years 1-15		7 units @		0 per unit	-
Sub-total					-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total units)	
1 bed House		- sqm @	1,607 psm		-
2 bed House		184 sqm @	1,607 psm		(295,286)
3 bed House		266 sqm @	1,607 psm		(427,462)
4 bed House		210 sqm @	1,607 psm		(337,470)
5 bed House		- sqm @	1,607 psm		-
1 bed Flat		- sqm @	1,760 psm		-
2 bed Flat		660 - sqm @	1,760 psm		-
Garages for 3 bed House	(OMS only)	3 units @	50% @	8,500 £ per garage	(11,900)
Garages for 4 bed House	(OMS only)	2 units @	100% @	8,500 £ per garage	(14,875)
Garages for 5 bed House	(OMS only)	- units @	100% @	8,500 £ per garage	-
External works		1,086,993 @	15.0%		(163,049)
Ext. Works analysis:			23,293 £ 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 uni	- 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 t	- 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	-
Additional Low Carbon/Energy Reduction (houses)		7 units @		0 £ per unit	-
Additional Low Carbon/Energy Reduction (flats)		- units @		0 £ per unit	-
EV Charging Points - Houses		7 units @		0 £ per unit	-
EV Charging Points - Flats		- units @		0 £ per unit	-
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					(76,118)
Policy Costs analysis: (design costs only)			10,874 £ per unit (total units)		
Contingency (on construction)		1,326,160 @	3.0%		(39,785)
Professional Fees		1,326,160 @	6.5%		(86,200)
Disposal Costs -					
OMS Marketing and Promotion		2,794,400 OMS @	3.00%	11,976 £ per unit	(83,832)
Residential Sales Agent Costs		2,794,400 OMS @	1.00%	3,992 £ per unit	(27,944)
Residential Sales Legal Costs		2,794,400 OMS @	0.50%	1,996 £ per unit	(13,972)
Affordable Sale Legal Costs		- AH @	0.25%	0 £ per unit	-
Disposal Cost analysis:			17,964 £ per unit		
Interest (on Development Costs) -		7.00% APR	0.565% pcm		(8,278)
Developers Profit -					
Profit on OMS		2,794,400	20.00%		(558,880)
Margin on AH		0	6.00% on AH values		-
Profit analysis:		2,794,400	20.00% blended GDV	(558,880)	
		1,683,505	33.20% on costs	(558,880)	
TOTAL COSTS					(2,242,385)

Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Higher**
 Notes: **No Affordable Housing**

No Units: **7**
 Greenfield/Brownfield: **Greenfield**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				552,015
SDLT		552,015 @	HMRC formula	(17,101)
Acquisition Agent fees		552,015 @	1.0%	(5,520)
Acquisition Legal fees		552,015 @	0.5%	(2,760)
Interest on Land		552,015 @	7.00%	(38,641)
Residual Land Value				487,993
RLV analysis:	69,713 £ per plot	2,091,399 £ per ha (net)	846,377 £ per acre (net)	
		1,673,119 £ per ha (gross)	677,102 £ per acre (gross)	
			17.46% % 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)	
Benchmark Land Value (net)	22,651 £ per plot	679,525 £ per ha (net)	275,000 £ per acre (net)	158,556
BLV analysis:	Density	2,828 sqm/ha (net)	12,317 sqft/ac (net)	
		24 dph (gross)		
		543,620 £ per ha (gross)	220,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	1,411,874 £ per ha (net)	571,377 £ per acre (net)	329,437

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))		10%	15%	20%	25%	30%	35%	40%
CIL £ psm 43.27	0.00	485,748	421,336	356,923	292,511	227,951	163,378	98,088
	10.00	476,763	412,850	348,937	285,011	220,939	156,867	91,845
	20.00	467,779	404,365	340,951	277,499	213,927	150,356	85,602
	30.00	458,795	395,880	332,965	269,986	206,916	143,845	79,358
	40.00	449,810	387,395	324,979	262,474	199,904	137,334	73,115
	50.00	440,826	378,910	316,993	254,961	192,892	130,824	66,872
	60.00	431,842	370,425	309,007	247,449	185,881	124,313	60,629
	70.00	422,858	361,939	301,003	239,936	178,869	117,773	54,386
	80.00	413,873	353,454	292,990	232,424	171,858	111,010	48,143
	90.00	404,889	344,969	284,977	224,911	164,846	104,246	41,900
	100.00	395,905	336,484	276,964	217,399	157,834	97,483	35,656
	110.00	386,920	327,999	268,950	209,887	150,823	90,719	29,413
	120.00	377,936	319,500	260,937	202,374	143,811	83,956	23,170
	130.00	368,952	310,986	252,924	194,862	136,799	77,193	16,927
	140.00	359,968	302,472	244,910	187,349	129,776	70,429	10,684
	150.00	350,983	293,958	236,897	179,837	122,736	63,666	4,421
	160.00	341,999	285,444	228,884	172,324	115,607	56,902	(1,850)
	170.00	332,988	276,929	220,871	164,812	108,324	50,139	(8,122)
	180.00	323,973	268,415	212,857	157,299	101,040	43,376	(14,393)
	190.00	314,958	259,901	204,844	149,787	93,756	36,612	(20,665)
	200.00	305,943	251,387	196,831	142,264	86,473	29,849	(26,936)
	210.00	296,928	242,873	188,817	134,722	79,189	23,085	(33,208)
	220.00	287,914	234,359	180,804	127,180	71,905	16,319	(39,535)
	230.00	278,899	225,845	172,791	119,637	64,622	9,525	(45,947)
	240.00	269,884	217,331	164,778	111,881	57,338	2,731	(52,359)
	250.00	260,869	208,817	156,764	104,077	50,054	(4,063)	(58,770)

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone:
No Affordable Housing

Higher

No Units: 7
Greenfield/Brownfield:

Greenfield

TABLE 2

Affordable Housing - % on site		0%							
Balance (RLV - BLV)	571,377	10%	15%	20%	25%	30%	35%	40%	
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	530,927	468,675	406,422	344,170	281,918	219,547	157,141	
	5%	526,725	464,472	402,220	339,967	277,715	215,330	152,924	
	10%	522,522	460,269	398,017	335,765	273,512	211,113	148,707	
	15%	518,319	456,067	393,814	331,562	269,301	206,896	144,490	
	20%	514,116	451,864	389,611	327,359	265,084	202,679	140,273	
	25%	509,914	447,661	385,409	323,156	260,867	198,461	136,056	
	30%	505,711	443,458	381,206	318,954	256,650	194,244	131,839	
	35%	501,508	439,256	377,003	314,751	252,433	190,027	127,621	
	40%	497,305	435,053	372,801	310,548	248,216	185,810	123,404	
	45%	493,103	430,850	368,598	306,345	243,999	181,593	119,187	
	50%	488,900	426,648	364,395	302,143	239,782	177,376	114,856	
	55%	484,697	422,445	360,192	297,940	235,565	173,159	110,492	
	60%	480,494	418,242	355,990	293,737	231,348	168,942	106,119	
	65%	476,292	414,039	351,787	289,534	227,131	164,725	101,739	
	70%	472,089	409,837	347,584	285,320	222,914	160,508	97,358	
	75%	467,886	405,634	343,381	281,102	218,697	156,291	92,977	
	80%	463,684	401,431	339,179	276,885	214,480	152,074	88,597	
	85%	459,481	397,228	334,976	272,668	210,262	147,857	84,216	
	90%	455,278	393,026	330,773	268,451	206,045	143,640	79,835	
	95%	451,075	388,823	326,570	264,234	201,828	139,422	75,454	
	100%	446,873	384,620	322,368	260,017	197,611	135,205	71,074	
	105%	442,670	380,417	318,165	255,800	193,394	130,988	66,693	
	110%	438,467	376,215	313,962	251,583	189,177	126,771	62,312	
	115%	434,264	372,012	309,760	247,366	184,960	122,554	57,932	
	120%	430,062	367,809	305,555	243,149	180,743	118,327	53,551	
	125%	425,859	363,607	301,338	238,932	176,526	113,948	49,170	

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	571,377	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 43.27	0	824,185	782,262	740,338	698,415	656,492	614,568	572,645
	10	814,206	772,282	730,359	688,436	646,513	604,589	562,666
	20	804,223	762,300	720,377	678,453	636,530	594,607	552,684
	30	794,241	752,317	710,394	668,471	626,548	584,624	542,701
	40	784,258	742,335	700,412	658,488	616,565	574,642	532,718
	50	774,276	732,352	690,429	648,506	606,582	564,659	522,736
	60	764,293	722,370	680,446	638,523	596,600	554,677	512,753
	70	754,310	712,387	670,464	628,541	586,617	544,694	502,771
	80	744,328	702,405	660,481	618,558	576,635	534,712	492,788
	90	734,345	692,422	650,499	608,576	566,652	524,729	482,806
	100	724,363	682,440	640,516	598,593	556,670	514,746	472,823
	110	714,380	672,457	630,534	588,610	546,687	504,764	462,841
	120	704,398	662,474	620,551	578,628	536,705	494,781	452,858
	130	694,415	652,492	610,569	568,645	526,722	484,799	442,876
	140	684,433	642,509	600,586	558,663	516,740	474,816	432,893
	150	674,450	632,527	590,604	548,680	506,757	464,834	422,910
	160	664,468	622,544	580,621	538,698	496,774	454,851	412,928
	170	654,485	612,562	570,638	528,715	486,792	444,869	402,945
	180	644,502	602,579	560,656	518,733	476,809	434,886	392,963
	190	634,520	592,597	550,673	508,750	466,827	424,904	382,980
	200	624,537	582,614	540,691	498,767	456,844	414,921	372,998
	210	614,555	572,631	530,708	488,785	446,862	404,938	363,015
	220	604,572	562,649	520,726	478,802	436,879	394,956	353,033
	230	594,590	552,666	510,743	468,820	426,897	384,973	343,050
	240	584,606	542,683	500,759	458,836	416,913	374,990	333,066
	250	574,589	532,666	490,743	448,820	406,896	364,973	323,050

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone:
No Affordable Housing

No Units: 7
Greenfield/Brownfield: Greenfield

		BLV (per acre)							
		571,377	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 43.27	Balance (RLV - BLV)	0	739,568	689,568	639,568	589,568	539,568	489,568	439,568
		10	729,589	679,589	629,589	579,589	529,589	479,589	429,589
		20	719,607	669,607	619,607	569,607	519,607	469,607	419,607
		30	709,624	659,624	609,624	559,624	509,624	459,624	409,624
		40	699,642	649,642	599,642	549,642	499,642	449,642	399,642
		50	689,659	639,659	589,659	539,659	489,659	439,659	389,659
		60	679,677	629,677	579,677	529,677	479,677	429,677	379,677
		70	669,694	619,694	569,694	519,694	469,694	419,694	369,694
		80	659,712	609,712	559,712	509,712	459,712	409,712	359,712
		90	649,729	599,729	549,729	499,729	449,729	399,729	349,729
		100	639,746	589,746	539,746	489,746	439,746	389,746	339,746
		110	629,764	579,764	529,764	479,764	429,764	379,764	329,764
		120	619,781	569,781	519,781	469,781	419,781	369,781	319,781
		130	609,799	559,799	509,799	459,799	409,799	359,799	309,799
		140	599,816	549,816	499,816	449,816	399,816	349,816	299,816
		150	589,834	539,834	489,834	439,834	389,834	339,834	289,834
		160	579,851	529,851	479,851	429,851	379,851	329,851	279,851
		170	569,869	519,869	469,869	419,869	369,869	319,869	269,869
		180	559,886	509,886	459,886	409,886	359,886	309,886	259,886
		190	549,904	499,904	449,904	399,904	349,904	299,904	249,904
		200	539,921	489,921	439,921	389,921	339,921	289,921	239,921
		210	529,938	479,938	429,938	379,938	329,938	279,938	229,938
		220	519,956	469,956	419,956	369,956	319,956	269,956	219,956
		230	509,973	459,973	409,973	359,973	309,973	259,973	209,973
		240	499,990	449,990	399,990	349,990	299,990	249,990	199,990
		250	489,973	439,973	389,973	339,973	289,973	239,973	189,973

TABLE 5		Density (dph)							
Balance (RLV - BLV)		571,377	25	30	35	40	45	50	55
CIL Epsm 43.27		0	466,307	614,568	762,830	911,091	1,059,353	1,207,614	1,355,876
		10	457,991	604,589	751,188	897,786	1,044,384	1,190,982	1,337,581
		20	449,672	594,607	739,541	884,476	1,029,410	1,174,345	1,319,279
		30	441,354	584,624	727,895	871,166	1,014,436	1,157,707	1,300,978
		40	433,035	574,642	716,249	857,856	999,463	1,141,070	1,282,677
		50	424,716	564,659	704,602	844,546	984,489	1,124,432	1,264,375
		60	416,397	554,677	692,956	831,236	969,515	1,107,794	1,246,074
		70	408,078	544,694	681,310	817,925	954,541	1,091,157	1,227,773
		80	399,760	534,712	669,663	804,615	939,567	1,074,519	1,209,471
		90	391,441	524,729	658,017	791,305	924,593	1,057,882	1,191,170
		100	383,122	514,746	646,371	777,995	909,620	1,041,244	1,172,868
		110	374,803	504,764	634,725	764,685	894,646	1,024,606	1,154,567
		120	366,484	494,781	623,078	751,375	879,672	1,007,969	1,136,266
		130	358,166	484,799	611,432	738,065	864,698	991,331	1,117,964
		140	349,847	474,816	599,786	724,755	849,724	974,694	1,099,663
		150	341,528	464,834	588,139	711,445	834,751	958,056	1,081,362
		160	333,209	454,851	576,493	698,135	819,777	941,419	1,063,060
		170	324,891	444,869	564,847	684,825	804,803	924,781	1,044,759
		180	316,572	434,886	553,200	671,515	789,829	908,143	1,026,458
		190	308,253	424,904	541,554	658,205	774,855	891,506	1,008,156
		200	299,934	414,921	529,908	644,895	759,881	874,868	989,855
		210	291,615	404,938	518,261	631,585	744,908	858,231	971,554
		220	283,297	394,956	506,615	618,274	729,934	841,593	953,252
		230	274,978	384,973	494,969	604,964	714,960	824,956	934,951
		240	266,658	374,990	483,321	591,653	699,985	808,316	916,648
		250	258,311	364,973	471,635	578,297	684,960	791,622	898,284

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone:
No Affordable Housing

No Units: 7
Greenfield/Brownfield: Greenfield

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	571,377	90%	95%	100%	105%	110%	115%	120%	
CIL Epsm 43.27	0	816,866	715,717	614,568	513,087	411,603	309,779	207,805	
	10	806,912	705,763	604,589	503,105	401,620	299,762	197,749	
	20	796,957	695,809	594,607	493,122	391,616	289,746	187,692	
	30	787,003	685,854	584,624	483,140	381,599	279,729	177,636	
	40	777,049	675,900	574,642	473,157	371,582	269,713	167,580	
	50	767,095	665,946	564,659	463,175	361,566	259,696	157,523	
	60	757,140	655,992	554,677	453,192	351,549	249,679	147,467	
	70	747,186	646,037	544,694	443,209	341,533	239,663	137,410	
	80	737,232	636,083	534,712	433,227	331,516	229,646	127,354	
	90	727,278	626,129	524,729	423,244	321,499	219,601	117,283	
	100	717,323	616,175	514,746	413,262	311,483	209,545	106,858	
	110	707,369	606,220	504,764	403,279	301,466	199,489	96,453	
	120	697,415	596,266	494,781	393,297	291,450	189,432	86,018	
	130	687,461	586,283	484,799	383,303	281,433	179,376	75,566	
	140	677,506	576,301	474,816	373,286	271,416	169,319	65,113	
	150	667,552	566,318	464,834	363,269	261,400	159,263	54,661	
	160	657,598	556,336	454,851	353,253	251,383	149,206	44,208	
	170	647,644	546,353	444,869	343,236	241,366	139,150	33,756	
	180	637,689	536,371	434,886	333,220	231,350	129,093	23,303	
	190	627,735	526,388	424,904	323,203	221,333	119,037	12,851	
	200	617,781	516,406	414,921	313,186	211,285	108,658	2,398	
	210	607,827	506,423	404,938	303,170	201,228	98,253	(8,054)	
	220	597,872	496,441	394,956	293,153	191,172	87,846	(18,507)	
	230	587,918	486,458	384,973	283,137	181,115	77,394	(28,999)	
	240	577,960	476,475	374,990	273,120	171,059	66,941	(39,562)	
	250	567,978	466,493	364,973	263,103	161,002	56,489	(50,302)	

TABLE 7

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	571,377	90%	95%	100%	105%	110%	115%	120%	
CIL Epsm 43.27	0	295,989	455,353	614,568	773,404	932,240	1,091,018	1,249,567	
	10	285,973	445,370	604,589	763,450	922,286	1,081,087	1,239,635	
	20	275,956	435,387	594,607	753,496	912,332	1,071,155	1,229,703	
	30	265,940	425,405	584,624	743,542	902,377	1,061,213	1,219,771	
	40	255,923	415,422	574,642	733,587	892,423	1,051,259	1,209,840	
	50	245,906	405,440	564,659	723,633	882,469	1,041,305	1,199,908	
	60	235,890	395,457	554,677	713,679	872,515	1,031,351	1,189,976	
	70	225,873	385,475	544,694	703,725	862,560	1,021,396	1,180,045	
	80	215,857	375,492	534,712	693,770	852,606	1,011,442	1,170,113	
	90	205,840	365,510	524,729	683,816	842,652	1,001,488	1,160,181	
	100	195,823	355,523	514,746	673,862	832,698	991,534	1,150,250	
	110	185,807	345,506	504,764	663,908	822,743	981,579	1,140,318	
	120	175,790	335,490	494,781	653,953	812,789	971,625	1,130,386	
	130	165,735	325,473	484,799	643,999	802,835	961,671	1,120,455	
	140	155,679	315,456	474,816	634,036	792,881	951,717	1,110,523	
	150	145,622	305,440	464,834	624,053	782,926	941,762	1,100,591	
	160	135,566	295,423	454,851	614,071	772,972	931,808	1,090,644	
	170	125,509	285,407	444,869	604,088	763,018	921,854	1,080,690	
	180	115,355	275,390	434,886	594,105	753,064	911,900	1,070,735	
	190	104,950	265,373	424,904	584,123	743,109	901,945	1,060,781	
	200	94,545	255,357	414,921	574,140	733,155	891,991	1,050,827	
	210	84,139	245,340	404,938	564,158	723,201	882,037	1,040,873	
	220	73,734	235,324	394,956	554,175	713,247	872,083	1,030,918	
	230	63,329	225,307	384,973	544,193	703,292	862,128	1,020,964	
	240	52,924	215,290	374,990	534,210	693,338	852,174	1,011,010	
	250	42,482	205,274	364,973	524,228	683,384	842,220	1,001,056	

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: **B**
 Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Higher**
 Notes: **Median BCIS, Viable with 25% AH**

No Units: **10**
 Greenfield/Brownfield: **Greenfield**

(see Typologies Matrix)

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:	69.0%
First Homes:	25.0%
Intermediate (Affordable Home Ownership):	6.0%
	100% 100.0%
	69.0% % Rented
	12.4% % of total (>10% First Homes PPG 023)

CIL Rate (£ psm) 43.27 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	35.0%	2.1	50.0%	2.0	41%	4.1
3 bed House	40.0%	2.4	50.0%	2.0	44%	4.4
4 bed House	25.0%	1.5	0.0%	0.0	15%	1.5
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	6.0	100.0%	4.0	100%	10.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	158	1,695	150	1,615	308	3,310
3 bed House	228	2,454	190	2,045	418	4,499
4 bed House	180	1,938	0	0	180	1,938
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	566	6,087	340	3,660	906	9,747

AH % by floor area:

37.55% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	268,550	3,892	362	0
2 bed House	312,000	4,160	386	1,279,200
3 bed House	400,000	4,211	391	1,760,000
4 bed House	520,000	4,333	403	780,000
5 bed House	590,000	4,370	406	0
1 bed Flat	200,000	4,000	372	0
2 bed Flat	253,000	3,892	362	0
				3,819,200

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Inter. £	% of MV
1 bed House	100,706	37.5%	100,706	37.5%	187,985	70%	187,985	70%
2 bed House	117,000	37.5%	117,000	37.5%	218,400	70%	218,400	70%
3 bed House	150,000	37.5%	150,000	37.5%	250,000	70%	280,000	70%
4 bed House	195,000	37.5%	195,000	37.5%	250,000	70%	364,000	70%
5 bed House	221,250	37.5%	221,250	37.5%	250,000	70%	413,000	70%
1 bed Flat	75,000	37.5%	75,000	37.5%	140,000	70%	140,000	70%
2 bed Flat	94,875	37.5%	94,875	37.5%	177,100	70%	177,100	70%

* capped @£250K

Scheme Typology:

Houses

No Units: 10

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 25% AH

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	268,550	-
2 bed House	2.1	@	312,000	655,200
3 bed House	2.4	@	400,000	960,000
4 bed House	1.5	@	520,000	780,000
5 bed House	0.0	@	590,000	-
1 bed Flat	0.0	@	200,000	-
2 bed Flat	0.0	@	253,000	-
	6.0			2,395,200
Affordable Rent GDV -				
1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-
Social Rent GDV -				
1 bed House	0.0	@	100,706	-
2 bed House	1.4	@	117,000	161,460
3 bed House	1.4	@	150,000	207,000
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	2.8			368,460
First Homes GDV -				
1 bed House	0.0	@	187,985	-
2 bed House	0.5	@	218,400	109,200
3 bed House	0.5	@	250,000	125,000
4 bed House	0.0	@	250,000	-
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	177,100	-
	1.0			234,200
Intermediate GDV -				
1 bed House	0.0	@	187,985	-
2 bed House	0.1	@	218,400	26,208
3 bed House	0.1	@	280,000	33,600
4 bed House	0.0	@	364,000	-
5 bed House	0.0	@	413,000	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	177,100	-
	0.2	4.0		59,808
Sub-total GDV Residential				
	10			3,057,668
AH on-site cost analysis:				
	841 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	761,532
			76,153 £ per unit (total units)	
Grant				
	4	AH units @	0 per unit	-
Total GDV				
				3,057,668

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Higher
Median BCIS, Viable with 25% AH

No Units: 10
Greenfield/Brownfield:

Greenfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(4,620)
Planning Application Professional Fees, Surveys and reports				(10,000)
CIL				(24,469)
	CIL analysis:	566 sqm (Market only)	43.27 £ psm	
		0.80% % of GDV	2,447 £ per unit (total units)	
Site Specific S106 Contributions	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 @	27,660 per unit	(276,600)
	Sub-total			(276,600)
	S106 analysis:	829,800 £ per ha	9.05% % of GDV	27,660 £ per unit (total units)
AH Commuted Sum		906 sqm (total)	0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV		
cont./				

Scheme Typology:

Houses

No Units: 10

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 25% AH

Construction Costs -

Site Clearance, Demolition & Remediation		0.33 ha @		0 £ per ha (if brownfield)	-
Site Infrastructure costs -					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
Year 11		0			-
Year 12		0			-
Year 13		0			-
Year 14		0			-
Year 15		0			-
Years 1-15		10 units @		0 per unit	-
Sub-total					-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total units)	
1 bed House		- sqm @		1,607 psm	-
2 bed House		308 sqm @		1,607 psm	(494,153)
3 bed House		418 sqm @		1,607 psm	(671,726)
4 bed House		180 sqm @		1,607 psm	(289,260)
5 bed House		- sqm @		1,607 psm	-
1 bed Flat		- sqm @		1,760 psm	-
2 bed Flat		906 - sqm @		1,760 psm	-
Garages for 3 bed House	(OMS only)	2 units @	50% @	8,500 £ per garage	(10,200)
Garages for 4 bed House	(OMS only)	2 units @	100% @	8,500 £ per garage	(12,750)
Garages for 5 bed House	(OMS only)	- units @	100% @	8,500 £ per garage	-
External works		1,478,089 @		15.0%	(221,713)
Ext. Works analysis:				22,171 £ 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 uni	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 t	- 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	-
Additional Low Carbon/Energy Reduction (houses)		10 units @		0 £ per unit	-
Additional Low Carbon/Energy Reduction (flats)		- units @		0 £ per unit	-
EV Charging Points - Houses		10 units @		0 £ per unit	-
EV Charging Points - Flats		- units @		0 £ per unit	-
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					(108,740)
Policy Costs analysis: (design costs only)				10,874 £ per unit (total units)	
Contingency (on construction)		1,808,542 @		3.0%	(54,256)
Professional Fees		1,808,542 @		6.5%	(117,555)
Disposal Costs -					
OMS Marketing and Promotion		2,395,200 OMS @		3.00%	7,186 £ per unit (71,856)
Residential Sales Agent Costs		2,395,200 OMS @		1.00%	2,395 £ per unit (23,952)
Residential Sales Legal Costs		2,395,200 OMS @		0.50%	1,198 £ per unit (11,976)
Affordable Sale Legal Costs		662,468 AH @		0.25%	166 £ per unit (1,656)
Disposal Cost analysis:				10,944 £ per unit	
Interest (on Development Costs) -		7.00% APR		0.565% pcm	(16,447)
Developers Profit -					
Profit on OMS		2,395,200		20.00%	(479,040)
Margin on AH		662,468		6.00% on AH values	(39,748)
Profit analysis:		3,057,668		16.97% blended GDV	(518,788)
		2,421,930		21.42% on costs	(518,788)
TOTAL COSTS					(2,940,718)

Scheme Typology:

Houses

No Units: 10

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 25% AH

RESIDUAL LAND VALUE (RLV)

Residual Land Value (gross)				116,950
SDLT		116,950 @	HMRC formula	-
Acquisition Agent fees		116,950 @	1.0%	(1,170)
Acquisition Legal fees		116,950 @	0.5%	(585)
Interest on Land		116,950 @	7.00%	(8,187)
Residual Land Value				107,009
RLV analysis:	10,701 £ per plot	321,028 £ per ha (net)	129,918 £ per acre (net)	
		256,822 £ per ha (gross)	103,935 £ per acre (gross)	
			3.50% % 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)	
Benchmark Land Value (net)	22,651 £ per plot	679,525 £ per ha (net)	275,000 £ per acre (net)	226,508
BLV analysis:	Density	2,717 sqm/ha (net)	11,833 sqft/ac (net)	
		24 dph (gross)		
		543,620 £ per ha (gross)	220,000 £ per acre (gross)	

BALANCE

Surplus/(Deficit)	[RLV - BLV]	(358,497) £ per ha (net)	(145,082) £ per acre (net)	(119,499)

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

Balance (RLV - BLV £ per acre (n))		(145,082)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm 43.27	0.00	276,029	211,456	146,873	82,091	17,289	(49,417)	(117,136)	
	10.00	267,014	202,942	138,828	74,549	10,218	(56,211)	(123,580)	
	20.00	257,999	194,428	130,783	67,007	3,146	(63,005)	(130,024)	
	30.00	248,984	185,914	122,738	59,464	(4,072)	(69,817)	(136,482)	
	40.00	239,969	177,399	114,693	51,922	(11,388)	(76,646)	(142,963)	
	50.00	230,954	168,885	106,648	44,380	(18,705)	(83,474)	(149,443)	
	60.00	221,939	160,368	98,602	36,837	(26,022)	(90,303)	(155,924)	
	70.00	212,924	151,820	90,557	29,293	(33,339)	(97,132)	(162,405)	
	80.00	203,909	143,272	82,512	21,717	(40,655)	(103,961)	(168,886)	
	90.00	194,894	134,724	74,467	14,140	(47,972)	(110,844)	(175,366)	
	100.00	185,879	126,176	66,422	6,563	(55,289)	(117,825)	(181,847)	
	110.00	176,864	117,628	58,377	(1,058)	(62,612)	(124,806)	(188,328)	
	120.00	167,828	109,080	50,331	(8,898)	(69,966)	(131,788)	(194,809)	
	130.00	158,777	100,532	42,286	(16,737)	(77,320)	(138,809)	(201,289)	
	140.00	149,726	91,984	34,226	(24,577)	(84,674)	(145,830)	(207,770)	
	150.00	140,676	83,436	26,144	(32,416)	(92,028)	(152,851)	(214,251)	
	160.00	131,625	74,888	18,062	(40,255)	(99,382)	(159,872)	(220,732)	
	170.00	122,574	66,340	9,981	(48,095)	(106,736)	(166,893)	(227,213)	
	180.00	113,523	57,792	1,899	(55,934)	(114,218)	(173,913)	(233,693)	
	190.00	104,472	49,244	(6,407)	(63,811)	(121,736)	(180,934)	(240,174)	
	200.00	95,422	40,673	(14,769)	(71,691)	(129,255)	(187,955)	(246,655)	
	210.00	86,371	32,087	(23,131)	(79,570)	(136,816)	(194,976)	(253,136)	
	220.00	77,320	23,500	(31,493)	(87,449)	(144,377)	(201,997)	(259,616)	
	230.00	68,269	14,913	(39,855)	(95,329)	(151,938)	(209,018)	(266,097)	
	240.00	59,218	6,326	(48,217)	(103,208)	(159,499)	(216,038)	(272,578)	
	250.00	50,152	(2,349)	(56,606)	(111,148)	(167,060)	(223,059)	(279,059)	

Scheme Typology:

Houses

No Units: 10

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 25% AH

TABLE 2

		Affordable Housing - % on site 40%						
Balance (RLV - BLV)	(145,082)	10%	15%	20%	25%	30%	35%	40%
	0%	530,307	468,055	405,802	343,550	281,297	218,954	156,548
	5%	515,659	453,407	391,154	328,902	266,649	204,256	141,850
	10%	501,011	438,758	376,506	314,254	251,964	189,558	127,152
	15%	486,363	424,110	361,858	299,605	237,266	174,860	112,454
	20%	471,715	409,462	347,210	284,957	222,567	160,162	97,741
Site Specific S106	25%	457,066	394,814	332,562	270,275	207,869	145,464	82,985
100%	30%	442,418	380,166	317,913	255,577	193,171	130,765	68,228
(where 105% is a 5% increase,	35%	427,770	365,518	303,265	240,879	178,473	116,067	53,472
and 95% is a 5% decrease etc.)	40%	413,122	350,870	288,587	226,181	163,775	101,322	38,715
	45%	398,474	336,221	273,889	211,483	149,077	86,565	23,959
	50%	383,826	321,573	259,191	196,785	134,379	71,808	9,202
	55%	369,178	306,898	244,492	182,087	119,658	57,052	(5,810)
	60%	354,530	292,200	229,794	167,388	104,902	42,295	(21,148)
	65%	339,881	277,502	215,096	152,690	90,145	27,539	(36,486)
	70%	325,210	262,804	200,398	137,992	75,389	12,778	(51,824)
	75%	310,512	248,106	185,700	123,238	60,632	(2,127)	(67,161)
	80%	295,814	233,408	171,002	108,482	45,875	(17,464)	(82,555)
	85%	281,115	218,710	156,304	93,725	31,119	(32,802)	(97,971)
	90%	266,417	204,012	141,575	78,969	16,338	(48,140)	(113,499)
	95%	251,719	189,313	126,819	64,212	1,514	(63,478)	(129,260)
	100%	237,021	174,615	112,062	49,456	(13,781)	(78,879)	(145,082)
	105%	222,323	159,912	97,305	34,699	(29,119)	(94,295)	(160,931)
	110%	207,625	145,155	82,549	19,898	(44,456)	(109,741)	(176,781)
	115%	192,927	130,399	67,792	5,075	(59,794)	(125,501)	(192,630)
	120%	178,229	115,642	53,036	(10,097)	(75,202)	(141,316)	(208,480)
	125%	163,492	100,886	38,279	(25,435)	(90,618)	(157,165)	(224,329)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	(145,082)	15%	16%	17%	18%	19%	20%	21%
	0	12,756	(12,839)	(38,865)	(64,891)	(90,918)	(117,136)	(143,744)
	10	6,663	(19,142)	(45,168)	(71,195)	(97,221)	(123,580)	(150,188)
	20	571	(25,446)	(51,472)	(77,498)	(103,525)	(130,024)	(156,632)
	30	(5,735)	(31,762)	(57,788)	(83,815)	(109,874)	(136,482)	(163,090)
	40	(12,075)	(38,101)	(64,127)	(90,154)	(116,355)	(142,963)	(169,570)
	50	(18,414)	(44,440)	(70,466)	(96,493)	(122,835)	(149,443)	(176,051)
	60	(24,753)	(50,779)	(76,805)	(102,832)	(129,316)	(155,924)	(182,532)
	70	(31,092)	(57,118)	(83,145)	(109,189)	(135,797)	(162,405)	(189,013)
	80	(37,431)	(63,457)	(89,484)	(115,670)	(142,278)	(168,886)	(195,494)
	90	(43,770)	(69,796)	(95,823)	(122,150)	(148,758)	(175,366)	(201,974)
	100	(50,109)	(76,136)	(102,162)	(128,631)	(155,239)	(181,847)	(208,455)
	110	(56,448)	(82,475)	(108,504)	(135,112)	(161,720)	(188,328)	(214,936)
	120	(62,787)	(88,814)	(114,985)	(141,593)	(168,201)	(194,809)	(221,417)
	130	(69,127)	(95,153)	(121,466)	(148,074)	(174,682)	(201,289)	(227,897)
	140	(75,466)	(101,492)	(127,946)	(154,554)	(181,162)	(207,770)	(234,378)
	150	(81,805)	(107,831)	(134,427)	(161,035)	(187,643)	(214,251)	(240,859)
	160	(88,144)	(114,300)	(140,908)	(167,516)	(194,124)	(220,732)	(247,340)
	170	(94,483)	(120,781)	(147,389)	(173,997)	(200,605)	(227,213)	(253,820)
	180	(100,822)	(127,262)	(153,869)	(180,477)	(207,085)	(233,693)	(260,301)
	190	(107,161)	(133,742)	(160,350)	(186,958)	(213,566)	(240,174)	(266,782)
	200	(113,615)	(140,223)	(166,831)	(193,439)	(220,047)	(246,655)	(273,263)
	210	(120,096)	(146,704)	(173,312)	(199,920)	(226,528)	(253,136)	(279,744)
	220	(126,577)	(153,185)	(179,793)	(206,401)	(233,008)	(259,616)	(286,224)
	230	(133,057)	(159,665)	(186,273)	(212,881)	(239,489)	(266,097)	(292,705)
	240	(139,538)	(166,146)	(192,754)	(219,362)	(245,970)	(272,578)	(299,186)
	250	(146,019)	(172,627)	(199,235)	(225,843)	(252,451)	(279,059)	(305,667)

Scheme Typology:

Houses

No Units: 10

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 25% AH

TABLE 4		BLV (per acre)							
Balance (RLV - BLV)		150,000	200,000	250,000	300,000	350,000	400,000	450,000	
CIL Epsm 43.27	0	7,864	(42,136)	(92,136)	(142,136)	(192,136)	(242,136)	(292,136)	
	10	1,420	(48,580)	(98,580)	(148,580)	(198,580)	(248,580)	(298,580)	
	20	(5,024)	(55,024)	(105,024)	(155,024)	(205,024)	(255,024)	(305,024)	
	30	(11,482)	(61,482)	(111,482)	(161,482)	(211,482)	(261,482)	(311,482)	
	40	(17,963)	(67,963)	(117,963)	(167,963)	(217,963)	(267,963)	(317,963)	
	50	(24,443)	(74,443)	(124,443)	(174,443)	(224,443)	(274,443)	(324,443)	
	60	(30,924)	(80,924)	(130,924)	(180,924)	(230,924)	(280,924)	(330,924)	
	70	(37,405)	(87,405)	(137,405)	(187,405)	(237,405)	(287,405)	(337,405)	
	80	(43,886)	(93,886)	(143,886)	(193,886)	(243,886)	(293,886)	(343,886)	
	90	(50,366)	(100,366)	(150,366)	(200,366)	(250,366)	(300,366)	(350,366)	
	100	(56,847)	(106,847)	(156,847)	(206,847)	(256,847)	(306,847)	(356,847)	
	110	(63,328)	(113,328)	(163,328)	(213,328)	(263,328)	(313,328)	(363,328)	
	120	(69,809)	(119,809)	(169,809)	(219,809)	(269,809)	(319,809)	(369,809)	
	130	(76,289)	(126,289)	(176,289)	(226,289)	(276,289)	(326,289)	(376,289)	
	140	(82,770)	(132,770)	(182,770)	(232,770)	(282,770)	(332,770)	(382,770)	
	150	(89,251)	(139,251)	(189,251)	(239,251)	(289,251)	(339,251)	(389,251)	
	160	(95,732)	(145,732)	(195,732)	(245,732)	(295,732)	(345,732)	(395,732)	
	170	(102,213)	(152,213)	(202,213)	(252,213)	(302,213)	(352,213)	(402,213)	
	180	(108,693)	(158,693)	(208,693)	(258,693)	(308,693)	(358,693)	(408,693)	
	190	(115,174)	(165,174)	(215,174)	(265,174)	(315,174)	(365,174)	(415,174)	
	200	(121,655)	(171,655)	(221,655)	(271,655)	(321,655)	(371,655)	(421,655)	
	210	(128,136)	(178,136)	(228,136)	(278,136)	(328,136)	(378,136)	(428,136)	
	220	(134,616)	(184,616)	(234,616)	(284,616)	(334,616)	(384,616)	(434,616)	
	230	(141,097)	(191,097)	(241,097)	(291,097)	(341,097)	(391,097)	(441,097)	
	240	(147,578)	(197,578)	(247,578)	(297,578)	(347,578)	(397,578)	(447,578)	
	250	(154,059)	(204,059)	(254,059)	(304,059)	(354,059)	(404,059)	(454,059)	

TABLE 5		Density (dph)						
		25	30	35	40	45	50	55
CIL Epsm 43.27	Balance (RLV - BLV)	(145,082)						
	0	(143,446)	(117,136)	(90,825)	(64,514)	(38,203)	(11,893)	14,418
	10	(148,817)	(123,580)	(98,343)	(73,107)	(47,870)	(22,633)	2,603
	20	(154,187)	(130,024)	(105,862)	(81,699)	(57,537)	(33,374)	(9,211)
	30	(159,568)	(136,482)	(113,395)	(90,309)	(67,223)	(44,136)	(21,050)
	40	(164,969)	(142,963)	(120,956)	(98,950)	(76,944)	(54,938)	(32,931)
	50	(170,369)	(149,443)	(128,517)	(107,591)	(86,665)	(65,739)	(44,813)
	60	(175,770)	(155,924)	(136,078)	(116,232)	(96,386)	(76,540)	(56,694)
	70	(181,171)	(162,405)	(143,639)	(124,873)	(106,107)	(87,341)	(68,576)
	80	(186,571)	(168,886)	(151,200)	(133,514)	(115,828)	(98,143)	(80,457)
	90	(191,972)	(175,366)	(158,761)	(142,155)	(125,550)	(108,944)	(92,338)
	100	(197,373)	(181,847)	(166,322)	(150,796)	(135,271)	(119,745)	(104,220)
	110	(202,773)	(188,328)	(173,883)	(159,437)	(144,992)	(130,547)	(116,101)
	120	(208,174)	(194,809)	(181,443)	(168,078)	(154,713)	(141,348)	(127,983)
	130	(213,575)	(201,289)	(189,004)	(176,719)	(164,434)	(152,149)	(139,864)
	140	(218,975)	(207,770)	(196,565)	(185,360)	(174,155)	(162,950)	(151,745)
	150	(224,376)	(214,251)	(204,126)	(194,001)	(183,876)	(173,752)	(163,627)
	160	(229,776)	(220,732)	(211,687)	(202,642)	(193,598)	(184,553)	(175,508)
	170	(235,177)	(227,213)	(219,248)	(211,283)	(203,319)	(195,354)	(187,390)
	180	(240,578)	(233,693)	(226,809)	(219,924)	(213,040)	(206,156)	(199,271)
	190	(245,978)	(240,174)	(234,370)	(228,565)	(222,761)	(216,957)	(211,152)
	200	(251,379)	(246,655)	(241,931)	(237,206)	(232,482)	(227,758)	(223,034)
	210	(256,780)	(253,136)	(249,492)	(245,848)	(242,203)	(238,559)	(234,915)
	220	(262,180)	(259,616)	(257,052)	(254,489)	(251,925)	(249,361)	(246,797)
	230	(267,581)	(266,097)	(264,613)	(263,130)	(261,646)	(260,162)	(258,678)
	240	(272,982)	(272,578)	(272,174)	(271,771)	(271,367)	(270,963)	(270,560)
	250	(278,382)	(279,059)	(279,735)	(280,412)	(281,088)	(281,765)	(282,441)

Scheme Typology:

Houses

No Units: 10

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 25% AH

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	(145,082)	90%	95%	100%	105%	110%	115%	120%	
		0	84,321	(14,535)	(117,136)	(222,637)	(328,235)	(433,983)	(540,178)
		10	78,287	(20,807)	(123,580)	(229,118)	(334,716)	(440,500)	(546,695)
		20	72,253	(27,078)	(130,024)	(235,599)	(341,196)	(447,018)	(553,212)
		30	66,219	(33,349)	(136,482)	(242,079)	(347,677)	(453,535)	(559,730)
		40	60,185	(39,621)	(142,963)	(248,560)	(354,158)	(460,052)	(566,247)
CIL Epsm		50	54,151	(45,892)	(149,443)	(255,041)	(360,639)	(466,570)	(572,765)
43.27		60	48,117	(52,164)	(155,924)	(261,522)	(367,119)	(473,087)	(579,282)
		70	42,084	(58,435)	(162,405)	(268,003)	(373,600)	(479,605)	(585,799)
		80	36,050	(64,707)	(168,886)	(274,483)	(380,081)	(486,122)	(592,317)
		90	30,016	(70,978)	(175,366)	(280,964)	(386,562)	(492,640)	(598,834)
		100	23,982	(77,270)	(181,847)	(287,445)	(393,042)	(499,157)	(605,352)
		110	17,948	(83,573)	(188,328)	(293,926)	(399,523)	(505,674)	(611,869)
		120	11,914	(89,877)	(194,809)	(300,406)	(406,004)	(512,192)	(618,387)
		130	5,880	(96,180)	(201,289)	(306,887)	(412,514)	(518,709)	(624,904)
		140	(169)	(102,484)	(207,770)	(313,368)	(419,032)	(525,227)	(631,421)
		150	(6,429)	(108,797)	(214,251)	(319,849)	(425,549)	(531,744)	(637,939)
		160	(12,701)	(115,241)	(220,732)	(326,329)	(432,067)	(538,261)	(644,456)
		170	(18,972)	(121,685)	(227,213)	(332,810)	(438,584)	(544,779)	(651,001)
		180	(25,244)	(128,130)	(233,693)	(339,291)	(445,102)	(551,296)	(657,555)
		190	(31,515)	(134,576)	(240,174)	(345,772)	(451,619)	(557,814)	(664,109)
		200	(37,787)	(141,021)	(246,655)	(352,253)	(458,136)	(564,331)	(670,663)
		210	(44,058)	(147,538)	(253,136)	(358,733)	(464,654)	(570,849)	(677,218)
		220	(50,330)	(154,019)	(259,616)	(365,214)	(471,171)	(577,366)	(683,772)
		230	(56,601)	(160,499)	(266,097)	(371,695)	(477,689)	(583,883)	(690,326)
		240	(62,873)	(166,980)	(272,578)	(378,176)	(484,206)	(590,401)	(696,880)
		250	(69,144)	(173,461)	(279,059)	(384,656)	(490,723)	(596,918)	(703,435)

TABLE 7

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	(145,082)	90%	95%	100%	105%	110%	115%	120%	
		0	(323,432)	(220,236)	(117,136)	(16,793)	80,076	176,050	271,870
		10	(329,913)	(226,716)	(123,580)	(23,065)	74,043	170,040	265,860
		20	(336,393)	(233,197)	(130,024)	(29,336)	68,009	164,030	259,850
		30	(342,874)	(239,678)	(136,482)	(35,608)	61,975	158,020	253,840
		40	(349,355)	(246,159)	(142,963)	(41,879)	55,941	152,010	247,830
CIL Epsm		50	(355,836)	(252,640)	(149,443)	(48,151)	49,907	146,000	241,820
43.27		60	(362,317)	(259,120)	(155,924)	(54,422)	43,873	139,990	235,810
		70	(368,797)	(265,601)	(162,405)	(60,694)	37,839	133,980	229,800
		80	(375,278)	(272,082)	(168,886)	(66,972)	31,805	127,970	223,790
		90	(381,759)	(278,563)	(175,366)	(73,276)	25,772	121,937	217,780
		100	(388,240)	(285,043)	(181,847)	(79,579)	19,737	115,904	211,770
		110	(394,720)	(291,524)	(188,328)	(85,883)	13,676	109,870	205,760
		120	(401,232)	(298,005)	(194,809)	(92,186)	7,615	103,836	199,750
		130	(407,750)	(304,486)	(201,289)	(98,490)	1,554	97,802	193,740
		140	(414,267)	(310,966)	(207,770)	(104,793)	(4,674)	91,768	187,730
		150	(420,785)	(317,447)	(214,251)	(111,158)	(10,946)	85,734	181,720
		160	(427,302)	(323,928)	(220,732)	(117,602)	(17,217)	79,700	175,710
		170	(433,819)	(330,409)	(227,213)	(124,046)	(23,489)	73,666	169,700
		180	(440,337)	(336,890)	(233,693)	(130,497)	(29,760)	67,633	163,690
		190	(446,854)	(343,370)	(240,174)	(136,978)	(36,032)	61,599	157,680
		200	(453,372)	(349,851)	(246,655)	(143,459)	(42,303)	55,565	151,670
		210	(459,889)	(356,332)	(253,136)	(149,939)	(48,575)	49,531	145,660
		220	(466,406)	(362,813)	(259,616)	(156,420)	(54,846)	43,497	139,650
		230	(472,924)	(369,293)	(266,097)	(162,901)	(61,125)	37,463	133,629
		240	(479,441)	(375,774)	(272,578)	(169,382)	(67,428)	31,429	127,595
		250	(485,959)	(382,255)	(279,059)	(175,862)	(73,732)	25,389	121,561

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: **C** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Higher**
 Notes: Median BCIS, Viable with 30% AH
 No Units: **30**
 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)						
Affordable Rent:	0.0%					
Social Rent:	69.0%					
First Homes:	25.0%					
Intermediate (Affordable Home Ownership):	6.0%					
	100%	100.0%				
	69.0% % Rented					
	12.4% % of total (>10% First Homes PPG 023)					
CIL Rate (£ psm)	43.27 £ psm					
Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	30.0%	3.6	12%	3.6
2 bed House	35.0%	6.3	30.0%	3.6	33%	9.9
3 bed House	40.0%	7.2	30.0%	3.6	36%	10.8
4 bed House	20.0%	3.6	10.0%	1.2	16%	4.8
5 bed House	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
Total number of units	100.0%	18.0	100.0%	12.0	100%	30.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	69.0	743		69.0	743	
2 bed House	75.0	807		75.0	807	
3 bed House	95.0	1,023		95.0	1,023	
4 bed House	120.0	1,292		120.0	1,292	
5 bed House	135.0	1,453		135.0	1,453	
1 bed Flat	50.0	538	85.0%	58.8	633	
2 bed Flat	65.0	700	85.0%	76.5	823	
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	69.0	743		69.0	743	
2 bed House	75.0	807		75.0	807	
3 bed House	95.0	1,023		95.0	1,023	
4 bed House	120.0	1,292		120.0	1,292	
5 bed House	135.0	1,453		135.0	1,453	
1 bed Flat	50.0	538	85.0%	58.8	633	
2 bed Flat	65.0	700	85.0%	76.5	823	
Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	248	2,674	248	2,674
2 bed House	473	5,086	270	2,906	743	7,992
3 bed House	684	7,363	342	3,681	1,026	11,044
4 bed House	432	4,650	144	1,550	576	6,200
5 bed House	122	1,308	0	0	122	1,308
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	1,710	18,406	1,004	10,811	2,714	29,218
AH % by floor area:	37.00% AH % by floor area (difference due to mix)					
Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)		
1 bed House	268,550	3,892	362	966,780		
2 bed House	312,000	4,160	386	3,088,800		
3 bed House	400,000	4,211	391	4,320,000		
4 bed House	520,000	4,333	403	2,496,000		
5 bed House	590,000	4,370	406	531,000		
1 bed Flat	200,000	4,000	372	0		
2 bed Flat	253,000	3,892	362	0		
				11,402,580		
Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV
1 bed House	100,706	37.5%	100,706	37.5%	187,985	70%
2 bed House	117,000	37.5%	117,000	37.5%	218,400	70%
3 bed House	150,000	37.5%	150,000	37.5%	250,000	70%
4 bed House	195,000	37.5%	195,000	37.5%	250,000	70%
5 bed House	221,250	37.5%	221,250	37.5%	250,000	70%
1 bed Flat	75,000	37.5%	75,000	37.5%	140,000	70%
2 bed Flat	94,875	37.5%	94,875	37.5%	177,100	70%
* capped @£250K						

Scheme Typology:

Houses

No Units: 30

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 30% AH

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	268,550	-
2 bed House	6.3	@	312,000	1,965,600
3 bed House	7.2	@	400,000	2,880,000
4 bed House	3.6	@	520,000	1,872,000
5 bed House	0.9	@	590,000	531,000
1 bed Flat	0.0	@	200,000	-
2 bed Flat	0.0	@	253,000	-
	18.0			7,248,600
Affordable Rent GDV -				
1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-
Social Rent GDV -				
1 bed House	2.5	@	100,706	250,154
2 bed House	2.5	@	117,000	290,628
3 bed House	2.5	@	150,000	372,600
4 bed House	0.8	@	195,000	161,460
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	8.3			1,074,842
First Homes GDV -				
1 bed House	0.9	@	187,985	169,187
2 bed House	0.9	@	218,400	196,560
3 bed House	0.9	@	250,000	225,000
4 bed House	0.3	@	250,000	75,000
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	177,100	-
	3.0			665,747
Intermediate GDV -				
1 bed House	0.2	@	187,985	40,605
2 bed House	0.2	@	218,400	47,174
3 bed House	0.2	@	280,000	60,480
4 bed House	0.1	@	364,000	26,208
5 bed House	0.0	@	413,000	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	177,100	-
	0.7	12.0		174,467
Sub-total GDV Residential				
	30			9,163,656
AH on-site cost analysis:				
	825 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	2,238,924
			74,631 £ per unit (total units)	
Grant				
	12	AH units @	0 per unit	-
Total GDV				
				9,163,656

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Higher
Median BCIS, Viable with 30% AH

No Units: 30
Greenfield/Brownfield:

Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(13,860)
Planning Application Professional Fees, Surveys and reports					(40,000)
CIL					(73,992)
	CIL analysis:	1,710 sqm (Market only)	43.27 £ psm		
		0.81% % of GDV	2,466 £ per unit (total units)		
Site Specific S106 Contributions	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	30 units @	25,500 per unit		(765,000)
	Sub-total			(765,000)	
	S106 analysis:	765,000 £ per ha	8.35% % of GDV	25,500 £ per unit (total units)	
AH Commuted Sum		2,714 sqm (total)	0 £ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
cont./					

Scheme Typology:

Houses

No Units: 30

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 30% AH

Construction Costs -

Site Clearance, Demolition & Remediation		1.00 ha @		0 £ per ha (if brownfield)	-
Site Infrastructure costs -					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
Year 11		0			-
Year 12		0			-
Year 13		0			-
Year 14		0			-
Year 15		0			-
Years 1-15		30 units @		0 per unit	-
Sub-total					-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total units)	
1 bed House		248 sqm @	1,607 psm		(399,179)
2 bed House		743 sqm @	1,607 psm		(1,193,198)
3 bed House		1,026 sqm @	1,607 psm		(1,648,782)
4 bed House		576 sqm @	1,607 psm		(925,632)
5 bed House		122 sqm @	1,607 psm		(195,251)
1 bed Flat		- sqm @	1,760 psm		-
2 bed Flat	2,714	- sqm @	1,760 psm		-
Garages for 3 bed House (OMS only)	7 units @	50% @	8,500 £ per garage		(30,600)
Garages for 4 bed House (OMS only)	4 units @	100% @	8,500 £ per garage		(30,600)
Garages for 5 bed House (OMS only)	1 units @	100% @	8,500 £ per garage		(7,650)
External works		4,430,891 @	15.0%		(664,634)
Ext. Works analysis:			22,154 £ 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 uni	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 t	- units @	5% @	12,133 £ per unit	-
Part L/FHS (houses)		30 units @		5,816 £ per unit	(174,480)
Part L/FHS (flats)		- units @		2,712 £ per unit	-
Additional Low Carbon/Energy Reduction (houses)		30 units @		0 £ per unit	-
Additional Low Carbon/Energy Reduction (flats)		- units @		0 £ per unit	-
EV Charging Points - Houses		30 units @		0 £ per unit	-
EV Charging Points - Flats		- units @		0 £ per unit	-
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					(310,152)
Policy Costs analysis: (design costs only)			10,338 £ per unit (total units)		
Contingency (on construction)		5,405,677 @	3.0%		(162,170)
Professional Fees		5,405,677 @	6.5%		(351,369)
Disposal Costs -					
OMS Marketing and Promotion		7,248,600 OMS @	3.00%	7,249 £ per unit	(217,458)
Residential Sales Agent Costs		7,248,600 OMS @	1.00%	2,416 £ per unit	(72,486)
Residential Sales Legal Costs		7,248,600 OMS @	0.50%	1,208 £ per unit	(36,243)
Affordable Sale Legal Costs		1,915,056 AH @	0.25%	160 £ per unit	(4,788)
Disposal Cost analysis:			11,032 £ per unit		
Interest (on Development Costs) -		7.00% APR	0.565% pcm		(54,330)
Developers Profit -					
Profit on OMS		7,248,600	20.00%		(1,449,720)
Margin on AH		1,915,056	6.00% on AH values		(114,903)
Profit analysis:		9,163,656	17.07% blended GDV	(1,564,623)	
		7,197,373	21.74% on costs	(1,564,623)	
TOTAL COSTS					(8,761,996)

Scheme Typology: **Houses**
Site Typology: Location / Value Zone: **Higher**
Notes: Median BCIS, Viable with 30% AH

No Units: **30**
Greenfield/Brownfield: **Greenfield**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				401,660
SDLT		401,660 @	HMRC formula	(9,583)
Acquisition Agent fees		401,660 @	1.0%	(4,017)
Acquisition Legal fees		401,660 @	0.5%	(2,008)
Interest on Land		401,660 @	7.00%	(28,116)
Residual Land Value				357,936
RLV analysis:	11,931 £ per plot	357,936 £ per ha (net)	144,855 £ per acre (net)	
		286,349 £ per ha (gross)	115,884 £ per acre (gross)	
			3.91% % 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		80%		
Site Area (gross)		1.25 ha (gross)	3.09 acres (gross)	
Benchmark Land Value (net)	22,651 £ per plot	679,525 £ per ha (net)	275,000 £ per acre (net)	679,525
BLV analysis:	Density	2,714 sqm/ha (net)	11,824 sqft/ac (net)	
		24 dph (gross)		
		543,620 £ per ha (gross)	220,000 £ per acre (gross)	

BALANCE			
Surplus/(Deficit)	[RLV - BLV]	(321,589) £ per ha (net)	(130,145) £ per acre (net)
			(321,589)

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))	(130,145)	10%	15%	20%	25%	30%	35%
CIL £ psm 43.27	0.00	302,885	235,683	168,327	100,865	33,210	(34,729)
	10.00	293,773	227,066	160,199	93,214	26,036	(41,423)
	20.00	284,662	218,429	152,070	85,562	18,863	(48,126)
	30.00	275,550	209,793	143,941	77,911	11,689	(54,855)
	40.00	266,439	201,156	135,798	70,259	4,514	(61,584)
	50.00	257,328	192,519	127,636	62,594	(2,694)	(68,312)
	60.00	248,210	183,882	119,474	54,908	(9,902)	(75,041)
	70.00	239,065	175,246	111,313	47,222	(17,111)	(81,789)
	80.00	229,920	166,609	103,151	39,536	(24,319)	(88,556)
	90.00	220,775	157,972	94,989	31,850	(31,527)	(95,323)
	100.00	211,631	149,306	86,827	24,165	(38,761)	(102,089)
	110.00	202,486	140,634	78,655	16,469	(46,007)	(108,856)
	120.00	193,341	131,962	70,457	8,746	(53,253)	(115,623)
	130.00	184,196	123,290	62,259	1,023	(60,499)	(122,390)
	140.00	175,052	114,618	54,061	(6,700)	(67,748)	(129,156)
	150.00	165,874	105,946	45,863	(14,424)	(75,035)	(135,923)
	160.00	156,692	97,275	37,665	(22,149)	(82,322)	(142,690)
	170.00	147,510	88,569	29,454	(29,912)	(89,609)	(149,456)
	180.00	138,328	79,858	21,216	(37,676)	(96,897)	(156,223)
	190.00	129,146	71,148	12,978	(45,440)	(104,184)	(162,990)
	200.00	119,964	62,437	4,740	(53,204)	(111,471)	(169,757)
	210.00	110,779	53,726	(3,498)	(60,993)	(118,758)	(176,523)
	220.00	101,556	45,013	(11,748)	(68,801)	(126,046)	(183,292)
	230.00	92,333	36,260	(20,029)	(76,609)	(133,333)	(190,293)
	240.00	83,110	27,507	(28,310)	(84,417)	(140,620)	(197,295)
	250.00	73,887	18,754	(36,592)	(92,224)	(147,907)	(204,296)

Scheme Typology:

Houses

No Units: 30

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 30% AH

TABLE 2

		Affordable Housing - % on site 40%						
Balance (RLV - BLV)	(130,145)	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	534,389	469,624	404,836	339,962	275,089	210,147	145,136
	5%	520,885	456,120	391,293	326,419	261,546	196,559	131,547
	10%	507,380	442,615	377,750	312,876	247,983	182,972	117,910
	15%	493,876	429,081	364,207	299,333	234,396	169,385	104,273
	20%	480,371	415,538	350,664	285,790	220,809	155,798	90,636
	25%	466,867	401,995	337,121	272,233	207,222	142,177	77,000
	30%	453,326	388,452	323,578	258,646	193,635	128,540	63,334
	35%	439,783	374,909	310,035	245,059	180,048	114,903	49,642
	40%	426,240	361,366	296,483	231,472	166,443	101,266	35,949
	45%	412,697	347,823	282,896	217,885	152,806	87,629	22,257
	50%	399,154	334,280	269,309	204,298	139,169	73,937	8,514
	55%	385,611	320,733	255,722	190,709	125,532	60,244	(5,240)
	60%	372,068	307,145	242,134	177,073	111,896	46,552	(18,993)
	65%	358,525	293,558	228,547	163,436	98,231	32,849	(32,797)
	70%	344,982	279,971	214,960	149,799	84,539	19,096	(46,618)
	75%	331,395	266,384	201,339	136,162	70,847	5,342	(60,449)
	80%	317,808	252,797	187,702	122,525	57,154	(8,411)	(74,343)
	85%	304,221	239,210	174,065	108,834	43,431	(22,230)	(88,236)
	90%	290,634	225,605	160,428	95,142	29,677	(36,051)	(102,202)
	95%	277,047	211,969	146,791	81,449	15,924	(49,891)	(116,174)
	100%	263,460	198,332	133,129	67,757	2,157	(63,784)	(130,145)
	105%	249,872	184,695	119,437	54,013	(11,663)	(77,677)	(144,117)
	110%	236,235	171,058	105,744	40,259	(25,484)	(91,645)	(158,089)
	115%	222,598	157,421	92,052	26,505	(39,332)	(105,617)	(172,061)
	120%	208,961	143,731	78,348	12,724	(53,225)	(119,589)	(186,129)
	125%	195,324	130,039	64,594	(1,096)	(67,119)	(133,561)	(200,586)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	(130,145)	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 43.27	0	23,755	(1,620)	(26,994)	(52,369)	(77,743)	(103,118)	(128,492)
	10	17,508	(7,866)	(33,241)	(58,615)	(83,990)	(109,364)	(134,739)
	20	11,262	(14,112)	(39,487)	(64,861)	(90,236)	(115,610)	(140,985)
	30	5,016	(20,359)	(45,733)	(71,108)	(96,482)	(121,857)	(147,231)
	40	(1,230)	(26,605)	(51,979)	(77,354)	(102,728)	(128,103)	(153,477)
	50	(7,477)	(32,851)	(58,226)	(83,600)	(108,975)	(134,349)	(159,724)
	60	(13,723)	(39,097)	(64,472)	(89,846)	(115,221)	(140,595)	(165,970)
	70	(19,969)	(45,343)	(70,718)	(96,092)	(121,467)	(146,841)	(172,216)
	80	(26,215)	(51,590)	(76,964)	(102,339)	(127,713)	(153,088)	(178,462)
	90	(32,461)	(57,836)	(83,210)	(108,585)	(133,959)	(159,334)	(184,759)
	100	(38,708)	(64,082)	(89,457)	(114,831)	(140,206)	(165,580)	(191,222)
	110	(44,954)	(70,328)	(95,703)	(121,077)	(146,452)	(171,826)	(197,685)
	120	(51,200)	(76,574)	(101,949)	(127,323)	(152,698)	(178,072)	(204,148)
	130	(57,446)	(82,821)	(108,195)	(133,570)	(158,944)	(184,356)	(210,611)
	140	(63,692)	(89,067)	(114,441)	(139,816)	(165,190)	(190,619)	(217,074)
	150	(69,939)	(95,313)	(120,688)	(146,062)	(171,437)	(197,282)	(223,628)
	160	(76,185)	(101,559)	(126,934)	(152,308)	(177,683)	(203,745)	(230,235)
	170	(82,431)	(107,806)	(133,180)	(158,555)	(183,953)	(210,208)	(236,842)
	180	(88,677)	(114,052)	(139,426)	(164,801)	(190,416)	(216,670)	(243,449)
	190	(94,923)	(120,298)	(145,672)	(171,047)	(196,879)	(223,215)	(250,057)
	200	(101,170)	(126,544)	(151,919)	(177,293)	(203,342)	(229,823)	(256,664)
	210	(107,416)	(132,790)	(158,165)	(183,550)	(209,804)	(236,430)	(263,271)
	220	(113,662)	(139,037)	(164,411)	(190,013)	(216,267)	(243,037)	(269,879)
	230	(119,908)	(145,283)	(170,657)	(196,476)	(222,803)	(249,645)	(276,486)
	240	(126,155)	(151,529)	(176,904)	(202,938)	(229,411)	(256,252)	(283,093)
	250	(132,401)	(157,775)	(183,150)	(209,401)	(236,018)	(262,859)	(289,700)

Scheme Typology:

Houses

No Units: 30

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 30% AH

TABLE 4

		BLV (per acre)							
		(130,145)	150,000	200,000	250,000	300,000	350,000	400,000	450,000
Balance (RLV - BLV)	CIL Epsm 43.27	0	21,882	(28,118)	(78,118)	(128,118)	(178,118)	(228,118)	(278,118)
		10	15,636	(34,364)	(84,364)	(134,364)	(184,364)	(234,364)	(284,364)
		20	9,390	(40,610)	(90,610)	(140,610)	(190,610)	(240,610)	(290,610)
		30	3,143	(46,857)	(96,857)	(146,857)	(196,857)	(246,857)	(296,857)
		40	(3,103)	(53,103)	(103,103)	(153,103)	(203,103)	(253,103)	(303,103)
		50	(9,349)	(59,349)	(109,349)	(159,349)	(209,349)	(259,349)	(309,349)
		60	(15,595)	(65,595)	(115,595)	(165,595)	(215,595)	(265,595)	(315,595)
		70	(21,841)	(71,841)	(121,841)	(171,841)	(221,841)	(271,841)	(321,841)
		80	(28,088)	(78,088)	(128,088)	(178,088)	(228,088)	(278,088)	(328,088)
		90	(34,334)	(84,334)	(134,334)	(184,334)	(234,334)	(284,334)	(334,334)
		100	(40,580)	(90,580)	(140,580)	(190,580)	(240,580)	(290,580)	(340,580)
		110	(46,826)	(96,826)	(146,826)	(196,826)	(246,826)	(296,826)	(346,826)
		120	(53,072)	(103,072)	(153,072)	(203,072)	(253,072)	(303,072)	(353,072)
		130	(59,356)	(109,356)	(159,356)	(209,356)	(259,356)	(309,356)	(359,356)
		140	(65,619)	(115,619)	(165,619)	(215,619)	(265,619)	(315,619)	(365,619)
		150	(72,282)	(122,282)	(172,282)	(222,282)	(272,282)	(322,282)	(372,282)
		160	(78,745)	(128,745)	(178,745)	(228,745)	(278,745)	(328,745)	(378,745)
		170	(85,208)	(135,208)	(185,208)	(235,208)	(285,208)	(335,208)	(385,208)
		180	(91,670)	(141,670)	(191,670)	(241,670)	(291,670)	(341,670)	(391,670)
		190	(98,215)	(148,215)	(198,215)	(248,215)	(298,215)	(348,215)	(398,215)
		200	(104,823)	(154,823)	(204,823)	(254,823)	(304,823)	(354,823)	(404,823)
		210	(111,430)	(161,430)	(211,430)	(261,430)	(311,430)	(361,430)	(411,430)
		220	(118,037)	(168,037)	(218,037)	(268,037)	(318,037)	(368,037)	(418,037)
		230	(124,645)	(174,645)	(224,645)	(274,645)	(324,645)	(374,645)	(424,645)
		240	(131,252)	(181,252)	(231,252)	(281,252)	(331,252)	(381,252)	(431,252)
		250	(137,859)	(187,859)	(237,859)	(287,859)	(337,859)	(387,859)	(437,859)

TABLE 5

		Density (dph)							
		(130,145)	25	30	35	40	45	50	55
Balance (RLV - BLV)	CIL Epsm 43.27	0	(131,765)	(103,118)	(74,471)	(45,824)	(17,177)	11,470	40,117
		10	(136,970)	(109,364)	(81,758)	(54,152)	(26,546)	1,060	28,666
		20	(142,175)	(115,610)	(89,045)	(62,481)	(35,916)	(9,351)	17,214
		30	(147,381)	(121,857)	(96,333)	(70,809)	(45,285)	(19,761)	5,763
		40	(152,586)	(128,103)	(103,620)	(79,137)	(54,654)	(30,171)	(5,689)
		50	(157,791)	(134,349)	(110,907)	(87,465)	(64,024)	(40,582)	(17,140)
		60	(162,996)	(140,595)	(118,194)	(95,794)	(73,393)	(50,992)	(28,591)
		70	(168,201)	(146,841)	(125,482)	(104,122)	(82,762)	(61,402)	(40,043)
		80	(173,406)	(153,088)	(132,769)	(112,450)	(92,131)	(71,813)	(51,494)
		90	(178,612)	(159,334)	(140,056)	(120,778)	(101,501)	(82,223)	(62,945)
		100	(183,817)	(165,580)	(147,343)	(129,107)	(110,870)	(92,633)	(74,397)
		110	(189,022)	(171,826)	(154,631)	(137,435)	(120,239)	(103,044)	(85,848)
		120	(194,227)	(178,072)	(161,918)	(145,763)	(129,609)	(113,454)	(97,300)
		130	(199,464)	(184,356)	(169,249)	(154,142)	(139,034)	(123,927)	(108,820)
		140	(204,849)	(190,819)	(176,789)	(162,759)	(148,729)	(134,699)	(120,668)
		150	(210,235)	(197,282)	(184,329)	(171,376)	(158,423)	(145,470)	(132,517)
		160	(215,621)	(203,745)	(191,869)	(179,993)	(168,117)	(156,241)	(144,365)
		170	(221,006)	(210,208)	(199,409)	(188,610)	(177,811)	(167,013)	(156,214)
		180	(226,392)	(216,670)	(206,949)	(197,227)	(187,506)	(177,784)	(168,063)
		190	(231,846)	(223,215)	(214,585)	(205,954)	(197,323)	(188,692)	(180,062)
		200	(237,352)	(229,823)	(222,293)	(214,764)	(207,234)	(199,705)	(192,175)
		210	(242,858)	(236,430)	(230,002)	(223,573)	(217,145)	(210,717)	(204,288)
		220	(248,364)	(243,037)	(237,710)	(232,383)	(227,056)	(221,729)	(216,402)
		230	(253,870)	(249,645)	(245,419)	(241,193)	(236,967)	(232,741)	(228,515)
		240	(259,377)	(256,252)	(253,127)	(250,002)	(246,878)	(243,753)	(240,628)
		250	(264,883)	(262,859)	(260,836)	(258,812)	(256,789)	(254,765)	(252,742)

Scheme Typology:

Houses

No Units: 30

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 30% AH

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(130,145)	90%	95%	100%	105%	110%	115%	120%
	0	95,681	(3,111)	(103,118)	(204,735)	(311,368)	(418,700)	(526,566)
	10	89,585	(9,260)	(109,364)	(211,198)	(318,013)	(425,345)	(533,248)
	20	83,488	(15,408)	(115,610)	(217,661)	(324,658)	(431,992)	(539,930)
	30	77,392	(21,557)	(121,857)	(224,228)	(331,302)	(438,674)	(546,613)
	40	71,295	(27,722)	(128,103)	(230,835)	(337,947)	(445,356)	(553,295)
	50	65,199	(33,900)	(134,349)	(237,442)	(344,591)	(452,038)	(559,977)
	60	59,097	(40,079)	(140,595)	(244,050)	(351,236)	(458,720)	(566,659)
	70	52,975	(46,257)	(146,841)	(250,657)	(357,881)	(465,402)	(573,341)
	80	46,854	(52,436)	(153,088)	(257,264)	(364,525)	(472,085)	(580,057)
	90	40,733	(58,614)	(159,334)	(263,871)	(371,170)	(478,767)	(586,777)
	100	34,611	(64,822)	(165,580)	(270,483)	(377,815)	(485,449)	(593,497)
	110	28,490	(71,033)	(171,826)	(277,127)	(384,459)	(492,131)	(600,217)
	120	22,369	(77,244)	(178,072)	(283,772)	(391,104)	(498,813)	(606,937)
	130	16,248	(83,455)	(184,356)	(290,416)	(397,748)	(505,496)	(613,657)
	140	10,113	(89,669)	(190,819)	(297,061)	(404,393)	(512,178)	(620,377)
	150	3,964	(95,915)	(197,282)	(303,706)	(411,038)	(518,860)	(627,097)
	160	(2,184)	(102,161)	(203,745)	(310,350)	(417,682)	(525,542)	(633,817)
	170	(8,333)	(108,407)	(210,208)	(316,995)	(424,327)	(532,224)	(640,537)
	180	(14,482)	(114,653)	(216,670)	(323,640)	(430,971)	(538,907)	(647,257)
	190	(20,630)	(120,900)	(223,215)	(330,284)	(437,650)	(545,589)	(653,977)
	200	(26,780)	(127,146)	(229,823)	(336,929)	(444,332)	(552,271)	(660,697)
	210	(32,959)	(133,392)	(236,430)	(343,573)	(451,014)	(558,953)	(667,417)
	220	(39,137)	(139,638)	(243,037)	(350,218)	(457,697)	(565,635)	(674,137)
	230	(45,316)	(145,884)	(249,645)	(356,863)	(464,379)	(572,318)	(680,857)
	240	(51,494)	(152,131)	(256,252)	(363,507)	(471,061)	(579,028)	(687,577)
	250	(57,673)	(158,377)	(262,859)	(370,152)	(477,743)	(585,748)	(694,297)

TABLE 7

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(130,145)	90%	95%	100%	105%	110%	115%	120%
	0	(308,056)	(203,132)	(103,118)	(4,487)	93,198	190,300	287,089
	10	(314,701)	(209,595)	(109,364)	(10,635)	87,082	184,226	281,034
	20	(321,346)	(216,058)	(115,610)	(16,802)	80,961	178,152	274,980
	30	(327,990)	(222,589)	(121,857)	(22,980)	74,840	172,078	268,925
	40	(334,635)	(229,196)	(128,103)	(29,159)	68,719	165,999	262,871
	50	(341,280)	(235,804)	(134,349)	(35,337)	62,597	159,902	256,804
	60	(347,924)	(242,411)	(140,595)	(41,516)	56,476	153,806	250,729
	70	(354,569)	(249,018)	(146,841)	(47,695)	50,355	147,709	244,655
	80	(361,213)	(255,625)	(153,088)	(53,895)	44,233	141,613	238,581
	90	(367,858)	(262,233)	(159,334)	(60,106)	38,105	135,516	232,507
	100	(374,503)	(268,840)	(165,580)	(66,317)	31,956	129,420	226,432
	110	(381,147)	(275,471)	(171,826)	(72,528)	25,808	123,323	220,358
	120	(387,792)	(282,116)	(178,072)	(78,739)	19,659	117,227	214,284
	130	(394,436)	(288,761)	(184,356)	(84,972)	13,510	111,130	208,210
	140	(401,081)	(295,405)	(190,819)	(91,218)	7,362	105,034	202,135
	150	(407,726)	(302,050)	(197,282)	(97,464)	1,213	98,922	196,061
	160	(414,370)	(308,694)	(203,745)	(103,710)	(4,940)	92,801	189,987
	170	(421,019)	(315,339)	(210,208)	(109,956)	(11,119)	86,680	183,913
	180	(427,702)	(321,984)	(216,670)	(116,203)	(17,297)	80,558	177,834
	190	(434,384)	(328,628)	(223,215)	(122,449)	(23,476)	74,437	171,738
	200	(441,066)	(335,273)	(229,823)	(128,695)	(29,654)	68,316	165,641
	210	(447,748)	(341,917)	(236,430)	(134,941)	(35,833)	62,195	159,545
	220	(454,430)	(348,562)	(243,037)	(141,187)	(42,016)	56,073	153,448
	230	(461,113)	(355,207)	(249,645)	(147,434)	(48,227)	49,952	147,352
	240	(467,795)	(361,851)	(256,252)	(153,680)	(54,438)	43,805	141,255
	250	(474,477)	(368,496)	(262,859)	(159,926)	(60,649)	37,656	135,159

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: **D**
 Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Higher**
 Notes: **Median BCIS, Viable with 25% AH**

No Units: **50**
 Greenfield/Brownfield: **Greenfield**

(see Typologies Matrix)

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 %	
Open Market Sale (OMS)	
Affordable Rent:	0.0%
Social Rent:	69.0%
First Homes:	25.0%
Intermediate (Affordable Home Ownership):	6.0%
	100% 100.0%
	69.0% % Rented
	12.4% % of total (>10% First Homes PPG 023)

CIL Rate (£ psm) **43.27** £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	2.0%	0.6	30.0%	6.0	13%	6.6
2 bed House	33.0%	9.9	30.0%	6.0	32%	15.9
3 bed House	40.0%	12.0	30.0%	6.0	36%	18.0
4 bed House	20.0%	6.0	10.0%	2.0	16%	8.0
5 bed House	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
Total number of units	100.0%	30.0	100.0%	20.0	100%	50.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	41	446	414	4,456	455	4,902
2 bed House	743	7,992	450	4,844	1,193	12,836
3 bed House	1,140	12,271	570	6,135	1,710	18,406
4 bed House	720	7,750	240	2,583	960	10,333
5 bed House	203	2,180	0	0	203	2,180
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	2,846	30,638	1,674	18,019	4,520	48,657

AH % by floor area:

37.03% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	268,550	3,892	362	1,772,430
2 bed House	312,000	4,160	386	4,960,800
3 bed House	400,000	4,211	391	7,200,000
4 bed House	520,000	4,333	403	4,160,000
5 bed House	590,000	4,370	406	885,000
1 bed Flat	200,000	4,000	372	0
2 bed Flat	253,000	3,892	362	0
				18,978,230

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Inter. £	% of MV
1 bed House	100,706	37.5%	100,706	37.5%	187,985	70%	187,985	70%
2 bed House	117,000	37.5%	117,000	37.5%	218,400	70%	218,400	70%
3 bed House	150,000	37.5%	150,000	37.5%	250,000	70%	280,000	70%
4 bed House	195,000	37.5%	195,000	37.5%	250,000	70%	364,000	70%
5 bed House	221,250	37.5%	221,250	37.5%	250,000	70%	413,000	70%
1 bed Flat	75,000	37.5%	75,000	37.5%	140,000	70%	140,000	70%
2 bed Flat	94,875	37.5%	94,875	37.5%	177,100	70%	177,100	70%

* capped @£250K

Scheme Typology:

Houses

No Units: 50

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 25% AH

GROSS DEVELOPMENT VALUE				
OMS GDV -				
(part houses due to % mix)				
1 bed House	0.6	@	268,550	161,130
2 bed House	9.9	@	312,000	3,088,800
3 bed House	12.0	@	400,000	4,800,000
4 bed House	6.0	@	520,000	3,120,000
5 bed House	1.5	@	590,000	885,000
1 bed Flat	0.0	@	200,000	-
2 bed Flat	0.0	@	253,000	-
	30.0			12,054,930
Affordable Rent GDV -				
1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-
Social Rent GDV -				
1 bed House	4.1	@	100,706	416,924
2 bed House	4.1	@	117,000	484,380
3 bed House	4.1	@	150,000	621,000
4 bed House	1.4	@	195,000	269,100
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	13.8			1,791,404
First Homes GDV -				
1 bed House	1.5	@	187,985	281,978
2 bed House	1.5	@	218,400	327,600
3 bed House	1.5	@	250,000	375,000
4 bed House	0.5	@	250,000	125,000
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	177,100	-
	5.0			1,109,578
Intermediate GDV -				
1 bed House	0.4	@	187,985	67,675
2 bed House	0.4	@	218,400	78,624
3 bed House	0.4	@	280,000	100,800
4 bed House	0.1	@	364,000	43,680
5 bed House	0.0	@	413,000	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	177,100	-
	1.2	20.0		290,779
Sub-total GDV Residential				
	50			15,246,690
AH on-site cost analysis:				
	825 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	3,731,540
			74,631 £ per unit (total units)	
Grant				
	20	AH units @	0 per unit	-
Total GDV				
				15,246,690

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Higher
Median BCIS, Viable with 25% AH

No Units: 50
Greenfield/Brownfield:

Greenfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(23,100)
Planning Application Professional Fees, Surveys and reports				(70,000)
CIL				(123,164)
CIL analysis:		2,846 sqm (Market only)	43.27 £ psm	
		0.81% % of GDV	2,463 £ per unit (total units)	
Site Specific S106 Contributions	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 @	27,354 per unit	(1,367,700)
Sub-total				(1,367,700)
S106 analysis:		820,620 £ per ha	8.97% % of GDV	27,354 £ per unit (total units)
AH Commuted Sum			4,520 sqm (total)	0 £ psm
Comm. Sum analysis:			0.00% % of GDV	
cont./				

Scheme Typology:**Houses**No Units: **50****Site Typology:**Location / Value Zone: **Higher**

Greenfield/Brownfield:

Greenfield**Notes:**

Median BCIS, Viable with 25% AH

Construction Costs -

Site Clearance, Demolition & Remediation		1.67	ha @		0	£ per ha (if brownfield)	-
Site Infrastructure costs -							
Year 1		0					-
Year 2		0					-
Year 3		0					-
Year 4		0					-
Year 5		0					-
Year 6		0					-
Year 7		0					-
Year 8		0					-
Year 9		0					-
Year 10		0					-
Year 11		0					-
Year 12		0					-
Year 13		0					-
Year 14		0					-
Year 15		0					-
Years 1-15		50	units @		0	per unit	-
Sub-total							-
Infra. Costs analysis:	-	£ per ha	0.00% % of GDV		0	£ per unit (total units)	
1 bed House			455	sqm @	1,607	psm	(731,828)
2 bed House			1,193	sqm @	1,607	psm	(1,916,348)
3 bed House			1,710	sqm @	1,607	psm	(2,747,970)
4 bed House			960	sqm @	1,607	psm	(1,542,720)
5 bed House			203	sqm @	1,607	psm	(325,418)
1 bed Flat			-	sqm @	1,760	psm	-
2 bed Flat		4,520	-	sqm @	1,760	psm	-
Garages for 3 bed House	(OMS only)		12	units @	50%	8,500	£ per garage (51,000)
Garages for 4 bed House	(OMS only)		6	units @	100%	8,500	£ per garage (51,000)
Garages for 5 bed House	(OMS only)		2	units @	100%	8,500	£ per garage (12,750)
External works			7,379,033	@	15.0%		(1,106,855)
Ext. Works analysis:					22,137	£ 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 uni	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 t	-	units @	5%	12,133	£ per unit	-
Part L/FHS (houses)		50	units @		5,816	£ per unit	(290,800)
Part L/FHS (flats)		-	units @		2,712	£ per unit	-
Additional Low Carbon/Energy Reduction (houses)		50	units @		0	£ per unit	-
Additional Low Carbon/Energy Reduction (flats)		-	units @		0	£ per unit	-
EV Charging Points - Houses		50	units @		0	£ per unit	-
EV Charging Points - Flats		-	units @		0	£ per unit	-
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							(516,921)
Policy Costs analysis: (design costs only)					10,338	£ per unit (total units)	
Contingency (on construction)			9,002,808	@	3.0%		(270,084)
Professional Fees			9,002,808	@	6.5%		(585,183)
Disposal Costs -							
OMS Marketing and Promotion		12,054,930	OMS @	3.00%	7,233	£ per unit	(361,648)
Residential Sales Agent Costs		12,054,930	OMS @	1.00%	2,411	£ per unit	(120,549)
Residential Sales Legal Costs		12,054,930	OMS @	0.50%	1,205	£ per unit	(60,275)
Affordable Sale Legal Costs		3,191,760	AH @	0.25%	160	£ per unit	(7,979)
Disposal Cost analysis:					11,009	£ per unit	
Interest (on Development Costs) -			7.00%	APR	0.565%	pcrn	(105,867)
Developers Profit -							
Profit on OMS		12,054,930		20.00%			(2,410,986)
Margin on AH		3,191,760		6.00%	on AH values		(191,506)
Profit analysis:		15,246,690		17.07%	blended GDV	(2,602,492)	
		12,098,357		21.51%	on costs	(2,602,492)	
TOTAL COSTS							(14,700,848)

Scheme Typology: **Houses**
Site Typology: Location / Value Zone: **Higher**
Notes: Median BCIS, Viable with 25% AH

No Units: **50**
Greenfield/Brownfield: **Greenfield**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				545,842
SDLT		545,842 @	HMRC formula	(16,792)
Acquisition Agent fees		545,842 @	1.0%	(5,458)
Acquisition Legal fees		545,842 @	0.5%	(2,729)
Interest on Land		545,842 @	7.00%	(38,209)
Residual Land Value				482,653
RLV analysis:	9,653 £ per plot	289,592 £ per ha (net)	117,196 £ per acre (net)	
		173,755 £ per ha (gross)	70,318 £ per acre (gross)	
			3.17% % 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)	
Benchmark Land Value (net)	22,651 £ per plot	679,525 £ per ha (net)	275,000 £ per acre (net)	1,132,542
BLV analysis:	Density	2,712 sqm/ha (net)	11,815 sqft/ac (net)	
		18 dph (gross)		
		407,715 £ per ha (gross)	165,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	(389,933) £ per ha (net)	(157,804) £ per acre (net)	(649,889)

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))	(157,804)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm 43.27	0.00	277,007	209,791	142,428	74,838	6,902	(61,601)	(130,500)
	10.00	267,868	201,143	134,258	67,112	(371)	(68,437)	(136,810)
	20.00	258,711	192,475	126,053	59,386	(7,653)	(75,273)	(143,120)
	30.00	249,554	183,793	117,849	51,660	(14,934)	(82,109)	(149,430)
	40.00	240,397	175,112	109,644	43,911	(22,240)	(88,945)	(155,740)
	50.00	231,240	166,431	101,440	36,149	(29,560)	(95,781)	(162,051)
	60.00	222,082	157,749	93,214	28,387	(36,881)	(102,617)	(168,361)
	70.00	212,902	149,047	84,973	20,617	(44,236)	(109,453)	(174,671)
	80.00	203,710	140,329	76,733	12,815	(51,597)	(116,289)	(180,981)
	90.00	194,518	131,612	68,492	5,014	(58,959)	(123,125)	(187,291)
	100.00	185,326	122,895	60,221	(2,794)	(66,321)	(129,961)	(193,601)
	110.00	176,134	114,166	51,941	(10,637)	(73,683)	(136,797)	(199,911)
	120.00	166,912	105,410	43,661	(18,481)	(81,045)	(143,633)	(206,240)
	130.00	157,682	96,654	35,363	(26,344)	(88,406)	(150,469)	(212,585)
	140.00	148,452	87,899	27,042	(34,232)	(95,768)	(157,305)	(218,931)
	150.00	139,222	79,118	18,720	(42,119)	(103,130)	(164,141)	(225,462)
	160.00	129,967	70,321	10,377	(50,007)	(110,492)	(170,977)	(232,028)
	170.00	120,696	61,523	2,011	(57,895)	(117,854)	(177,813)	(238,594)
	180.00	111,426	52,711	(6,355)	(65,782)	(125,216)	(184,649)	(245,238)
	190.00	102,155	43,869	(14,762)	(73,670)	(132,577)	(191,485)	(251,950)
	200.00	92,840	35,027	(23,176)	(81,558)	(139,939)	(198,357)	(258,663)
	210.00	83,525	26,163	(31,589)	(89,445)	(147,301)	(205,232)	(265,376)
	220.00	74,211	17,273	(40,003)	(97,333)	(154,663)	(212,106)	(272,088)
	230.00	64,857	8,384	(48,416)	(105,221)	(162,025)	(218,981)	(278,801)
	240.00	55,495	(552)	(56,830)	(113,108)	(169,386)	(226,061)	(285,513)
	250.00	46,131	(9,491)	(65,243)	(120,996)	(176,748)	(233,174)	(292,226)

Scheme Typology:

Houses

No Units: 50

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 25% AH

TABLE 2

		Affordable Housing - % on site 40%							
Balance (RLV - BLV)	(157,804)	10%	15%	20%	25%	30%	35%	40%	
		0%	528,829	464,230	399,577	334,923	270,178	205,403	140,516
		5%	514,338	449,702	385,049	320,369	255,609	190,787	125,873
		10%	499,827	435,174	370,521	305,800	241,039	176,172	111,206
		15%	485,300	420,646	355,990	291,230	226,443	161,556	96,539
		20%	470,772	406,118	341,421	276,661	211,827	146,906	81,838
Site Specific S106		25%	456,244	391,590	326,851	262,091	197,211	132,239	67,116
100%		30%	441,716	377,042	312,282	247,482	182,595	117,572	52,385
(where 105% is a 5% increase, and 95% is a 5% decrease etc.)		35%	427,188	362,472	297,712	232,866	167,938	102,870	37,601
		40%	412,660	347,903	283,137	218,251	153,272	88,147	22,817
		45%	398,094	333,334	268,522	203,635	138,605	73,421	7,968
		50%	383,524	318,764	253,906	188,971	123,901	58,637	(6,892)
		55%	368,955	304,177	239,290	174,304	109,179	43,854	(21,812)
		60%	354,385	289,561	224,671	159,637	94,456	29,014	(36,773)
		65%	339,816	274,945	210,004	144,933	79,673	14,166	(51,779)
		70%	325,216	260,330	195,337	130,210	64,890	(750)	(66,854)
		75%	310,600	245,703	180,670	115,487	50,060	(15,690)	(82,003)
		80%	295,985	231,037	165,964	100,709	35,211	(30,685)	(97,163)
		85%	281,369	216,370	151,242	85,926	20,311	(45,744)	(112,323)
		90%	266,736	201,703	136,519	71,106	5,392	(60,860)	(127,484)
		95%	252,069	186,996	121,745	56,257	(9,602)	(76,020)	(142,644)
		100%	237,402	172,273	106,962	41,373	(24,634)	(91,181)	(157,804)
		105%	222,736	157,550	92,152	26,454	(39,718)	(106,341)	(172,964)
		110%	208,027	142,781	77,303	11,481	(54,878)	(121,501)	(188,124)
		115%	193,305	127,998	62,435	(3,524)	(70,038)	(136,661)	(203,286)
		120%	178,582	113,198	47,515	(18,599)	(85,198)	(151,821)	(218,532)
		125%	163,817	98,349	32,564	(33,735)	(100,358)	(166,981)	(234,257)

TABLE 3

LE 3		Profit (on OMS) 20%							
Balance (RLV - BLV)	(157,804)	15%	16%	17%	18%	19%	20%	21%	
		0	(3,901)	(29,221)	(54,541)	(79,860)	(105,180)	(130,500)	(155,820)
		10	(10,211)	(35,531)	(60,851)	(86,171)	(111,490)	(136,810)	(162,130)
		20	(16,521)	(41,841)	(67,161)	(92,481)	(117,800)	(143,120)	(168,440)
		30	(22,832)	(48,151)	(73,471)	(98,791)	(124,111)	(149,430)	(174,750)
		40	(29,142)	(54,461)	(79,781)	(105,101)	(130,421)	(155,740)	(181,060)
		50	(35,452)	(60,772)	(86,091)	(111,411)	(136,731)	(162,051)	(187,370)
		60	(41,762)	(67,082)	(92,401)	(117,721)	(143,041)	(168,361)	(193,680)
		70	(48,072)	(73,392)	(98,712)	(124,031)	(149,351)	(174,671)	(199,991)
		80	(54,382)	(79,702)	(105,022)	(130,341)	(155,661)	(180,981)	(206,301)
		90	(60,692)	(86,012)	(111,332)	(136,652)	(161,971)	(187,291)	(212,611)
		100	(67,002)	(92,322)	(117,642)	(142,962)	(168,281)	(193,601)	(218,921)
		110	(73,313)	(98,632)	(123,952)	(149,272)	(174,592)	(199,911)	(225,415)
		120	(79,641)	(104,961)	(130,280)	(155,600)	(180,920)	(206,240)	(231,962)
		130	(85,987)	(111,306)	(136,626)	(161,946)	(187,266)	(212,585)	(238,528)
		140	(92,332)	(117,652)	(142,972)	(168,292)	(193,611)	(218,931)	(245,170)
		150	(98,678)	(123,998)	(149,318)	(174,638)	(199,957)	(225,462)	(251,883)
		160	(105,024)	(130,344)	(155,664)	(180,983)	(206,303)	(232,028)	(258,596)
		170	(111,370)	(136,690)	(162,009)	(187,329)	(212,649)	(238,594)	(265,308)
		180	(117,716)	(143,035)	(168,355)	(193,675)	(218,995)	(245,238)	(272,021)
		190	(124,062)	(149,381)	(174,701)	(200,021)	(225,528)	(251,950)	(278,734)
		200	(130,407)	(155,727)	(181,047)	(206,367)	(232,094)	(258,663)	(285,446)
		210	(136,753)	(162,073)	(187,393)	(212,712)	(238,660)	(265,376)	(292,159)
		220	(143,099)	(168,419)	(193,738)	(219,058)	(245,305)	(272,088)	(298,871)
		230	(149,445)	(174,765)	(200,084)	(225,593)	(252,017)	(278,801)	(305,584)
		240	(155,791)	(181,110)	(206,430)	(232,159)	(258,730)	(285,513)	(312,297)
		250	(162,136)	(187,456)	(212,776)	(238,725)	(265,443)	(292,226)	(319,009)

Scheme Typology:

Houses

No Units: 50

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 25% AH

		BLV (per acre)							
			150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 43.27	Balance (RLV - BLV)	(157,804)							
	0	(5,500)	(55,500)	(105,500)	(155,500)	(205,500)	(255,500)	(305,500)	
	10	(11,810)	(61,810)	(111,810)	(161,810)	(211,810)	(261,810)	(311,810)	
	20	(18,120)	(68,120)	(118,120)	(168,120)	(218,120)	(268,120)	(318,120)	
	30	(24,430)	(74,430)	(124,430)	(174,430)	(224,430)	(274,430)	(324,430)	
	40	(30,740)	(80,740)	(130,740)	(180,740)	(230,740)	(280,740)	(330,740)	
	50	(37,051)	(87,051)	(137,051)	(187,051)	(237,051)	(287,051)	(337,051)	
	60	(43,361)	(93,361)	(143,361)	(193,361)	(243,361)	(293,361)	(343,361)	
	70	(49,671)	(99,671)	(149,671)	(199,671)	(249,671)	(299,671)	(349,671)	
	80	(55,981)	(105,981)	(155,981)	(205,981)	(255,981)	(305,981)	(355,981)	
	90	(62,291)	(112,291)	(162,291)	(212,291)	(262,291)	(312,291)	(362,291)	
	100	(68,601)	(118,601)	(168,601)	(218,601)	(268,601)	(318,601)	(368,601)	
	110	(74,911)	(124,911)	(174,911)	(224,911)	(274,911)	(324,911)	(374,911)	
	120	(81,240)	(131,240)	(181,240)	(231,240)	(281,240)	(331,240)	(381,240)	
	130	(87,585)	(137,585)	(187,585)	(237,585)	(287,585)	(337,585)	(387,585)	
	140	(93,931)	(143,931)	(193,931)	(243,931)	(293,931)	(343,931)	(393,931)	
	150	(100,462)	(150,462)	(200,462)	(250,462)	(300,462)	(350,462)	(400,462)	
	160	(107,028)	(157,028)	(207,028)	(257,028)	(307,028)	(357,028)	(407,028)	
	170	(113,594)	(163,594)	(213,594)	(263,594)	(313,594)	(363,594)	(413,594)	
	180	(120,238)	(170,238)	(220,238)	(270,238)	(320,238)	(370,238)	(420,238)	
	190	(126,950)	(176,950)	(226,950)	(276,950)	(326,950)	(376,950)	(426,950)	
	200	(133,663)	(183,663)	(233,663)	(283,663)	(333,663)	(383,663)	(433,663)	
	210	(140,376)	(190,376)	(240,376)	(290,376)	(340,376)	(390,376)	(440,376)	
	220	(147,088)	(197,088)	(247,088)	(297,088)	(347,088)	(397,088)	(447,088)	
	230	(153,801)	(203,801)	(253,801)	(303,801)	(353,801)	(403,801)	(453,801)	
	240	(160,513)	(210,513)	(260,513)	(310,513)	(360,513)	(410,513)	(460,513)	
	250	(167,226)	(217,226)	(267,226)	(317,226)	(367,226)	(417,226)	(467,226)	

		Density (dph)						
			25	30	35	40	45	50
CIL Epsm 43.27	Balance (RLV - BLV)	(157,804)						
	0	(154,583)	(130,500)	(106,417)	(82,333)	(58,250)	(34,166)	(10,083)
	10	(159,842)	(136,810)	(113,778)	(90,747)	(67,715)	(44,683)	(21,652)
	20	(165,100)	(143,120)	(121,140)	(99,160)	(77,180)	(55,200)	(33,220)
	30	(170,359)	(149,430)	(128,502)	(107,574)	(86,645)	(65,717)	(44,789)
	40	(175,617)	(155,740)	(135,864)	(115,987)	(96,111)	(76,234)	(56,357)
	50	(180,875)	(162,051)	(143,226)	(124,401)	(105,576)	(86,751)	(67,926)
	60	(186,134)	(168,361)	(150,587)	(132,814)	(115,041)	(97,268)	(79,495)
	70	(191,392)	(174,671)	(157,949)	(141,228)	(124,506)	(107,785)	(91,063)
	80	(196,651)	(180,981)	(165,311)	(149,641)	(133,971)	(118,302)	(102,632)
	90	(201,909)	(187,291)	(172,673)	(158,055)	(143,437)	(128,818)	(114,200)
	100	(207,168)	(193,601)	(180,035)	(166,468)	(152,902)	(139,335)	(125,769)
	110	(212,426)	(199,911)	(187,397)	(174,882)	(162,367)	(149,852)	(137,337)
	120	(217,700)	(206,240)	(194,779)	(183,319)	(171,859)	(160,399)	(148,939)
	130	(222,988)	(212,585)	(202,183)	(191,781)	(181,378)	(170,976)	(160,573)
	140	(228,276)	(218,931)	(209,586)	(200,242)	(190,897)	(181,552)	(172,207)
	150	(233,718)	(225,462)	(217,206)	(208,949)	(200,693)	(192,437)	(184,180)
	160	(239,190)	(232,028)	(224,866)	(217,704)	(210,542)	(203,380)	(196,218)
	170	(244,662)	(238,594)	(232,526)	(226,458)	(220,391)	(214,323)	(208,255)
	180	(250,198)	(245,238)	(240,277)	(235,317)	(230,356)	(225,396)	(220,436)
	190	(255,792)	(251,950)	(248,109)	(244,267)	(240,425)	(236,584)	(232,742)
	200	(261,386)	(258,663)	(255,940)	(253,217)	(250,494)	(247,771)	(245,049)
	210	(266,980)	(265,376)	(263,771)	(262,167)	(260,563)	(258,959)	(257,355)
	220	(272,573)	(272,088)	(271,603)	(271,118)	(270,632)	(270,147)	(269,662)
	230	(278,167)	(278,801)	(279,434)	(280,068)	(280,701)	(281,335)	(281,968)
	240	(283,761)	(285,513)	(287,266)	(289,018)	(290,770)	(292,522)	(294,275)
	250	(289,355)	(292,226)	(295,097)	(297,968)	(300,839)	(303,710)	(306,581)

Scheme Typology:

Houses

No Units: 50

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 25% AH

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(157,804)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 43.27	0	70,769	(28,866)	(130,500)	(233,086)	(341,477)	(450,689)	(560,536)
	10	64,641	(35,103)	(136,810)	(239,652)	(348,228)	(457,478)	(567,363)
	20	58,513	(41,345)	(143,120)	(246,319)	(354,978)	(464,266)	(574,190)
	30	52,385	(47,586)	(149,430)	(253,032)	(361,729)	(471,055)	(581,017)
	40	46,255	(53,846)	(155,740)	(259,744)	(368,480)	(477,844)	(587,844)
	50	40,102	(60,121)	(162,051)	(266,457)	(375,230)	(484,633)	(594,671)
	60	33,949	(66,395)	(168,361)	(273,170)	(381,981)	(491,421)	(601,499)
	70	27,795	(72,692)	(174,671)	(279,882)	(388,731)	(498,210)	(608,326)
	80	21,642	(79,002)	(180,981)	(286,595)	(395,482)	(504,999)	(615,153)
	90	15,481	(85,312)	(187,291)	(293,307)	(402,232)	(511,788)	(621,980)
	100	9,300	(91,622)	(193,601)	(300,020)	(408,983)	(518,576)	(628,807)
	110	3,120	(97,933)	(199,911)	(306,733)	(415,734)	(525,365)	(635,634)
	120	(3,061)	(104,243)	(206,240)	(313,445)	(422,484)	(532,154)	(642,461)
	130	(9,245)	(110,553)	(212,585)	(320,158)	(429,235)	(538,954)	(649,322)
	140	(15,455)	(116,863)	(218,931)	(326,889)	(436,018)	(545,782)	(656,187)
	150	(21,665)	(123,173)	(225,462)	(333,639)	(442,806)	(552,609)	(663,053)
	160	(27,875)	(129,483)	(232,028)	(340,390)	(449,595)	(559,436)	(669,919)
	170	(34,101)	(135,793)	(238,594)	(347,140)	(456,384)	(566,263)	(676,785)
	180	(40,342)	(142,104)	(245,238)	(353,891)	(463,173)	(573,090)	(683,650)
	190	(46,583)	(148,414)	(251,950)	(360,641)	(469,961)	(579,917)	(690,516)
	200	(52,835)	(154,724)	(258,663)	(367,392)	(476,750)	(586,744)	(697,382)
	210	(59,110)	(161,034)	(265,376)	(374,143)	(483,539)	(593,572)	(704,248)
	220	(65,384)	(167,344)	(272,088)	(380,893)	(490,328)	(600,399)	(711,113)
	230	(71,675)	(173,654)	(278,801)	(387,644)	(497,116)	(607,226)	(717,979)
	240	(77,986)	(179,964)	(285,513)	(394,394)	(503,905)	(614,053)	(724,845)
	250	(84,296)	(186,274)	(292,226)	(401,145)	(510,694)	(620,880)	(731,710)

TABLE 7

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(157,804)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 43.27	0	(337,382)	(231,092)	(130,500)	(30,619)	67,765	165,172	262,021
	10	(344,132)	(237,658)	(136,810)	(36,860)	61,612	159,067	255,956
	20	(350,883)	(244,281)	(143,120)	(43,120)	55,459	152,962	249,892
	30	(357,633)	(250,994)	(149,430)	(49,395)	49,305	146,857	243,828
	40	(364,384)	(257,706)	(155,740)	(55,669)	43,142	140,753	237,755
	50	(371,135)	(264,419)	(162,051)	(61,961)	36,961	134,648	231,672
	60	(377,885)	(271,132)	(168,361)	(68,271)	30,781	128,543	225,588
	70	(384,636)	(277,844)	(174,671)	(74,581)	24,600	122,418	219,505
	80	(391,386)	(284,557)	(180,981)	(80,891)	18,420	116,290	213,421
	90	(398,137)	(291,269)	(187,291)	(87,201)	12,215	110,162	207,337
	100	(404,887)	(297,982)	(193,601)	(93,512)	6,006	104,034	201,254
	110	(411,638)	(304,695)	(199,911)	(99,822)	(204)	97,906	195,170
	120	(418,389)	(311,407)	(206,240)	(106,132)	(6,414)	91,778	189,087
	130	(425,174)	(318,120)	(212,585)	(112,442)	(12,650)	85,633	182,994
	140	(431,963)	(324,841)	(218,931)	(118,752)	(18,891)	79,480	176,889
	150	(438,751)	(331,591)	(225,462)	(125,062)	(25,132)	73,327	170,784
	160	(445,540)	(338,342)	(232,028)	(131,372)	(31,383)	67,174	164,679
	170	(452,329)	(345,093)	(238,594)	(137,682)	(37,658)	61,020	158,575
	180	(459,118)	(351,843)	(245,238)	(143,993)	(43,933)	54,859	152,470
	190	(465,906)	(358,594)	(251,950)	(150,303)	(50,213)	48,678	146,365
	200	(472,695)	(365,344)	(258,663)	(156,613)	(56,523)	42,498	140,260
	210	(479,484)	(372,095)	(265,376)	(162,923)	(62,833)	36,317	134,133
	220	(486,273)	(378,845)	(272,088)	(169,233)	(69,144)	30,137	128,005
	230	(493,061)	(385,596)	(278,801)	(175,543)	(75,454)	23,937	121,877
	240	(499,850)	(392,347)	(285,513)	(181,853)	(81,764)	17,727	115,749
	250	(506,639)	(399,097)	(292,226)	(188,164)	(88,074)	11,517	109,621

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: **E** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Higher** No Units: **80**
 Notes: Flat included, Median BCIS, Viable with 15% AH 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 %	
Affordable Rent:	0.0%
Social Rent:	69.0%
First Homes:	25.0%
Intermediate (Affordable Home Ownership):	6.0%
	100% 100.0%
	69.0% % Rented
	12.4% % of total (>10% First Homes PPG 023)

CIL Rate (£ psm) 43.27 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	5.0%	2.4	10.0%	3.2	7%	5.6
2 bed House	20.0%	9.6	22.0%	7.0	21%	16.6
3 bed House	40.0%	19.2	30.0%	9.6	36%	28.8
4 bed House	20.0%	9.6	10.0%	3.2	16%	12.8
5 bed House	5.0%	2.4	0.0%	0.0	3%	2.4
1 bed Flat	4.0%	1.9	13.0%	4.2	8%	6.1
2 bed Flat	6.0%	2.9	15.0%	4.8	10%	7.7
Total number of units	100.0%	48.0	100.0%	32.0	100%	80.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	166	1,783	221	2,377	386	4,159
2 bed House	720	7,750	528	5,683	1,248	13,433
3 bed House	1,824	19,633	912	9,817	2,736	29,450
4 bed House	1,152	12,400	384	4,133	1,536	16,533
5 bed House	324	3,488	0	0	324	3,488
1 bed Flat	113	1,216	245	2,634	358	3,850
2 bed Flat	220	2,371	367	3,951	587	6,322
	4,519	48,640	2,657	28,595	7,175	77,235

AH % by floor area:

37.02% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	268,550	3,892	362	1,503,880
2 bed House	312,000	4,160	386	5,191,680
3 bed House	400,000	4,211	391	11,520,000
4 bed House	520,000	4,333	403	6,656,000
5 bed House	590,000	4,370	406	1,416,000
1 bed Flat	200,000	4,000	372	1,216,000
2 bed Flat	253,000	3,892	362	1,943,040
				29,446,600

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Inter. £	% of MV
1 bed House	100,706	37.5%	100,706	37.5%	187,985	70%	187,985	70%
2 bed House	117,000	37.5%	117,000	37.5%	218,400	70%	218,400	70%
3 bed House	150,000	37.5%	150,000	37.5%	250,000	70%	280,000	70%
4 bed House	195,000	37.5%	195,000	37.5%	250,000	70%	364,000	70%
5 bed House	221,250	37.5%	221,250	37.5%	250,000	70%	413,000	70%
1 bed Flat	75,000	37.5%	75,000	37.5%	140,000	70%	140,000	70%
2 bed Flat	94,875	37.5%	94,875	37.5%	177,100	70%	177,100	70%

* capped @£250K

Scheme Typology: **Houses & Flats** No Units: **80**
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
 Notes: Flat included, Median BCIS, Viable with 15% AH

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	2.4	@	268,550	644,520
2 bed House	9.6	@	312,000	2,995,200
3 bed House	19.2	@	400,000	7,680,000
4 bed House	9.6	@	520,000	4,992,000
5 bed House	2.4	@	590,000	1,416,000
1 bed Flat	1.9	@	200,000	384,000
2 bed Flat	2.9	@	253,000	728,640
	48.0			18,840,360
Affordable Rent GDV -				
1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-
Social Rent GDV -				
1 bed House	2.2	@	100,706	222,359
2 bed House	4.9	@	117,000	568,339
3 bed House	6.6	@	150,000	993,600
4 bed House	2.2	@	195,000	430,560
5 bed House	0.0	@	221,250	-
1 bed Flat	2.9	@	75,000	215,280
2 bed Flat	3.3	@	94,875	314,226
	22.1			2,744,365
First Homes GDV -				
1 bed House	0.8	@	187,985	150,388
2 bed House	1.8	@	218,400	384,384
3 bed House	2.4	@	250,000	600,000
4 bed House	0.8	@	250,000	200,000
5 bed House	0.0	@	250,000	-
1 bed Flat	1.0	@	140,000	145,600
2 bed Flat	1.2	@	177,100	212,520
	8.0			1,692,892
Intermediate GDV -				
1 bed House	0.2	@	187,985	36,093
2 bed House	0.4	@	218,400	92,252
3 bed House	0.6	@	280,000	161,280
4 bed House	0.2	@	364,000	69,888
5 bed House	0.0	@	413,000	-
1 bed Flat	0.2	@	140,000	34,944
2 bed Flat	0.3	@	177,100	51,005
	1.9	32.0		445,462
Sub-total GDV Residential				
	80			23,723,079
AH on-site cost analysis:				
	798 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	5,723,521
			71,544 £ per unit (total units)	
Grant				
	32	AH units @	0 per unit	-
Total GDV				
				23,723,079

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:
Flat included, Median BCIS, Viable with 15% AH

No Units: 80
Greenfield/Brownfield:
Greenfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(26,999)
Planning Application Professional Fees, Surveys and reports				(80,000)
CIL				(195,527)
CIL analysis:		4,519 sqm (Market only)	43.27 £ psm	
		0.82% % of GDV	2,444 £ per unit (total units)	
Site Specific S106 Contributions	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 @	28,804 per unit	(2,304,320)
Sub-total				(2,304,320)
S106 analysis:		864,120 £ per ha	9.71% % of GDV	28,804 £ per unit (total units)
AH Commuted Sum		7,175 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		
cont./				

Scheme Typology:

Houses & Flats

No Units: 80

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Flat included, Median BCIS, Viable with 15% AH

Construction Costs -

Site Clearance, Demolition & Remediation		2.67 ha @		0 £ per ha (if brownfield)	-
Site Infrastructure costs -					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
Year 11		0			-
Year 12		0			-
Year 13		0			-
Year 14		0			-
Year 15		0			-
Years 1-15		80 units @		0 per unit	-
Sub-total					-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total units)	
1 bed House		386 sqm @	1,607 psm		(620,945)
2 bed House		1,248 sqm @	1,607 psm		(2,005,536)
3 bed House		2,736 sqm @	1,607 psm		(4,396,752)
4 bed House		1,536 sqm @	1,607 psm		(2,468,352)
5 bed House		324 sqm @	1,607 psm		(520,668)
1 bed Flat		358 sqm @	1,760 psm		(629,459)
2 bed Flat	7,175	587 sqm @	1,760 psm		(1,033,638)
Garages for 3 bed House (OMS only)	19 units @	50% @	8,500 £ per garage		(81,600)
Garages for 4 bed House (OMS only)	10 units @	100% @	8,500 £ per garage		(81,600)
Garages for 5 bed House (OMS only)	2 units @	100% @	8,500 £ per garage		(20,400)
External works		11,858,949 @	15.0%		(1,778,842)
Ext. Works analysis:			22,236 £ 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 uni	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 t	- units @	5% @	12,133 £ per unit	-
Part L/FHS (houses)		66 units @		5,816 £ per unit	(385,252)
Part L/FHS (flats)		14 units @		2,712 £ per unit	(37,317)
Additional Low Carbon/Energy Reduction (houses)		66 units @		0 £ per unit	-
Additional Low Carbon/Energy Reduction (flats)		14 units @		0 £ per unit	-
EV Charging Points - Houses		66 units @		0 £ per unit	-
EV Charging Points - Flats		14 units @		0 £ per unit	-
Water Efficiency (houses)		66 units @		2,683 £ per unit	(177,722)
Water Efficiency (flats)		14 units @		909 £ per unit	(12,508)
Broadband infrastructure	(< 20 units only)	units @		747 £ per unit	-
Sub-total					(759,952)
Policy Costs analysis: (design costs only)			9,499 £ per unit (total units)		
Contingency (on construction)		14,397,743 @	3.0%		(431,932)
Professional Fees		14,397,743 @	6.5%		(935,853)
Disposal Costs -					
OMS Marketing and Promotion		18,840,360 OMS @	3.00%	7,065 £ per unit	(565,211)
Residential Sales Agent Costs		18,840,360 OMS @	1.00%	2,355 £ per unit	(188,404)
Residential Sales Legal Costs		18,840,360 OMS @	0.50%	1,178 £ per unit	(94,202)
Affordable Sale Legal Costs		4,882,719 AH @	0.25%	153 £ per unit	(12,207)
Disposal Cost analysis:			10,750 £ per unit		
Interest (on Development Costs) -		7.00% APR	0.565% pcm		(576,867)
Developers Profit -					
Profit on OMS		18,840,360	20.00%		(3,768,072)
Margin on AH		4,882,719	6.00% on AH values		(292,963)
Profit analysis:		23,723,079	17.12% blended GDV	(4,061,035)	
		19,809,266	20.50% on costs	(4,061,035)	
TOTAL COSTS					(23,870,301)

Scheme Typology: **Houses & Flats** No Units: **80**
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
 Notes: **Flat included, Median BCIS, Viable with 15% AH**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				(147,222)
SDLT	-	@	HMRC formula	-
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	7.00%	-
Residual Land Value				(147,222)
RLV analysis:	(1,840) £ per plot	(55,208) £ per ha (net)	(22,342) £ per acre (net)	
		(33,125) £ per ha (gross)	(13,405) £ per acre (gross)	
			-0.62% % 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)	
Benchmark Land Value (net)	22,651 £ per plot	679,525 £ per ha (net)	275,000 £ per acre (net)	1,812,067
BLV analysis:	Density	2,691 sqm/ha (net)	11,721 sqft/ac (net)	
		18 dph (gross)		
		407,715 £ per ha (gross)	165,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	(734,733) £ per ha (net)	(297,342) £ per acre (net)	(1,959,289)

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))		(297,342)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm 43.27	0.00		145,465	77,530	9,595	(58,578)	(126,823)	(195,292)	(265,070)
	10.00		135,696	68,304	875	(66,765)	(134,508)	(202,428)	(272,077)
	20.00		125,926	59,077	(7,858)	(74,952)	(142,192)	(209,587)	(279,464)
	30.00		116,157	49,850	(16,591)	(83,140)	(149,877)	(216,763)	(287,123)
	40.00		106,387	40,623	(25,325)	(91,327)	(157,562)	(223,939)	(294,824)
	50.00		96,618	31,396	(34,058)	(99,522)	(165,246)	(231,115)	(302,525)
	60.00		86,848	22,120	(42,791)	(107,755)	(172,931)	(238,291)	(310,227)
	70.00		77,078	12,841	(51,524)	(115,989)	(180,616)	(245,637)	(317,928)
	80.00		67,309	3,562	(60,257)	(124,223)	(188,301)	(253,062)	(325,629)
	90.00		57,539	(5,717)	(68,990)	(132,456)	(196,003)	(260,628)	(333,331)
	100.00		47,732	(14,996)	(77,723)	(140,690)	(203,731)	(268,219)	(341,032)
	110.00		37,907	(24,275)	(86,492)	(148,924)	(211,459)	(275,885)	(348,733)
	120.00		28,082	(33,554)	(95,275)	(157,157)	(219,188)	(284,213)	(356,434)
	130.00		18,257	(42,833)	(104,058)	(165,391)	(226,916)	(292,556)	(364,143)
	140.00		8,433	(52,112)	(112,840)	(173,624)	(234,644)	(300,899)	(371,888)
	150.00		(1,392)	(61,391)	(121,623)	(181,867)	(242,434)	(309,242)	(379,633)
	160.00		(11,217)	(70,719)	(130,405)	(190,148)	(250,430)	(317,585)	(387,378)
	170.00		(21,042)	(80,050)	(139,188)	(198,428)	(258,521)	(325,928)	(395,123)
	180.00		(30,867)	(89,381)	(147,970)	(206,708)	(266,696)	(334,271)	(402,868)
	190.00		(40,691)	(98,713)	(156,753)	(214,988)	(274,894)	(342,614)	(410,612)
	200.00		(50,553)	(108,044)	(165,535)	(223,268)	(283,870)	(350,957)	(418,357)
	210.00		(60,434)	(117,376)	(174,356)	(231,548)	(292,854)	(359,300)	(426,102)
	220.00		(70,314)	(126,707)	(183,188)	(239,829)	(301,839)	(367,682)	(433,847)
	230.00		(80,194)	(136,039)	(192,020)	(248,370)	(310,824)	(376,072)	(441,609)
	240.00		(90,075)	(145,370)	(200,852)	(256,999)	(319,809)	(384,462)	(449,397)
	250.00		(99,955)	(154,702)	(209,685)	(265,772)	(328,794)	(392,852)	(457,186)

Scheme Typology:

Houses & Flats

No Units: 80

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Greenfield

Notes:

Flat included, Median BCIS, Viable with 15% AH

TABLE 2

Affordable Housing - % on site 40%								
Balance (RLV - BLV)	(297,342)	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	432,240	367,175	302,110	237,045	171,878	106,671	41,447
	5%	415,913	350,847	285,782	220,665	155,458	90,251	24,934
	10%	399,585	334,519	269,452	204,245	139,038	73,802	8,421
	15%	383,257	318,192	253,032	187,825	122,618	57,289	(8,092)
	20%	366,929	301,819	236,612	171,405	106,157	40,776	(24,624)
	25%	350,601	285,399	220,192	154,984	89,644	24,263	(41,230)
	30%	334,186	268,979	203,771	138,512	73,131	7,750	(57,836)
	35%	317,766	252,558	187,351	121,999	56,618	(8,856)	(74,443)
	40%	301,345	236,138	170,867	105,486	40,105	(25,463)	(91,073)
	45%	284,925	219,718	154,354	88,973	23,517	(42,069)	(107,773)
	50%	268,505	203,221	137,841	72,460	6,911	(58,676)	(124,474)
	55%	252,085	186,708	121,327	55,891	(9,696)	(75,350)	(141,174)
	60%	235,576	170,195	104,814	39,284	(26,302)	(92,050)	(157,905)
	65%	219,063	153,682	88,264	22,678	(42,926)	(108,750)	(174,699)
	70%	202,550	137,169	71,658	6,072	(59,627)	(125,451)	(191,494)
	75%	186,037	120,638	55,052	(10,535)	(76,327)	(142,195)	(208,289)
	80%	169,524	104,032	38,445	(27,203)	(93,027)	(158,990)	(225,123)
	85%	153,011	87,425	21,839	(43,903)	(109,728)	(175,784)	(242,062)
	90%	136,405	70,819	5,220	(60,604)	(126,485)	(192,579)	(259,658)
	95%	119,799	54,212	(11,480)	(77,304)	(143,280)	(209,396)	(277,758)
100%	103,192	37,606	(28,180)	(94,004)	(160,075)	(226,286)	(297,342)	
105%	86,586	20,944	(44,881)	(110,775)	(176,869)	(243,265)	(316,979)	
110%	69,980	4,243	(61,581)	(127,570)	(193,669)	(260,887)	(336,615)	
115%	53,367	(12,457)	(78,281)	(144,365)	(210,558)	(279,105)	(356,251)	
120%	36,667	(29,157)	(95,066)	(161,160)	(227,448)	(298,741)	(375,961)	
125%	19,966	(45,858)	(111,860)	(177,954)	(244,468)	(318,377)	(395,708)	

TABLE 3

LE 3		Profit (on OMS) 20%							
Balance (RLV - BLV)	(297,342)	15%	16%	17%	18%	19%	20%	21%	
		0	(140,358)	(165,090)	(189,823)	(214,555)	(239,287)	(265,070)	(292,740)
		10	(146,982)	(171,714)	(196,447)	(221,179)	(246,096)	(272,077)	(300,398)
		20	(153,606)	(178,339)	(203,071)	(227,803)	(252,950)	(279,464)	(308,056)
		30	(160,232)	(184,964)	(209,696)	(234,428)	(259,931)	(287,123)	(315,715)
		40	(166,893)	(191,625)	(216,358)	(241,107)	(266,977)	(294,824)	(323,416)
		50	(173,555)	(198,287)	(223,019)	(248,000)	(274,024)	(302,525)	(331,118)
		60	(180,216)	(204,949)	(229,681)	(254,909)	(281,635)	(310,227)	(338,819)
		70	(186,878)	(211,610)	(236,342)	(261,955)	(289,336)	(317,928)	(346,520)
		80	(193,540)	(218,272)	(243,088)	(269,002)	(297,037)	(325,629)	(354,221)
		90	(200,201)	(224,933)	(249,980)	(276,146)	(304,738)	(333,331)	(361,923)
		100	(206,863)	(231,595)	(256,933)	(283,847)	(312,440)	(341,032)	(369,624)
		110	(213,524)	(238,257)	(263,980)	(291,549)	(320,141)	(348,733)	(377,325)
		120	(220,186)	(245,068)	(271,027)	(299,250)	(327,842)	(356,434)	(385,027)
		130	(226,854)	(251,968)	(278,367)	(306,959)	(335,551)	(364,143)	(392,736)
		140	(233,554)	(259,005)	(286,112)	(314,704)	(343,296)	(371,888)	(400,481)
		150	(240,253)	(266,092)	(293,856)	(322,449)	(351,041)	(379,633)	(408,225)
		160	(247,173)	(273,178)	(301,601)	(330,194)	(358,786)	(387,378)	(415,970)
		170	(254,104)	(280,754)	(309,346)	(337,938)	(366,531)	(395,123)	(423,715)
		180	(261,189)	(288,499)	(317,091)	(345,683)	(374,275)	(402,868)	(431,460)
		190	(268,276)	(296,244)	(324,836)	(353,428)	(382,020)	(410,612)	(439,205)
		200	(275,396)	(303,988)	(332,581)	(361,173)	(389,765)	(418,357)	(446,949)
		210	(283,141)	(311,733)	(340,325)	(368,918)	(397,510)	(426,102)	(454,694)
		220	(290,886)	(319,478)	(348,070)	(376,662)	(405,255)	(433,847)	(462,439)
		230	(298,648)	(327,240)	(355,832)	(384,424)	(413,016)	(441,609)	(470,201)
		240	(306,436)	(335,028)	(363,621)	(392,213)	(420,805)	(449,397)	(477,989)
		250	(314,225)	(342,817)	(371,409)	(400,001)	(428,594)	(457,186)	(485,778)
	CIL Epsm 43.27								

Scheme Typology:

Houses & Flats

No Units: 80

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Greenfield

Notes:

Flat included, Median BCIS, Viable with 15% AH

TABLE 4

		BLV (per acre)							
		275,000							
Balance (RLV - BLV)	(297,342)	150,000	200,000	250,000	300,000	350,000	400,000	450,000	
	0	(140,070)	(190,070)	(240,070)	(290,070)	(340,070)	(390,070)	(440,070)	
	10	(147,077)	(197,077)	(247,077)	(297,077)	(347,077)	(397,077)	(447,077)	
	20	(154,464)	(204,464)	(254,464)	(304,464)	(354,464)	(404,464)	(454,464)	
	30	(162,123)	(212,123)	(262,123)	(312,123)	(362,123)	(412,123)	(462,123)	
	40	(169,824)	(219,824)	(269,824)	(319,824)	(369,824)	(419,824)	(469,824)	
	50	(177,525)	(227,525)	(277,525)	(327,525)	(377,525)	(427,525)	(477,525)	
	60	(185,227)	(235,227)	(285,227)	(335,227)	(385,227)	(435,227)	(485,227)	
	70	(192,928)	(242,928)	(292,928)	(342,928)	(392,928)	(442,928)	(492,928)	
	80	(200,629)	(250,629)	(300,629)	(350,629)	(400,629)	(450,629)	(500,629)	
	90	(208,331)	(258,331)	(308,331)	(358,331)	(408,331)	(458,331)	(508,331)	
	100	(216,032)	(266,032)	(316,032)	(366,032)	(416,032)	(466,032)	(516,032)	
	110	(223,733)	(273,733)	(323,733)	(373,733)	(423,733)	(473,733)	(523,733)	
	120	(231,434)	(281,434)	(331,434)	(381,434)	(431,434)	(481,434)	(531,434)	
	130	(239,143)	(289,143)	(339,143)	(389,143)	(439,143)	(489,143)	(539,143)	
	140	(246,888)	(296,888)	(346,888)	(396,888)	(446,888)	(496,888)	(546,888)	
	150	(254,633)	(304,633)	(354,633)	(404,633)	(454,633)	(504,633)	(554,633)	
	160	(262,378)	(312,378)	(362,378)	(412,378)	(462,378)	(512,378)	(562,378)	
	170	(270,123)	(320,123)	(370,123)	(420,123)	(470,123)	(520,123)	(570,123)	
	180	(277,868)	(327,868)	(377,868)	(427,868)	(477,868)	(527,868)	(577,868)	
	190	(285,612)	(335,612)	(385,612)	(435,612)	(485,612)	(535,612)	(585,612)	
	200	(293,357)	(343,357)	(393,357)	(443,357)	(493,357)	(543,357)	(593,357)	
	210	(301,102)	(351,102)	(401,102)	(451,102)	(501,102)	(551,102)	(601,102)	
	220	(308,847)	(358,847)	(408,847)	(458,847)	(508,847)	(558,847)	(608,847)	
	230	(316,609)	(366,609)	(416,609)	(466,609)	(516,609)	(566,609)	(616,609)	
	240	(324,397)	(374,397)	(424,397)	(474,397)	(524,397)	(574,397)	(624,397)	
	250	(332,186)	(382,186)	(432,186)	(482,186)	(532,186)	(582,186)	(632,186)	

TABLE 5

		Density (dph)						
		30						
Balance (RLV - BLV)	(297,342)	25	30	35	40	45	50	55
	0	(266,725)	(265,070)	(263,415)	(261,760)	(260,105)	(258,450)	(256,795)
	10	(272,564)	(272,077)	(271,590)	(271,103)	(270,616)	(270,129)	(269,642)
	20	(278,720)	(279,464)	(280,208)	(280,952)	(281,695)	(282,439)	(283,183)
	30	(285,102)	(287,123)	(289,143)	(291,164)	(293,184)	(295,205)	(297,225)
	40	(291,520)	(294,824)	(298,128)	(301,432)	(304,736)	(308,040)	(311,344)
	50	(297,938)	(302,525)	(307,113)	(311,701)	(316,288)	(320,876)	(325,463)
	60	(304,356)	(310,227)	(316,098)	(321,969)	(327,840)	(333,711)	(339,582)
	70	(310,773)	(317,928)	(325,083)	(332,237)	(339,392)	(346,547)	(353,701)
	80	(317,191)	(325,629)	(334,067)	(342,506)	(350,944)	(359,382)	(367,820)
	90	(323,609)	(333,331)	(343,052)	(352,774)	(362,496)	(372,218)	(381,939)
	100	(330,027)	(341,032)	(352,037)	(363,042)	(374,048)	(385,053)	(396,058)
	110	(336,444)	(348,733)	(361,022)	(373,311)	(385,600)	(397,888)	(410,177)
	120	(342,862)	(356,434)	(370,007)	(383,579)	(397,152)	(410,724)	(424,296)
	130	(349,286)	(364,143)	(379,001)	(393,858)	(408,715)	(423,572)	(438,430)
	140	(355,740)	(371,888)	(388,036)	(404,184)	(420,332)	(436,480)	(452,629)
	150	(362,194)	(379,633)	(397,072)	(414,511)	(431,950)	(449,389)	(466,827)
	160	(368,648)	(387,378)	(406,108)	(424,837)	(443,567)	(462,297)	(481,026)
	170	(375,102)	(395,123)	(415,143)	(435,164)	(455,184)	(475,205)	(495,225)
	180	(381,556)	(402,868)	(424,179)	(445,490)	(466,801)	(488,113)	(509,424)
	190	(388,010)	(410,612)	(433,214)	(455,817)	(478,419)	(501,021)	(523,623)
	200	(394,464)	(418,357)	(442,250)	(466,143)	(490,036)	(513,929)	(537,822)
	210	(400,918)	(426,102)	(451,286)	(476,469)	(501,653)	(526,837)	(552,020)
	220	(407,372)	(433,847)	(460,321)	(486,796)	(513,270)	(539,745)	(566,219)
	230	(413,840)	(441,609)	(469,377)	(497,145)	(524,913)	(552,681)	(580,449)
	240	(420,331)	(449,397)	(478,463)	(507,530)	(536,596)	(565,662)	(594,728)
	250	(426,822)	(457,186)	(487,550)	(517,914)	(548,279)	(578,643)	(609,007)

Scheme Typology:

Houses & Flats

No Units: 80

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Greenfield

Notes:

Flat included, Median BCIS, Viable with 15% AH

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(297,342)	90%	95%	100%	105%	110%	115%	120%
	0	(49,018)	(155,989)	(265,070)	(390,178)	(517,354)	(645,820)	(775,500)
	10	(55,531)	(162,576)	(272,077)	(397,923)	(525,186)	(653,697)	(783,467)
	20	(62,044)	(169,163)	(279,464)	(405,667)	(533,019)	(661,574)	(791,433)
	30	(68,557)	(175,750)	(287,123)	(413,412)	(540,852)	(669,469)	(799,399)
	40	(75,070)	(182,337)	(294,824)	(421,157)	(548,694)	(677,391)	(807,365)
CIL Epsm	50	(81,583)	(188,924)	(302,525)	(428,902)	(556,517)	(685,312)	(815,332)
43.27	60	(88,103)	(195,511)	(310,227)	(436,647)	(564,350)	(693,234)	(823,329)
	70	(94,653)	(202,098)	(317,928)	(444,424)	(572,182)	(701,155)	(831,340)
	80	(101,203)	(208,685)	(325,629)	(452,213)	(580,015)	(709,077)	(839,351)
	90	(107,753)	(215,272)	(333,331)	(460,001)	(587,848)	(716,998)	(847,363)
	100	(114,303)	(221,860)	(341,032)	(467,790)	(595,711)	(724,920)	(855,374)
	110	(120,852)	(228,504)	(348,733)	(475,579)	(603,588)	(732,841)	(863,385)
	120	(127,402)	(235,128)	(356,434)	(483,367)	(611,464)	(740,763)	(871,397)
	130	(133,952)	(241,793)	(364,143)	(491,156)	(619,341)	(748,722)	(879,408)
	140	(140,502)	(248,646)	(371,888)	(498,944)	(627,218)	(756,688)	(887,419)
	150	(147,052)	(255,530)	(379,633)	(506,733)	(635,095)	(764,654)	(895,430)
	160	(153,608)	(262,537)	(387,378)	(514,522)	(642,972)	(772,621)	(903,441)
	170	(160,195)	(269,544)	(395,123)	(522,355)	(650,849)	(780,587)	(911,452)
	180	(166,782)	(276,695)	(402,868)	(530,187)	(658,726)	(788,553)	(919,463)
	190	(173,369)	(284,353)	(410,612)	(538,020)	(666,606)	(796,519)	(927,474)
	200	(179,956)	(292,040)	(418,357)	(545,853)	(674,527)	(804,486)	(935,485)
	210	(186,543)	(299,741)	(426,102)	(553,685)	(682,449)	(812,452)	(943,496)
	220	(193,130)	(307,443)	(433,847)	(561,518)	(690,370)	(820,433)	(951,507)
	230	(199,716)	(315,144)	(441,609)	(569,351)	(698,291)	(828,444)	(959,518)
	240	(206,303)	(322,845)	(449,397)	(577,183)	(706,213)	(836,455)	(967,529)
	250	(212,890)	(330,546)	(457,186)	(585,016)	(714,134)	(844,467)	(975,540)

TABLE 7

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(297,342)	90%	95%	100%	105%	110%	115%	120%
	0	(499,487)	(381,257)	(265,070)	(163,553)	(63,760)	35,359	133,971
	10	(507,320)	(389,001)	(272,077)	(170,140)	(70,306)	28,882	127,531
	20	(515,152)	(396,746)	(279,464)	(176,727)	(76,856)	22,406	121,091
	30	(522,985)	(404,491)	(287,123)	(183,314)	(83,406)	15,893	114,646
	40	(530,818)	(412,236)	(294,824)	(189,901)	(89,956)	9,380	108,169
CIL Epsm	50	(538,650)	(419,981)	(302,525)	(196,487)	(96,506)	2,867	101,693
43.27	60	(546,483)	(427,725)	(310,227)	(203,074)	(103,056)	(3,646)	95,216
	70	(554,315)	(435,486)	(317,928)	(209,661)	(109,606)	(10,159)	88,740
	80	(562,148)	(443,275)	(325,629)	(216,264)	(116,155)	(16,672)	82,264
	90	(570,019)	(451,063)	(333,331)	(222,868)	(122,705)	(23,185)	75,787
	100	(577,896)	(458,852)	(341,032)	(229,513)	(129,255)	(29,698)	69,311
	110	(585,773)	(466,641)	(348,733)	(236,137)	(135,805)	(36,211)	62,834
	120	(593,650)	(474,429)	(356,434)	(242,836)	(142,388)	(42,724)	56,358
	130	(601,527)	(482,218)	(364,143)	(249,690)	(148,975)	(49,237)	49,881
	140	(609,404)	(490,007)	(371,888)	(256,597)	(155,562)	(55,765)	43,405
	150	(617,281)	(497,795)	(379,633)	(263,604)	(162,148)	(62,315)	36,929
	160	(625,158)	(505,589)	(387,378)	(270,611)	(168,735)	(68,865)	30,416
	170	(633,043)	(513,421)	(395,123)	(277,861)	(175,322)	(75,415)	23,903
	180	(640,965)	(521,254)	(402,868)	(285,521)	(181,909)	(81,965)	17,390
	190	(648,886)	(529,087)	(410,612)	(293,222)	(188,496)	(88,514)	10,877
	200	(656,808)	(536,919)	(418,357)	(300,923)	(195,083)	(95,064)	4,364
	210	(664,729)	(544,752)	(426,102)	(308,625)	(201,670)	(101,614)	(2,149)
	220	(672,651)	(552,585)	(433,847)	(316,326)	(208,257)	(108,164)	(8,662)
	230	(680,572)	(560,417)	(441,609)	(324,027)	(214,878)	(114,714)	(15,175)
	240	(688,494)	(568,250)	(449,397)	(331,728)	(221,502)	(121,264)	(21,688)
	250	(696,415)	(576,083)	(457,186)	(339,430)	(228,127)	(127,814)	(28,201)

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

241125 1 SWC_Whole Plan Viability Appraisals_v10a_A_E - Summary Table

Appraisal Ref:	A	B	C	D	E
Scheme Typology:	Houses	Houses	Houses	Houses	Houses & Flats
No Units:	7	10	30	50	80
Location / Value Zone:	Higher	Higher	Higher	Higher	Higher
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:	No Affordable Housing	Median BCIS, Viable with 25% AH	Median BCIS, Viable with 30% AH	Median BCIS, Viable with 25% AH	Flat included, Median BCIS, Viable with 15% AH
Total GDV (£)	2,794,400	3,057,668	9,163,656	15,246,690	23,723,079
Policy Assumptions	-	-	-	-	-
AH Target % (& mix):	0%	40%	40%	40%	40%
Affordable Rent:	0%	0%	0%	0%	0%
Social Rent:	69%	69%	69%	69%	69%
First Homes:	25%	25%	25%	25%	25%
Intermediate (Affordable Home Ownership):	6%	6%	6%	6%	6%
CIL (£ psm)	43.27	43.27	43.27	43.27	43.27
CIL (£ per unit)	4,078	2,447	2,466	2,463	2,444
Site Specific S106 (£ per unit)	7,936	27,660	25,500	27,354	28,804
Sub-total CIL+S106 (£ per unit)	12,014	30,107	27,966	29,817	31,248
Site Infrastructure (£ per unit)	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	12,014	30,107	27,966	29,817	31,248
Profit KPI's	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	16.97%	17.07%	17.07%	17.12%
Developers Profit (% on costs)	33.20%	21.42%	21.74%	21.51%	20.50%
Developers Profit Total (£)	558,880	518,788	1,564,623	2,602,492	4,061,035
Land Value KPI's	-	-	-	-	-
RLV (£/acre (net))	846,377	129,918	144,855	117,196	(22,342)
RLV (£/ha (net))	2,091,399	321,028	357,936	289,592	(55,208)
RLV (% of GDV)	17.46%	3.50%	3.91%	3.17%	-0.62%
RLV Total (£)	487,993	107,009	357,936	482,653	(147,222)
BLV (£/acre (net))	275,000	275,000	275,000	275,000	275,000
BLV (£/ha (net))	679,525	679,525	679,525	679,525	679,525
BLV Total (£)	158,556	226,508	679,525	1,132,542	1,812,067
Surplus/Deficit (£/acre) [RLV-BLV]	571,377	(145,082)	(130,145)	(157,804)	(297,342)
Surplus/Deficit (£/ha)	1,411,874	(358,497)	(321,589)	(389,933)	(734,733)
Surplus/Deficit Total (£)	329,437	(119,499)	(321,589)	(649,889)	(1,959,289)
Plan Viability comments	Viable	Marginal	Marginal	Marginal	Not Viable

Appraisal Ref: **F** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Higher**
 Notes: **Lower quartiles BCIS**
 No Units: **100**
 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)	
Affordable Rent:	0.0%
Social Rent:	69.0%
First Homes:	25.0%
Intermediate (Affordable Home Ownership):	6.0%
	100% 100.0%
	69.0% % Rented
	12.4% % of total (>10% First Homes PPG 023)

CIL Rate (£ psm) **43.27** £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	5.0%	3.0	10.0%	4.0	7%	7.0
2 bed House	20.0%	12.0	22.0%	8.8	21%	20.8
3 bed House	40.0%	24.0	30.0%	12.0	36%	36.0
4 bed House	20.0%	12.0	10.0%	4.0	16%	16.0
5 bed House	5.0%	3.0	0.0%	0.0	3%	3.0
1 bed Flat	4.0%	2.4	13.0%	5.2	8%	7.6
2 bed Flat	6.0%	3.6	15.0%	6.0	10%	9.6
Total number of units	100.0%	60.0	100.0%	40.0	100%	100.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	207	2,228	276	2,971	483	5,199
2 bed House	900	9,688	660	7,104	1,560	16,792
3 bed House	2,280	24,542	1,140	12,271	3,420	36,813
4 bed House	1,440	15,500	480	5,167	1,920	20,667
5 bed House	405	4,359	0	0	405	4,359
1 bed Flat	141	1,520	306	3,292	447	4,812
2 bed Flat	275	2,963	459	4,939	734	7,902
	5,648	60,800	3,321	35,744	8,969	96,543

AH % by floor area:

37.02% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	268,550	3,892	362	1,879,850
2 bed House	312,000	4,160	386	6,489,600
3 bed House	400,000	4,211	391	14,400,000
4 bed House	520,000	4,333	403	8,320,000
5 bed House	590,000	4,370	406	1,770,000
1 bed Flat	200,000	4,000	372	1,520,000
2 bed Flat	253,000	3,892	362	2,428,800
				36,808,250

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Inter. £	% of MV
1 bed House	100,706	37.5%	100,706	37.5%	187,985	70%	187,985	70%
2 bed House	117,000	37.5%	117,000	37.5%	218,400	70%	218,400	70%
3 bed House	150,000	37.5%	150,000	37.5%	250,000	70%	280,000	70%
4 bed House	195,000	37.5%	195,000	37.5%	250,000	70%	364,000	70%
5 bed House	221,250	37.5%	221,250	37.5%	250,000	70%	413,000	70%
1 bed Flat	75,000	37.5%	75,000	37.5%	140,000	70%	140,000	70%
2 bed Flat	94,875	37.5%	94,875	37.5%	177,100	70%	177,100	70%

* capped @£250K

Scheme Typology:

Houses & Flats

No Units: 100

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Lower quartiles BCIS

GROSS DEVELOPMENT VALUE

OMS GDV -

(part houses due to % mix)

1 bed House	3.0	@	268,550	805,650
2 bed House	12.0	@	312,000	3,744,000
3 bed House	24.0	@	400,000	9,600,000
4 bed House	12.0	@	520,000	6,240,000
5 bed House	3.0	@	590,000	1,770,000
1 bed Flat	2.4	@	200,000	480,000
2 bed Flat	3.6	@	253,000	910,800
	60.0			23,550,450

Affordable Rent GDV -

1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-

Social Rent GDV -

1 bed House	2.8	@	100,706	277,949
2 bed House	6.1	@	117,000	710,424
3 bed House	8.3	@	150,000	1,242,000
4 bed House	2.8	@	195,000	538,200
5 bed House	0.0	@	221,250	-
1 bed Flat	3.6	@	75,000	269,100
2 bed Flat	4.1	@	94,875	392,783
	27.6			3,430,456

First Homes GDV -

1 bed House	1.0	@	187,985	187,985
2 bed House	2.2	@	218,400	480,480
3 bed House	3.0	@	250,000	750,000
4 bed House	1.0	@	250,000	250,000
5 bed House	0.0	@	250,000	-
1 bed Flat	1.3	@	140,000	182,000
2 bed Flat	1.5	@	177,100	265,650
	10.0			2,116,115

Intermediate GDV -

1 bed House	0.2	@	187,985	45,116
2 bed House	0.5	@	218,400	115,315
3 bed House	0.7	@	280,000	201,600
4 bed House	0.2	@	364,000	87,360
5 bed House	0.0	@	413,000	-
1 bed Flat	0.3	@	140,000	43,680
2 bed Flat	0.4	@	177,100	63,756
	2.4	40.0		556,828

Sub-total GDV Residential

AH on-site cost analysis:

100 29,653,848

EMV (no AH) less £GDV (inc. AH) 7,154,402

798 £ psm (total GIA sqm)

71,544 £ per unit (total units)

Grant

40 AH units @ 0 per unit

Total GDV

29,653,848

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:
Lower quartiles BCIS

Higher

No Units: 100
Greenfield/Brownfield:

Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(29,759)
Planning Application Professional Fees, Surveys and reports					(90,000)
CIL					(244,409)
CIL analysis:		5,648 sqm (Market only)	43.27 £ psm		
		0.82% % of GDV	2,444 £ per unit (total units)		
Site Specific S106 Contributions	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 @	30,843 per unit		(3,084,300)
	Sub-total				(3,084,300)
S106 analysis:		1,233,720 £ per ha	10.40% % of GDV	30,843 £ per unit (total units)	
AH Commuted Sum					-
Comm. Sum analysis:		8,969 sqm (total)	0 £ psm		
		0.00% % of GDV			
cont./					

Scheme Typology:

Houses & Flats

No Units: 100

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Lower quartiles BCIS

Construction Costs -

Site Clearance, Demolition & Remediation		2.50 ha @		0 £ per ha (if brownfield)	-
Site Infrastructure costs -					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
Year 11		0			-
Year 12		0			-
Year 13		0			-
Year 14		0			-
Year 15		0			-
Years 1-15		100 units @		0 per unit	-
Sub-total					-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total units)	
1 bed House		483 sqm @	1,377 psm		(665,091)
2 bed House		1,560 sqm @	1,377 psm		(2,148,120)
3 bed House		3,420 sqm @	1,377 psm		(4,709,340)
4 bed House		1,920 sqm @	1,377 psm		(2,643,840)
5 bed House		405 sqm @	1,377 psm		(557,685)
1 bed Flat		447 sqm @	1,530 psm		(684,000)
2 bed Flat	8,969	734 sqm @	1,530 psm		(1,123,200)
Garages for 3 bed House (OMS only)	24 units @	50% @	8,500 £ per garage		(102,000)
Garages for 4 bed House (OMS only)	12 units @	100% @	8,500 £ per garage		(102,000)
Garages for 5 bed House (OMS only)	3 units @	100% @	8,500 £ per garage		(25,500)
External works		12,760,776 @	15.0%		(1,914,116)
Ext. Works analysis:			19,141 £ 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 uni	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 t	- units @	5% @	12,133 £ per unit	-
Part L/FHS (houses)		83 units @		5,816 £ per unit	(481,565)
Part L/FHS (flats)		17 units @		2,712 £ per unit	(46,646)
Additional Low Carbon/Energy Reduction (houses)		83 units @		0 £ per unit	-
Additional Low Carbon/Energy Reduction (flats)		17 units @		0 £ per unit	-
EV Charging Points - Houses		83 units @		0 £ per unit	-
EV Charging Points - Flats		17 units @		0 £ per unit	-
Water Efficiency (houses)		83 units @		2,683 £ per unit	(222,152)
Water Efficiency (flats)		17 units @		909 £ per unit	(15,635)
Broadband infrastructure	(< 20 units only)	units @		747 £ per unit	-
Sub-total					(949,939)
Policy Costs analysis: (design costs only)			9,499 £ per unit (total units)		
Contingency (on construction)		15,624,832 @	3.0%		(468,745)
Professional Fees		15,624,832 @	6.5%		(1,015,614)
Disposal Costs -					
OMS Marketing and Promotion		23,550,450 OMS @	3.00%	7,065 £ per unit	(706,514)
Residential Sales Agent Costs		23,550,450 OMS @	1.00%	2,355 £ per unit	(235,505)
Residential Sales Legal Costs		23,550,450 OMS @	0.50%	1,178 £ per unit	(117,752)
Affordable Sale Legal Costs		6,103,398 AH @	0.25%	153 £ per unit	(15,258)
Disposal Cost analysis:			10,750 £ per unit		
Interest (on Development Costs) -		7.00% APR	0.565% pcm		(90,499)
Developers Profit -					
Profit on OMS		23,550,450	20.00%		(4,710,090)
Margin on AH		6,103,398	6.00% on AH values		(366,204)
Profit analysis:		29,653,848	17.12% blended GDV	(5,076,294)	
		21,723,187	23.37% on costs	(5,076,294)	
TOTAL COSTS					(26,799,481)

Scheme Typology: **Houses & Flats**
Site Typology: Location / Value Zone: **Higher**
Notes: **Lower quartiles BCIS**

No Units: **100**
Greenfield/Brownfield: **Greenfield**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				2,854,368
SDLT		2,854,368 @	HMRC formula	(132,218)
Acquisition Agent fees		2,854,368 @	1.0%	(28,544)
Acquisition Legal fees		2,854,368 @	0.5%	(14,272)
Interest on Land		2,854,368 @	7.00%	(199,806)
Residual Land Value				2,479,528
RLV analysis:	24,795 £ per plot	991,811 £ per ha (net) 595,087 £ per ha (gross)	401,380 £ per acre (net) 240,828 £ per acre (gross) 8.36% % 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)	
Benchmark Land Value (net)	16,988 £ per plot	679,525 £ per ha (net)	275,000 £ per acre (net)	1,698,813
BLV analysis:	Density	3,588 sqm/ha (net) 24 dph (gross) 407,715 £ per ha (gross)	15,628 sqft/ac (net) 165,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	312,286 £ per ha (net)	126,380 £ per acre (net)	780,715

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))		126,380	10%	15%	20%	25%	30%	35%	40%
		0.00	714,918	622,862	530,762	438,585	346,328	253,924	161,307
		10.00	702,972	611,557	520,122	428,587	336,973	245,214	153,242
		20.00	691,022	600,252	509,482	418,590	327,619	236,504	145,178
		30.00	679,052	588,947	498,823	408,592	318,265	227,794	137,114
		40.00	667,081	577,641	488,159	398,595	308,910	219,084	129,026
		50.00	655,111	566,336	477,495	388,597	299,556	210,374	120,936
		60.00	643,141	555,031	466,831	378,576	290,202	201,648	112,846
		70.00	631,171	543,726	456,167	368,554	280,823	192,912	104,755
		80.00	619,200	532,401	445,503	358,531	271,443	184,176	96,659
		90.00	607,230	521,071	434,839	348,509	262,063	175,440	88,540
		100.00	595,260	509,740	424,175	338,486	252,683	166,704	80,422
		110.00	583,290	498,410	413,498	328,464	243,303	157,958	72,303
		120.00	571,312	487,079	402,807	318,441	233,923	149,193	64,180
		130.00	559,314	475,749	392,116	308,393	224,517	140,429	56,032
		140.00	547,317	464,418	381,426	298,343	215,109	131,665	47,883
		150.00	535,320	453,087	370,735	288,293	205,701	122,900	39,734
		160.00	523,323	441,737	360,044	278,243	196,293	114,110	31,566
		170.00	511,326	430,378	349,354	268,193	186,885	105,315	23,385
		180.00	499,329	419,020	338,642	258,139	177,451	96,520	15,204
		190.00	487,332	407,661	327,922	248,059	168,012	87,725	7,007
		200.00	475,322	396,302	317,202	237,978	158,574	78,900	(1,208)
		210.00	463,295	384,943	306,482	227,898	149,135	70,072	(9,424)
		220.00	451,268	373,581	295,762	217,818	139,680	61,244	(17,664)
		230.00	439,241	362,191	285,040	207,731	130,209	52,399	(25,916)
		240.00	427,214	350,801	274,288	197,618	120,737	43,536	(34,174)
		250.00	415,187	339,411	263,536	187,506	111,266	34,673	(42,466)

Scheme Typology:

Houses & Flats

No Units: 100

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Lower quartiles BCIS

TABLE 2

		Affordable Housing - % on site 40%						
Balance (RLV - BLV)	126,380	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	1,097,589	1,008,609	919,589	830,550	741,510	652,471	563,389
	5%	1,075,915	986,922	897,883	808,843	719,804	630,765	541,645
	10%	1,054,241	965,215	876,176	787,137	698,098	609,021	519,900
	15%	1,032,548	943,509	854,470	765,431	676,391	587,276	498,156
	20%	1,010,842	921,803	832,763	743,724	654,652	565,532	476,412
	25%	989,135	900,096	811,057	722,018	632,908	543,788	454,645
	30%	967,429	878,390	789,351	700,284	611,164	522,044	432,857
	35%	945,723	856,683	767,644	678,540	589,420	500,292	411,070
	40%	924,016	834,977	745,916	656,796	567,676	478,505	389,282
	45%	902,310	813,271	724,172	635,052	545,931	456,717	367,486
	50%	880,604	791,547	702,427	613,307	524,152	434,930	345,649
	55%	858,897	769,803	680,683	591,563	502,365	413,142	323,813
	60%	837,179	748,059	658,939	569,800	480,577	391,323	301,977
	65%	815,435	726,315	637,195	548,012	458,790	369,487	280,102
	70%	793,691	704,571	615,447	526,225	436,997	347,651	258,212
	75%	771,947	682,827	593,660	504,437	415,161	325,813	236,321
	80%	750,203	661,082	571,872	482,650	393,324	303,922	214,379
	85%	728,458	639,307	550,085	460,835	371,488	282,032	192,428
	90%	706,714	617,520	528,297	438,998	349,633	260,138	170,447
	95%	684,955	595,732	506,508	417,162	327,742	238,187	148,430
	100%	663,167	573,945	484,672	395,326	305,852	216,236	126,380
	105%	641,380	552,157	462,836	373,453	283,945	194,247	104,292
	110%	619,592	530,346	440,999	351,562	261,994	172,230	82,148
	115%	597,805	508,510	419,163	329,672	240,044	150,179	59,962
	120%	576,017	486,673	397,273	307,753	218,047	128,091	37,714
	125%	554,183	464,837	375,382	285,802	196,031	105,949	15,383

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	126,380	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 43.27	0	326,188	293,212	260,236	227,259	194,283	161,307	128,330
	10	318,124	285,148	252,172	219,195	186,219	153,242	120,266
	20	310,060	277,084	244,107	211,131	178,155	145,178	112,202
	30	301,996	269,020	236,043	203,067	170,091	137,114	104,138
	40	293,908	260,931	227,955	194,979	162,002	129,026	96,050
	50	285,818	252,841	219,865	186,888	153,912	120,936	87,959
	60	277,727	244,751	211,775	178,798	145,822	112,846	79,869
	70	269,637	236,661	203,684	170,708	137,732	104,755	71,779
	80	261,541	228,564	195,588	162,611	129,635	96,659	63,682
	90	253,422	220,446	187,469	154,493	121,517	88,540	55,564
	100	245,304	212,327	179,351	146,375	113,398	80,422	47,445
	110	237,185	204,209	171,232	138,256	105,280	72,303	39,327
	120	229,062	196,086	163,109	130,133	97,157	64,180	31,204
	130	220,913	187,937	154,961	121,984	89,008	56,032	23,055
	140	212,764	179,788	146,812	113,835	80,859	47,883	14,906
	150	204,616	171,639	138,663	105,687	72,710	39,734	6,758
	160	196,448	163,472	130,495	97,519	64,543	31,566	(1,410)
	170	188,267	155,290	122,314	89,338	56,361	23,385	(9,591)
	180	180,085	147,109	114,133	81,156	48,180	15,204	(17,773)
	190	171,889	138,913	105,936	72,960	39,984	7,007	(25,969)
	200	163,673	130,697	97,721	64,744	31,768	(1,208)	(34,185)
	210	155,457	122,481	89,505	56,528	23,552	(9,424)	(42,401)
	220	147,218	114,242	81,265	48,289	15,313	(17,664)	(50,640)
	230	138,966	105,989	73,013	40,036	7,060	(25,916)	(58,893)
	240	130,708	97,731	64,755	31,779	(1,198)	(34,174)	(67,150)
	250	122,416	89,440	56,463	23,487	(9,489)	(42,466)	(75,442)

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:
Lower quartiles BCIS

No Units: 100
Greenfield/Brownfield: Greenfield

TABLE 4

		BLV (per acre)							
		275,000							
Balance (RLV - BLV)		126,380	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 43.27	0		286,307	236,307	186,307	136,307	86,307	36,307	(13,693)
	10		278,242	228,242	178,242	128,242	78,242	28,242	(21,758)
	20		270,178	220,178	170,178	120,178	70,178	20,178	(29,822)
	30		262,114	212,114	162,114	112,114	62,114	12,114	(37,886)
	40		254,026	204,026	154,026	104,026	54,026	4,026	(45,974)
	50		245,936	195,936	145,936	95,936	45,936	(4,064)	(54,064)
	60		237,846	187,846	137,846	87,846	37,846	(12,154)	(62,154)
	70		229,755	179,755	129,755	79,755	29,755	(20,245)	(70,245)
	80		221,659	171,659	121,659	71,659	21,659	(28,341)	(78,341)
	90		213,540	163,540	113,540	63,540	13,540	(36,460)	(86,460)
	100		205,422	155,422	105,422	55,422	5,422	(44,578)	(94,578)
	110		197,303	147,303	97,303	47,303	(2,697)	(52,697)	(102,697)
	120		189,180	139,180	89,180	39,180	(10,820)	(60,820)	(110,820)
	130		181,032	131,032	81,032	31,032	(18,968)	(68,968)	(118,968)
	140		172,883	122,883	72,883	22,883	(27,117)	(77,117)	(127,117)
	150		164,734	114,734	64,734	14,734	(35,266)	(85,266)	(135,266)
	160		156,566	106,566	56,566	6,566	(43,434)	(93,434)	(143,434)
	170		148,385	98,385	48,385	(1,615)	(51,615)	(101,615)	(151,615)
	180		140,204	90,204	40,204	(9,796)	(59,796)	(109,796)	(159,796)
	190		132,007	82,007	32,007	(17,993)	(67,993)	(117,993)	(167,993)
	200		123,792	73,792	23,792	(26,208)	(76,208)	(126,208)	(176,208)
	210		115,576	65,576	15,576	(34,424)	(84,424)	(134,424)	(184,424)
	220		107,336	57,336	7,336	(42,664)	(92,664)	(142,664)	(192,664)
	230		99,084	49,084	(916)	(50,916)	(100,916)	(150,916)	(200,916)
	240		90,826	40,826	(9,174)	(59,174)	(109,174)	(159,174)	(209,174)
	250		82,534	32,534	(17,466)	(67,466)	(117,466)	(167,466)	(217,466)

TABLE 5

		Density (dph)							
		40							
Balance (RLV - BLV)		126,380	25	30	35	40	45	50	55
CIL Epsm 43.27	0		(2,308)	52,230	106,768	161,307	215,845	270,383	324,922
	10		(7,348)	46,182	99,712	153,242	206,773	260,303	313,833
	20		(12,389)	40,134	92,656	145,178	197,701	250,223	302,745
	30		(17,429)	34,086	85,600	137,114	188,629	240,143	291,657
	40		(22,484)	28,019	78,523	129,026	179,529	230,032	280,536
	50		(27,540)	21,952	71,444	120,936	170,428	219,920	269,412
	60		(32,597)	15,884	64,365	112,846	161,326	209,807	258,288
	70		(37,653)	9,816	57,286	104,755	152,225	199,694	247,164
	80		(42,713)	3,744	50,201	96,659	143,116	189,573	236,031
	90		(47,787)	(2,345)	43,098	88,540	133,983	179,425	224,888
	100		(52,861)	(8,434)	35,994	80,422	124,850	169,277	213,705
	110		(57,935)	(14,522)	28,890	72,303	115,716	159,129	202,542
	120		(63,012)	(20,615)	21,783	64,180	106,578	148,976	191,373
	130		(68,105)	(26,726)	14,653	56,032	97,411	138,789	180,168
	140		(73,198)	(32,838)	7,522	47,883	88,243	128,603	168,964
	150		(78,291)	(38,950)	392	39,734	79,076	118,417	157,759
	160		(83,396)	(45,075)	(6,755)	31,566	69,887	108,208	146,529
	170		(88,509)	(51,211)	(13,913)	23,385	60,683	97,981	135,279
	180		(93,623)	(57,347)	(21,072)	15,204	51,479	87,755	124,030
	190		(98,745)	(63,494)	(28,244)	7,007	42,258	77,509	112,760
	200		(103,880)	(69,656)	(35,432)	(1,208)	33,015	67,239	101,463
	210		(109,015)	(75,818)	(42,621)	(9,424)	23,773	56,970	90,167
	220		(114,165)	(81,998)	(49,831)	(17,664)	14,503	46,670	78,838
	230		(119,323)	(88,187)	(57,052)	(25,916)	5,219	36,355	67,490
	240		(124,484)	(94,381)	(64,277)	(34,174)	(4,071)	26,032	56,136
	250		(129,666)	(100,599)	(71,532)	(42,466)	(13,399)	15,668	44,735

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone: Higher
Lower quartiles BCIS

No Units: 100
Greenfield/Brownfield: Greenfield

TABLE 6		Build cost	100%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
Balance (RLV - BLV)		90%	95%	100%	105%	110%	115%	120%	
CIL Epsm 43.27	126,380								
	0	386,117	274,030	161,307	47,546	(68,229)	(186,956)	(309,930)	
	10	378,136	266,012	153,242	39,394	(76,605)	(195,424)	(318,939)	
	20	370,156	257,994	145,178	31,212	(84,990)	(203,893)	(327,948)	
	30	362,176	249,976	137,114	23,031	(93,411)	(212,362)	(336,957)	
	40	354,196	241,958	129,026	14,850	(101,851)	(220,831)	(345,966)	
	50	346,216	233,940	120,936	6,638	(110,320)	(229,300)	(354,975)	
	60	338,225	225,922	112,846	(1,578)	(118,789)	(237,769)	(363,984)	
	70	330,227	217,890	104,755	(9,794)	(127,258)	(246,563)	(373,043)	
	80	322,229	209,850	96,659	(18,046)	(135,727)	(255,433)	(382,103)	
	90	314,231	201,810	88,540	(26,299)	(144,195)	(264,442)	(391,163)	
	100	306,232	193,770	80,422	(34,568)	(152,664)	(273,451)	(400,223)	
	110	298,234	185,730	72,303	(42,859)	(161,133)	(282,460)	(409,282)	
	120	290,236	177,690	64,180	(51,155)	(169,602)	(291,469)	(418,342)	
	130	282,238	169,642	56,032	(59,487)	(178,070)	(300,478)	(427,402)	
	140	274,240	161,578	47,883	(67,820)	(186,539)	(309,487)	(436,462)	
	150	266,229	153,514	39,734	(76,196)	(195,008)	(318,496)	(445,522)	
	160	258,211	145,450	31,566	(84,576)	(203,477)	(327,505)	(454,582)	
	170	250,193	137,385	23,385	(92,997)	(211,946)	(336,514)	(463,642)	
	180	242,175	129,321	15,204	(101,435)	(220,414)	(345,523)	(472,702)	
	190	234,157	121,231	7,007	(109,904)	(228,883)	(354,532)	(481,799)	
	200	226,139	113,141	(1,208)	(118,373)	(237,352)	(363,541)	(490,910)	
	210	218,121	105,050	(9,424)	(126,841)	(246,130)	(372,597)	(500,021)	
	220	210,095	96,960	(17,664)	(135,310)	(254,990)	(381,657)	(509,132)	
	230	202,055	88,857	(25,916)	(143,779)	(263,999)	(390,717)	(518,244)	
	240	194,015	80,739	(34,174)	(152,248)	(273,008)	(399,777)	(527,355)	
250	185,975	72,620	(42,466)	(160,717)	(282,017)	(408,837)	(536,466)		

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		126,380	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 43.27	0		(94,821)	34,274	161,307	287,410	413,027	538,327	663,447
	10		(103,201)	26,125	153,242	279,392	405,046	530,363	655,483
	20		(111,622)	17,948	145,178	271,374	397,048	522,398	647,518
	30		(120,066)	9,766	137,114	263,356	389,050	514,419	639,554
	40		(128,535)	1,585	129,026	255,338	381,052	506,439	631,590
	50		(137,003)	(6,624)	120,936	247,320	373,054	498,459	623,626
	60		(145,472)	(14,839)	112,846	239,280	365,056	490,478	615,661
	70		(153,941)	(23,057)	104,755	231,240	357,058	482,498	607,697
	80		(162,410)	(31,309)	96,659	223,200	349,060	474,518	599,733
	90		(170,878)	(39,562)	88,540	215,160	341,062	466,538	591,768
	100		(179,347)	(47,837)	80,422	207,120	333,064	458,558	583,804
	110		(187,816)	(56,129)	72,303	199,080	325,062	450,578	575,840
	120		(196,285)	(64,435)	64,180	191,029	317,044	442,597	567,875
	130		(204,754)	(72,768)	56,032	182,965	309,026	434,617	559,911
	140		(213,222)	(81,116)	47,883	174,901	301,008	426,637	551,947
	150		(221,691)	(89,492)	39,734	166,837	292,990	418,649	543,983
	160		(230,160)	(97,892)	31,566	158,773	284,972	410,651	536,009
	170		(238,640)	(106,313)	23,385	150,709	276,954	402,653	528,029
	180		(247,416)	(114,777)	15,204	142,623	268,936	394,655	520,049
	190		(256,305)	(123,245)	7,007	134,533	260,915	386,657	512,069
	200		(265,314)	(131,714)	(1,208)	126,443	252,875	378,659	504,088
	210		(274,323)	(140,183)	(9,424)	118,352	244,835	370,660	496,108
	220		(283,332)	(148,652)	(17,664)	110,261	236,795	362,662	488,128
	230		(292,341)	(157,121)	(25,916)	102,142	228,755	354,664	480,148
	240		(301,350)	(165,589)	(34,174)	94,024	220,715	346,666	472,168
	250		(310,359)	(174,058)	(42,466)	85,905	212,675	338,659	464,188

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: **G** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Higher** No Units: **200**
 Notes: **Lower quartiles BCIS** 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:	69.0%					
First Homes:	25.0%					
Intermediate (Affordable Home Ownership):	6.0%					
	100%	100.0%				
	69.0% % Rented					
	12.4% % of total (>10% First Homes PPG 023)					
CIL Rate (£ psm)	43.27 £ psm					
Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	5.0%	6.0	10.0%	8.0	7%	14.0
2 bed House	20.0%	24.0	22.0%	17.6	21%	41.6
3 bed House	40.0%	48.0	30.0%	24.0	36%	72.0
4 bed House	20.0%	24.0	10.0%	8.0	16%	32.0
5 bed House	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	15.0%	12.0	10%	19.2
Total number of units	100.0%	120.0	100.0%	80.0	100%	200.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)		
1 bed House	69.0	743		69.0	743	
2 bed House	75.0	807		75.0	807	
3 bed House	95.0	1,023		95.0	1,023	
4 bed House	120.0	1,292		120.0	1,292	
5 bed House	135.0	1,453		135.0	1,453	
1 bed Flat	50.0	538	85.0%	58.8	633	
2 bed Flat	65.0	700	85.0%	76.5	823	
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)		
1 bed House	69.0	743		69.0	743	
2 bed House	75.0	807		75.0	807	
3 bed House	95.0	1,023		95.0	1,023	
4 bed House	120.0	1,292		120.0	1,292	
5 bed House	135.0	1,453		135.0	1,453	
1 bed Flat	50.0	538	85.0%	58.8	633	
2 bed Flat	65.0	700	85.0%	76.5	823	
Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	414	4,456	552	5,942	966	10,398
2 bed House	1,800	19,375	1,320	14,208	3,120	33,583
3 bed House	4,560	49,083	2,280	24,542	6,840	73,625
4 bed House	2,880	31,000	960	10,333	3,840	41,333
5 bed House	810	8,719	0	0	810	8,719
1 bed Flat	282	3,039	612	6,585	894	9,624
2 bed Flat	551	5,926	918	9,877	1,468	15,804
	11,297	121,599	6,641	71,488	17,938	193,087
AH % by floor area:	37.02% AH % by floor area (difference due to mix)					
Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)		
1 bed House	268,550	3,892	362	3,759,700		
2 bed House	312,000	4,160	386	12,979,200		
3 bed House	400,000	4,211	391	28,800,000		
4 bed House	520,000	4,333	403	16,640,000		
5 bed House	590,000	4,370	406	3,540,000		
1 bed Flat	200,000	4,000	372	3,040,000		
2 bed Flat	253,000	3,892	362	4,857,600		
				73,616,500		
Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV
1 bed House	100,706	37.5%	100,706	37.5%	187,985	70%
2 bed House	117,000	37.5%	117,000	37.5%	218,400	70%
3 bed House	150,000	37.5%	150,000	37.5%	250,000	70%
4 bed House	195,000	37.5%	195,000	37.5%	250,000	70%
5 bed House	221,250	37.5%	221,250	37.5%	250,000	70%
1 bed Flat	75,000	37.5%	75,000	37.5%	140,000	70%
2 bed Flat	94,875	37.5%	94,875	37.5%	177,100	70%
* capped @£250K						

Scheme Typology:

Houses & Flats

No Units: 200

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Lower quartiles BCIS

GROSS DEVELOPMENT VALUE

OMS GDV -

(part houses due to % mix)

1 bed House	6.0	@	268,550	1,611,300
2 bed House	24.0	@	312,000	7,488,000
3 bed House	48.0	@	400,000	19,200,000
4 bed House	24.0	@	520,000	12,480,000
5 bed House	6.0	@	590,000	3,540,000
1 bed Flat	4.8	@	200,000	960,000
2 bed Flat	7.2	@	253,000	1,821,600
	120.0			47,100,900

Affordable Rent GDV -

1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-

Social Rent GDV -

1 bed House	5.5	@	100,706	555,899
2 bed House	12.1	@	117,000	1,420,848
3 bed House	16.6	@	150,000	2,484,000
4 bed House	5.5	@	195,000	1,076,400
5 bed House	0.0	@	221,250	-
1 bed Flat	7.2	@	75,000	538,200
2 bed Flat	8.3	@	94,875	785,565
	55.2			6,860,912

First Homes GDV -

1 bed House	2.0	@	187,985	375,970
2 bed House	4.4	@	218,400	960,960
3 bed House	6.0	@	250,000	1,500,000
4 bed House	2.0	@	250,000	500,000
5 bed House	0.0	@	250,000	-
1 bed Flat	2.6	@	140,000	364,000
2 bed Flat	3.0	@	177,100	531,300
	20.0			4,232,230

Intermediate GDV -

1 bed House	0.5	@	187,985	90,233
2 bed House	1.1	@	218,400	230,630
3 bed House	1.4	@	280,000	403,200
4 bed House	0.5	@	364,000	174,720
5 bed House	0.0	@	413,000	-
1 bed Flat	0.6	@	140,000	87,360
2 bed Flat	0.7	@	177,100	127,512
	4.8	80.0		1,113,655

Sub-total GDV Residential

AH on-site cost analysis:

200 59,307,697

798 £ psm (total GIA sqm) EMV (no AH) less £GDV (inc. AH) 14,308,803

71,544 £ per unit (total units)

Grant

80 AH units @ 0 per unit

Total GDV

59,307,697

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:
Lower quartiles BCIS

Higher

No Units: 200
Greenfield/Brownfield:

Greenfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(43,559)
Planning Application Professional Fees, Surveys and reports				(130,000)
CIL				(488,819)
	CIL analysis:	11,297 sqm (Market only)	43.27 £ psm	
		0.82% % of GDV	2,444 £ per unit (total units)	
Site Specific S106 Contributions	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 @	25,524 per unit	(5,104,800)
	Sub-total			(5,104,800)
	S106 analysis:	1,020,960 £ per ha	8.61% % of GDV	25,524 £ per unit (total units)
AH Commuted Sum		17,938 sqm (total)	0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV		
cont./				

Scheme Typology:

Houses & Flats

No Units: 200

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Lower quartiles BCIS

Construction Costs -

Site Clearance, Demolition & Remediation		5.00	ha @		0	£ per ha (if brownfield)	-
Site Infrastructure costs -							
Year 1		0					-
Year 2		0					-
Year 3		0					-
Year 4		0					-
Year 5		0					-
Year 6		0					-
Year 7		0					-
Year 8		0					-
Year 9		0					-
Year 10		0					-
Year 11		0					-
Year 12		0					-
Year 13		0					-
Year 14		0					-
Year 15		0					-
Years 1-15		200	units @		0	per unit	-
Sub-total							-
Infra. Costs analysis:	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)	
1 bed House			966	sqm @	1,377	psm	(1,330,182)
2 bed House			3,120	sqm @	1,377	psm	(4,296,240)
3 bed House			6,840	sqm @	1,377	psm	(9,418,680)
4 bed House			3,840	sqm @	1,377	psm	(5,287,680)
5 bed House			810	sqm @	1,377	psm	(1,115,370)
1 bed Flat			894	sqm @	1,530	psm	(1,368,000)
2 bed Flat		17,938	1,468	sqm @	1,530	psm	(2,246,400)
Garages for 3 bed House	(OMS only)		48	units @	50%	@	8,500 £ per garage
Garages for 4 bed House	(OMS only)		24	units @	100%	@	8,500 £ per garage
Garages for 5 bed House	(OMS only)		6	units @	100%	@	8,500 £ per garage
							(204,000)
							(204,000)
							(51,000)
External works			25,521,552	@	15.0%		(3,828,233)
Ext. Works analysis:					19,141	£ 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
M4(3) Category 3 Housing	Aff units (>20 uni		80	units @	5%	@	12,133 £ per unit
M4(2) Category 2 Housing	OMS units		120	units @	95%	@	625 £ per unit
M4(3) Category 3 Housing	OMS units (>20 t		-	units @	5%	@	12,133 £ per unit
Part L/FHS (houses)			166	units @			5,816 £ per unit
Part L/FHS (flats)			34	units @			2,712 £ per unit
Additional Low Carbon/Energy Reduction (houses)			166	units @			0 £ per unit
Additional Low Carbon/Energy Reduction (flats)			34	units @			0 £ per unit
EV Charging Points - Houses			166	units @			0 £ per unit
EV Charging Points - Flats			34	units @			0 £ per unit
Water Efficiency (houses)			166	units @			2,683 £ per unit
Water Efficiency (flats)			34	units @			909 £ per unit
Broadband infrastructure	(< 20 units only)			units @			747 £ per unit
	Sub-total						(1,899,879)
Policy Costs analysis: (design costs only)					9,499	£ per unit (total units)	
Contingency (on construction)			31,249,664	@	3.0%		(937,490)
Professional Fees			31,249,664	@	6.5%		(2,031,228)
Disposal Costs -							
OMS Marketing and Promotion			47,100,900	OMS @	3.00%	7,065 £ per unit	(1,413,027)
Residential Sales Agent Costs			47,100,900	OMS @	1.00%	2,355 £ per unit	(471,009)
Residential Sales Legal Costs			47,100,900	OMS @	0.50%	1,178 £ per unit	(235,505)
Affordable Sale Legal Costs			12,206,797	AH @	0.25%	153 £ per unit	(30,517)
Disposal Cost analysis:						10,750 £ per unit	
Interest (on Development Costs) -			7.00%	APR	0.565%	pcrn	(69,045)
Developers Profit -							
Profit on OMS			47,100,900		20.00%		(9,420,180)
Margin on AH			12,206,797		6.00%	on AH values	(732,408)
Profit analysis:			59,307,697		17.12%	blended GDV	(10,152,588)
			42,204,662		24.06%	on costs	(10,152,588)
TOTAL COSTS							(52,357,249)

Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Higher**
 Notes: Lower quartiles BCIS

No Units: **200**
 Greenfield/Brownfield: **Greenfield**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				6,950,447
SDLT		6,950,447 @	HMRC formula	(337,022)
Acquisition Agent fees		6,950,447 @	1.0%	(69,504)
Acquisition Legal fees		6,950,447 @	0.5%	(34,752)
Interest on Land		6,950,447 @	7.00%	(486,531)
Residual Land Value				6,022,637
RLV analysis:	30,113 £ per plot	1,204,527 £ per ha (net)	487,466 £ per acre (net)	
		722,716 £ per ha (gross)	292,479 £ per acre (gross)	
			10.15% % 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)	
Benchmark Land Value (net)	16,988 £ per plot	679,525 £ per ha (net)	275,000 £ per acre (net)	3,397,625
BLV analysis:	Density	3,588 sqm/ha (net)	15,628 sqft/ac (net)	
		24 dph (gross)		
		407,715 £ per ha (gross)	165,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	525,002 £ per ha (net)	212,466 £ per acre (net)	2,625,012

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))		10%	15%	20%	25%	30%	35%	40%
		212,466						
		0.00	798,625	706,696	614,765	522,834	430,862	338,874
		10.00	786,734	695,464	604,193	512,923	421,604	330,277
		20.00	774,841	684,231	593,621	503,012	412,346	321,680
		30.00	762,947	672,998	583,049	493,092	403,087	313,080
		40.00	751,054	661,765	572,477	483,173	393,829	304,475
		50.00	739,160	650,533	561,905	473,253	384,571	295,870
		60.00	727,267	639,300	551,333	463,334	375,313	287,264
		70.00	715,373	628,067	540,761	453,414	366,055	278,659
		80.00	703,480	616,835	530,189	443,495	356,796	270,054
		90.00	691,586	605,602	519,612	433,575	347,538	261,449
		100.00	679,693	594,369	509,031	423,656	338,280	252,844
		110.00	667,799	583,136	498,450	413,736	329,017	244,239
		120.00	655,906	571,904	487,870	403,817	319,750	235,634
		130.00	644,012	560,671	477,289	393,897	310,483	227,028
		140.00	632,119	549,438	466,708	383,977	301,216	218,423
		150.00	620,225	538,196	456,127	374,058	291,949	209,818
		160.00	608,332	526,954	445,546	364,138	282,682	201,207
		170.00	596,439	515,712	434,965	354,219	273,414	192,592
		180.00	584,545	504,470	424,385	344,292	264,147	183,978
		190.00	572,652	493,228	413,804	334,363	254,880	175,363
		200.00	560,748	481,986	403,223	324,434	245,613	166,749
		210.00	548,845	470,743	392,642	314,505	236,346	158,135
		220.00	536,941	459,501	382,061	304,576	227,079	149,520
		230.00	525,038	448,259	371,481	294,647	217,809	140,906
		240.00	513,134	437,017	360,891	284,718	208,532	132,291
		250.00	501,231	425,775	350,300	274,789	199,255	123,677
								48,026

Scheme Typology:

Houses & Flats

No Units: 200

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Lower quartiles BCIS

TABLE 2

		Affordable Housing - % on site 40%						
Balance (RLV - BLV)	212,466	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	1,105,233	1,016,203	927,173	838,142	749,112	660,082	571,022
	5%	1,087,331	998,301	909,271	820,241	731,211	642,180	553,108
	10%	1,069,429	980,399	891,369	802,339	713,309	624,265	535,193
	15%	1,051,528	962,497	873,467	784,437	695,407	606,351	517,279
	20%	1,033,626	944,596	855,566	766,536	677,505	588,436	499,364
	25%	1,015,724	926,694	837,664	748,634	659,594	570,522	481,450
	30%	997,822	908,792	819,762	730,732	641,679	552,607	463,535
	35%	979,921	890,891	801,861	712,830	623,765	534,693	445,621
	40%	962,019	872,989	783,959	694,922	605,850	516,778	427,702
	45%	944,117	855,087	766,057	677,008	587,936	498,864	409,772
	50%	926,216	837,186	748,155	659,093	570,021	480,949	391,843
	55%	908,314	819,284	730,251	641,179	552,107	463,035	373,913
	60%	890,412	801,382	712,336	623,264	534,192	445,111	355,984
	65%	872,510	783,480	694,422	605,350	516,278	427,181	338,054
	70%	854,609	765,579	676,507	587,435	498,363	409,252	320,125
	75%	836,707	747,665	658,593	569,521	480,449	391,322	302,195
	80%	818,805	729,750	640,678	551,606	462,520	373,393	284,252
	85%	800,904	711,836	622,764	533,692	444,590	355,463	266,306
	90%	782,994	693,921	604,849	515,777	426,661	337,534	248,359
	95%	765,079	676,007	586,935	497,858	408,731	319,604	230,412
	100%	747,164	658,092	569,020	479,929	390,802	301,661	212,466
	105%	729,250	640,178	551,106	461,999	372,872	283,714	194,519
	110%	711,335	622,263	533,191	444,070	354,943	265,768	176,554
	115%	693,421	604,349	515,268	426,140	337,013	247,821	158,588
	120%	675,506	586,434	497,338	408,211	319,069	229,874	140,622
	125%	657,592	568,520	479,409	390,281	301,123	211,927	122,656

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	212,466	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 43.27	0	411,718	378,741	345,765	312,789	279,812	246,836	213,860
	10	403,774	370,798	337,822	304,845	271,869	238,893	205,916
	20	395,831	362,855	329,878	296,902	263,926	230,949	197,973
	30	387,888	354,912	321,935	288,959	255,983	223,006	190,030
	40	379,945	346,968	313,992	281,016	248,039	215,063	182,087
	50	372,002	339,025	306,049	273,072	240,096	207,120	174,143
	60	364,058	331,082	298,106	265,129	232,153	199,177	166,200
	70	356,113	323,137	290,160	257,184	224,208	191,231	158,255
	80	348,161	315,185	282,209	249,232	216,256	183,280	150,303
	90	340,210	307,233	274,257	241,280	208,304	175,328	142,351
	100	332,258	299,281	266,305	233,329	200,352	167,376	134,400
	110	324,306	291,330	258,353	225,377	192,401	159,424	126,448
	120	316,354	283,378	250,401	217,425	184,449	151,472	118,496
	130	308,402	275,426	242,450	209,473	176,497	143,521	110,544
	140	300,451	267,474	234,498	201,521	168,545	135,569	102,592
	150	292,499	259,522	226,546	193,570	160,593	127,617	94,641
	160	284,547	251,571	218,594	185,618	152,642	119,665	86,689
	170	276,595	243,619	210,642	177,666	144,690	111,713	78,737
	180	268,637	235,661	202,684	169,708	136,732	103,755	70,779
	190	260,676	227,699	194,723	161,747	128,770	95,794	62,818
	200	252,714	219,738	186,762	153,785	120,809	87,833	54,856
	210	244,753	211,777	178,800	145,824	112,848	79,871	46,895
	220	236,792	203,815	170,839	137,863	104,886	71,910	38,934
	230	228,830	195,854	162,878	129,901	96,925	63,949	30,972
	240	220,869	187,893	154,916	121,940	88,964	55,987	23,011
	250	212,908	179,931	146,955	113,979	81,002	48,026	15,050

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:
Lower quartiles BCIS

No Units: 200
Greenfield/Brownfield: Greenfield

		BLV (per acre)							
		212,466	150,000	200,000	250,000	300,000	350,000	400,000	450,000
Balance (RLV - BLV)	CIL Epsm 43.27	0	371,836	321,836	271,836	221,836	171,836	121,836	71,836
		10	363,893	313,893	263,893	213,893	163,893	113,893	63,893
		20	355,949	305,949	255,949	205,949	155,949	105,949	55,949
		30	348,006	298,006	248,006	198,006	148,006	98,006	48,006
		40	340,063	290,063	240,063	190,063	140,063	90,063	40,063
		50	332,120	282,120	232,120	182,120	132,120	82,120	32,120
		60	324,177	274,177	224,177	174,177	124,177	74,177	24,177
		70	316,231	266,231	216,231	166,231	116,231	66,231	16,231
		80	308,280	258,280	208,280	158,280	108,280	58,280	8,280
		90	300,328	250,328	200,328	150,328	100,328	50,328	328
		100	292,376	242,376	192,376	142,376	92,376	42,376	(7,624)
		110	284,424	234,424	184,424	134,424	84,424	34,424	(15,576)
		120	276,472	226,472	176,472	126,472	76,472	26,472	(23,528)
		130	268,521	218,521	168,521	118,521	68,521	18,521	(31,479)
		140	260,569	210,569	160,569	110,569	60,569	10,569	(39,431)
		150	252,617	202,617	152,617	102,617	52,617	2,617	(47,383)
		160	244,665	194,665	144,665	94,665	44,665	(5,335)	(55,335)
		170	236,713	186,713	136,713	86,713	36,713	(13,287)	(63,287)
		180	228,755	178,755	128,755	78,755	28,755	(21,245)	(71,245)
		190	220,794	170,794	120,794	70,794	20,794	(29,206)	(79,206)
		200	212,833	162,833	112,833	62,833	12,833	(37,167)	(87,167)
		210	204,871	154,871	104,871	54,871	4,871	(45,129)	(95,129)
		220	196,910	146,910	96,910	46,910	(3,090)	(53,090)	(103,090)
		230	188,949	138,949	88,949	38,949	(11,051)	(61,051)	(111,051)
		240	180,987	130,987	80,987	30,987	(19,013)	(69,013)	(119,013)
		250	173,026	123,026	73,026	23,026	(26,974)	(76,974)	(126,974)

TABLE 5		Density (dph)							
		40							
Balance (RLV - BLV)		212,466	25	30	35	40	45	50	55
CIL Epsm 43.27	0		51,147	116,377	181,606	246,836	312,065	377,295	442,524
	10		46,183	110,419	174,656	238,893	303,129	367,366	431,602
	20		41,218	104,462	167,706	230,949	294,193	357,437	420,680
	30		36,254	98,505	160,755	223,006	285,257	347,508	409,759
	40		31,289	92,547	153,805	215,063	276,321	337,579	398,837
	50		26,325	86,590	146,855	207,120	267,385	327,650	387,915
	60		21,360	80,632	139,904	199,177	258,449	317,721	376,993
	70		16,395	74,674	132,952	191,231	249,510	307,789	366,068
	80		11,425	68,710	125,995	183,280	240,565	297,849	355,134
	90		6,455	62,746	119,037	175,328	231,619	287,910	344,201
	100		1,485	56,782	112,079	167,376	222,673	277,970	333,267
	110	(3,485)	50,818	105,121	159,424	213,727	268,030	322,333	
	120	(8,455)	44,854	98,163	151,472	204,781	258,090	311,400	
	130	(13,425)	38,890	91,206	143,521	195,836	248,151	300,466	
	140	(18,394)	32,927	84,248	135,569	186,890	238,211	289,532	
	150	(23,364)	26,963	77,290	127,617	177,944	228,271	278,598	
	160	(28,334)	20,999	70,332	119,665	168,998	218,332	267,665	
	170	(33,304)	15,035	63,374	111,713	160,053	208,392	256,731	
	180	(38,278)	9,067	56,411	103,755	151,100	198,444	245,789	
	190	(43,254)	3,096	49,445	95,794	142,143	188,493	234,842	
	200	(48,230)	(2,876)	42,479	87,833	133,187	178,541	223,895	
	210	(53,205)	(8,847)	35,512	79,871	124,230	168,589	212,948	
	220	(58,181)	(14,818)	28,546	71,910	115,274	158,637	202,001	
	230	(63,157)	(20,789)	21,580	63,949	106,317	148,686	191,054	
	240	(68,133)	(26,760)	14,614	55,987	97,361	138,734	180,107	
	250	(73,109)	(32,731)	7,648	48,026	88,404	128,782	169,161	

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone: Higher
Lower quartiles BCIS

No Units: 200
Greenfield/Brownfield: Greenfield

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	212,466	90%	95%	100%	105%	110%	115%	120%
	0	468,910	357,935	246,836	135,574	24,049	(87,870)	(200,460)
	10	460,981	349,999	238,893	127,623	16,077	(95,879)	(208,533)
	20	453,052	342,064	230,949	119,663	8,102	(103,889)	(216,607)
	30	445,123	334,128	223,006	111,701	119	(111,898)	(224,685)
	40	437,194	326,192	215,063	103,740	(7,864)	(119,919)	(232,777)
CIL Epsm	50	429,265	318,257	207,120	95,779	(15,848)	(127,943)	(240,870)
43.27	60	421,337	310,321	199,177	87,817	(23,831)	(135,967)	(248,970)
	70	413,408	302,386	191,231	79,856	(31,815)	(143,991)	(257,097)
	80	405,479	294,450	183,280	71,895	(39,798)	(152,023)	(265,527)
	90	397,550	286,514	175,328	63,933	(47,792)	(160,063)	(274,127)
	100	389,621	278,579	167,376	55,972	(55,788)	(168,102)	(282,730)
	110	381,692	270,639	159,424	48,001	(63,784)	(176,142)	(291,347)
	120	373,758	262,695	151,472	40,029	(71,780)	(184,193)	(299,973)
	130	365,822	254,752	143,521	32,057	(79,776)	(192,249)	(308,611)
	140	357,886	246,809	135,569	24,085	(87,775)	(200,305)	(317,261)
	150	349,951	238,866	127,617	16,113	(95,785)	(208,367)	(325,927)
	160	342,015	230,923	119,665	8,141	(103,794)	(216,441)	(334,602)
	170	334,079	222,979	111,713	169	(111,804)	(224,514)	(343,299)
	180	326,144	215,036	103,755	(7,809)	(119,813)	(232,594)	(352,007)
	190	318,208	207,093	95,794	(15,792)	(127,830)	(240,686)	(360,736)
	200	310,273	199,150	87,833	(23,775)	(135,854)	(248,779)	(369,485)
	210	302,337	191,206	79,871	(31,759)	(143,878)	(256,891)	(378,252)
	220	294,401	183,263	71,910	(39,742)	(151,902)	(265,315)	(387,040)
	230	286,466	175,320	63,949	(47,726)	(159,931)	(273,899)	(395,858)
	240	278,530	167,370	55,987	(55,712)	(167,971)	(282,502)	(404,702)
	250	270,595	159,419	48,026	(63,708)	(176,010)	(291,105)	(413,575)

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	212,466	90%	95%	100%	105%	110%	115%	120%
	0	(3,459)	121,814	246,836	371,717	496,506	621,238	745,903
	10	(11,431)	113,862	238,893	363,781	488,577	613,310	737,980
	20	(19,410)	105,907	230,949	355,845	480,648	605,381	730,056
	30	(27,393)	97,946	223,006	347,910	472,719	597,452	722,133
	40	(35,377)	89,985	215,063	339,974	464,790	589,523	714,210
CIL Epsm	50	(43,360)	82,023	207,120	332,039	456,861	581,594	706,287
43.27	60	(51,344)	74,062	199,177	324,103	448,932	573,665	698,363
	70	(59,327)	66,101	191,231	316,167	440,999	565,736	690,440
	80	(67,320)	58,139	183,280	308,232	433,063	557,807	682,517
	90	(75,316)	50,178	175,328	300,294	425,128	549,878	674,593
	100	(83,312)	42,217	167,376	292,351	417,192	541,949	666,670
	110	(91,308)	34,247	159,424	284,408	409,257	534,020	658,747
	120	(99,304)	26,275	151,472	276,465	401,321	526,091	650,823
	130	(107,310)	18,303	143,521	268,522	393,385	518,162	642,894
	140	(115,319)	10,331	135,569	260,578	385,450	510,233	634,965
	150	(123,329)	2,359	127,617	252,635	377,514	502,304	627,036
	160	(131,338)	(5,613)	119,665	244,692	369,578	494,375	619,107
	170	(139,353)	(13,585)	111,713	236,749	361,643	486,446	611,178
	180	(147,377)	(21,565)	103,755	228,805	353,707	478,517	603,250
	190	(155,401)	(29,548)	95,794	220,862	345,772	470,588	595,321
	200	(163,425)	(37,532)	87,833	212,919	337,836	462,659	587,392
	210	(171,457)	(45,515)	79,871	204,976	329,900	454,730	579,463
	220	(179,497)	(53,499)	71,910	197,033	321,965	446,797	571,534
	230	(187,536)	(61,482)	63,949	189,083	314,029	438,861	563,605
	240	(195,578)	(69,475)	55,987	181,131	306,094	430,925	555,676
	250	(203,634)	(77,471)	48,026	173,179	298,150	422,990	547,747

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: **H** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Higher**
 Notes: **Lower quartiles BCIS**
 No Units: **300**
 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)	
Affordable Rent:	0.0%
Social Rent:	69.0%
First Homes:	25.0%
Intermediate (Affordable Home Ownership):	6.0%
	100% 100.0%
	69.0% % Rented
	12.4% % of total (>10% First Homes PPG 023)

CIL Rate (£ psm) **43.27** £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	5.0%	9.0	10.0%	12.0	7%	21.0
2 bed House	20.0%	36.0	22.0%	26.4	21%	62.4
3 bed House	40.0%	72.0	30.0%	36.0	36%	108.0
4 bed House	20.0%	36.0	10.0%	12.0	16%	48.0
5 bed House	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	15.0%	18.0	10%	28.8
Total number of units	100.0%	180.0	100.0%	120.0	100%	300.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	621	6,684	828	8,913	1,449	15,597
2 bed House	2,700	29,063	1,980	21,313	4,680	50,375
3 bed House	6,840	73,625	3,420	36,813	10,260	110,438
4 bed House	4,320	46,500	1,440	15,500	5,760	62,000
5 bed House	1,215	13,078	0	0	1,215	13,078
1 bed Flat	424	4,559	918	9,877	1,341	14,436
2 bed Flat	826	8,890	1,376	14,816	2,202	23,706
	16,945	182,399	9,962	107,231	26,908	289,630

AH % by floor area: 37.02% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	268,550	3,892	362	5,639,550
2 bed House	312,000	4,160	386	19,468,800
3 bed House	400,000	4,211	391	43,200,000
4 bed House	520,000	4,333	403	24,960,000
5 bed House	590,000	4,370	406	5,310,000
1 bed Flat	200,000	4,000	372	4,560,000
2 bed Flat	253,000	3,892	362	7,286,400
				110,424,750

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Inter. £	% of MV
1 bed House	100,706	37.5%	100,706	37.5%	187,985	70%	187,985	70%
2 bed House	117,000	37.5%	117,000	37.5%	218,400	70%	218,400	70%
3 bed House	150,000	37.5%	150,000	37.5%	250,000	70%	280,000	70%
4 bed House	195,000	37.5%	195,000	37.5%	250,000	70%	364,000	70%
5 bed House	221,250	37.5%	221,250	37.5%	250,000	70%	413,000	70%
1 bed Flat	75,000	37.5%	75,000	37.5%	140,000	70%	140,000	70%
2 bed Flat	94,875	37.5%	94,875	37.5%	177,100	70%	177,100	70%

* capped @£250K

Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Higher**
 Notes: Lower quartiles BCIS

No Units: **300**
 Greenfield/Brownfield: **Greenfield**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	9.0	@	268,550	2,416,950
2 bed House	36.0	@	312,000	11,232,000
3 bed House	72.0	@	400,000	28,800,000
4 bed House	36.0	@	520,000	18,720,000
5 bed House	9.0	@	590,000	5,310,000
1 bed Flat	7.2	@	200,000	1,440,000
2 bed Flat	10.8	@	253,000	2,732,400
	180.0			70,651,350
Affordable Rent GDV -				
1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-
Social Rent GDV -				
1 bed House	8.3	@	100,706	833,848
2 bed House	18.2	@	117,000	2,131,272
3 bed House	24.8	@	150,000	3,726,000
4 bed House	8.3	@	195,000	1,614,600
5 bed House	0.0	@	221,250	-
1 bed Flat	10.8	@	75,000	807,300
2 bed Flat	12.4	@	94,875	1,178,348
	82.8			10,291,367
First Homes GDV -				
1 bed House	3.0	@	187,985	563,955
2 bed House	6.6	@	218,400	1,441,440
3 bed House	9.0	@	250,000	2,250,000
4 bed House	3.0	@	250,000	750,000
5 bed House	0.0	@	250,000	-
1 bed Flat	3.9	@	140,000	546,000
2 bed Flat	4.5	@	177,100	796,950
	30.0			6,348,345
Intermediate GDV -				
1 bed House	0.7	@	187,985	135,349
2 bed House	1.6	@	218,400	345,946
3 bed House	2.2	@	280,000	604,800
4 bed House	0.7	@	364,000	262,080
5 bed House	0.0	@	413,000	-
1 bed Flat	0.9	@	140,000	131,040
2 bed Flat	1.1	@	177,100	191,268
	7.2	120.0		1,670,483
Sub-total GDV Residential				
	300			88,961,545
AH on-site cost analysis:				
			EMV (no AH) less £GDV (inc. AH)	21,463,205
			798 £ psm (total GIA sqm)	71,544 £ per unit (total units)
Grant				
	120	AH units @	0 per unit	-
Total GDV				
				88,961,545

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:
Lower quartiles BCIS

Higher

No Units: 300
Greenfield/Brownfield:

Greenfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(57,359)
Planning Application Professional Fees, Surveys and reports				(170,000)
CIL				(733,228)
CIL analysis:		16,945 sqm (Market only)	43.27 £ psm	
		0.82% % of GDV	2,444 £ per unit (total units)	
Site Specific S106 Contributions	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 @	27,194 per unit	(8,158,200)
Sub-total				(8,158,200)
S106 analysis:		1,087,760 £ per ha	9.17% % of GDV	27,194 £ per unit (total units)
AH Commuted Sum			26,908 sqm (total)	0 £ psm
Comm. Sum analysis:			0.00% % of GDV	
cont./				

Scheme Typology:

Houses & Flats

No Units: 300

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Lower quartiles BCIS

Construction Costs -

Site Clearance, Demolition & Remediation		7.50	ha @	0	£ per ha (if brownfield)	-
Site Infrastructure costs -						
Year 1		0				-
Year 2		0				-
Year 3		0				-
Year 4		0				-
Year 5		0				-
Year 6		0				-
Year 7		0				-
Year 8		0				-
Year 9		0				-
Year 10		0				-
Year 11		0				-
Year 12		0				-
Year 13		0				-
Year 14		0				-
Year 15		0				-
Years 1-15		300	units @	0	per unit	-
Sub-total						-
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0 £ per unit (total units)
1 bed House		1,449	sqm @	1,377	psm	(1,995,273)
2 bed House		4,680	sqm @	1,377	psm	(6,444,360)
3 bed House		10,260	sqm @	1,377	psm	(14,128,020)
4 bed House		5,760	sqm @	1,377	psm	(7,931,520)
5 bed House		1,215	sqm @	1,377	psm	(1,673,055)
1 bed Flat		1,341	sqm @	1,530	psm	(2,052,000)
2 bed Flat		26,908	2,202	sqm @	1,530	psm (3,369,600)
Garages for 3 bed House	(OMS only)	72	units @	50%	@	8,500 £ per garage (306,000)
Garages for 4 bed House	(OMS only)	36	units @	100%	@	8,500 £ per garage (306,000)
Garages for 5 bed House	(OMS only)	9	units @	100%	@	8,500 £ per garage (76,500)
External works		38,282,328	@	15.0%		(5,742,349)
Ext. Works analysis:				19,141	£ 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 uni	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 t	-	units @	5%	@	12,133 £ per unit -
Part L/FHS (houses)		248	units @		5,816	£ per unit (1,444,694)
Part L/FHS (flats)		52	units @		2,712	£ per unit (139,939)
Additional Low Carbon/Energy Reduction (houses)		248	units @		0	£ per unit -
Additional Low Carbon/Energy Reduction (flats)		52	units @		0	£ per unit -
EV Charging Points - Houses		248	units @		0	£ per unit -
EV Charging Points - Flats		52	units @		0	£ per unit -
Water Efficiency (houses)		248	units @		2,683	£ per unit (666,457)
Water Efficiency (flats)		52	units @		909	£ per unit (46,904)
Broadband infrastructure	(< 20 units only)		units @		747	£ per unit -
Sub-total						(2,849,818)
Policy Costs analysis: (design costs only)				9,499	£ per unit (total units)	
Contingency (on construction)		46,874,495	@	3.0%		(1,406,235)
Professional Fees		46,874,495	@	6.5%		(3,046,842)
Disposal Costs -						
OMS Marketing and Promotion		70,651,350	OMS @	3.00%	7,065	£ per unit (2,119,541)
Residential Sales Agent Costs		70,651,350	OMS @	1.00%	2,355	£ per unit (706,514)
Residential Sales Legal Costs		70,651,350	OMS @	0.50%	1,178	£ per unit (353,257)
Affordable Sale Legal Costs		18,310,195	AH @	0.25%	153	£ per unit (45,775)
Disposal Cost analysis:					10,750	£ per unit
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm	(73,338)
Developers Profit -						
Profit on OMS		70,651,350		20.00%		(14,130,270)
Margin on AH		18,310,195		6.00%	on AH values	(1,098,612)
Profit analysis:		88,961,545		17.12%	blended GDV	(15,228,882)
		63,744,784		23.89%	on costs	(15,228,882)
TOTAL COSTS (78,973,666)						

Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Higher**
 Notes: Lower quartiles BCIS

No Units: **300**
 Greenfield/Brownfield: **Greenfield**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				9,987,879
SDLT		9,987,879 @	HMRC formula	(488,894)
Acquisition Agent fees		9,987,879 @	1.0%	(99,879)
Acquisition Legal fees		9,987,879 @	0.5%	(49,939)
Interest on Land		9,987,879 @	7.00%	(699,152)
Residual Land Value				8,650,016
RLV analysis:	28,833 £ per plot	1,153,335 £ per ha (net)	466,748 £ per acre (net)	
		692,001 £ per ha (gross)	280,049 £ per acre (gross)	
			9.72% % 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)	
Benchmark Land Value (net)	16,988 £ per plot	679,525 £ per ha (net)	275,000 £ per acre (net)	5,096,438
BLV analysis:	Density	3,588 sqm/ha (net)	15,628 sqft/ac (net)	
		24 dph (gross)		
		407,715 £ per ha (gross)	165,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	473,810 £ per ha (net)	191,748 £ per acre (net)	3,553,578

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))		10%	15%	20%	25%	30%	35%	40%
CIL £ psm 43.27	0.00	777,701	685,803	593,878	501,953	410,020	318,052	226,068
	10.00	765,823	674,580	583,315	492,050	400,772	309,465	218,137
	20.00	753,945	663,357	572,752	482,147	391,524	300,878	210,205
	30.00	742,068	652,134	562,189	472,245	382,277	292,291	202,274
	40.00	730,190	640,911	551,626	462,342	373,029	283,704	194,342
	50.00	718,312	629,688	541,063	452,439	363,781	275,116	186,411
	60.00	706,429	618,465	530,500	442,536	354,533	266,529	178,479
	70.00	694,545	607,241	519,937	432,629	345,286	257,940	170,547
	80.00	682,662	596,018	509,374	422,721	336,038	249,347	162,616
	90.00	670,779	584,795	498,812	412,813	326,790	240,755	154,684
	100.00	658,895	573,572	488,249	402,905	317,543	232,162	146,753
	110.00	647,012	562,349	477,686	392,997	308,295	223,570	138,820
	120.00	635,129	551,126	467,123	383,088	299,047	214,977	130,882
	130.00	623,245	539,903	456,560	373,180	289,800	206,385	122,945
	140.00	611,362	528,679	445,992	363,272	280,552	197,792	115,008
	150.00	599,479	517,456	435,423	353,364	271,304	189,200	107,071
	160.00	587,595	506,233	424,854	343,455	262,051	180,607	99,134
	170.00	575,712	495,010	414,285	333,547	252,797	172,014	91,196
	180.00	563,829	483,787	403,717	323,639	243,544	163,422	83,259
	190.00	551,945	472,564	393,148	313,731	234,290	154,829	75,322
	200.00	540,062	461,336	382,579	303,823	225,037	146,237	67,385
	210.00	528,179	450,106	372,010	293,914	215,783	137,638	59,447
	220.00	516,295	438,877	361,442	284,006	206,530	129,039	51,510
	230.00	504,412	427,648	350,873	274,093	197,276	120,441	43,566
	240.00	492,529	416,418	340,304	264,179	188,023	111,842	35,623
	250.00	480,643	405,189	329,735	254,265	178,769	103,244	27,679

Scheme Typology:

Houses & Flats

No Units: 300

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Lower quartiles BCIS

TABLE 2

		Affordable Housing - % on site 40%						
Balance (RLV - BLV)	191,748	10%	15%	20%	25%	30%	35%	40%
	0%	1,107,509	1,018,494	929,459	840,422	751,385	662,347	573,305
	5%	1,088,455	999,435	910,398	821,360	732,323	643,286	554,235
	10%	1,069,401	980,374	891,336	802,299	713,262	624,225	535,164
	15%	1,050,347	961,312	872,275	783,238	694,200	605,162	516,094
	20%	1,031,288	942,251	853,214	764,176	675,139	586,092	497,023
Site Specific S106	25%	1,012,227	923,189	834,152	745,115	656,078	567,022	477,953
100%	30%	993,165	904,128	815,091	726,053	637,016	547,951	458,883
(where 105% is a 5% increase,	35%	974,104	885,067	796,029	706,992	617,950	528,881	439,812
and 95% is a 5% decrease etc.)	40%	955,042	866,005	776,968	687,931	598,879	509,811	420,742
	45%	935,981	846,944	757,907	668,869	579,809	490,740	401,672
	50%	916,920	827,882	738,845	649,807	560,739	471,670	382,595
	55%	897,858	808,821	719,784	630,737	541,668	452,600	363,514
	60%	878,797	789,760	700,722	611,666	522,598	433,529	344,433
	65%	859,736	770,698	681,661	592,596	503,527	414,459	325,352
	70%	840,674	751,637	662,594	573,526	484,457	395,381	306,271
	75%	821,613	732,575	643,524	554,455	465,387	376,300	287,191
	80%	802,551	713,514	624,454	535,385	446,316	357,219	268,110
	85%	783,490	694,452	605,383	516,315	427,246	338,138	249,027
	90%	764,429	675,382	586,313	497,244	408,167	319,057	229,934
	95%	745,367	656,311	567,243	478,174	389,086	299,976	210,841
	100%	726,306	637,241	548,172	459,104	370,005	280,896	191,748
	105%	707,239	618,170	529,102	440,033	350,924	261,815	172,656
	110%	688,169	599,100	510,031	420,952	331,843	242,722	153,563
	115%	669,098	580,030	490,961	401,872	312,762	223,629	134,465
	120%	650,028	560,959	471,891	382,791	293,681	204,536	115,359
	125%	630,958	541,889	452,819	363,710	274,601	185,443	96,252

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	191,748	15%	16%	17%	18%	19%	20%	21%
	0	390,950	357,974	324,997	292,021	259,045	226,068	193,092
	10	383,019	350,042	317,066	284,090	251,113	218,137	185,160
	20	375,087	342,111	309,134	276,158	243,182	210,205	177,229
	30	367,155	334,179	301,203	268,226	235,250	202,274	169,297
	40	359,224	326,247	293,271	260,295	227,318	194,342	161,366
	50	351,292	318,316	285,340	252,363	219,387	186,411	153,434
	60	343,361	310,384	277,408	244,432	211,455	178,479	145,503
	70	335,429	302,453	269,476	236,500	203,524	170,547	137,571
	80	327,498	294,521	261,545	228,568	195,592	162,616	129,639
	90	319,566	286,590	253,613	220,637	187,661	154,684	121,708
	100	311,634	278,658	245,682	212,705	179,729	146,753	113,776
	110	303,701	270,725	237,749	204,772	171,796	138,820	105,843
	120	295,764	262,788	229,811	196,835	163,859	130,882	97,906
	130	287,827	254,851	221,874	188,898	155,922	122,945	89,969
	140	279,890	246,913	213,937	180,961	147,984	115,008	82,032
	150	271,953	238,976	206,000	173,023	140,047	107,071	74,094
	160	264,015	231,039	198,063	165,086	132,110	99,134	66,157
	170	256,078	223,102	190,125	157,149	124,173	91,196	58,220
	180	248,141	215,165	182,188	149,212	116,235	83,259	50,283
	190	240,204	207,227	174,251	141,275	108,298	75,322	42,346
	200	232,266	199,290	166,314	133,337	100,361	67,385	34,408
	210	224,329	191,353	158,377	125,400	92,424	59,447	26,471
	220	216,392	183,415	150,439	117,463	84,486	51,510	18,534
	230	208,448	175,472	142,495	109,519	76,543	43,566	10,590
	240	200,505	167,528	134,552	101,576	68,599	35,623	2,647
	250	192,561	159,585	126,608	93,632	60,656	27,679	(5,297)

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:
Lower quartiles BCIS

No Units: 300
Greenfield/Brownfield: Greenfield

		BLV (per acre)							
		275,000							
Balance (RLV - BLV)		191,748	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 43.27	0		351,068	301,068	251,068	201,068	151,068	101,068	51,068
	10		343,137	293,137	243,137	193,137	143,137	93,137	43,137
	20		335,205	285,205	235,205	185,205	135,205	85,205	35,205
	30		327,274	277,274	227,274	177,274	127,274	77,274	27,274
	40		319,342	269,342	219,342	169,342	119,342	69,342	19,342
	50		311,411	261,411	211,411	161,411	111,411	61,411	11,411
	60		303,479	253,479	203,479	153,479	103,479	53,479	3,479
	70		295,547	245,547	195,547	145,547	95,547	45,547	(4,453)
	80		287,616	237,616	187,616	137,616	87,616	37,616	(12,384)
	90		279,684	229,684	179,684	129,684	79,684	29,684	(20,316)
	100		271,753	221,753	171,753	121,753	71,753	21,753	(28,247)
	110		263,820	213,820	163,820	113,820	63,820	13,820	(36,180)
	120		255,882	205,882	155,882	105,882	55,882	5,882	(44,118)
	130		247,945	197,945	147,945	97,945	47,945	(2,055)	(52,055)
	140		240,008	190,008	140,008	90,008	40,008	(9,992)	(59,992)
	150		232,071	182,071	132,071	82,071	32,071	(17,929)	(67,929)
	160		224,134	174,134	124,134	74,134	24,134	(25,866)	(75,866)
	170		216,196	166,196	116,196	66,196	16,196	(33,804)	(83,804)
	180		208,259	158,259	108,259	58,259	8,259	(41,741)	(91,741)
	190		200,322	150,322	100,322	50,322	322	(49,678)	(99,678)
	200		192,385	142,385	92,385	42,385	(7,615)	(57,615)	(107,615)
	210		184,447	134,447	84,447	34,447	(15,553)	(65,553)	(115,553)
	220		176,510	126,510	76,510	26,510	(23,490)	(73,490)	(123,490)
	230		168,566	118,566	68,566	18,566	(31,434)	(81,434)	(131,434)
	240		160,623	110,623	60,623	10,623	(39,377)	(89,377)	(139,377)
	250		152,679	102,679	52,679	2,679	(47,321)	(97,321)	(147,321)

TABLE 5		Density (dph)							
		40							
Balance (RLV - BLV)		191,748	25	30	35	40	45	50	55
CIL Epsm 43.27	0		38,168	100,801	163,435	226,068	288,702	351,335	413,969
	10		33,211	94,853	156,495	218,137	279,779	341,421	403,063
	20		28,253	88,904	149,555	210,205	270,856	331,507	392,157
	30		23,296	82,955	142,614	202,274	261,933	321,592	381,251
	40		18,339	77,007	135,674	194,342	253,010	311,678	370,345
	50		13,382	71,058	128,734	186,411	244,087	301,763	359,439
	60		8,424	65,109	121,794	178,479	235,164	291,849	348,534
	70		3,467	59,161	114,854	170,547	226,241	281,934	337,628
	80		(1,490)	53,212	107,914	162,616	217,318	272,020	326,722
	90		(6,447)	47,263	100,974	154,684	208,395	262,105	315,816
	100		(11,405)	41,314	94,034	146,753	199,472	252,191	304,910
	110		(16,363)	35,365	87,092	138,820	190,547	242,275	294,002
	120		(21,323)	29,412	80,147	130,882	181,618	232,353	283,088
	130		(26,284)	23,459	73,202	122,945	172,688	222,432	272,175
	140		(31,245)	17,506	66,257	115,008	163,759	212,510	261,261
	150		(36,206)	11,553	59,312	107,071	154,830	202,588	250,347
	160		(41,167)	5,600	52,367	99,134	145,900	192,667	239,434
	170		(46,127)	(353)	45,422	91,196	136,971	182,745	228,520
	180		(51,088)	(6,306)	38,477	83,259	128,042	172,824	217,606
	190		(56,049)	(12,259)	31,532	75,322	119,112	162,902	206,693
	200		(61,010)	(18,211)	24,587	67,385	110,183	152,981	195,779
	210		(65,970)	(24,164)	17,642	59,447	101,253	143,059	184,865
	220		(70,931)	(30,118)	10,696	51,510	92,324	133,137	173,951
	230		(75,896)	(36,075)	3,746	43,566	83,387	123,208	163,029
	240		(80,861)	(42,033)	(3,205)	35,623	74,451	113,279	152,107
	250		(85,825)	(47,990)	(10,155)	27,679	65,514	103,349	141,184

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:
Lower quartiles BCIS

No Units: 300
Greenfield/Brownfield: Greenfield

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		191,748	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 43.27	0		447,743	336,944	226,068	115,090	3,973	(107,368)	(219,059)
	10		439,821	329,018	218,137	107,152	(3,977)	(115,334)	(227,054)
	20		431,899	321,091	210,205	99,215	(11,927)	(123,301)	(235,049)
	30		423,977	313,165	202,274	91,278	(19,878)	(131,267)	(243,052)
	40		416,054	305,238	194,342	83,341	(27,828)	(139,235)	(251,058)
	50		408,132	297,311	186,411	75,404	(35,779)	(147,210)	(259,064)
	60		400,210	289,385	178,479	67,463	(43,729)	(155,185)	(267,220)
	70		392,288	281,458	170,547	59,520	(51,681)	(163,160)	(275,692)
	80		384,365	273,532	162,616	51,576	(59,639)	(171,135)	(284,173)
	90		376,443	265,605	154,684	43,633	(67,597)	(179,110)	(292,654)
	100		368,521	257,678	146,753	35,689	(75,555)	(187,095)	(301,145)
	110		360,599	249,752	138,820	27,746	(83,513)	(195,080)	(309,639)
	120		352,677	241,825	130,882	19,802	(91,471)	(203,064)	(318,133)
	130		344,754	233,899	122,945	11,859	(99,429)	(211,049)	(326,639)
	140		336,832	225,971	115,008	3,915	(107,390)	(219,038)	(335,147)
	150		328,905	218,040	107,071	(4,028)	(115,356)	(227,033)	(343,657)
	160		320,979	210,108	99,134	(11,979)	(123,323)	(235,028)	(352,179)
	170		313,052	202,177	91,196	(19,929)	(131,289)	(243,023)	(360,701)
	180		305,126	194,245	83,259	(27,880)	(139,255)	(251,023)	(369,235)
	190		297,199	186,314	75,322	(35,830)	(147,221)	(259,029)	(377,772)
	200		289,272	178,382	67,385	(43,781)	(155,192)	(267,183)	(386,319)
	210		281,346	170,450	59,447	(51,731)	(163,168)	(275,642)	(394,872)
	220		273,419	162,519	51,510	(59,682)	(171,143)	(284,122)	(403,435)
	230		265,493	154,587	43,566	(67,634)	(179,118)	(292,603)	(412,004)
	240		257,566	146,656	35,623	(75,592)	(187,093)	(301,083)	(420,586)
	250		249,640	138,724	27,679	(83,550)	(195,073)	(309,573)	(429,174)

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		191,748	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 43.27	0		(23,741)	101,235	226,068	350,808	475,488	600,142	724,741
	10		(31,691)	93,297	218,137	342,882	467,566	592,221	716,823
	20		(39,642)	85,360	210,205	334,955	459,644	584,299	708,904
	30		(47,592)	77,423	202,274	327,028	451,721	576,377	700,986
	40		(55,543)	69,486	194,342	319,102	443,799	568,455	693,067
	50		(63,493)	61,549	186,411	311,175	435,877	560,532	685,149
	60		(71,448)	53,609	178,479	303,249	427,955	552,610	677,230
	70		(79,406)	45,665	170,547	295,322	420,033	544,688	669,312
	80		(87,364)	37,722	162,616	287,395	412,110	536,766	661,393
	90		(95,322)	29,778	154,684	279,469	404,188	528,844	653,475
	100		(103,280)	21,835	146,753	271,542	396,266	520,921	645,556
	110		(111,238)	13,891	138,820	263,616	388,339	512,999	637,638
	120		(119,199)	5,948	130,882	255,689	380,413	505,077	629,719
	130		(127,165)	(1,996)	122,945	247,761	372,486	497,155	621,801
	140		(135,131)	(9,939)	115,008	239,829	364,560	489,233	613,882
	150		(143,098)	(17,886)	107,071	231,898	356,633	481,310	605,964
	160		(151,064)	(25,836)	99,134	223,966	348,706	473,388	598,044
	170		(159,030)	(33,787)	91,196	216,035	340,780	465,466	590,121
	180		(167,005)	(41,737)	83,259	208,103	332,853	457,544	582,199
	190		(174,981)	(49,687)	75,322	200,172	324,927	449,621	574,277
	200		(182,956)	(57,638)	67,385	192,240	317,000	441,699	566,355
	210		(190,931)	(65,588)	59,447	184,308	309,074	433,777	558,433
	220		(198,910)	(73,539)	51,510	176,377	301,147	425,855	550,510
	230		(206,894)	(81,496)	43,566	168,445	293,220	417,933	542,588
	240		(214,879)	(89,454)	35,623	160,514	285,294	410,010	534,666
	250		(222,864)	(97,412)	27,679	152,582	277,367	402,088	526,744

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: **I**
 Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Higher**
 Notes: **Lower quartiles BCIS**

No Units: **400**
 Greenfield/Brownfield: **Greenfield**

(see Typologies Matrix)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	400 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:	69.0%
First Homes:	25.0%
Intermediate (Affordable Home Ownership):	6.0%
	100% 100.0%
	69.0% % Rented
	12.4% % of total (>10% First Homes PPG 023)

CIL Rate (£ psm) **43.27** £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	5.0%	12.0	10.0%	16.0	7%	28.0
2 bed House	20.0%	48.0	22.0%	35.2	21%	83.2
3 bed House	40.0%	96.0	30.0%	48.0	36%	144.0
4 bed House	20.0%	48.0	10.0%	16.0	16%	64.0
5 bed House	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	15.0%	24.0	10%	38.4
Total number of units	100.0%	240.0	100.0%	160.0	100%	400.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	828	8,913	1,104	11,883	1,932	20,796
2 bed House	3,600	38,750	2,640	28,417	6,240	67,167
3 bed House	9,120	98,167	4,560	49,083	13,680	147,250
4 bed House	5,760	62,000	1,920	20,667	7,680	82,667
5 bed House	1,620	17,438	0	0	1,620	17,438
1 bed Flat	565	6,078	1,224	13,170	1,788	19,248
2 bed Flat	1,101	11,853	1,835	19,755	2,936	31,608
	22,594	243,199	13,263	142,975	35,877	386,174

AH % by floor area: 37.02% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	268,550	3,892	362	7,519,400
2 bed House	312,000	4,160	386	25,958,400
3 bed House	400,000	4,211	391	57,600,000
4 bed House	520,000	4,333	403	33,280,000
5 bed House	590,000	4,370	406	7,080,000
1 bed Flat	200,000	4,000	372	6,080,000
2 bed Flat	253,000	3,892	362	9,715,200
				147,233,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Inter. £	% of MV
1 bed House	100,706	37.5%	100,706	37.5%	187,985	70%	187,985	70%
2 bed House	117,000	37.5%	117,000	37.5%	218,400	70%	218,400	70%
3 bed House	150,000	37.5%	150,000	37.5%	250,000	70%	280,000	70%
4 bed House	195,000	37.5%	195,000	37.5%	250,000	70%	364,000	70%
5 bed House	221,250	37.5%	221,250	37.5%	250,000	70%	413,000	70%
1 bed Flat	75,000	37.5%	75,000	37.5%	140,000	70%	140,000	70%
2 bed Flat	94,875	37.5%	94,875	37.5%	177,100	70%	177,100	70%

* capped @£250K

Scheme Typology:

Houses & Flats

No Units: 400

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Lower quartiles BCIS

GROSS DEVELOPMENT VALUE

OMS GDV -

(part houses due to % mix)

1 bed House	12.0	@	268,550	3,222,600
2 bed House	48.0	@	312,000	14,976,000
3 bed House	96.0	@	400,000	38,400,000
4 bed House	48.0	@	520,000	24,960,000
5 bed House	12.0	@	590,000	7,080,000
1 bed Flat	9.6	@	200,000	1,920,000
2 bed Flat	14.4	@	253,000	3,643,200
	240.0			94,201,800

Affordable Rent GDV -

1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-

Social Rent GDV -

1 bed House	11.0	@	100,706	1,111,797
2 bed House	24.3	@	117,000	2,841,696
3 bed House	33.1	@	150,000	4,968,000
4 bed House	11.0	@	195,000	2,152,800
5 bed House	0.0	@	221,250	-
1 bed Flat	14.4	@	75,000	1,076,400
2 bed Flat	16.6	@	94,875	1,571,130
	110.4			13,721,823

First Homes GDV -

1 bed House	4.0	@	187,985	751,940
2 bed House	8.8	@	218,400	1,921,920
3 bed House	12.0	@	250,000	3,000,000
4 bed House	4.0	@	250,000	1,000,000
5 bed House	0.0	@	250,000	-
1 bed Flat	5.2	@	140,000	728,000
2 bed Flat	6.0	@	177,100	1,062,600
	40.0			8,464,460

Intermediate GDV -

1 bed House	1.0	@	187,985	180,466
2 bed House	2.1	@	218,400	461,261
3 bed House	2.9	@	280,000	806,400
4 bed House	1.0	@	364,000	349,440
5 bed House	0.0	@	413,000	-
1 bed Flat	1.2	@	140,000	174,720
2 bed Flat	1.4	@	177,100	255,024
	9.6	160.0		2,227,310

Sub-total GDV Residential

AH on-site cost analysis:

400 118,615,393

EMV (no AH) less £GDV (inc. AH)

28,617,607

798 £ psm (total GIA sqm)

71,544 £ per unit (total units)

Grant

160 AH units @ 0 per unit

-

Total GDV

118,615,393

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:
Lower quartiles BCIS

Higher

No Units: 400
Greenfield/Brownfield:

Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(71,159)
Planning Application Professional Fees, Surveys and reports					(210,000)
CIL					(977,637)
CIL analysis:		22,594 sqm (Market only)	43.27 £ psm		
		0.82% % of GDV	2,444 £ per unit (total units)		
Site Specific S106 Contributions	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 @	27,194 per unit		(10,877,600)
Sub-total				(10,877,600)	
S106 analysis:		1,087,760 £ per ha	9.17% % of GDV	27,194 £ per unit (total units)	
AH Commuted Sum			35,877 sqm (total)	0 £ psm	-
Comm. Sum analysis:			0.00% % of GDV		
cont./					

Scheme Typology:

Houses & Flats

No Units: 400

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Lower quartiles BCIS

Construction Costs -

Site Clearance, Demolition & Remediation		10.00	ha @		0	£ per ha (if brownfield)	-
Site Infrastructure costs -							
Year 1		0					-
Year 2		0					-
Year 3		0					-
Year 4		0					-
Year 5		0					-
Year 6		0					-
Year 7		0					-
Year 8		0					-
Year 9		0					-
Year 10		0					-
Year 11		0					-
Year 12		0					-
Year 13		0					-
Year 14		0					-
Year 15		0					-
Years 1-15		400	units @		0	per unit	-
Sub-total							-
Infra. Costs analysis:	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)	
1 bed House			1,932	sqm @	1,377	psm	(2,660,364)
2 bed House			6,240	sqm @	1,377	psm	(8,592,480)
3 bed House			13,680	sqm @	1,377	psm	(18,837,360)
4 bed House			7,680	sqm @	1,377	psm	(10,575,360)
5 bed House			1,620	sqm @	1,377	psm	(2,230,740)
1 bed Flat			1,788	sqm @	1,530	psm	(2,736,000)
2 bed Flat		35,877	2,936	sqm @	1,530	psm	(4,492,800)
Garages for 3 bed House	(OMS only)	96	units @	50%	8,500	£ per garage	(408,000)
Garages for 4 bed House	(OMS only)	48	units @	100%	8,500	£ per garage	(408,000)
Garages for 5 bed House	(OMS only)	12	units @	100%	8,500	£ per garage	(102,000)
External works		51,043,104	@	15.0%			(7,656,466)
Ext. Works analysis:					19,141	£ per unit (total units)	
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 uni	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 t	-	units @	5%	12,133	£ per unit	-
Part L/FHS (houses)		331	units @		5,816	£ per unit	(1,926,259)
Part L/FHS (flats)		69	units @		2,712	£ per unit	(186,586)
Additional Low Carbon/Energy Reduction (houses)		331	units @		0	£ per unit	-
Additional Low Carbon/Energy Reduction (flats)		69	units @		0	£ per unit	-
EV Charging Points - Houses		331	units @		0	£ per unit	-
EV Charging Points - Flats		69	units @		0	£ per unit	-
Water Efficiency (houses)		331	units @		2,683	£ per unit	(888,610)
Water Efficiency (flats)		69	units @		909	£ per unit	(62,539)
Broadband infrastructure	(< 20 units only)		units @		747	£ per unit	-
Sub-total							(3,799,758)
Policy Costs analysis: (design costs only)					9,499	£ per unit (total units)	
Contingency (on construction)		62,499,327	@	3.0%			(1,874,980)
Professional Fees		62,499,327	@	6.5%			(4,062,456)
Disposal Costs -							
OMS Marketing and Promotion		94,201,800	OMS @	3.00%	7,065	£ per unit	(2,826,054)
Residential Sales Agent Costs		94,201,800	OMS @	1.00%	2,355	£ per unit	(942,018)
Residential Sales Legal Costs		94,201,800	OMS @	0.50%	1,178	£ per unit	(471,009)
Affordable Sale Legal Costs		24,413,593	AH @	0.25%	153	£ per unit	(61,034)
Disposal Cost analysis:					10,750	£ per unit	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcrn		(84,178)
Developers Profit -							
Profit on OMS		94,201,800		20.00%			(18,840,360)
Margin on AH		24,413,593		6.00%	on AH values		(1,464,816)
Profit analysis:		118,615,393		17.12%	blended GDV	(20,305,176)	
		84,957,453		23.90%	on costs	(20,305,176)	
TOTAL COSTS							(105,262,628)

Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Higher**
 Notes: Lower quartiles BCIS

No Units: **400**
 Greenfield/Brownfield: **Greenfield**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				13,352,765
SDLT		13,352,765 @	HMRC formula	(657,138)
Acquisition Agent fees		13,352,765 @	1.0%	(133,528)
Acquisition Legal fees		13,352,765 @	0.5%	(66,764)
Interest on Land		13,352,765 @	7.00%	(934,694)
Residual Land Value				11,560,642
RLV analysis:	28,902 £ per plot	1,156,064 £ per ha (net)	467,853 £ per acre (net)	
		693,639 £ per ha (gross)	280,712 £ per acre (gross)	
			9.75% % 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)	
Benchmark Land Value (net)	16,988 £ per plot	679,525 £ per ha (net)	275,000 £ per acre (net)	6,795,250
BLV analysis:	Density	3,588 sqm/ha (net)	15,628 sqft/ac (net)	
		24 dph (gross)		
		407,715 £ per ha (gross)	165,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	476,539 £ per ha (net)	192,853 £ per acre (net)	4,765,392

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))		10%	15%	20%	25%	30%	35%	40%
CIL £ psm 43.27	0.00	778,808	686,899	594,989	503,054	411,115	319,151	227,166
	10.00	766,930	675,680	584,430	493,152	401,873	310,564	219,236
	20.00	755,051	664,462	573,867	483,249	392,630	301,978	211,306
	30.00	743,173	653,243	563,305	473,346	383,385	293,392	203,376
	40.00	731,295	642,025	552,742	463,444	374,139	284,805	195,446
	50.00	719,416	630,806	542,179	453,541	364,892	276,219	187,516
	60.00	707,538	619,588	531,616	443,638	355,645	267,633	179,586
	70.00	695,660	608,370	521,053	433,735	346,398	259,046	171,656
	80.00	683,781	597,148	510,490	423,833	337,151	250,457	163,726
	90.00	671,903	585,925	499,927	413,930	327,904	241,866	155,796
	100.00	660,025	574,702	489,365	404,027	318,657	233,275	147,866
	110.00	648,146	563,479	478,802	394,120	309,411	224,684	139,927
	120.00	636,268	552,256	468,239	384,213	300,164	216,093	131,992
	130.00	624,389	541,032	457,676	374,306	290,917	207,502	124,058
	140.00	612,506	529,809	447,113	364,398	281,670	198,912	116,123
	150.00	600,623	518,586	436,550	354,491	272,423	190,321	108,188
	160.00	588,739	507,363	425,987	344,584	263,174	181,730	100,253
	170.00	576,856	496,140	415,423	334,676	253,923	173,139	92,319
	180.00	564,973	484,917	404,855	324,769	244,671	164,548	84,384
	190.00	553,090	473,694	394,287	314,862	235,419	155,954	76,447
	200.00	541,206	462,471	383,720	304,954	226,167	147,358	68,507
	210.00	529,323	451,248	373,152	295,047	216,916	138,762	60,567
	220.00	517,440	440,025	362,584	285,140	207,664	130,166	52,627
	230.00	505,557	428,800	352,016	275,231	198,412	121,570	44,688
	240.00	493,674	417,572	341,448	265,318	189,160	112,974	36,748
	250.00	481,790	406,343	330,880	255,406	179,909	104,378	28,808

Scheme Typology:

Houses & Flats

No Units: 400

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Lower quartiles BCIS

TABLE 2

		Affordable Housing - % on site 40%						
Balance (RLV - BLV)	192,853	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	1,108,572	1,019,539	930,507	841,475	752,442	663,388	574,334
	5%	1,089,516	1,000,484	911,452	822,419	733,380	644,326	555,272
	10%	1,070,460	981,428	892,396	803,364	714,317	625,263	536,209
	15%	1,051,405	962,372	873,340	784,308	695,255	606,201	517,147
	20%	1,032,349	943,317	854,284	765,247	676,193	587,139	498,082
	25%	1,013,293	924,261	835,229	746,184	657,130	568,076	479,011
	30%	994,237	905,205	816,173	727,122	638,068	549,014	459,941
	35%	975,182	886,150	797,113	708,059	619,005	529,951	440,871
	40%	956,126	867,094	778,051	688,997	599,943	510,883	421,801
	45%	937,070	848,038	758,989	669,935	580,881	491,813	402,731
	50%	918,015	828,980	739,926	650,872	561,818	472,743	383,660
	55%	898,959	809,918	720,864	631,810	542,755	453,673	364,590
	60%	879,903	790,856	701,802	612,748	523,685	434,602	345,514
	65%	860,847	771,793	682,739	593,685	504,614	415,532	326,435
	70%	841,785	752,731	663,677	574,623	485,544	396,462	307,355
	75%	822,722	733,668	644,614	555,556	466,474	377,392	288,276
	80%	803,660	714,606	625,552	536,486	447,404	358,314	269,197
	85%	784,598	695,544	606,490	517,416	428,334	339,235	250,118
	90%	765,535	676,481	587,427	498,346	409,263	320,156	231,031
	95%	746,473	657,419	568,358	479,276	390,193	301,077	211,942
	100%	727,410	638,356	549,288	460,205	371,115	281,998	192,853
	105%	708,348	619,294	530,217	441,135	352,036	262,918	173,763
	110%	689,286	600,230	511,147	422,065	332,956	243,833	154,674
	115%	670,223	581,159	492,077	402,995	313,877	224,744	135,574
	120%	651,161	562,089	473,007	383,915	294,798	205,654	116,474
	125%	632,099	543,019	453,937	364,836	275,719	186,565	97,373

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	192,853	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 43.27	0	392,048	359,072	326,095	293,119	260,143	227,166	194,190
	10	384,118	351,142	318,165	285,189	252,212	219,236	186,260
	20	376,188	343,211	310,235	277,259	244,282	211,306	178,330
	30	368,258	335,281	302,305	269,329	236,352	203,376	170,400
	40	360,328	327,351	294,375	261,399	228,422	195,446	162,470
	50	352,398	319,421	286,445	253,469	220,492	187,516	154,539
	60	344,467	311,491	278,515	245,538	212,562	179,586	146,609
	70	336,537	303,561	270,585	237,608	204,632	171,656	138,679
	80	328,607	295,631	262,655	229,678	196,702	163,726	130,749
	90	320,677	287,701	254,725	221,748	188,772	155,796	122,819
	100	312,744	279,767	246,791	213,815	180,838	147,862	114,886
	110	304,809	271,833	238,856	205,880	172,903	139,927	106,951
	120	296,874	263,898	230,921	197,945	164,969	131,992	99,016
	130	288,939	255,963	222,987	190,010	157,034	124,058	91,081
	140	281,005	248,028	215,052	182,076	149,099	116,123	83,147
	150	273,070	240,094	207,117	174,141	141,164	108,188	75,212
	160	265,135	232,159	199,182	166,206	133,230	100,253	67,277
	170	257,200	224,224	191,248	158,271	125,295	92,319	59,342
	180	249,266	216,289	183,313	150,337	117,360	84,384	51,407
	190	241,329	208,353	175,376	142,400	109,424	76,447	43,471
	200	233,389	200,413	167,436	134,460	101,484	68,507	35,531
	210	225,449	192,473	159,496	126,520	93,544	60,567	27,591
	220	217,509	184,533	151,557	118,580	85,604	52,627	19,651
	230	209,569	176,593	143,617	110,640	77,664	44,688	11,711
	240	201,629	168,653	135,677	102,700	69,724	36,748	3,771
	250	193,689	160,713	127,737	94,760	61,784	28,808	(4,169)

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:
Lower quartiles BCIS

No Units: 400
Greenfield/Brownfield: Greenfield

		BLV (per acre)							
		192,853	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 43.27	Balance (RLV - BLV)	0	352,166	302,166	252,166	202,166	152,166	102,166	52,166
		10	344,236	294,236	244,236	194,236	144,236	94,236	44,236
		20	336,306	286,306	236,306	186,306	136,306	86,306	36,306
		30	328,376	278,376	228,376	178,376	128,376	78,376	28,376
		40	320,446	270,446	220,446	170,446	120,446	70,446	20,446
		50	312,516	262,516	212,516	162,516	112,516	62,516	12,516
		60	304,586	254,586	204,586	154,586	104,586	54,586	4,586
		70	296,656	246,656	196,656	146,656	96,656	46,656	(3,344)
		80	288,726	238,726	188,726	138,726	88,726	38,726	(11,274)
		90	280,796	230,796	180,796	130,796	80,796	30,796	(19,204)
		100	272,862	222,862	172,862	122,862	72,862	22,862	(27,138)
		110	264,927	214,927	164,927	114,927	64,927	14,927	(35,073)
		120	256,992	206,992	156,992	106,992	56,992	6,992	(43,008)
		130	249,058	199,058	149,058	99,058	49,058	(942)	(50,942)
		140	241,123	191,123	141,123	91,123	41,123	(8,877)	(58,877)
		150	233,188	183,188	133,188	83,188	33,188	(16,812)	(66,812)
		160	225,253	175,253	125,253	75,253	25,253	(24,747)	(74,747)
		170	217,319	167,319	117,319	67,319	17,319	(32,681)	(82,681)
		180	209,384	159,384	109,384	59,384	9,384	(40,616)	(90,616)
		190	201,447	151,447	101,447	51,447	1,447	(48,553)	(98,553)
		200	193,507	143,507	93,507	43,507	(6,493)	(56,493)	(106,493)
		210	185,567	135,567	85,567	35,567	(14,433)	(64,433)	(114,433)
		220	177,627	127,627	77,627	27,627	(22,373)	(72,373)	(122,373)
		230	169,688	119,688	69,688	19,688	(30,312)	(80,312)	(130,312)
		240	161,748	111,748	61,748	11,748	(38,252)	(88,252)	(138,252)
		250	153,808	103,808	53,808	3,808	(46,192)	(96,192)	(146,192)

TABLE 5		Density (dph)							
		40							
Balance (RLV - BLV)		192,853	25	30	35	40	45	50	55
CIL Epsm 43.27		0	38,854	101,625	164,395	227,166	289,937	352,708	415,479
		10	33,898	95,677	157,457	219,236	281,016	342,795	404,575
		20	28,941	89,730	150,518	211,306	272,094	332,883	393,671
		30	23,985	83,782	143,579	203,376	263,173	322,970	382,767
		40	19,029	77,834	136,640	195,446	254,252	313,057	371,863
		50	14,072	71,887	129,701	187,516	245,330	303,145	360,959
		60	9,116	65,939	122,763	179,586	236,409	293,232	350,055
		70	4,160	59,992	115,824	171,656	227,488	283,320	339,152
		80	(797)	54,044	108,885	163,726	218,566	273,407	328,248
		90	(5,753)	48,097	101,946	155,796	209,645	263,494	317,344
		100	(10,711)	42,146	95,004	147,862	200,720	253,577	306,435
		110	(15,671)	36,195	88,061	139,927	191,793	243,659	295,525
		120	(20,630)	30,244	81,118	131,992	182,866	233,740	284,615
		130	(25,589)	24,293	74,175	124,058	173,940	223,822	273,704
		140	(30,548)	18,342	67,233	116,123	165,013	213,904	262,794
		150	(35,507)	12,391	60,290	108,188	156,087	203,985	251,884
		160	(40,467)	6,440	53,347	100,253	147,160	194,067	240,973
		170	(45,426)	489	46,404	92,319	138,233	184,148	230,063
		180	(50,385)	(5,462)	39,461	84,384	129,307	174,230	219,153
		190	(55,345)	(11,415)	32,516	76,447	120,378	164,309	208,240
		200	(60,308)	(17,369)	25,569	68,507	111,446	154,384	197,323
		210	(65,270)	(23,324)	18,621	60,567	102,513	144,459	186,405
		220	(70,233)	(29,279)	11,674	52,627	93,581	134,534	175,488
		230	(75,195)	(35,234)	4,727	44,688	84,649	124,609	164,570
		240	(80,158)	(41,189)	(2,221)	36,748	75,716	114,685	153,653
		250	(85,120)	(47,144)	(9,168)	28,808	66,784	104,760	142,736

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone: Higher
Lower quartiles BCIS

No Units: 400
Greenfield/Brownfield: Greenfield

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		192,853	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 43.27	0		448,766	338,002	227,166	116,233	5,152	(106,166)	(217,891)
	10		440,845	330,078	219,236	108,298	(2,793)	(114,131)	(225,896)
	20		432,922	322,153	211,306	100,363	(10,743)	(122,100)	(233,905)
	30		425,000	314,227	203,376	92,425	(18,694)	(130,073)	(241,913)
	40		417,078	306,301	195,446	84,485	(26,646)	(138,046)	(249,931)
	50		409,156	298,375	187,516	76,545	(34,598)	(146,020)	(257,950)
	60		401,234	290,449	179,586	68,606	(42,550)	(153,995)	(265,979)
	70		393,312	282,523	171,656	60,666	(50,501)	(161,977)	(274,395)
	80		385,389	274,597	163,726	52,726	(58,457)	(169,958)	(282,890)
	90		377,467	266,671	155,796	44,786	(66,416)	(177,939)	(291,396)
	100		369,545	258,746	147,862	36,846	(74,374)	(185,926)	(299,902)
	110		361,623	250,820	139,927	28,903	(82,332)	(193,916)	(308,420)
	120		353,701	242,894	131,992	20,957	(90,291)	(201,906)	(316,940)
	130		345,779	234,968	124,058	13,012	(98,253)	(209,899)	(325,471)
	140		337,857	227,042	116,123	5,066	(106,218)	(217,898)	(334,007)
	150		329,934	219,114	108,188	(2,880)	(114,184)	(225,897)	(342,552)
	160		322,012	211,184	100,253	(10,825)	(122,149)	(233,901)	(351,107)
	170		314,090	203,254	92,319	(18,771)	(130,114)	(241,910)	(359,670)
	180		306,167	195,324	84,384	(26,721)	(138,087)	(249,918)	(368,242)
	190		298,241	187,394	76,447	(34,673)	(146,060)	(257,935)	(376,829)
	200		290,315	179,464	68,507	(42,625)	(154,033)	(265,958)	(385,426)
	210		282,390	171,534	60,567	(50,576)	(162,006)	(274,367)	(394,035)
	220		274,464	163,604	52,627	(58,528)	(169,987)	(282,861)	(402,659)
	230		266,538	155,674	44,688	(66,480)	(177,968)	(291,357)	(411,298)
	240		258,612	147,744	36,748	(74,438)	(185,950)	(299,862)	(419,954)
	250		250,686	139,814	28,808	(82,396)	(193,934)	(308,370)	(428,629)

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		192,853	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 43.27	0		(22,610)	102,352	227,166	351,892	476,555	601,179	725,788
	10		(30,560)	94,417	219,236	343,966	468,633	593,260	717,869
	20		(38,511)	86,482	211,306	336,040	460,711	585,341	709,950
	30		(46,463)	78,545	203,376	328,115	452,788	577,422	702,032
	40		(54,415)	70,605	195,446	320,189	444,866	569,503	694,113
	50		(62,367)	62,665	187,516	312,263	436,944	561,585	686,194
	60		(70,319)	54,725	179,586	304,337	429,022	553,666	678,275
	70		(78,277)	46,785	171,656	296,411	421,100	545,747	670,356
	80		(86,236)	38,845	163,726	288,485	413,178	537,828	662,437
	90		(94,194)	30,906	155,796	280,559	405,256	529,909	654,518
	100		(102,152)	22,966	147,862	272,633	397,333	521,990	646,599
	110		(110,113)	15,021	139,927	264,708	389,411	514,070	638,680
	120		(118,079)	7,076	131,992	256,782	381,489	506,148	630,761
	130		(126,044)	(870)	124,058	248,856	373,567	498,226	622,843
	140		(134,010)	(8,815)	116,123	240,928	365,645	490,303	614,924
	150		(141,977)	(16,761)	108,188	232,998	357,721	482,381	607,005
	160		(149,950)	(24,707)	100,253	225,068	349,795	474,459	599,086
	170		(157,923)	(32,654)	92,319	217,138	341,869	466,537	591,167
	180		(165,896)	(40,605)	84,384	209,208	333,943	458,615	583,248
	190		(173,874)	(48,557)	76,447	201,278	326,017	450,693	575,329
	200		(181,855)	(56,509)	68,507	193,348	318,091	442,771	567,410
	210		(189,836)	(64,461)	60,567	185,417	310,165	434,848	559,491
	220		(197,819)	(72,412)	52,627	177,487	302,240	426,926	551,572
	230		(205,809)	(80,368)	44,688	169,557	294,314	419,004	543,653
	240		(213,799)	(88,327)	36,748	161,627	286,388	411,082	535,735
	250		(221,792)	(96,285)	28,808	153,697	278,462	403,160	527,816

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: **J** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Higher**
 Notes: **Lower quartiles BCIS**
 No Units: **500**
 Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	500 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:	69.0%
First Homes:	25.0%
Intermediate (Affordable Home Ownership):	6.0%
	100% 100.0%
	69.0% % Rented
	12.4% % of total (>10% First Homes PPG 023)

CIL Rate (£ psm) **43.27** £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	5.0%	15.0	10.0%	20.0	7%	35.0
2 bed House	20.0%	60.0	22.0%	44.0	21%	104.0
3 bed House	40.0%	120.0	30.0%	60.0	36%	180.0
4 bed House	20.0%	60.0	10.0%	20.0	16%	80.0
5 bed House	5.0%	15.0	0.0%	0.0	3%	15.0
1 bed Flat	4.0%	12.0	13.0%	26.0	8%	38.0
2 bed Flat	6.0%	18.0	15.0%	30.0	10%	48.0
Total number of units	100.0%	300.0	100.0%	200.0	100%	500.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	1,035	11,141	1,380	14,854	2,415	25,995
2 bed House	4,500	48,438	3,300	35,521	7,800	83,958
3 bed House	11,400	122,709	5,700	61,354	17,100	184,063
4 bed House	7,200	77,500	2,400	25,833	9,600	103,334
5 bed House	2,025	21,797	0	0	2,025	21,797
1 bed Flat	706	7,598	1,529	16,462	2,235	24,061
2 bed Flat	1,376	14,816	2,294	24,694	3,671	39,510
	28,242	303,998	16,604	178,719	44,846	482,717

AH % by floor area:

37.02% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	268,550	3,892	362	9,399,250
2 bed House	312,000	4,160	386	32,448,000
3 bed House	400,000	4,211	391	72,000,000
4 bed House	520,000	4,333	403	41,600,000
5 bed House	590,000	4,370	406	8,850,000
1 bed Flat	200,000	4,000	372	7,600,000
2 bed Flat	253,000	3,892	362	12,144,000
				184,041,250

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Inter. £	% of MV
1 bed House	100,706	37.5%	100,706	37.5%	187,985	70%	187,985	70%
2 bed House	117,000	37.5%	117,000	37.5%	218,400	70%	218,400	70%
3 bed House	150,000	37.5%	150,000	37.5%	250,000	70%	280,000	70%
4 bed House	195,000	37.5%	195,000	37.5%	250,000	70%	364,000	70%
5 bed House	221,250	37.5%	221,250	37.5%	250,000	70%	413,000	70%
1 bed Flat	75,000	37.5%	75,000	37.5%	140,000	70%	140,000	70%
2 bed Flat	94,875	37.5%	94,875	37.5%	177,100	70%	177,100	70%

* capped @£250K

Scheme Typology:

Houses & Flats

No Units: 500

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Lower quartiles BCIS

GROSS DEVELOPMENT VALUE

OMS GDV -

(part houses due to % mix)

1 bed House	15.0	@	268,550	4,028,250
2 bed House	60.0	@	312,000	18,720,000
3 bed House	120.0	@	400,000	48,000,000
4 bed House	60.0	@	520,000	31,200,000
5 bed House	15.0	@	590,000	8,850,000
1 bed Flat	12.0	@	200,000	2,400,000
2 bed Flat	18.0	@	253,000	4,554,000
	300.0			117,752,250

Affordable Rent GDV -

1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-

Social Rent GDV -

1 bed House	13.8	@	100,706	1,389,746
2 bed House	30.4	@	117,000	3,552,120
3 bed House	41.4	@	150,000	6,210,000
4 bed House	13.8	@	195,000	2,691,000
5 bed House	0.0	@	221,250	-
1 bed Flat	17.9	@	75,000	1,345,500
2 bed Flat	20.7	@	94,875	1,963,913
	138.0			17,152,279

First Homes GDV -

1 bed House	5.0	@	187,985	939,925
2 bed House	11.0	@	218,400	2,402,400
3 bed House	15.0	@	250,000	3,750,000
4 bed House	5.0	@	250,000	1,250,000
5 bed House	0.0	@	250,000	-
1 bed Flat	6.5	@	140,000	910,000
2 bed Flat	7.5	@	177,100	1,328,250
	50.0			10,580,575

Intermediate GDV -

1 bed House	1.2	@	187,985	225,582
2 bed House	2.6	@	218,400	576,576
3 bed House	3.6	@	280,000	1,008,000
4 bed House	1.2	@	364,000	436,800
5 bed House	0.0	@	413,000	-
1 bed Flat	1.6	@	140,000	218,400
2 bed Flat	1.8	@	177,100	318,780
	12.0	200.0		2,784,138

Sub-total GDV Residential

500 148,269,242

AH on-site cost analysis:

EMV (no AH) less £GDV (inc. AH)

35,772,008

798 £ psm (total GIA sqm)

71,544 £ per unit (total units)

Grant

200 AH units @ 0 per unit

-

Total GDV

148,269,242

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:
Lower quartiles BCIS

Higher

No Units: 500
Greenfield/Brownfield:

Greenfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(84,959)
Planning Application Professional Fees, Surveys and reports				(250,000)
CIL				(1,222,047)
	CIL analysis:	28,242 sqm (Market only)	43.27 £ psm	
		0.82% % of GDV	2,444 £ per unit (total units)	
Site Specific S106 Contributions	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 @	27,194 per unit	(13,597,000)
	Sub-total			(13,597,000)
	S106 analysis:	1,087,760 £ per ha	9.17% % of GDV	27,194 £ per unit (total units)
AH Commuted Sum		44,846 sqm (total)	0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV		
cont./				

Scheme Typology:

Houses & Flats

No Units: 500

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Lower quartiles BCIS

Construction Costs -

Site Clearance, Demolition & Remediation		12.50	ha @		0	£ per ha (if brownfield)	-
Site Infrastructure costs -							
Year 1		0					-
Year 2		0					-
Year 3		0					-
Year 4		0					-
Year 5		0					-
Year 6		0					-
Year 7		0					-
Year 8		0					-
Year 9		0					-
Year 10		0					-
Year 11		0					-
Year 12		0					-
Year 13		0					-
Year 14		0					-
Year 15		0					-
Years 1-15		500	units @		0	per unit	-
Sub-total							-
Infra. Costs analysis:	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)	
1 bed House			2,415	sqm @	1,377	psm	(3,325,455)
2 bed House			7,800	sqm @	1,377	psm	(10,740,600)
3 bed House			17,100	sqm @	1,377	psm	(23,546,700)
4 bed House			9,600	sqm @	1,377	psm	(13,219,200)
5 bed House			2,025	sqm @	1,377	psm	(2,788,425)
1 bed Flat			2,235	sqm @	1,530	psm	(3,420,000)
2 bed Flat		44,846	3,671	sqm @	1,530	psm	(5,616,000)
Garages for 3 bed House	(OMS only)	120	units @	50%	@	8,500	£ per garage (510,000)
Garages for 4 bed House	(OMS only)	60	units @	100%	@	8,500	£ per garage (510,000)
Garages for 5 bed House	(OMS only)	15	units @	100%	@	8,500	£ per garage (127,500)
External works		63,803,880	@		15.0%		(9,570,582)
Ext. Works analysis:					19,141	£ 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 uni	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 t	-	units @	5%	@	12,133	£ per unit -
Part L/FHS (houses)		414	units @			5,816	£ per unit (2,407,824)
Part L/FHS (flats)		86	units @			2,712	£ per unit (233,232)
Additional Low Carbon/Energy Reduction (houses)		414	units @			0	£ per unit -
Additional Low Carbon/Energy Reduction (flats)		86	units @			0	£ per unit -
EV Charging Points - Houses		414	units @			0	£ per unit -
EV Charging Points - Flats		86	units @			0	£ per unit -
Water Efficiency (houses)		414	units @			2,683	£ per unit (1,110,762)
Water Efficiency (flats)		86	units @			909	£ per unit (78,174)
Broadband infrastructure	(< 20 units only)		units @			747	£ per unit -
Sub-total							(4,749,697)
Policy Costs analysis: (design costs only)					9,499	£ per unit (total units)	
Contingency (on construction)		78,124,159	@		3.0%		(2,343,725)
Professional Fees		78,124,159	@		6.5%		(5,078,070)
Disposal Costs -							
OMS Marketing and Promotion		117,752,250	OMS @		3.00%	7,065	£ per unit (3,532,568)
Residential Sales Agent Costs		117,752,250	OMS @		1.00%	2,355	£ per unit (1,177,523)
Residential Sales Legal Costs		117,752,250	OMS @		0.50%	1,178	£ per unit (588,761)
Affordable Sale Legal Costs		30,516,992	AH @		0.25%	153	£ per unit (76,292)
Disposal Cost analysis:						10,750	£ per unit
Interest (on Development Costs) -			7.00%	APR		0.565%	pcrn (87,431)
Developers Profit -							
Profit on OMS		117,752,250			20.00%		(23,550,450)
Margin on AH		30,516,992			6.00%	on AH values	(1,831,020)
Profit analysis:		148,269,242			17.12%	blended GDV	(25,381,470)
		106,162,535			23.91%	on costs	(25,381,470)
TOTAL COSTS							(131,544,004)

Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Higher**
 Notes: **Lower quartiles BCIS**

No Units: **500**
 Greenfield/Brownfield: **Greenfield**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				16,725,237
SDLT		16,725,237 @	HMRC formula	(825,762)
Acquisition Agent fees		16,725,237 @	1.0%	(167,252)
Acquisition Legal fees		16,725,237 @	0.5%	(83,626)
Interest on Land		16,725,237 @	7.00%	(1,170,767)
Residual Land Value				14,477,830
RLV analysis:	28,956 £ per plot	1,158,226 £ per ha (net) 694,936 £ per ha (gross)	468,728 £ per acre (net) 281,237 £ per acre (gross) 9.76% % 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)	
Benchmark Land Value (net)	16,988 £ per plot	679,525 £ per ha (net)	275,000 £ per acre (net)	8,494,063
BLV analysis:	Density	3,588 sqm/ha (net) 24 dph (gross) 407,715 £ per ha (gross)	15,628 sqft/ac (net) 165,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	478,701 £ per ha (net)	193,728 £ per acre (net)	5,983,768

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))		10%	15%	20%	25%	30%	35%	40%
CIL £ psm 43.27	0.00	779,602	687,694	595,786	503,865	411,932	319,986	228,022
	10.00	767,727	676,478	585,230	493,966	402,693	311,403	220,097
	20.00	755,851	665,263	574,674	484,067	393,453	302,821	212,171
	30.00	743,976	654,047	564,118	474,167	384,214	294,238	204,245
	40.00	732,101	642,831	553,561	464,268	374,974	285,655	196,320
	50.00	720,225	631,616	543,002	454,368	365,735	277,073	188,394
	60.00	708,350	620,400	532,442	444,469	356,493	268,490	180,468
	70.00	696,474	609,185	521,883	434,570	347,250	259,907	172,542
	80.00	684,599	597,969	511,324	424,670	338,007	251,324	164,616
	90.00	672,724	586,753	500,764	414,771	328,764	242,742	156,690
	100.00	660,848	575,538	490,205	404,871	319,521	234,159	148,765
	110.00	648,973	564,319	479,646	394,972	310,278	225,574	140,839
	120.00	637,097	553,100	469,086	385,073	301,035	216,987	132,913
	130.00	625,222	541,881	458,527	375,173	291,792	208,401	124,984
	140.00	613,347	530,661	447,968	365,270	282,549	199,815	117,054
	150.00	601,471	519,442	437,408	355,367	273,306	191,228	109,125
	160.00	589,596	508,223	426,849	345,464	264,063	182,642	101,195
	170.00	577,717	497,003	416,289	335,561	254,821	174,056	93,266
	180.00	565,838	485,784	405,730	325,658	245,578	165,469	85,336
	190.00	553,959	474,565	395,171	315,755	236,334	156,883	77,407
	200.00	542,079	463,345	384,611	305,852	227,087	148,297	69,477
	210.00	530,200	452,126	374,048	295,949	217,841	139,710	61,548
	220.00	518,321	440,907	363,485	286,045	208,594	131,123	53,618
	230.00	506,442	429,687	352,922	276,142	199,347	122,532	45,684
	240.00	494,562	418,468	342,358	266,239	190,100	113,942	37,751
	250.00	482,683	407,249	331,795	256,336	180,853	105,352	29,817

Scheme Typology:

Houses & Flats

No Units: 500

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Lower quartiles BCIS

TABLE 2

		Affordable Housing - % on site 40%						
Balance (RLV - BLV)	193,728	10%	15%	20%	25%	30%	35%	40%
	0%	1,109,293	1,020,258	931,223	842,189	753,154	664,103	575,050
	5%	1,090,240	1,001,206	912,171	823,136	734,099	645,046	555,992
	10%	1,071,188	982,153	893,119	804,084	715,041	625,988	536,935
	15%	1,052,136	963,101	874,066	785,032	695,984	606,930	517,877
	20%	1,033,083	944,049	855,014	765,979	676,926	587,873	498,819
Site Specific S106	25%	1,014,031	924,996	835,962	746,922	657,869	568,815	479,756
100%	30%	994,979	905,944	816,909	727,864	638,811	549,757	460,692
(where 105% is a 5% increase, and 95% is a 5% decrease etc.)	35%	975,926	886,892	797,857	708,807	619,753	530,700	441,628
	40%	956,874	867,839	778,802	689,749	600,696	511,642	422,564
	45%	937,822	848,787	759,745	670,691	581,638	492,578	403,501
	50%	918,769	829,735	740,687	651,634	562,580	473,514	384,437
	55%	899,717	810,682	721,629	632,576	543,523	454,450	365,373
	60%	880,665	791,625	702,572	613,518	524,464	435,387	346,309
	65%	861,613	772,568	683,514	594,461	505,400	416,323	327,239
	70%	842,560	753,510	664,456	575,403	486,336	397,259	308,168
	75%	823,506	734,452	645,399	556,345	467,273	378,195	289,097
	80%	804,448	715,395	626,341	537,286	448,209	359,131	270,026
	85%	785,390	696,337	607,284	518,222	429,145	340,062	250,955
	90%	766,333	677,279	588,226	499,158	410,081	320,991	231,883
	95%	747,275	658,222	569,168	480,095	391,017	301,920	212,807
	100%	728,217	639,164	550,108	461,031	371,953	282,849	193,728
	105%	709,160	620,106	531,044	441,967	352,885	263,778	174,649
	110%	690,102	601,049	511,981	422,903	333,814	244,707	155,570
	115%	671,044	581,991	492,917	403,839	314,743	225,633	136,491
	120%	651,987	562,930	473,853	384,775	295,672	206,554	117,405
	125%	632,929	543,866	454,789	365,708	276,601	187,475	98,317

TABLE 3

		Profit (on OMS) 20%					
Balance (RLV - BLV)	193,728	15%	16%	17%	18%	19%	20%
	0	392,904	359,927	326,951	293,975	260,998	228,022
	10	384,979	352,002	319,026	286,050	253,073	220,097
	20	377,053	344,077	311,100	278,124	245,148	212,171
	30	369,127	336,151	303,174	270,198	237,222	204,245
	40	361,201	328,225	295,249	262,272	229,296	196,320
	50	353,275	320,299	287,323	254,346	221,370	188,394
	60	345,350	312,373	279,397	246,421	213,444	180,468
	70	337,424	304,447	271,471	238,495	205,518	172,542
	80	329,498	296,522	263,545	230,569	197,593	164,616
	90	321,572	288,596	255,619	222,643	189,667	156,690
	100	313,646	280,670	247,694	214,717	181,741	148,765
	110	305,720	272,744	239,768	206,791	173,815	140,839
	120	297,795	264,818	231,842	198,866	165,889	132,913
	130	289,866	256,889	223,913	190,937	157,960	124,984
	140	281,936	248,960	215,984	183,007	150,031	117,054
	150	274,007	241,030	208,054	175,078	142,101	109,125
	160	266,077	233,101	200,124	167,148	134,172	101,195
	170	258,148	225,171	192,195	159,218	126,242	93,266
	180	250,218	217,242	184,265	151,289	118,313	85,336
	190	242,288	209,312	176,336	143,359	110,383	77,407
	200	234,359	201,382	168,406	135,430	102,453	69,477
	210	226,429	193,453	160,477	127,500	94,524	61,548
	220	218,500	185,523	152,547	119,571	86,594	53,618
	230	210,566	177,590	144,613	111,637	78,661	45,684
	240	202,632	169,656	136,680	103,703	70,727	37,751
	250	194,699	161,722	128,746	95,770	62,793	29,817
							(3,159)

Scheme Typology:

Houses & Flats

No Units: 500

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Lower quartiles BCIS

		BLV (per acre)							
		275,000							
Balance (RLV - BLV)		193,728	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 43.27	0		353,022	303,022	253,022	203,022	153,022	103,022	53,022
	10		345,097	295,097	245,097	195,097	145,097	95,097	45,097
	20		337,171	287,171	237,171	187,171	137,171	87,171	37,171
	30		329,245	279,245	229,245	179,245	129,245	79,245	29,245
	40		321,320	271,320	221,320	171,320	121,320	71,320	21,320
	50		313,394	263,394	213,394	163,394	113,394	63,394	13,394
	60		305,468	255,468	205,468	155,468	105,468	55,468	5,468
	70		297,542	247,542	197,542	147,542	97,542	47,542	(2,458)
	80		289,616	239,616	189,616	139,616	89,616	39,616	(10,384)
	90		281,690	231,690	181,690	131,690	81,690	31,690	(18,310)
	100		273,765	223,765	173,765	123,765	73,765	23,765	(26,235)
	110		265,839	215,839	165,839	115,839	65,839	15,839	(34,161)
	120		257,913	207,913	157,913	107,913	57,913	7,913	(42,087)
	130		249,984	199,984	149,984	99,984	49,984	(16)	(50,016)
	140		242,054	192,054	142,054	92,054	42,054	(7,946)	(57,946)
	150		234,125	184,125	134,125	84,125	34,125	(15,875)	(65,875)
	160		226,195	176,195	126,195	76,195	26,195	(23,805)	(73,805)
	170		218,266	168,266	118,266	68,266	18,266	(31,734)	(81,734)
	180		210,336	160,336	110,336	60,336	10,336	(39,664)	(89,664)
	190		202,407	152,407	102,407	52,407	2,407	(47,593)	(97,593)
	200		194,477	144,477	94,477	44,477	(5,523)	(55,523)	(105,523)
	210		186,548	136,548	86,548	36,548	(13,452)	(63,452)	(113,452)
	220		178,618	128,618	78,618	28,618	(21,382)	(71,382)	(121,382)
	230		170,684	120,684	70,684	20,684	(29,316)	(79,316)	(129,316)
	240		162,751	112,751	62,751	12,751	(37,249)	(87,249)	(137,249)
	250		154,817	104,817	54,817	4,817	(45,183)	(95,183)	(145,183)

TABLE 5		Density (dph)							
		40							
Balance (RLV - BLV)		193,728	25	30	35	40	45	50	55
CIL Epsm 43.27	0		39,389	102,267	165,144	228,022	290,900	353,778	416,655
	10		34,436	96,323	158,210	220,097	281,984	343,871	405,758
	20		29,482	90,378	151,275	212,171	273,068	333,964	394,860
	30		24,528	84,434	144,340	204,245	264,151	324,057	383,962
	40		19,575	78,490	137,405	196,320	255,235	314,149	373,064
	50		14,621	72,545	130,470	188,394	246,318	304,242	362,166
	60		9,667	66,601	123,534	180,468	237,401	294,335	351,268
	70		4,714	60,657	116,599	172,542	228,485	284,428	340,370
	80		(240)	54,712	109,664	164,616	219,568	274,520	329,472
	90		(5,194)	48,768	102,729	156,690	210,652	264,613	318,574
	100		(10,147)	42,823	95,794	148,765	201,735	254,706	307,676
	110		(15,101)	36,879	88,859	140,839	192,819	244,798	296,778
	120		(20,054)	30,935	81,924	132,913	183,902	234,891	285,880
	130		(25,010)	24,988	74,986	124,984	174,982	224,980	274,978
	140		(29,966)	19,041	68,048	117,054	166,061	215,068	264,075
	150		(34,922)	13,094	61,109	109,125	157,141	205,156	253,172
	160		(39,878)	7,147	54,171	101,195	148,220	195,244	242,269
	170		(44,834)	1,199	47,233	93,266	139,299	185,332	231,365
	180		(49,790)	(4,748)	40,294	85,336	130,378	175,420	220,462
	190		(54,746)	(10,695)	33,356	77,407	121,457	165,508	209,559
	200		(59,702)	(16,642)	26,417	69,477	112,537	155,596	198,656
	210		(64,658)	(22,589)	19,479	61,548	103,616	145,684	187,753
	220		(69,614)	(28,537)	12,541	53,618	94,695	135,772	176,850
	230		(74,572)	(34,487)	5,599	45,684	85,770	125,855	165,941
	240		(79,531)	(40,437)	(1,343)	37,751	76,844	115,938	155,032
	250		(84,489)	(46,387)	(8,285)	29,817	67,919	106,021	144,123

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:
Lower quartiles BCIS

No Units: 500
Greenfield/Brownfield: Greenfield

		Build cost	100%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
Balance (RLV - BLV)	193,728	90%	95%	100%	105%	110%	115%	120%	
CIL Epsm 43.27	0	449,476	338,773	228,022	117,191	6,261	(104,833)	(216,196)	
	10	441,560	330,854	220,097	109,262	(1,678)	(112,781)	(224,170)	
	20	433,642	322,934	212,171	101,332	(9,616)	(120,735)	(232,143)	
	30	425,722	315,013	204,245	93,403	(17,554)	(128,689)	(240,124)	
	40	417,803	307,091	196,320	85,473	(25,492)	(136,643)	(248,104)	
	50	409,883	299,168	188,394	77,543	(33,430)	(144,597)	(256,085)	
	60	401,964	291,246	180,468	69,612	(41,373)	(152,551)	(264,072)	
	70	394,044	283,323	172,542	61,679	(49,316)	(160,512)	(272,250)	
	80	386,124	275,401	164,616	53,745	(57,259)	(168,472)	(280,700)	
	90	378,205	267,478	156,690	45,811	(65,202)	(176,432)	(289,159)	
	100	370,285	259,556	148,765	37,878	(73,145)	(184,392)	(297,618)	
	110	362,366	251,633	140,839	29,944	(81,088)	(192,357)	(306,080)	
	120	354,446	243,711	132,913	22,010	(89,035)	(200,324)	(314,548)	
	130	346,527	235,788	124,984	14,077	(96,983)	(208,290)	(323,017)	
	140	338,607	227,866	117,054	6,143	(104,931)	(216,257)	(331,494)	
	150	330,688	219,943	109,125	(1,795)	(112,880)	(224,231)	(339,971)	
	160	322,768	212,021	101,195	(9,733)	(120,828)	(232,204)	(348,457)	
	170	314,849	204,098	93,266	(17,672)	(128,778)	(240,178)	(356,944)	
	180	306,929	196,173	85,336	(25,610)	(136,732)	(248,156)	(365,441)	
	190	299,010	188,247	77,407	(33,548)	(144,686)	(256,137)	(373,940)	
	200	291,090	180,321	69,477	(41,486)	(152,640)	(264,117)	(382,448)	
	210	283,167	172,396	61,548	(49,424)	(160,594)	(272,295)	(390,961)	
	220	275,245	164,470	53,618	(57,367)	(168,551)	(280,745)	(399,480)	
	230	267,322	156,544	45,684	(65,310)	(176,511)	(289,195)	(408,010)	
	240	259,400	148,618	37,751	(73,253)	(184,471)	(297,653)	(416,546)	
	250	251,477	140,692	29,817	(81,196)	(192,432)	(306,112)	(425,090)	

		Market Values	100%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
Balance (RLV - BLV)	193,728	90%	95%	100%	105%	110%	115%	120%	
CIL Epsm 43.27	0	(21,568)	103,280	228,022	352,692	477,319	601,912	726,496	
	10	(29,507)	95,350	220,097	344,773	469,399	593,995	718,581	
	20	(37,445)	87,421	212,171	336,851	461,480	586,079	710,665	
	30	(45,383)	79,491	204,245	328,928	453,560	578,162	702,748	
	40	(53,323)	71,561	196,320	321,006	445,641	570,245	694,831	
	50	(61,266)	63,632	188,394	313,083	437,721	562,328	686,914	
	60	(69,209)	55,700	180,468	305,161	429,802	554,411	678,997	
	70	(77,153)	47,767	172,542	297,238	421,882	546,494	671,080	
	80	(85,096)	39,833	164,616	289,316	413,963	538,577	663,163	
	90	(93,039)	31,899	156,690	281,393	406,043	530,660	655,246	
	100	(100,986)	23,965	148,765	273,471	398,124	522,743	647,329	
	110	(108,934)	16,032	140,839	265,548	390,204	514,826	639,412	
	120	(116,882)	8,098	132,913	257,626	382,285	506,909	631,495	
	130	(124,831)	164	124,984	249,703	374,365	498,992	623,579	
	140	(132,779)	(7,771)	117,054	241,781	366,446	491,072	615,662	
	150	(140,732)	(15,710)	109,125	233,859	358,526	483,153	607,745	
	160	(148,686)	(23,648)	101,195	225,936	350,607	475,233	599,828	
	170	(156,640)	(31,586)	93,266	218,012	342,687	467,314	591,911	
	180	(164,594)	(39,524)	85,336	210,086	334,765	459,394	583,994	
	190	(172,550)	(47,462)	77,407	202,160	326,842	451,475	576,077	
	200	(180,511)	(55,401)	69,477	194,234	318,920	443,555	568,160	
	210	(188,471)	(63,342)	61,548	186,308	310,997	435,636	560,243	
	220	(196,431)	(71,285)	53,618	178,382	303,075	427,716	552,326	
	230	(204,395)	(79,228)	45,684	170,456	295,152	419,797	544,409	
	240	(212,361)	(87,171)	37,751	162,531	287,230	411,877	536,492	
	250	(220,328)	(95,114)	29,817	154,605	279,307	403,958	528,575	

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

Appraisal Ref: **K** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Higher**
 Notes: **Lower quartiles BCIS**
 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	60%
AH tenure split %	
Open Market Sale (OMS)	
Affordable Rent:	0.0%
Social Rent:	69.0%
First Homes:	25.0%
Intermediate (Affordable Home Ownership):	6.0%
	100% 100.0%
	69.0% % Rented
	12.4% % of total (>10% First Homes PPG 023)

CIL Rate (£ psm) **43.27** £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	5.0%	21.0	10.0%	28.0	7%	49.0
2 bed House	20.0%	84.0	22.0%	61.6	21%	145.6
3 bed House	40.0%	168.0	30.0%	84.0	36%	252.0
4 bed House	20.0%	84.0	10.0%	28.0	16%	112.0
5 bed House	5.0%	21.0	0.0%	0.0	3%	21.0
1 bed Flat	4.0%	16.8	13.0%	36.4	8%	53.2
2 bed Flat	6.0%	25.2	15.0%	42.0	10%	67.2
Total number of units	100.0%	420.0	100.0%	280.0	100%	700.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	1,449	15,597	1,932	20,796	3,381	36,393
2 bed House	6,300	67,813	4,620	49,729	10,920	117,542
3 bed House	15,960	171,792	7,980	85,896	23,940	257,688
4 bed House	10,080	108,500	3,360	36,167	13,440	144,667
5 bed House	2,835	30,516	0	0	2,835	30,516
1 bed Flat	988	10,637	2,141	23,047	3,129	33,685
2 bed Flat	1,927	20,743	3,212	34,571	5,139	55,314
	39,539	425,597	23,245	250,206	62,784	675,804

AH % by floor area: 37.02% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	268,550	3,892	362	13,158,950
2 bed House	312,000	4,160	386	45,427,200
3 bed House	400,000	4,211	391	100,800,000
4 bed House	520,000	4,333	403	58,240,000
5 bed House	590,000	4,370	406	12,390,000
1 bed Flat	200,000	4,000	372	10,640,000
2 bed Flat	253,000	3,892	362	17,001,600
				257,657,750

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Inter. £	% of MV
1 bed House	100,706	37.5%	100,706	37.5%	187,985	70%	187,985	70%
2 bed House	117,000	37.5%	117,000	37.5%	218,400	70%	218,400	70%
3 bed House	150,000	37.5%	150,000	37.5%	250,000	70%	280,000	70%
4 bed House	195,000	37.5%	195,000	37.5%	250,000	70%	364,000	70%
5 bed House	221,250	37.5%	221,250	37.5%	250,000	70%	413,000	70%
1 bed Flat	75,000	37.5%	75,000	37.5%	140,000	70%	140,000	70%
2 bed Flat	94,875	37.5%	94,875	37.5%	177,100	70%	177,100	70%

* capped @£250K

Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Higher**
 Notes: Lower quartiles BCIS

No Units: **700**
 Greenfield/Brownfield: **Greenfield**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	21.0	@	268,550	5,639,550
2 bed House	84.0	@	312,000	26,208,000
3 bed House	168.0	@	400,000	67,200,000
4 bed House	84.0	@	520,000	43,680,000
5 bed House	21.0	@	590,000	12,390,000
1 bed Flat	16.8	@	200,000	3,360,000
2 bed Flat	25.2	@	253,000	6,375,600
	420.0			164,853,150
Affordable Rent GDV -				
1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-
Social Rent GDV -				
1 bed House	19.3	@	100,706	1,945,645
2 bed House	42.5	@	117,000	4,972,968
3 bed House	58.0	@	150,000	8,694,000
4 bed House	19.3	@	195,000	3,767,400
5 bed House	0.0	@	221,250	-
1 bed Flat	25.1	@	75,000	1,883,700
2 bed Flat	29.0	@	94,875	2,749,478
	193.2			24,013,190
First Homes GDV -				
1 bed House	7.0	@	187,985	1,315,895
2 bed House	15.4	@	218,400	3,363,360
3 bed House	21.0	@	250,000	5,250,000
4 bed House	7.0	@	250,000	1,750,000
5 bed House	0.0	@	250,000	-
1 bed Flat	9.1	@	140,000	1,274,000
2 bed Flat	10.5	@	177,100	1,859,550
	70.0			14,812,805
Intermediate GDV -				
1 bed House	1.7	@	187,985	315,815
2 bed House	3.7	@	218,400	807,206
3 bed House	5.0	@	280,000	1,411,200
4 bed House	1.7	@	364,000	611,520
5 bed House	0.0	@	413,000	-
1 bed Flat	2.2	@	140,000	305,760
2 bed Flat	2.5	@	177,100	446,292
	16.8	280.0		3,897,793
Sub-total GDV Residential				
	700			207,576,938
AH on-site cost analysis:				
			EMV (no AH) less £GDV (inc. AH)	50,080,812
		798 £ psm (total GIA sqm)	71,544 £ per unit (total units)	
Grant				
	280	AH units @	0 per unit	-
Total GDV				
				207,576,938

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:
Lower quartiles BCIS

Higher

No Units: 700
Greenfield/Brownfield:

Greenfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(112,559)
Planning Application Professional Fees, Surveys and reports				(340,000)
CIL		39,539 sqm (Market only)	43.27 £ psm	(1,710,865)
CIL analysis:		0.82% % of GDV	2,444 £ per unit (total units)	
Site Specific S106 Contributions	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 @	30,633 per unit	(21,443,100)
Sub-total				(21,443,100)
S106 analysis:		1,225,320 £ per ha	10.33% % of GDV	30,633 £ per unit (total units)
AH Commuted Sum		62,784 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		
cont./				

Scheme Typology:

Houses & Flats

No Units: 700

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Lower quartiles BCIS

Construction Costs -

Site Clearance, Demolition & Remediation		17.50	ha @		0	£ per ha (if brownfield)	-
Site Infrastructure costs -							
Year 1		0					-
Year 2		0					-
Year 3		0					-
Year 4		0					-
Year 5		0					-
Year 6		0					-
Year 7		0					-
Year 8		0					-
Year 9		0					-
Year 10		0					-
Year 11		0					-
Year 12		0					-
Year 13		0					-
Year 14		0					-
Year 15		0					-
Years 1-15		700	units @		0	per unit	-
Sub-total							-
Infra. Costs analysis:	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)	
1 bed House			3,381	sqm @	1,377	psm	(4,655,637)
2 bed House			10,920	sqm @	1,377	psm	(15,036,840)
3 bed House			23,940	sqm @	1,377	psm	(32,965,380)
4 bed House			13,440	sqm @	1,377	psm	(18,506,880)
5 bed House			2,835	sqm @	1,377	psm	(3,903,795)
1 bed Flat			3,129	sqm @	1,530	psm	(4,788,000)
2 bed Flat		62,784	5,139	sqm @	1,530	psm	(7,862,400)
Garages for 3 bed House	(OMS only)	168	units @	50%	8,500	£ per garage	(714,000)
Garages for 4 bed House	(OMS only)	84	units @	100%	8,500	£ per garage	(714,000)
Garages for 5 bed House	(OMS only)	21	units @	100%	8,500	£ per garage	(178,500)
External works		89,325,432	@	15.0%			(13,398,815)
Ext. Works analysis:					19,141	£ 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 uni	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 t	-	units @	5%	12,133	£ per unit	-
Part L/FHS (houses)		580	units @		5,816	£ per unit	(3,370,954)
Part L/FHS (flats)		120	units @		2,712	£ per unit	(326,525)
Additional Low Carbon/Energy Reduction (houses)		580	units @		0	£ per unit	-
Additional Low Carbon/Energy Reduction (flats)		120	units @		0	£ per unit	-
EV Charging Points - Houses		580	units @		0	£ per unit	-
EV Charging Points - Flats		120	units @		0	£ per unit	-
Water Efficiency (houses)		580	units @		2,683	£ per unit	(1,555,067)
Water Efficiency (flats)		120	units @		909	£ per unit	(109,444)
Broadband infrastructure	(< 20 units only)		units @		747	£ per unit	-
Sub-total							(6,649,576)
Policy Costs analysis: (design costs only)					9,499	£ per unit (total units)	
Contingency (on construction)		109,373,823	@	3.0%			(3,281,215)
Professional Fees		109,373,823	@	6.5%			(7,109,298)
Disposal Costs -							
OMS Marketing and Promotion		164,853,150	OMS @	3.00%	7,065	£ per unit	(4,945,595)
Residential Sales Agent Costs		164,853,150	OMS @	1.00%	2,355	£ per unit	(1,648,532)
Residential Sales Legal Costs		164,853,150	OMS @	0.50%	1,178	£ per unit	(824,266)
Affordable Sale Legal Costs		42,723,788	AH @	0.25%	153	£ per unit	(106,809)
Disposal Cost analysis:					10,750	£ per unit	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcrn		(106,909)
Developers Profit -							
Profit on OMS		164,853,150		20.00%			(32,970,630)
Margin on AH		42,723,788		6.00%	on AH values		(2,563,427)
Profit analysis:		207,576,938		17.12%	blended GDV	(35,534,057)	
		151,002,970		23.53%	on costs	(35,534,057)	
TOTAL COSTS							(186,537,027)

Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Higher**
 Notes: Lower quartiles BCIS

No Units: **700**
 Greenfield/Brownfield: **Greenfield**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				21,039,911
SDLT		21,039,911 @	HMRC formula	(1,041,496)
Acquisition Agent fees		21,039,911 @	1.0%	(210,399)
Acquisition Legal fees		21,039,911 @	0.5%	(105,200)
Interest on Land		21,039,911 @	7.00%	(1,472,794)
Residual Land Value				18,210,023
RLV analysis:	26,014 £ per plot	1,040,573 £ per ha (net)	421,114 £ per acre (net)	
		624,344 £ per ha (gross)	252,668 £ per acre (gross)	
			8.77% % 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)	
Benchmark Land Value (net)	16,988 £ per plot	679,525 £ per ha (net)	275,000 £ per acre (net)	11,891,688
BLV analysis:	Density	3,588 sqm/ha (net)	15,628 sqft/ac (net)	
		24 dph (gross)		
		407,715 £ per ha (gross)	165,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	361,048 £ per ha (net)	146,114 £ per acre (net)	6,318,336

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))		10%	15%	20%	25%	30%	35%	40%
CIL £ psm 43.27	0.00	732,011	640,106	548,186	456,266	364,325	272,374	180,400
	10.00	720,139	628,891	537,630	446,369	355,087	263,793	172,476
	20.00	708,267	617,675	527,075	436,470	345,848	255,212	164,552
	30.00	696,395	606,460	516,520	426,572	336,610	246,630	156,629
	40.00	684,523	595,245	505,964	416,674	327,372	238,049	148,705
	50.00	672,651	584,030	495,409	406,776	318,133	229,468	140,781
	60.00	660,777	572,815	484,853	396,877	308,894	220,887	132,858
	70.00	648,902	561,600	474,298	386,979	299,653	212,306	124,934
	80.00	637,027	550,385	463,743	377,081	290,412	203,725	117,010
	90.00	625,152	539,170	453,185	367,182	281,171	195,142	109,084
	100.00	613,277	527,955	442,627	357,284	271,930	186,558	101,158
	110.00	601,402	516,739	432,069	347,386	262,688	177,974	93,231
	120.00	589,528	505,524	421,510	337,487	253,447	169,390	85,304
	130.00	577,653	494,309	410,952	327,589	244,206	160,806	77,378
	140.00	565,778	483,094	400,394	317,691	234,965	152,222	69,451
	150.00	553,903	471,879	389,836	307,790	225,724	143,638	61,524
	160.00	542,028	460,661	379,278	297,889	216,482	135,054	53,598
	170.00	530,153	449,443	368,719	287,988	207,241	126,470	45,671
	180.00	518,279	438,225	358,161	278,086	197,998	117,886	37,741
	190.00	506,404	427,007	347,603	268,185	188,754	109,300	29,811
	200.00	494,529	415,789	337,045	258,284	179,510	100,713	21,881
	210.00	482,654	404,571	326,487	248,382	170,265	92,125	13,952
	220.00	470,777	393,353	315,927	238,481	161,021	83,538	6,022
	230.00	458,899	382,135	305,366	228,580	151,777	74,951	(1,908)
	240.00	447,021	370,916	294,804	218,679	142,533	66,364	(9,838)
	250.00	435,143	359,698	284,243	208,777	133,288	57,777	(17,770)

Scheme Typology:

Houses & Flats

No Units: 700

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Lower quartiles BCIS

TABLE 2

LE 2		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		146,114	10%	15%	20%	25%	30%	35%	40%
(where 105% is a 5% increase, and 95% is a 5% decrease etc.)		0%	1,109,838	1,020,804	931,770	842,731	753,683	664,636	575,585
		5%	1,088,381	999,346	910,312	821,269	732,222	643,174	554,118
		10%	1,066,923	977,889	888,855	799,808	710,760	621,712	532,652
		15%	1,045,466	956,432	867,394	778,346	689,298	600,250	511,185
		20%	1,024,008	934,974	845,932	756,884	667,837	578,784	489,718
	Site Specific S106	25%	1,002,551	913,517	824,471	735,423	646,375	557,317	468,252
	100%	30%	981,094	892,057	803,009	713,961	624,913	535,850	446,785
		35%	959,636	870,595	781,547	692,499	603,449	514,384	425,318
		40%	938,179	849,133	760,085	671,038	581,982	492,917	403,846
		45%	916,719	827,672	738,624	649,576	560,516	471,450	382,374
		50%	895,258	806,210	717,162	628,114	539,049	449,984	360,901
		55%	873,796	784,748	695,700	606,647	517,582	428,515	339,429
		60%	852,334	763,287	674,239	585,181	496,116	407,043	317,957
		65%	830,873	741,825	652,777	563,714	474,649	385,571	296,483
		70%	809,411	720,363	631,313	542,247	453,182	364,098	275,005
		75%	787,949	698,902	609,846	520,781	431,712	342,626	253,526
		80%	766,488	677,440	588,379	499,314	410,240	321,154	232,047
		85%	745,026	655,978	566,913	477,847	388,768	299,680	210,568
		90%	723,564	634,511	545,446	456,381	367,295	278,201	189,086
		95%	702,103	613,045	523,979	434,909	345,823	256,722	167,600
	100%	680,641	591,578	502,513	413,437	324,351	235,243	146,114	
	105%	659,176	570,111	481,046	391,965	302,876	213,764	124,628	
	110%	637,710	548,645	459,579	370,492	281,397	192,283	103,137	
	115%	616,243	527,178	438,106	349,020	259,918	170,797	81,643	
	120%	594,776	505,711	416,634	327,548	238,440	149,311	60,149	
	125%	573,310	484,245	395,162	306,073	216,961	127,825	38,652	

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	146,114	15%	16%	17%	18%	19%	20%	21%
	0	345,282	312,305	279,329	246,353	213,376	180,400	147,423
	10	337,358	304,382	271,405	238,429	205,452	172,476	139,500
	20	329,434	296,458	263,482	230,505	197,529	164,552	131,576
	30	321,511	288,534	255,558	222,581	189,605	156,629	123,652
	40	313,587	280,610	247,634	214,658	181,681	148,705	115,729
	50	305,663	272,687	239,710	206,734	173,758	140,781	107,805
CIL Epsm		60	297,739	264,763	231,787	198,810	165,834	132,858
43.27		70	289,816	256,839	223,863	190,887	157,910	124,934
		80	281,892	248,916	215,939	182,963	149,987	117,010
		90	273,966	240,990	208,013	175,037	142,061	109,084
		100	266,039	233,063	200,087	167,110	134,134	101,158
		110	258,113	225,136	192,160	159,184	126,207	93,231
		120	250,186	217,210	184,233	151,257	118,281	85,304
		130	242,259	209,283	176,307	143,330	110,354	77,378
		140	234,333	201,357	168,380	135,404	102,427	69,451
		150	226,406	193,430	160,454	127,477	94,501	61,524
		160	218,480	185,503	152,527	119,551	86,574	53,598
		170	210,553	177,576	144,600	111,624	78,647	45,671
		180	202,623	169,646	136,670	103,694	70,717	37,741
		190	194,693	161,717	128,740	95,764	62,788	29,811
		200	186,763	153,787	120,810	87,834	54,858	21,881
		210	178,833	145,857	112,881	79,904	46,928	13,952
		220	170,903	137,927	104,951	71,974	38,998	6,022
		230	162,974	129,997	97,021	64,045	31,068	(1,908)
		240	155,044	122,067	89,091	56,115	23,138	(9,838)
		250	147,111	114,135	81,159	48,182	15,206	(17,770)
								(50,747)

Scheme Typology:

Houses & Flats

No Units: 700

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Greenfield

Notes:

Lower quartiles BCIS

TABLE 4

		BLV (per acre)							
		275,000							
Balance (RLV - BLV)		146,114	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 43.27	0		305,400	255,400	205,400	155,400	105,400	55,400	5,400
	10		297,476	247,476	197,476	147,476	97,476	47,476	(2,524)
	20		289,552	239,552	189,552	139,552	89,552	39,552	(10,448)
	30		281,629	231,629	181,629	131,629	81,629	31,629	(18,371)
	40		273,705	223,705	173,705	123,705	73,705	23,705	(26,295)
	50		265,781	215,781	165,781	115,781	65,781	15,781	(34,219)
	60		257,858	207,858	157,858	107,858	57,858	7,858	(42,142)
	70		249,934	199,934	149,934	99,934	49,934	(66)	(50,066)
	80		242,010	192,010	142,010	92,010	42,010	(7,990)	(57,990)
	90		234,084	184,084	134,084	84,084	34,084	(15,916)	(65,916)
	100		226,158	176,158	126,158	76,158	26,158	(23,842)	(73,842)
	110		218,231	168,231	118,231	68,231	18,231	(31,769)	(81,769)
	120		210,304	160,304	110,304	60,304	10,304	(39,696)	(89,696)
	130		202,378	152,378	102,378	52,378	2,378	(47,622)	(97,622)
	140		194,451	144,451	94,451	44,451	(5,549)	(55,549)	(105,549)
	150		186,524	136,524	86,524	36,524	(13,476)	(63,476)	(113,476)
	160		178,598	128,598	78,598	28,598	(21,402)	(71,402)	(121,402)
	170		170,671	120,671	70,671	20,671	(29,329)	(79,329)	(129,329)
	180		162,741	112,741	62,741	12,741	(37,259)	(87,259)	(137,259)
	190		154,811	104,811	54,811	4,811	(45,189)	(95,189)	(145,189)
	200		146,881	96,881	46,881	(3,119)	(53,119)	(103,119)	(153,119)
	210		138,952	88,952	38,952	(11,048)	(61,048)	(111,048)	(161,048)
	220		131,022	81,022	31,022	(18,978)	(68,978)	(118,978)	(168,978)
	230		123,092	73,092	23,092	(26,908)	(76,908)	(126,908)	(176,908)
	240		115,162	65,162	15,162	(34,838)	(84,838)	(134,838)	(184,838)
	250		107,230	57,230	7,230	(42,770)	(92,770)	(142,770)	(192,770)

TABLE 5

		Density (dph)							
		40							
Balance (RLV - BLV)		146,114	25	30	35	40	45	50	55
CIL Epsm 43.27	0		9,625	66,550	123,475	180,400	237,325	294,250	351,175
	10		4,673	60,607	116,542	172,476	228,411	284,345	340,280
	20		(280)	54,664	109,608	164,552	219,497	274,441	329,385
	30		(5,232)	48,722	102,675	156,629	210,582	264,536	318,490
	40		(10,184)	42,779	95,742	148,705	201,668	254,631	307,594
	50		(15,137)	36,836	88,809	140,781	192,754	244,727	296,699
	60		(20,089)	30,893	81,875	132,858	183,840	234,822	285,804
	70		(25,041)	24,950	74,942	124,934	174,926	224,917	274,909
	80		(29,994)	19,008	68,009	117,010	166,012	215,013	264,014
	90		(34,947)	13,063	61,074	109,084	157,095	205,105	253,116
	100		(39,902)	7,118	54,138	101,158	148,177	195,197	242,217
	110		(44,856)	1,173	47,202	93,231	139,260	185,289	231,318
	120		(49,810)	(4,772)	40,266	85,304	130,342	175,380	220,418
	130		(54,764)	(10,717)	33,331	77,378	121,425	165,472	209,519
	140		(59,718)	(16,662)	26,395	69,451	112,508	155,564	198,620
	150		(64,672)	(22,607)	19,459	61,524	103,590	145,656	187,721
	160		(69,626)	(28,552)	12,523	53,598	94,673	135,747	176,822
	170		(74,581)	(34,497)	5,587	45,671	85,755	125,839	165,922
	180		(79,537)	(40,444)	(1,352)	37,741	76,834	115,926	155,019
	190		(84,493)	(46,392)	(8,290)	29,811	67,913	106,014	144,115
	200		(89,449)	(52,339)	(15,229)	21,881	58,992	96,102	133,212
	210		(94,405)	(58,286)	(22,167)	13,952	50,070	86,189	122,308
	220		(99,361)	(64,234)	(29,106)	6,022	41,149	76,277	111,405
	230		(104,318)	(70,181)	(36,045)	(1,908)	32,228	66,365	100,501
	240		(109,274)	(76,128)	(42,983)	(9,838)	23,307	56,453	89,598
	250		(114,232)	(82,078)	(49,924)	(17,770)	14,383	46,537	78,691

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone: Higher
Lower quartiles BCIS

No Units: 700
Greenfield/Brownfield: Greenfield

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	146,114	90%	100%	95%	100%	105%	110%	115%	120%
CIL Epsm 43.27	0	401,791	291,120	180,400	69,612	(41,281)	(152,339)	(263,684)	
	10	393,875	283,202	172,476	61,685	(49,218)	(160,289)	(271,728)	
	20	385,958	275,283	164,552	53,755	(57,155)	(168,239)	(280,164)	
	30	378,042	267,362	156,629	45,825	(65,092)	(176,192)	(288,608)	
	40	370,125	259,441	148,705	37,895	(73,029)	(184,147)	(297,053)	
	50	362,206	251,520	140,781	29,965	(80,968)	(192,102)	(305,502)	
	60	354,287	243,599	132,858	22,035	(88,909)	(200,056)	(313,955)	
	70	346,369	235,678	124,934	14,106	(96,850)	(208,017)	(322,410)	
	80	338,450	227,757	117,010	6,176	(104,792)	(215,977)	(330,870)	
	90	330,531	219,836	109,084	(1,757)	(112,733)	(223,937)	(339,333)	
	100	322,613	211,915	101,158	(9,690)	(120,676)	(231,901)	(347,800)	
	110	314,694	203,994	93,231	(17,623)	(128,621)	(239,866)	(356,274)	
	120	306,775	196,073	85,304	(25,557)	(136,567)	(247,832)	(364,749)	
	130	298,857	188,152	77,378	(33,490)	(144,512)	(255,802)	(373,233)	
	140	290,938	180,231	69,451	(41,423)	(152,458)	(263,774)	(381,721)	
	150	283,019	172,308	61,524	(49,358)	(160,408)	(271,815)	(390,214)	
	160	275,101	164,384	53,598	(57,295)	(168,358)	(280,253)	(398,714)	
	170	267,182	156,461	45,671	(65,232)	(176,308)	(288,691)	(407,222)	
	180	259,263	148,537	37,741	(73,169)	(184,259)	(297,135)	(415,737)	
	190	251,345	140,613	29,811	(81,106)	(192,214)	(305,580)	(424,260)	
	200	243,424	132,690	21,881	(89,043)	(200,168)	(314,029)	(432,791)	
	210	235,503	124,766	13,952	(96,983)	(208,123)	(322,481)	(441,333)	
	220	227,582	116,842	6,022	(104,925)	(216,082)	(330,937)	(449,884)	
	230	219,660	108,918	(1,908)	(112,866)	(224,042)	(339,396)	(458,448)	
	240	211,739	100,995	(9,838)	(120,807)	(232,002)	(347,860)	(467,024)	
	250	203,818	93,070	(17,770)	(128,748)	(239,964)	(356,327)	(475,613)	

TABLE 7

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	146,114	90%	100%	95%	100%	105%	110%	115%	120%
CIL Epsm 43.27	0	(69,171)	55,674	180,400	305,061	429,678	554,264	678,830	
	10	(77,108)	47,745	172,476	297,142	421,762	546,348	670,915	
	20	(85,045)	39,816	164,552	289,221	413,843	538,431	663,001	
	30	(92,986)	31,886	156,629	281,300	405,924	530,515	655,086	
	40	(100,927)	23,956	148,705	273,379	398,006	522,598	647,171	
	50	(108,868)	16,026	140,781	265,458	390,087	514,682	639,257	
	60	(116,809)	8,096	132,858	257,537	382,168	506,765	631,342	
	70	(124,751)	167	124,934	249,616	374,250	498,848	623,427	
	80	(132,697)	(7,765)	117,010	241,695	366,331	490,932	615,512	
	90	(140,642)	(15,698)	109,084	233,774	358,412	483,015	607,598	
	100	(148,587)	(23,632)	101,158	225,853	350,494	475,099	599,683	
	110	(156,533)	(31,565)	93,231	217,932	342,575	467,182	591,768	
	120	(164,483)	(39,498)	85,304	210,011	334,656	459,266	583,852	
	130	(172,433)	(47,432)	77,378	202,090	326,738	451,349	575,935	
	140	(180,383)	(55,366)	69,451	194,169	318,819	443,433	568,018	
	150	(188,336)	(63,303)	61,524	186,246	310,900	435,516	560,102	
	160	(196,291)	(71,240)	53,598	178,322	302,982	427,599	552,185	
	170	(204,246)	(79,177)	45,671	170,398	295,063	419,682	544,269	
	180	(212,202)	(87,114)	37,741	162,474	287,143	411,764	536,352	
	190	(220,162)	(95,051)	29,811	154,551	279,222	403,845	528,436	
	200	(228,122)	(102,992)	21,881	146,627	271,301	395,926	520,519	
	210	(236,084)	(110,933)	13,952	138,703	263,380	388,008	512,603	
	220	(244,049)	(118,874)	6,022	130,780	255,458	380,089	504,686	
	230	(252,015)	(126,815)	(1,908)	122,856	247,537	372,170	496,769	
	240	(259,984)	(134,758)	(9,838)	114,932	239,616	364,252	488,853	
	250	(267,956)	(142,703)	(17,770)	107,008	231,695	356,333	480,936	

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

241125 2 SWC_Whole Plan Viability Appraisals_v10a_F_K - Summary Table

Appraisal Ref:	F	G	H	I	J	K
Scheme Typology:	Houses & Flats	Houses & Flats	Houses & Flats	Houses & Flats	Houses & Flats	Houses & Flats
No Units:	100	200	300	400	500	700
Location / Value Zone:	Higher	Higher	Higher	Higher	Higher	Higher
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:	Lower quartiles BCIS	Lower quartiles BCIS	Lower quartiles BCIS	Lower quartiles BCIS	Lower quartiles BCIS	Lower quartiles BCIS
Total GDV (£)	29,653,848	59,307,697	88,961,545	118,615,393	148,269,242	207,576,938
Policy Assumptions	-	-	-	-	-	-
AH Target % (& mix):	40%	40%	40%	40%	40%	40%
Affordable Rent:	0%	0%	0%	0%	0%	0%
Social Rent:	69%	69%	69%	69%	69%	69%
First Homes:	25%	25%	25%	25%	25%	25%
Intermediate (Affordable Home Ownership):	6%	6%	6%	6%	6%	6%
CIL (£ psm)	43.27	43.27	43.27	43.27	43.27	43.27
CIL (£ per unit)	2,444	2,444	2,444	2,444	2,444	2,444
Site Specific S106 (£ per unit)	30,843	25,524	27,194	27,194	27,194	30,633
Sub-total CIL+S106 (£ per unit)	33,287	27,968	29,638	29,638	29,638	33,077
Site Infrastructure (£ per unit)	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	33,287	27,968	29,638	29,638	29,638	33,077
Profit KPI's	-	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	17.12%	17.12%	17.12%	17.12%	17.12%	17.12%
Developers Profit (% on costs)	23.37%	24.06%	23.89%	23.90%	23.91%	23.53%
Developers Profit Total (£)	5,076,294	10,152,588	15,228,882	20,305,176	25,381,470	35,534,057
Land Value KPI's	-	-	-	-	-	-
RLV (£/acre (net))	401,380	487,466	466,748	467,853	468,728	421,114
RLV (£/ha (net))	991,811	1,204,527	1,153,335	1,156,064	1,158,226	1,040,573
RLV (% of GDV)	8.36%	10.15%	9.72%	9.75%	9.76%	8.77%
RLV Total (£)	2,479,528	6,022,637	8,650,016	11,560,642	14,477,830	18,210,023
BLV (£/acre (net))	275,000	275,000	275,000	275,000	275,000	275,000
BLV (£/ha (net))	679,525	679,525	679,525	679,525	679,525	679,525
BLV Total (£)	1,698,813	3,397,625	5,096,438	6,795,250	8,494,063	11,891,688
Surplus/Deficit (£/acre) [RLV-BLV]	126,380	212,466	191,748	192,853	193,728	146,114
Surplus/Deficit (£/ha)	312,286	525,002	473,810	476,539	478,701	361,048
Surplus/Deficit Total (£)	780,715	2,625,012	3,553,578	4,765,392	5,983,768	6,318,336
Plan Viability comments	Viable	Viable	Viable	Viable	Viable	Viable

Appraisal Ref: **L** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Lower** No Units: **7**
 Notes: **No Affordable Housing** Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			7 Units			
AH Policy requirement (% Target)			0.0%			
Open Market Sale (OMS) housing			100%			
AH tenure split %						
Open Market Sale (OMS)			100%			
Affordable Rent:			0.0%			
Social Rent:			69.0%			
First Homes:			25.0%			
Intermediate (Affordable Home Ownership):			6.0%			
			100% 100.0%			
CIL Rate (£ psm)			43.27 £ psm			
Unit mix -						
	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	35.0%	2.5	50.0%	0.0	35%	2.5
3 bed House	40.0%	2.8	50.0%	0.0	40%	2.8
4 bed House	25.0%	1.8	0.0%	0.0	25%	1.8
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	7.0	100.0%	0.0	100%	7.0
OMS Unit Floor areas -		Net area per unit	Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House	69.0	743			69.0	743
2 bed House	75.0	807			75.0	807
3 bed House	95.0	1,023			95.0	1,023
4 bed House	120.0	1,292			120.0	1,292
5 bed House	135.0	1,453			135.0	1,453
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
AH Unit Floor areas -		Net area per unit	Net to Gross %		Gross (GIA) per unit	
	(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House	69.0	743			69.0	743
2 bed House	75.0	807			75.0	807
3 bed House	95.0	1,023			95.0	1,023
4 bed House	120.0	1,292			120.0	1,292
5 bed House	135.0	1,453			135.0	1,453
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
Total Gross Floor areas -		OMS Units GIA	AH units GIA		Total GIA (all units)	
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	184	1,978	0	0	184	1,978
3 bed House	266	2,863	0	0	266	2,863
4 bed House	210	2,260	0	0	210	2,260
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	660	7,101	0	0	660	7,101
AH % by floor area:		0.00% AH % by floor area (difference due to mix)				
Open Market Sales values (£) -		£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)	
1 bed House		256,400	3,716	345	0	
2 bed House		290,000	3,867	359	710,500	
3 bed House		380,000	4,000	372	1,064,000	
4 bed House		485,000	4,042	375	848,750	
5 bed House		560,000	4,148	385	0	
1 bed Flat		176,500	3,530	328	0	
2 bed Flat		235,300	3,620	336	0	
					2,623,250	
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*
1 bed House		96,150	37.5%	96,150	37.5%	179,480
2 bed House		108,750	37.5%	108,750	37.5%	203,000
3 bed House		142,500	37.5%	142,500	37.5%	250,000
4 bed House		181,875	37.5%	181,875	37.5%	250,000
5 bed House		210,000	37.5%	210,000	37.5%	250,000
1 bed Flat		66,188	37.5%	66,188	37.5%	123,550
2 bed Flat		88,238	37.5%	88,238	37.5%	164,710
* capped @£250K						

Scheme Typology:

Houses

No Units: 7

Site Typology:

Location / Value Zone:

Lower

Greenfield/Brownfield:

Greenfield

Notes:

No Affordable Housing

GROSS DEVELOPMENT VALUE

OMS GDV -					(part houses due to % mix)	
1 bed House	0.0	@	256,400	-		
2 bed House	2.5	@	290,000	710,500		
3 bed House	2.8	@	380,000	1,064,000		
4 bed House	1.8	@	485,000	848,750		
5 bed House	0.0	@	560,000	-		
1 bed Flat	0.0	@	176,500	-		
2 bed Flat	0.0	@	235,300	-		
	7.0			2,623,250		
Affordable Rent GDV -						
1 bed House	0.0	@	96,150	-		
2 bed House	0.0	@	108,750	-		
3 bed House	0.0	@	142,500	-		
4 bed House	0.0	@	181,875	-		
5 bed House	0.0	@	210,000	-		
1 bed Flat	0.0	@	66,188	-		
2 bed Flat	0.0	@	88,238	-		
	0.0			-		
Social Rent GDV -						
1 bed House	0.0	@	96,150	-		
2 bed House	0.0	@	108,750	-		
3 bed House	0.0	@	142,500	-		
4 bed House	0.0	@	181,875	-		
5 bed House	0.0	@	210,000	-		
1 bed Flat	0.0	@	66,188	-		
2 bed Flat	0.0	@	88,238	-		
	0.0			-		
First Homes GDV -						
1 bed House	0.0	@	179,480	-		
2 bed House	0.0	@	203,000	-		
3 bed House	0.0	@	250,000	-		
4 bed House	0.0	@	250,000	-		
5 bed House	0.0	@	250,000	-		
1 bed Flat	0.0	@	123,550	-		
2 bed Flat	0.0	@	164,710	-		
	0.0			-		
Intermediate GDV -						
1 bed House	0.0	@	179,480	-		
2 bed House	0.0	@	203,000	-		
3 bed House	0.0	@	266,000	-		
4 bed House	0.0	@	339,500	-		
5 bed House	0.0	@	392,000	-		
1 bed Flat	0.0	@	123,550	-		
2 bed Flat	0.0	@	164,710	-		
	0.0	0.0		-		
Sub-total GDV Residential					7	2,623,250
AH on-site cost analysis:					EMV (no AH) less £GDV (inc. AH)	
					0 £ psm (total GIA sqm)	0
					0 £ per unit (total units)	
Grant					0 AH units @ 0 per unit	-
Total GDV						2,623,250

Scheme Typology: Houses
Site Typology: Location / Value Zone: Lower
Notes: No Affordable Housing
No Units: 7
Greenfield/Brownfield: Greenfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(3,234)
Planning Application Professional Fees, Surveys and reports				(10,000)
CIL				(28,547)
CIL analysis:				
		660 sqm (Market only)	43.27 £ psm	
		1.09% % of GDV	4,078 £ per unit (total units)	
Site Specific S106 Contributions				
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 @	7,936 per unit	(55,552)
Sub-total				(55,552)
S106 analysis:				
		238,080 £ per ha	2.12% % of GDV	7,936 £ per unit (total units)
AH Commuted Sum			660 sqm (total)	0 £ psm
Comm. Sum analysis:				
			0.00% % of GDV	
cont./				

Scheme Typology:

Houses

No Units: 7

Site Typology:

Location / Value Zone:

Lower

Greenfield/Brownfield:

Greenfield

Notes:

No Affordable Housing

Construction Costs -

Site Clearance, Demolition & Remediation		0.23 ha @		0 £ per ha (if brownfield)	-
Site Infrastructure costs -					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
Year 11		0			-
Year 12		0			-
Year 13		0			-
Year 14		0			-
Year 15		0			-
Years 1-15		7 units @		0 per unit	-
Sub-total					-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total units)	
1 bed House		- sqm @	1,607 psm		-
2 bed House		184 sqm @	1,607 psm		(295,286)
3 bed House		266 sqm @	1,607 psm		(427,462)
4 bed House		210 sqm @	1,607 psm		(337,470)
5 bed House		- sqm @	1,607 psm		-
1 bed Flat		- sqm @	1,760 psm		-
2 bed Flat		- sqm @	1,760 psm		-
Garages for 3 bed House (OMS only)	3 units @	50% @	8,500 £ per garage		(11,900)
Garages for 4 bed House (OMS only)	2 units @	100% @	8,500 £ per garage		(14,875)
Garages for 5 bed House (OMS only)	- units @	100% @	8,500 £ per garage		-
External works		1,086,993 @	15.0%		(163,049)
Ext. Works analysis:			23,293 £ 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 uni	- 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 u	- 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		-
Additional Low Carbon/Energy Reduction (houses)	7 units @		0 £ per unit		-
Additional Low Carbon/Energy Reduction (flats)	- units @		0 £ per unit		-
EV Charging Points - Houses	7 units @		0 £ per unit		-
EV Charging Points - Flats	- units @		0 £ per unit		-
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					(76,118)
Policy Costs analysis: (design costs only)			10,874 £ per unit (total units)		
Contingency (on construction)		1,326,160 @	3.0%		(39,785)
Professional Fees		1,326,160 @	6.5%		(86,200)
Disposal Costs -					
OMS Marketing and Promotion	2,623,250 OMS @	3.00%	11,243 £ per unit		(78,698)
Residential Sales Agent Costs	2,623,250 OMS @	1.00%	3,748 £ per unit		(26,233)
Residential Sales Legal Costs	2,623,250 OMS @	0.50%	1,874 £ per unit		(13,116)
Affordable Sale Legal Costs	- AH @	0.25%	0 £ per unit		-
Disposal Cost analysis:			16,864 £ per unit		
Interest (on Development Costs) -		7.00% APR	0.565% pcm		(9,061)
Developers Profit -					
Profit on OMS	2,623,250	20.00%			(524,650)
Margin on AH	0	6.00% on AH values			-
Profit analysis:	2,623,250	20.00% blended GDV		(524,650)	
	1,676,586	31.29% on costs		(524,650)	
TOTAL COSTS					(2,201,236)

Scheme Typology:

Houses

No Units: 7

Site Typology:

Location / Value Zone:

Lower

Greenfield/Brownfield:

Greenfield

Notes:

No Affordable Housing

RESIDUAL LAND VALUE (RLV)

Residual Land Value (gross)				422,014
SDLT		422,014	@	HMRC formula
Acquisition Agent fees		422,014	@	1.0%
Acquisition Legal fees		422,014	@	0.5%
Interest on Land		422,014	@	7.00%
Residual Land Value				375,542
RLV analysis:	53,649 £ per plot	1,609,465 £ per ha (net)	651,342 £ per acre (net)	
		1,287,572 £ per ha (gross)	521,073 £ per acre (gross)	
			14.32% % 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)
Benchmark Land Value (net)	18,533 £ per plot	555,975	£ per ha (net)	225,000 £ per acre (net)
BLV analysis:	Density	2,828	sqm/ha (net)	12,317 sqft/ac (net)
		24	dph (gross)	
		444,780	£ per ha (gross)	180,000 £ per acre (gross)

BALANCE

Surplus/(Deficit)	[RLV - BLV]	1,053,490	£ per ha (net)	426,342	£ per acre (net)	245,814

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))		426,342	10%	15%	20%	25%	30%	35%	40%
CIL £ psm 43.27	0.00		351,962	293,061	234,160	175,237	114,339	53,185	(8,673)
	10.00		342,947	284,547	226,147	167,675	107,055	46,391	(15,084)
	20.00		333,932	276,033	218,134	159,871	99,771	39,597	(21,496)
	30.00		324,918	267,519	210,120	152,067	92,488	32,803	(27,907)
	40.00		315,903	259,005	202,107	144,263	85,204	26,009	(34,346)
	50.00		306,888	250,491	194,094	136,459	77,920	19,215	(40,790)
	60.00		297,873	241,977	186,057	128,655	70,637	12,406	(47,235)
	70.00		288,858	233,463	178,012	120,851	63,351	5,461	(53,679)
	80.00		279,843	224,948	169,967	113,047	56,034	(1,485)	(60,123)
	90.00		270,828	216,434	161,701	105,243	48,717	(8,431)	(66,568)
	100.00		261,813	207,920	153,377	97,440	41,401	(15,377)	(73,012)
	110.00		252,798	199,391	145,053	89,636	34,084	(22,323)	(79,456)
	120.00		243,783	190,843	136,729	81,832	26,767	(29,295)	(85,901)
	130.00		234,768	182,295	128,405	74,028	19,450	(36,276)	(92,347)
	140.00		225,753	173,747	120,080	66,200	12,113	(43,257)	(98,828)
	150.00		216,738	165,092	111,756	58,361	4,633	(50,239)	(105,309)
	160.00		207,697	156,248	103,432	50,521	(2,847)	(57,220)	(111,789)
	170.00		198,646	147,404	95,108	42,682	(10,327)	(64,201)	(118,270)
	180.00		189,595	138,559	86,784	34,842	(17,808)	(71,183)	(124,751)
	190.00		180,544	129,715	78,456	27,003	(25,317)	(78,164)	(131,232)
	200.00		171,494	120,870	70,094	19,164	(32,835)	(85,145)	(137,713)
	210.00		162,441	112,026	61,732	11,286	(40,354)	(92,140)	(144,193)
	220.00		152,876	103,181	53,370	3,271	(47,872)	(99,161)	(150,674)
	230.00		143,511	94,337	45,008	(4,743)	(55,391)	(106,182)	(157,155)
	240.00		134,146	85,486	36,646	(12,758)	(62,909)	(113,203)	(163,636)
	250.00		124,782	76,602	28,284	(20,803)	(70,427)	(120,224)	(170,116)

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Lower
No Affordable Housing

No Units: 7
Greenfield/Brownfield: Greenfield

TABLE 2

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	426,342	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	397,204	340,562	283,828	227,094	170,360	111,547	52,658
	5%	393,001	336,345	279,611	222,877	166,055	107,166	48,276
	10%	388,798	332,128	275,394	218,660	161,675	102,785	43,876
	15%	384,596	327,911	271,177	214,443	157,294	98,405	39,475
	20%	380,393	323,694	266,960	210,226	152,913	94,024	35,075
	25%	376,190	319,477	262,743	206,009	148,532	89,643	30,674
	30%	371,988	315,260	258,526	201,792	144,152	85,263	26,274
	35%	367,777	311,043	254,309	197,575	139,771	80,882	21,873
	40%	363,560	306,826	250,092	193,358	135,390	76,501	17,472
	45%	359,342	302,609	245,875	189,141	131,010	72,121	13,072
	50%	355,125	298,391	241,657	184,924	126,629	67,740	8,573
	55%	350,908	294,174	237,440	180,706	122,248	63,359	4,075
	60%	346,691	289,957	233,223	176,472	117,868	58,979	(424)
	65%	342,474	285,740	229,006	172,239	113,487	54,591	(4,923)
	70%	338,257	281,523	224,789	167,995	109,106	50,190	(9,422)
	75%	334,040	277,306	220,572	163,615	104,726	45,790	(13,921)
	80%	329,823	273,089	216,355	159,234	100,345	41,389	(18,420)
	85%	325,606	268,872	212,138	154,853	95,964	36,989	(22,919)
	90%	321,389	264,655	207,921	150,473	91,584	32,588	(27,418)
	95%	317,172	260,438	203,704	146,092	87,203	28,188	(31,931)
	100%	312,955	256,221	199,487	141,711	82,822	23,787	(36,453)
	105%	308,738	252,004	195,270	137,331	78,442	19,386	(40,975)
	110%	304,521	247,787	191,049	132,950	74,061	14,986	(45,497)
	115%	300,303	243,570	186,815	128,569	69,680	10,530	(50,019)
	120%	296,086	239,352	182,581	124,188	65,299	6,031	(54,541)
	125%	291,869	235,135	178,348	119,808	60,906	1,532	(59,063)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	426,342	15%	16%	17%	18%	19%	20%	21%
CIL £psm 43.27	0	666,314	626,958	587,603	548,247	508,892	469,536	430,181
	10	656,332	616,976	577,620	538,265	498,909	459,554	420,198
	20	646,349	606,993	567,638	528,282	488,927	449,571	410,216
	30	636,366	597,011	557,655	518,300	478,944	439,589	400,233
	40	626,384	587,028	547,673	508,317	468,962	429,606	390,250
	50	616,401	577,046	537,690	498,335	458,979	419,623	380,268
	60	606,419	567,063	527,708	488,352	448,996	409,641	370,285
	70	596,426	557,071	517,715	478,359	439,004	399,648	360,293
	80	586,410	547,054	507,698	468,343	428,987	389,632	350,276
	90	576,393	537,037	497,682	458,326	418,971	379,615	340,259
	100	566,376	527,021	487,665	448,310	408,954	369,598	330,243
	110	556,360	517,004	477,649	438,293	398,937	359,582	320,226
	120	546,343	506,988	467,632	428,276	388,921	349,565	310,210
	130	536,326	496,971	457,615	418,260	378,904	339,549	300,193
	140	526,310	486,954	447,599	408,243	368,888	329,532	290,176
	150	516,293	476,938	437,582	398,227	358,871	319,515	280,160
	160	506,277	466,921	427,566	388,210	348,854	309,499	270,143
	170	496,260	456,904	417,549	378,193	338,838	299,482	260,127
	180	486,243	446,888	407,532	368,177	328,821	289,466	250,110
	190	476,227	436,871	397,516	358,160	318,805	279,449	240,093
	200	466,210	426,855	387,499	348,144	308,788	269,432	230,077
	210	456,194	416,838	377,482	338,127	298,771	259,416	220,060
	220	446,177	406,821	367,466	328,110	288,755	249,399	210,044
	230	436,160	396,805	357,449	318,094	278,738	239,383	200,027
	240	426,144	386,759	347,403	308,048	268,692	229,337	189,981
	250	416,058	376,702	337,347	297,991	258,636	219,280	179,924

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Lower
No Affordable Housing

No Units: 7
Greenfield/Brownfield: Greenfield

TABLE 4		BLV (per acre)							
		225,000							
Balance (RLV - BLV)		426,342	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 43.27	0	544,536	494,536	444,536	394,536	344,536	294,536	244,536	194,536
	10	534,554	484,554	434,554	384,554	334,554	284,554	234,554	184,554
	20	524,571	474,571	424,571	374,571	324,571	274,571	224,571	174,571
	30	514,589	464,589	414,589	364,589	314,589	264,589	214,589	164,589
	40	504,606	454,606	404,606	354,606	304,606	254,606	204,606	154,606
	50	494,623	444,623	394,623	344,623	294,623	244,623	194,623	144,623
	60	484,641	434,641	384,641	334,641	284,641	234,641	184,641	134,641
	70	474,648	424,648	374,648	324,648	274,648	224,648	174,648	124,648
	80	464,632	414,632	364,632	314,632	264,632	214,632	164,632	114,632
	90	454,615	404,615	354,615	304,615	254,615	204,615	154,615	104,615
	100	444,598	394,598	344,598	294,598	244,598	194,598	144,598	94,598
	110	434,582	384,582	334,582	284,582	234,582	184,582	134,582	84,582
	120	424,565	374,565	324,565	274,565	224,565	174,565	124,565	74,565
	130	414,549	364,549	314,549	264,549	214,549	164,549	114,549	64,549
	140	404,532	354,532	304,532	254,532	204,532	154,532	104,532	54,532
	150	394,515	344,515	294,515	244,515	194,515	144,515	94,515	44,515
	160	384,499	334,499	284,499	234,499	184,499	134,499	84,499	34,499
	170	374,482	324,482	274,482	224,482	174,482	124,482	74,482	24,482
	180	364,466	314,466	264,466	214,466	164,466	114,466	64,466	14,466
	190	354,449	304,449	254,449	204,449	154,449	104,449	54,449	4,449
	200	344,432	294,432	244,432	194,432	144,432	94,432	44,432	(5,432)
	210	334,416	284,416	234,416	184,416	134,416	84,416	34,416	(15,416)
	220	324,399	274,399	224,399	174,399	124,399	74,399	24,399	(25,399)
	230	314,383	264,383	214,383	164,383	114,383	64,383	14,383	(35,383)
	240	304,337	254,337	204,337	154,337	104,337	54,337	4,337	(45,337)
	250	294,280	244,280	194,280	144,280	94,280	44,280	(5,280)	(55,280)

TABLE 5		Density (dph)							
		30							
Balance (RLV - BLV)		426,342	25	30	35	40	45	50	55
CIL Epsm 43.27	0		353,780	469,536	585,292	701,048	816,804	932,560	1,048,316
	10		345,461	459,554	573,646	687,738	801,830	915,923	1,030,015
	20		337,143	449,571	562,000	674,428	786,857	899,285	1,011,714
	30		328,824	439,589	550,353	661,118	771,883	882,648	993,412
	40		320,505	429,606	538,707	647,808	756,909	866,010	975,111
	50		312,186	419,623	527,061	634,498	741,935	849,372	956,810
	60		303,867	409,641	515,414	621,188	726,961	832,735	938,508
	70		295,540	399,648	503,756	607,864	711,972	816,080	920,188
	80		287,193	389,632	492,070	594,509	696,947	799,386	901,825
	90		278,846	379,615	480,384	581,153	681,923	782,692	883,461
	100		270,499	369,598	468,698	567,798	666,898	765,997	865,097
	110		262,152	359,582	457,012	554,442	651,873	749,303	846,733
	120		253,804	349,565	445,326	541,087	636,848	732,609	828,370
	130		245,457	339,549	433,640	527,731	621,823	715,914	810,006
	140		237,110	329,532	421,954	514,376	606,798	699,220	791,642
	150		228,763	319,515	410,268	501,021	591,773	682,526	773,278
	160		220,416	309,499	398,582	487,665	576,748	665,831	754,914
	170		212,068	299,482	386,896	474,310	561,723	649,137	736,551
	180		203,721	289,466	375,210	460,954	546,698	632,443	718,187
	190		195,374	279,449	363,524	447,599	531,673	615,748	699,823
	200		187,027	269,432	351,838	434,243	516,649	599,054	681,459
	210		178,680	259,416	340,152	420,888	501,624	582,360	663,096
	220		170,333	249,399	328,466	407,532	486,599	565,665	644,732
	230		161,985	239,383	316,780	394,177	471,574	548,971	626,368
	240		153,614	229,337	305,059	380,782	456,505	532,228	607,950
	250		145,233	219,280	293,327	367,373	441,420	515,467	589,513

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Lower
No Affordable Housing

No Units: 7
Greenfield/Brownfield: Greenfield

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)		90%	95%	100%	105%	110%	115%	120%
CIL Epsm 43.27	0	672,300	571,021	469,536	367,895	266,025	163,623	57,453
	10	662,346	561,038	459,554	357,878	256,008	153,218	47,001
	20	652,391	551,056	449,571	347,862	245,970	142,813	36,548
	30	642,437	541,073	439,589	337,845	235,914	132,407	26,096
	40	632,483	531,091	429,606	327,828	225,857	121,996	15,637
	50	622,529	521,108	419,623	317,812	215,801	111,544	4,954
	60	612,574	511,126	409,641	307,795	205,744	101,091	(5,786)
	70	602,620	501,143	399,648	297,779	195,688	90,639	(16,527)
	80	592,645	491,160	389,632	287,762	185,631	80,186	(27,268)
	90	582,663	481,178	379,615	277,745	175,575	69,734	(38,008)
	100	572,680	471,195	369,598	267,729	165,423	59,281	(48,749)
	110	562,697	461,213	359,582	257,712	155,018	48,829	(59,489)
	120	552,715	451,230	349,565	247,696	144,612	38,377	(70,230)
	130	542,732	441,248	339,549	237,653	134,207	27,924	(81,009)
	140	532,750	431,265	329,532	227,597	123,802	17,472	(91,810)
	150	522,767	421,283	319,515	217,540	113,372	6,843	(102,612)
	160	512,785	411,300	309,499	207,484	102,920	(3,897)	(113,413)
	170	502,802	401,318	299,482	197,428	92,467	(14,638)	(124,214)
	180	492,820	391,335	289,466	187,371	82,015	(25,379)	(135,016)
	190	482,837	381,319	279,449	177,315	71,562	(36,119)	(145,817)
	200	472,855	371,302	269,432	167,223	61,110	(46,860)	(156,618)
	210	462,872	361,285	259,416	156,818	50,657	(57,600)	(167,420)
	220	452,889	351,269	249,399	146,412	40,205	(68,341)	(178,221)
	230	442,907	341,252	239,383	136,007	29,752	(79,110)	(189,022)
	240	432,924	331,236	229,337	125,602	19,300	(89,911)	(199,823)
	250	422,942	321,219	219,280	115,197	8,732	(100,712)	(210,625)

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)		90%	95%	100%	105%	110%	115%	120%
CIL Epsm 43.27	0	169,772	319,846	469,536	619,004	768,218	917,325	1,066,433
	10	159,418	309,830	459,554	609,021	758,263	907,371	1,056,479
	20	149,013	299,813	449,571	599,039	748,309	897,417	1,046,524
	30	138,608	289,797	439,589	589,056	738,355	887,462	1,036,570
	40	128,203	279,780	429,606	579,074	728,401	877,508	1,026,616
	50	117,797	269,763	419,623	569,091	718,446	867,554	1,016,662
	60	107,392	259,747	409,641	559,108	708,492	857,600	1,006,707
	70	96,987	249,730	399,648	549,126	698,538	847,645	996,753
	80	86,579	239,713	389,632	539,143	688,584	837,691	986,799
	90	76,127	229,697	379,615	529,161	678,628	827,737	976,845
	100	65,674	219,667	369,598	519,178	668,646	817,783	966,890
	110	55,222	209,611	359,582	509,196	658,663	807,828	956,936
	120	44,769	199,554	349,565	499,213	648,681	797,874	946,982
	130	34,317	189,498	339,549	489,231	638,698	787,920	937,028
	140	23,864	179,441	329,532	479,248	628,716	777,966	927,073
	150	13,412	169,385	319,515	469,266	618,733	768,011	917,119
	160	2,734	159,018	309,499	459,283	608,751	758,057	907,165
	170	(7,952)	148,613	299,482	449,300	598,768	748,103	897,211
	180	(18,683)	138,207	289,466	439,318	588,785	738,149	887,256
	190	(29,424)	127,802	279,449	429,335	578,803	728,194	877,302
	200	(40,164)	117,397	269,432	419,351	568,820	718,240	867,348
	210	(50,905)	106,992	259,416	409,334	558,838	708,286	857,394
	220	(61,645)	96,578	249,399	399,317	548,855	698,323	847,439
	230	(72,386)	86,125	239,383	389,301	538,873	688,340	837,485
	240	(83,127)	75,673	229,337	379,284	528,890	678,358	827,531
	250	(93,894)	65,220	219,280	369,268	518,908	668,375	817,577

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: **M** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Lower**
 Notes: Median BCIS, Viable with 15% AH
 No Units: **10**
 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)		60%			
Affordable Rent:				0.0%	
Social Rent:				69.0%	
First Homes:				25.0%	
Intermediate (Affordable Home Ownership):				6.0%	
		100%		100.0%	
CIL Rate (£ psm)		43.27 £ psm			
Unit mix -		OMS Unit mix%		MV # units	
1 bed House		0.0%		0.0	
2 bed House		35.0%		2.1	
3 bed House		40.0%		2.4	
4 bed House		25.0%		1.5	
5 bed House		0.0%		0.0	
1 bed Flat		0.0%		0.0	
2 bed Flat		0.0%		0.0	
Total number of units		100.0%		6.0	

Scheme Typology:

Houses

No Units: 10

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 15% AH

GROSS DEVELOPMENT VALUE

OMS GDV -				
(part houses due to % mix)				
1 bed House	0.0	@	256,400	-
2 bed House	2.1	@	290,000	609,000
3 bed House	2.4	@	380,000	912,000
4 bed House	1.5	@	485,000	727,500
5 bed House	0.0	@	560,000	-
1 bed Flat	0.0	@	176,500	-
2 bed Flat	0.0	@	235,300	-
	6.0			2,248,500
Affordable Rent GDV -				
1 bed House	0.0	@	96,150	-
2 bed House	0.0	@	108,750	-
3 bed House	0.0	@	142,500	-
4 bed House	0.0	@	181,875	-
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,188	-
2 bed Flat	0.0	@	88,238	-
	0.0			-
Social Rent GDV -				
1 bed House	0.0	@	96,150	-
2 bed House	1.4	@	108,750	150,075
3 bed House	1.4	@	142,500	196,650
4 bed House	0.0	@	181,875	-
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,188	-
2 bed Flat	0.0	@	88,238	-
	2.8			346,725
First Homes GDV -				
1 bed House	0.0	@	179,480	-
2 bed House	0.5	@	203,000	101,500
3 bed House	0.5	@	250,000	125,000
4 bed House	0.0	@	250,000	-
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	123,550	-
2 bed Flat	0.0	@	164,710	-
	1.0			226,500
Intermediate GDV -				
1 bed House	0.0	@	179,480	-
2 bed House	0.1	@	203,000	24,360
3 bed House	0.1	@	266,000	31,920
4 bed House	0.0	@	339,500	-
5 bed House	0.0	@	392,000	-
1 bed Flat	0.0	@	123,550	-
2 bed Flat	0.0	@	164,710	-
	0.2	4.0		56,280
Sub-total GDV Residential				
	10			2,878,005
AH on-site cost analysis:				
	785 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	710,495
			71,050 £ per unit (total units)	
Grant				
	4	AH units @	0 per unit	-
Total GDV				
				2,878,005

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Lower
Median BCIS, Viable with 15% AH

No Units: 10
Greenfield/Brownfield:

Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(4,620)
Planning Application Professional Fees, Surveys and reports					(10,000)
CIL					(24,469)
CIL analysis:		566 sqm (Market only)	43.27 £ psm		
		0.85% % of GDV	2,447 £ per unit (total units)		
Site Specific S106 Contributions	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 @	27,642 per unit	(276,420)	(276,420)
Sub-total				(276,420)	
S106 analysis:		829,260 £ per ha	9.60% % of GDV	27,642 £ per unit (total units)	
AH Commuted Sum			906 sqm (total)	0 £ psm	-
Comm. Sum analysis:			0.00% % of GDV		
cont./					

Scheme Typology:

Houses

No Units: 10

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 15% AH

Construction Costs -

Site Clearance, Demolition & Remediation		0.33 ha @		0 £ per ha (if brownfield)	-
Site Infrastructure costs -					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
Year 11		0			-
Year 12		0			-
Year 13		0			-
Year 14		0			-
Year 15		0			-
Years 1-15		10 units @		0 per unit	-
Sub-total					-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total units)	
1 bed House		- sqm @	1,607 psm		-
2 bed House		308 sqm @	1,607 psm		(494,153)
3 bed House		418 sqm @	1,607 psm		(671,726)
4 bed House		180 sqm @	1,607 psm		(289,260)
5 bed House		- sqm @	1,607 psm		-
1 bed Flat		- sqm @	1,760 psm		-
2 bed Flat		- sqm @	1,760 psm		-
Garages for 3 bed House (OMS only)	2 units @	50% @	8,500 £ per garage		(10,200)
Garages for 4 bed House (OMS only)	2 units @	100% @	8,500 £ per garage		(12,750)
Garages for 5 bed House (OMS only)	- units @	100% @	8,500 £ per garage		-
External works		1,478,089 @	15.0%		(221,713)
Ext. Works analysis:			22,171 £ 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 uni	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 u	- 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		-
Additional Low Carbon/Energy Reduction (houses)	10 units @		0 £ per unit		-
Additional Low Carbon/Energy Reduction (flats)	- units @		0 £ per unit		-
EV Charging Points - Houses	10 units @		0 £ per unit		-
EV Charging Points - Flats	- units @		0 £ per unit		-
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					(108,740)
Policy Costs analysis: (design costs only)			10,874 £ per unit (total units)		
Contingency (on construction)		1,808,542 @	3.0%		(54,256)
Professional Fees		1,808,542 @	6.5%		(117,555)
Disposal Costs -					
OMS Marketing and Promotion	2,248,500 OMS @	3.00%	6,746 £ per unit		(67,455)
Residential Sales Agent Costs	2,248,500 OMS @	1.00%	2,249 £ per unit		(22,485)
Residential Sales Legal Costs	2,248,500 OMS @	0.50%	1,124 £ per unit		(11,243)
Affordable Sale Legal Costs	629,505 AH @	0.25%	157 £ per unit		(1,574)
Disposal Cost analysis:			10,276 £ per unit		
Interest (on Development Costs) -		7.00% APR	0.565% pcm		(20,457)
Developers Profit -					
Profit on OMS	2,248,500	20.00%			(449,700)
Margin on AH	629,505	6.00% on AH values			(37,770)
Profit analysis:		2,878,005	16.94% blended GDV	(487,470)	
		2,419,075	20.15% on costs	(487,470)	
TOTAL COSTS					(2,906,546)

Scheme Typology:

Houses

No Units: 10

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 15% AH

RESIDUAL LAND VALUE (RLV)

Residual Land Value (gross)				(28,541)
SDLT	-	@	HMRC formula	-
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	7.00%	-
Residual Land Value				(28,541)
RLV analysis:	(2,854) £ per plot	(85,622) £ per ha (net)	(34,651) £ per acre (net)	
		(68,498) £ per ha (gross)	(27,721) £ per acre (gross)	
			-0.99% % 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)
Benchmark Land Value (net)	18,533 £ per plot	555,975	£ per ha (net)	225,000 £ per acre (net)
BLV analysis:	Density	2,717	sqm/ha (net)	11,833 sqft/ac (net)
		24	dph (gross)	
		444,780	£ per ha (gross)	180,000 £ per acre (gross)

BALANCE

Surplus/(Deficit)	[RLV - BLV]	(641,597) £ per ha (net)	(259,651) £ per acre (net)	(213,866)

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))	(259,651)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm 43.27	0.00	141,682	82,590	22,327	(39,172)	(101,874)	(165,269)	(229,003)
	10.00	132,631	74,003	13,965	(47,051)	(109,435)	(172,290)	(236,086)
	20.00	123,580	65,416	5,603	(54,931)	(116,996)	(179,311)	(243,169)
	30.00	114,530	56,829	(2,759)	(62,909)	(124,557)	(186,331)	(250,252)
	40.00	105,479	48,171	(11,121)	(70,965)	(132,118)	(193,352)	(257,335)
	50.00	96,428	39,287	(19,523)	(79,020)	(139,679)	(200,373)	(264,418)
	60.00	87,364	30,402	(27,928)	(87,086)	(147,240)	(207,394)	(271,500)
	70.00	78,272	21,517	(36,332)	(95,187)	(154,801)	(214,415)	(278,583)
	80.00	69,180	12,633	(44,737)	(103,288)	(162,362)	(221,436)	(285,666)
	90.00	60,088	3,748	(53,141)	(111,389)	(169,923)	(228,777)	(292,749)
	100.00	50,996	(5,136)	(61,617)	(119,490)	(177,483)	(236,450)	(299,832)
	110.00	41,613	(14,057)	(70,210)	(127,591)	(185,044)	(244,124)	(306,914)
	120.00	32,206	(22,986)	(78,802)	(135,692)	(192,605)	(251,797)	(313,997)
	130.00	22,799	(31,916)	(87,419)	(143,793)	(200,166)	(259,470)	(321,080)
	140.00	13,391	(40,846)	(96,060)	(151,894)	(207,727)	(267,143)	(328,163)
	150.00	3,984	(49,776)	(104,701)	(159,995)	(215,288)	(274,816)	(335,246)
	160.00	(5,438)	(58,714)	(113,342)	(168,096)	(222,849)	(282,489)	(342,328)
	170.00	(14,894)	(67,843)	(121,983)	(176,197)	(230,912)	(290,162)	(349,411)
	180.00	(24,349)	(76,973)	(130,624)	(184,297)	(239,176)	(297,835)	(356,494)
	190.00	(33,804)	(86,132)	(139,265)	(192,398)	(247,439)	(305,508)	(363,594)
	200.00	(43,259)	(95,313)	(147,906)	(200,499)	(255,702)	(313,181)	(370,717)
	210.00	(52,715)	(104,494)	(156,547)	(208,600)	(263,965)	(320,854)	(377,840)
	220.00	(62,255)	(113,675)	(165,188)	(216,701)	(272,229)	(328,527)	(384,963)
	230.00	(71,921)	(122,857)	(173,829)	(224,802)	(280,492)	(336,200)	(392,085)
	240.00	(81,605)	(132,038)	(182,470)	(233,637)	(288,755)	(343,873)	(399,208)
	250.00	(91,326)	(141,219)	(191,111)	(242,491)	(297,019)	(351,546)	(406,331)

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Lower
Median BCIS, Viable with 15% AH

No Units: 10
Greenfield/Brownfield: Greenfield

TABLE 2

		Affordable Housing - % on site 40%						
Balance (RLV - BLV)	(259,651)	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	396,584	339,969	283,235	226,501	169,767	112,883	55,968
	5%	381,945	325,281	268,547	211,813	155,051	98,136	40,885
	10%	367,307	310,592	253,858	197,124	140,304	83,389	25,557
	15%	352,638	295,904	239,170	182,436	125,557	68,642	10,230
	20%	337,949	281,215	224,481	167,725	110,810	53,895	(5,098)
	25%	323,261	266,527	209,793	152,978	96,063	38,696	(20,426)
	30%	308,572	251,838	195,104	138,232	81,316	23,368	(35,782)
	35%	293,884	237,150	180,400	123,485	66,569	8,040	(51,188)
	40%	279,195	222,461	165,653	108,738	51,782	(7,287)	(66,777)
	45%	264,506	207,773	150,906	93,991	36,506	(22,615)	(82,527)
	50%	249,818	193,074	136,159	79,244	21,179	(38,006)	(98,313)
	55%	235,129	178,327	121,412	64,480	5,851	(53,412)	(114,153)
	60%	220,441	163,580	106,665	49,645	(9,477)	(69,051)	(129,992)
	65%	205,748	148,833	91,918	34,317	(24,824)	(84,801)	(145,831)
	70%	191,001	134,086	77,171	18,989	(40,230)	(100,613)	(161,670)
	75%	176,254	119,339	62,364	3,662	(55,636)	(116,452)	(177,509)
	80%	161,507	104,592	47,455	(11,666)	(71,325)	(132,291)	(193,349)
	85%	146,760	89,845	32,128	(27,048)	(87,075)	(148,130)	(209,188)
	90%	132,013	75,062	16,800	(42,454)	(102,912)	(163,970)	(225,030)
	95%	117,266	60,248	1,472	(57,860)	(118,751)	(179,809)	(242,340)
	100%	102,519	45,266	(13,867)	(73,599)	(134,590)	(195,648)	(259,651)
	105%	87,760	29,938	(29,272)	(89,372)	(150,430)	(211,487)	(276,961)
	110%	72,946	14,611	(44,678)	(105,211)	(166,269)	(227,543)	(294,272)
	115%	58,133	(7,171)	(60,123)	(121,051)	(182,108)	(244,853)	(311,583)
	120%	43,077	(16,091)	(75,873)	(136,890)	(197,947)	(262,164)	(328,893)
	125%	27,749	(31,497)	(91,672)	(152,729)	(213,787)	(279,474)	(346,204)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	(259,651)	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 43.27	0	(103,772)	(128,750)	(153,728)	(178,707)	(203,685)	(229,003)	(256,302)
	10	(110,253)	(135,231)	(160,209)	(185,187)	(210,166)	(236,086)	(263,385)
	20	(116,733)	(141,712)	(166,690)	(191,668)	(216,646)	(243,169)	(270,468)
	30	(123,214)	(148,192)	(173,171)	(198,149)	(223,127)	(250,252)	(277,551)
	40	(129,695)	(154,673)	(179,651)	(204,630)	(230,036)	(257,335)	(284,633)
	50	(136,176)	(161,154)	(186,132)	(211,110)	(237,119)	(264,418)	(291,716)
	60	(142,656)	(167,635)	(192,613)	(217,591)	(244,202)	(271,500)	(298,799)
	70	(149,137)	(174,115)	(199,094)	(224,072)	(251,285)	(278,583)	(305,882)
	80	(155,618)	(180,596)	(205,575)	(231,069)	(258,367)	(285,666)	(312,965)
	90	(162,099)	(187,077)	(212,055)	(238,151)	(265,450)	(292,749)	(320,047)
	100	(168,580)	(193,558)	(218,536)	(245,234)	(272,533)	(299,832)	(327,130)
	110	(175,060)	(200,039)	(225,018)	(252,317)	(279,616)	(306,914)	(334,213)
	120	(181,541)	(206,519)	(232,101)	(259,400)	(286,699)	(313,997)	(341,296)
	130	(188,022)	(213,000)	(239,184)	(266,483)	(293,781)	(321,080)	(348,379)
	140	(194,503)	(219,481)	(246,267)	(273,566)	(300,864)	(328,163)	(355,462)
	150	(200,983)	(226,051)	(253,350)	(280,648)	(307,947)	(335,246)	(362,544)
	160	(207,464)	(233,134)	(260,432)	(287,731)	(315,030)	(342,328)	(369,627)
	170	(213,945)	(240,217)	(267,515)	(294,814)	(322,113)	(349,411)	(376,710)
	180	(220,426)	(247,299)	(274,598)	(301,897)	(329,195)	(356,494)	(383,793)
	190	(227,101)	(254,399)	(281,698)	(308,997)	(336,295)	(363,594)	(390,893)
	200	(234,224)	(261,522)	(288,821)	(316,120)	(343,418)	(370,717)	(398,016)
	210	(241,346)	(268,645)	(295,944)	(323,242)	(350,541)	(377,840)	(405,138)
	220	(248,469)	(275,768)	(303,067)	(330,365)	(357,664)	(384,963)	(412,261)
	230	(255,592)	(282,891)	(310,189)	(337,488)	(364,787)	(392,085)	(419,384)
	240	(262,715)	(290,014)	(317,312)	(344,611)	(371,910)	(399,208)	(426,507)
	250	(269,838)	(297,137)	(324,435)	(351,734)	(379,033)	(406,331)	(433,630)

Scheme Typology:

Houses

No Units: 10

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 15% AH

		BLV (per acre)							
		225,000							
Balance (RLV - BLV)	(259,651)	150,000	200,000	250,000	300,000	350,000	400,000	450,000	
CIL Epsm 43.27	0	(154,003)	(204,003)	(254,003)	(304,003)	(354,003)	(404,003)	(454,003)	
	10	(161,086)	(211,086)	(261,086)	(311,086)	(361,086)	(411,086)	(461,086)	
	20	(168,169)	(218,169)	(268,169)	(318,169)	(368,169)	(418,169)	(468,169)	
	30	(175,252)	(225,252)	(275,252)	(325,252)	(375,252)	(425,252)	(475,252)	
	40	(182,335)	(232,335)	(282,335)	(332,335)	(382,335)	(432,335)	(482,335)	
	50	(189,418)	(239,418)	(289,418)	(339,418)	(389,418)	(439,418)	(489,418)	
	60	(196,500)	(246,500)	(296,500)	(346,500)	(396,500)	(446,500)	(496,500)	
	70	(203,583)	(253,583)	(303,583)	(353,583)	(403,583)	(453,583)	(503,583)	
	80	(210,666)	(260,666)	(310,666)	(360,666)	(410,666)	(460,666)	(510,666)	
	90	(217,749)	(267,749)	(317,749)	(367,749)	(417,749)	(467,749)	(517,749)	
	100	(224,832)	(274,832)	(324,832)	(374,832)	(424,832)	(474,832)	(524,832)	
	110	(231,914)	(281,914)	(331,914)	(381,914)	(431,914)	(481,914)	(531,914)	
	120	(238,997)	(288,997)	(338,997)	(388,997)	(438,997)	(488,997)	(538,997)	
	130	(246,080)	(296,080)	(346,080)	(396,080)	(446,080)	(496,080)	(546,080)	
	140	(253,163)	(303,163)	(353,163)	(403,163)	(453,163)	(503,163)	(553,163)	
	150	(260,246)	(310,246)	(360,246)	(410,246)	(460,246)	(510,246)	(560,246)	
	160	(267,328)	(317,328)	(367,328)	(417,328)	(467,328)	(517,328)	(567,328)	
	170	(274,411)	(324,411)	(374,411)	(424,411)	(474,411)	(524,411)	(574,411)	
	180	(281,494)	(331,494)	(381,494)	(431,494)	(481,494)	(531,494)	(581,494)	
	190	(288,577)	(338,577)	(388,577)	(438,577)	(488,577)	(538,577)	(588,577)	
	200	(295,659)	(345,659)	(395,659)	(445,659)	(495,659)	(545,659)	(595,659)	
	210	(302,742)	(352,742)	(402,742)	(452,742)	(502,742)	(552,742)	(602,742)	
	220	(309,825)	(359,825)	(409,825)	(459,825)	(509,825)	(559,825)	(609,825)	
	230	(316,908)	(366,908)	(416,908)	(466,908)	(516,908)	(566,908)	(616,908)	
	240	(324,000)	(374,000)	(424,000)	(474,000)	(524,000)	(574,000)	(624,000)	
	250	(331,092)	(381,092)	(431,092)	(481,092)	(531,092)	(581,092)	(631,092)	

		Density (dph)						
		30						
Balance (RLV - BLV)	(259,651)	25	30	35	40	45	50	55
CIL Epsm 43.27	0	(228,336)	(229,003)	(229,671)	(230,338)	(231,005)	(231,672)	(232,340)
	10	(234,239)	(236,086)	(237,934)	(239,782)	(241,629)	(243,477)	(245,325)
	20	(240,141)	(243,169)	(246,197)	(249,225)	(252,254)	(255,282)	(258,310)
	30	(246,043)	(250,252)	(254,461)	(258,669)	(262,878)	(267,087)	(271,295)
	40	(251,946)	(257,335)	(262,724)	(268,113)	(273,502)	(278,891)	(284,280)
	50	(257,848)	(264,418)	(270,987)	(277,557)	(284,126)	(290,696)	(297,265)
	60	(263,750)	(271,500)	(279,250)	(287,000)	(294,751)	(302,501)	(310,251)
	70	(269,653)	(278,583)	(287,514)	(296,444)	(305,375)	(314,305)	(323,236)
	80	(275,555)	(285,666)	(295,777)	(305,888)	(315,999)	(326,110)	(336,221)
	90	(281,457)	(292,749)	(304,040)	(315,332)	(326,623)	(337,915)	(349,206)
	100	(287,360)	(299,832)	(312,304)	(324,775)	(337,247)	(349,719)	(362,191)
	110	(293,262)	(306,914)	(320,567)	(334,219)	(347,872)	(361,524)	(375,176)
	120	(299,164)	(313,997)	(328,830)	(343,663)	(358,496)	(373,329)	(388,162)
	130	(305,067)	(321,080)	(337,093)	(353,107)	(369,120)	(385,133)	(401,147)
	140	(310,969)	(328,163)	(345,357)	(362,550)	(379,744)	(396,938)	(414,132)
	150	(316,871)	(335,246)	(353,620)	(371,994)	(390,368)	(408,743)	(427,117)
	160	(322,774)	(342,328)	(361,883)	(381,438)	(400,993)	(420,547)	(440,102)
	170	(328,676)	(349,411)	(370,146)	(390,882)	(411,617)	(432,352)	(453,087)
	180	(334,578)	(356,494)	(378,410)	(400,325)	(422,241)	(444,157)	(466,072)
	190	(340,480)	(363,594)	(386,693)	(409,792)	(432,891)	(455,990)	(479,089)
	200	(346,381)	(370,717)	(395,003)	(419,289)	(443,575)	(467,862)	(492,148)
	210	(352,283)	(377,840)	(403,313)	(428,786)	(454,260)	(479,733)	(505,206)
	220	(358,185)	(384,963)	(411,623)	(438,284)	(464,944)	(491,604)	(518,265)
	230	(364,087)	(392,085)	(419,933)	(447,781)	(475,628)	(503,476)	(531,323)
	240	(370,000)	(399,208)	(428,243)	(457,278)	(486,313)	(515,347)	(544,382)
	250	(376,000)	(406,331)	(436,553)	(466,775)	(496,997)	(527,219)	(557,441)

Scheme Typology:

Houses

No Units: 10

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 15% AH

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(259,651)	90%	95%	100%	105%	110%	115%	120%
	0	(18,849)	(123,066)	(229,003)	(344,411)	(460,379)	(576,439)	(692,986)
	10	(25,120)	(129,546)	(236,086)	(351,494)	(467,502)	(583,562)	(700,149)
	20	(31,392)	(136,027)	(243,169)	(358,576)	(474,625)	(590,685)	(707,312)
	30	(37,682)	(142,508)	(250,252)	(365,688)	(481,748)	(597,808)	(714,475)
	40	(43,985)	(148,989)	(257,335)	(372,811)	(488,871)	(604,931)	(721,638)
CIL £psm	50	(50,289)	(155,469)	(264,418)	(379,934)	(495,994)	(612,085)	(728,802)
43.27	60	(56,592)	(161,950)	(271,500)	(387,057)	(503,117)	(619,249)	(735,965)
	70	(62,997)	(168,431)	(278,583)	(394,180)	(510,239)	(626,412)	(743,128)
	80	(69,441)	(174,912)	(285,666)	(401,302)	(517,362)	(633,575)	(750,291)
	90	(75,886)	(181,392)	(292,749)	(408,425)	(524,485)	(640,738)	(757,454)
	100	(82,330)	(187,873)	(299,832)	(415,548)	(531,608)	(647,901)	(764,617)
	110	(88,774)	(194,354)	(306,914)	(422,671)	(538,731)	(655,064)	(771,780)
	120	(95,237)	(200,835)	(313,997)	(429,794)	(545,854)	(662,227)	(778,943)
	130	(101,718)	(207,316)	(321,080)	(436,917)	(552,977)	(669,391)	(786,107)
	140	(108,199)	(213,796)	(328,163)	(444,040)	(560,099)	(676,554)	(793,270)
	150	(114,679)	(220,277)	(335,246)	(451,162)	(567,222)	(683,717)	(800,433)
	160	(121,160)	(226,921)	(342,328)	(458,285)	(574,345)	(690,880)	(807,596)
	170	(127,641)	(233,004)	(349,411)	(465,408)	(581,468)	(698,043)	(814,759)
	180	(134,122)	(241,087)	(356,494)	(472,531)	(588,591)	(705,206)	(821,922)
	190	(140,603)	(248,170)	(363,594)	(479,654)	(595,714)	(712,369)	(829,085)
	200	(147,083)	(255,252)	(370,717)	(486,777)	(602,837)	(719,532)	(836,248)
	210	(153,564)	(262,335)	(377,840)	(493,900)	(609,960)	(726,695)	(843,411)
	220	(160,045)	(269,418)	(384,963)	(501,022)	(617,143)	(733,858)	(850,574)
	230	(166,526)	(276,501)	(392,085)	(508,145)	(624,306)	(741,022)	(857,737)
	240	(173,006)	(283,584)	(399,208)	(515,268)	(631,469)	(748,185)	(864,900)
	250	(179,487)	(290,666)	(406,331)	(522,391)	(638,632)	(755,348)	(872,063)

TABLE 7

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(259,651)	90%	95%	100%	105%	110%	115%	120%
	0	(441,274)	(334,879)	(229,003)	(131,787)	(35,688)	57,930	148,241
	10	(448,397)	(341,961)	(236,086)	(138,268)	(41,992)	51,869	142,207
	20	(455,520)	(349,044)	(243,169)	(144,749)	(48,295)	45,652	136,173
	30	(462,643)	(356,136)	(250,252)	(151,230)	(54,599)	39,381	130,139
	40	(469,766)	(363,258)	(257,335)	(157,711)	(60,959)	33,109	124,105
CIL £psm	50	(476,888)	(370,381)	(264,418)	(164,191)	(67,403)	26,838	118,072
43.27	60	(484,011)	(377,504)	(271,500)	(170,672)	(73,848)	20,566	112,038
	70	(491,134)	(384,627)	(278,583)	(177,153)	(80,292)	14,295	106,004
	80	(498,257)	(391,750)	(285,666)	(183,634)	(86,758)	8,023	99,970
	90	(505,380)	(398,873)	(292,749)	(190,114)	(93,239)	1,752	93,936
	100	(512,503)	(405,996)	(299,832)	(196,595)	(99,719)	(4,520)	87,902
	110	(519,626)	(413,118)	(306,914)	(203,076)	(106,200)	(10,791)	81,868
	120	(526,748)	(420,241)	(313,997)	(209,557)	(112,681)	(17,080)	75,834
	130	(533,871)	(427,364)	(321,080)	(216,037)	(119,162)	(23,383)	69,790
	140	(540,994)	(434,487)	(328,163)	(222,518)	(125,642)	(29,687)	63,728
	150	(548,117)	(441,610)	(335,246)	(229,371)	(132,123)	(35,990)	57,667
	160	(555,240)	(448,733)	(342,328)	(236,453)	(138,604)	(42,294)	51,606
	170	(562,363)	(455,856)	(349,411)	(243,536)	(145,085)	(48,597)	45,580
	180	(569,486)	(462,978)	(356,494)	(250,619)	(151,566)	(54,900)	39,108
	190	(576,630)	(470,101)	(363,594)	(257,702)	(158,046)	(61,267)	32,837
	200	(583,793)	(477,224)	(370,717)	(264,785)	(164,527)	(67,712)	26,565
	210	(590,956)	(484,347)	(377,840)	(271,867)	(171,008)	(74,156)	20,294
	220	(598,119)	(491,470)	(384,963)	(278,950)	(177,489)	(80,613)	14,022
	230	(605,282)	(498,593)	(392,085)	(286,033)	(183,969)	(87,094)	7,751
	240	(612,445)	(505,716)	(399,208)	(293,116)	(190,450)	(93,574)	1,480
	250	(619,609)	(512,838)	(406,331)	(300,199)	(196,931)	(100,055)	(4,792)

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: **N** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Lower**
 Notes: Median BCIS, Viable with 20% AH
 No Units: **30**
 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)					
Affordable Rent:				0.0%	
Social Rent:				69.0%	
First Homes:				25.0%	
Intermediate (Affordable Home Ownership):				6.0%	
		100%		100.0%	
				69.0% % Rented	
				12.4% % of total (>10% First Homes PPG 023)	
CIL Rate (£ psm)		43.27 £ psm			
Unit mix -		OMS Unit mix%		MV # units	
1 bed House		0.0%		0.0	
2 bed House		35.0%		6.3	
3 bed House		40.0%		7.2	
4 bed House		20.0%		3.6	
5 bed House		5.0%		0.9	
1 bed Flat		0.0%		0.0	
2 bed Flat		0.0%		0.0	
Total number of units		100.0%		18.0	

Scheme Typology:

Houses

No Units: 30

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 20% AH

GROSS DEVELOPMENT VALUE

OMS GDV -				
(part houses due to % mix)				
1 bed House	0.0	@	256,400	-
2 bed House	6.3	@	290,000	1,827,000
3 bed House	7.2	@	380,000	2,736,000
4 bed House	3.6	@	485,000	1,746,000
5 bed House	0.9	@	560,000	504,000
1 bed Flat	0.0	@	176,500	-
2 bed Flat	0.0	@	235,300	-
	18.0			6,813,000
Affordable Rent GDV -				
1 bed House	0.0	@	96,150	-
2 bed House	0.0	@	108,750	-
3 bed House	0.0	@	142,500	-
4 bed House	0.0	@	181,875	-
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,188	-
2 bed Flat	0.0	@	88,238	-
	0.0			-
Social Rent GDV -				
1 bed House	2.5	@	96,150	238,837
2 bed House	2.5	@	108,750	270,135
3 bed House	2.5	@	142,500	353,970
4 bed House	0.8	@	181,875	150,593
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,188	-
2 bed Flat	0.0	@	88,238	-
	8.3			1,013,534
First Homes GDV -				
1 bed House	0.9	@	179,480	161,532
2 bed House	0.9	@	203,000	182,700
3 bed House	0.9	@	250,000	225,000
4 bed House	0.3	@	250,000	75,000
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	123,550	-
2 bed Flat	0.0	@	164,710	-
	3.0			644,232
Intermediate GDV -				
1 bed House	0.2	@	179,480	38,768
2 bed House	0.2	@	203,000	43,848
3 bed House	0.2	@	266,000	57,456
4 bed House	0.1	@	339,500	24,444
5 bed House	0.0	@	392,000	-
1 bed Flat	0.0	@	123,550	-
2 bed Flat	0.0	@	164,710	-
	0.7	12.0		164,516
Sub-total GDV Residential				
	30			8,635,282
AH on-site cost analysis:				
	772 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	2,094,758
			69,825 £ per unit (total units)	
Grant				
	12	AH units @	0 per unit	-
Total GDV				
				8,635,282

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Lower
Median BCIS, Viable with 20% AH

No Units: 30
Greenfield/Brownfield:

Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(13,860)
Planning Application Professional Fees, Surveys and reports					(40,000)
CIL					(73,992)
CIL analysis:		1,710 sqm (Market only)	43.27 £ psm		
		0.86% % of GDV	2,466 £ per unit (total units)		
Site Specific S106 Contributions	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	30 units @	25,482 per unit		(764,460)
	Sub-total				(764,460)
S106 analysis:		764,460 £ per ha	8.85% % of GDV	25,482 £ per unit (total units)	
AH Commuted Sum			2,714 sqm (total)	0 £ psm	-
Comm. Sum analysis:			0.00% % of GDV		
cont./					

Scheme Typology:

Houses

No Units: 30

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 20% AH

Construction Costs -

Site Clearance, Demolition & Remediation		1.00	ha @		0	£ per ha (if brownfield)	-
Site Infrastructure costs -							
Year 1		0					-
Year 2		0					-
Year 3		0					-
Year 4		0					-
Year 5		0					-
Year 6		0					-
Year 7		0					-
Year 8		0					-
Year 9		0					-
Year 10		0					-
Year 11		0					-
Year 12		0					-
Year 13		0					-
Year 14		0					-
Year 15		0					-
Years 1-15		30	units @		0	per unit	-
Sub-total							-
Infra. Costs analysis:	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)	
1 bed House			248	sqm @	1,607	psm	(399,179)
2 bed House			743	sqm @	1,607	psm	(1,193,198)
3 bed House			1,026	sqm @	1,607	psm	(1,648,782)
4 bed House			576	sqm @	1,607	psm	(925,632)
5 bed House			122	sqm @	1,607	psm	(195,251)
1 bed Flat			-	sqm @	1,760	psm	-
2 bed Flat			-	sqm @	1,760	psm	-
Garages for 3 bed House (OMS only)		2,714	7	units @	50%	@ 8,500	£ per garage (30,600)
Garages for 4 bed House (OMS only)			4	units @	100%	@ 8,500	£ per garage (30,600)
Garages for 5 bed House (OMS only)			1	units @	100%	@ 8,500	£ per garage (7,650)
External works			4,430,891	@	15.0%		(664,634)
Ext. Works analysis:					22,154	£ 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 uni			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 u			-	units @	5%	@ 12,133	£ per unit -
Part L/FHS (houses)			30	units @		5,816	£ per unit (174,480)
Part L/FHS (flats)			-	units @		2,712	£ per unit -
Additional Low Carbon/Energy Reduction (houses)			30	units @		0	£ per unit -
Additional Low Carbon/Energy Reduction (flats)			-	units @		0	£ per unit -
EV Charging Points - Houses			30	units @		0	£ per unit -
EV Charging Points - Flats			-	units @		0	£ per unit -
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							(310,152)
Policy Costs analysis: (design costs only)					10,338	£ per unit (total units)	
Contingency (on construction)			5,405,677	@	3.0%		(162,170)
Professional Fees			5,405,677	@	6.5%		(351,369)
Disposal Costs -							
OMS Marketing and Promotion			6,813,000	OMS @	3.00%	6,813	£ per unit (204,390)
Residential Sales Agent Costs			6,813,000	OMS @	1.00%	2,271	£ per unit (68,130)
Residential Sales Legal Costs			6,813,000	OMS @	0.50%	1,136	£ per unit (34,065)
Affordable Sale Legal Costs			1,822,282	AH @	0.25%	152	£ per unit (4,556)
Disposal Cost analysis:						10,371	£ per unit
Interest (on Development Costs) -			7.00%	APR	0.565%	pcm	(70,618)
Developers Profit -							
Profit on OMS			6,813,000		20.00%		(1,362,600)
Margin on AH			1,822,282		6.00%	on AH values	(109,337)
Profit analysis:			8,635,282		17.05%	blended GDV	(1,471,937)
			7,193,286		20.46%	on costs	(1,471,937)
TOTAL COSTS							(8,665,223)

Scheme Typology:

Houses

No Units: 30

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 20% AH

RESIDUAL LAND VALUE (RLV)

Residual Land Value (gross)				(29,941)
SDLT	-	@	HMRC formula	-
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	7.00%	-
Residual Land Value				(29,941)
RLV analysis:	(998) £ per plot	(29,941) £ per ha (net)	(12,117) £ per acre (net)	
		(23,953) £ per ha (gross)	(9,694) £ per acre (gross)	
			-0.35% % 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		80%		
Site Area (gross)		1.25	ha (gross)	3.09 acres (gross)
Benchmark Land Value (net)	18,533 £ per plot	555,975	£ per ha (net)	225,000 £ per acre (net)
BLV analysis:	Density	2,714	sqm/ha (net)	11,824 sqft/ac (net)
		24	dph (gross)	
		444,780	£ per ha (gross)	180,000 £ per acre (gross)

BALANCE

Surplus/(Deficit)	[RLV - BLV]	(585,916) £ per ha (net)	(237,117) £ per acre (net)	(585,916)

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))	(237,117)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm 43.27	0.00	170,159	108,360	46,341	(15,978)	(78,680)	(141,683)	(207,408)
	10.00	160,977	99,649	38,103	(23,768)	(85,967)	(148,685)	(214,015)
	20.00	151,795	90,939	29,865	(31,576)	(93,255)	(155,686)	(220,625)
	30.00	142,609	82,228	21,603	(39,384)	(100,542)	(162,687)	(227,481)
	40.00	133,386	73,487	13,321	(47,191)	(107,829)	(169,694)	(234,743)
	50.00	124,163	64,734	5,040	(54,999)	(115,116)	(176,852)	(242,004)
	60.00	114,940	55,981	(3,242)	(62,807)	(122,404)	(184,010)	(249,266)
	70.00	105,717	47,228	(11,538)	(70,615)	(129,691)	(191,168)	(256,528)
	80.00	96,494	38,475	(19,867)	(78,422)	(137,108)	(198,326)	(263,790)
	90.00	87,246	29,681	(28,195)	(86,230)	(144,648)	(205,483)	(271,052)
	100.00	77,978	20,881	(36,523)	(94,038)	(152,188)	(212,641)	(278,314)
	110.00	68,710	12,082	(44,851)	(101,846)	(159,728)	(219,825)	(285,576)
	120.00	59,442	3,283	(53,180)	(109,653)	(167,268)	(227,211)	(292,838)
	130.00	50,175	(5,555)	(61,508)	(117,461)	(174,927)	(235,078)	(300,099)
	140.00	40,864	(14,404)	(69,836)	(125,269)	(182,636)	(242,945)	(307,361)
	150.00	31,547	(23,252)	(78,165)	(133,077)	(190,344)	(250,813)	(314,623)
	160.00	22,231	(32,101)	(86,493)	(141,150)	(198,053)	(258,680)	(321,885)
	170.00	12,914	(40,950)	(94,821)	(149,228)	(205,761)	(266,547)	(329,147)
	180.00	3,552	(49,799)	(103,149)	(157,307)	(213,488)	(274,414)	(336,409)
	190.00	(5,817)	(58,648)	(111,478)	(165,385)	(221,240)	(282,281)	(343,671)
	200.00	(15,187)	(67,496)	(119,806)	(173,553)	(229,363)	(290,148)	(350,933)
	210.00	(24,556)	(76,345)	(128,134)	(181,813)	(237,835)	(298,015)	(358,194)
	220.00	(33,925)	(85,194)	(136,574)	(190,072)	(246,307)	(305,882)	(365,456)
	230.00	(43,295)	(94,043)	(145,191)	(198,331)	(254,779)	(313,749)	(372,718)
	240.00	(52,664)	(102,892)	(153,809)	(206,597)	(263,252)	(321,616)	(379,980)
	250.00	(62,033)	(111,740)	(162,426)	(214,903)	(271,724)	(329,483)	(387,242)

Scheme Typology:

Houses

No Units: 30

Site Typology:

Location / Value Zone:

Lower

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 20% AH

TABLE 2

		Affordable Housing - % on site 40%						
Balance (RLV - BLV)	(237,117)	10%	15%	20%	25%	30%	35%	40%
0%		402,718	343,645	284,470	225,295	165,979	106,586	47,040
5%		389,185	330,068	270,893	211,675	152,351	92,904	33,296
10%		375,651	316,490	257,315	198,048	138,720	79,221	19,552
15%		362,088	302,913	243,738	184,421	125,038	65,510	5,759
20%		348,510	289,335	230,117	170,794	111,355	51,766	(8,052)
25%		334,933	275,758	216,490	157,166	97,672	38,022	(21,876)
30%		321,355	262,180	202,863	143,489	83,979	24,256	(35,760)
35%		307,778	248,560	189,236	129,806	70,236	10,446	(49,643)
40%		294,200	234,932	175,608	116,123	56,492	(3,365)	(63,604)
45%		280,623	221,305	161,940	102,441	42,748	(17,225)	(77,566)
50%		267,002	207,678	148,257	88,705	28,943	(31,108)	(91,528)
55%		253,375	194,051	134,575	74,961	15,132	(45,022)	(105,490)
60%		239,747	180,391	120,892	61,218	1,310	(58,984)	(119,452)
65%		226,120	166,708	107,175	47,441	(12,573)	(72,946)	(133,420)
70%		212,493	153,026	93,431	33,630	(26,457)	(86,908)	(147,866)
75%		198,842	139,343	79,687	19,819	(40,402)	(100,870)	(162,312)
80%		185,160	125,644	65,938	5,962	(54,364)	(114,832)	(176,922)
85%		171,477	111,901	52,127	(7,922)	(68,326)	(128,794)	(191,691)
90%		157,794	98,157	38,317	(21,821)	(82,288)	(143,086)	(206,460)
95%		144,112	84,413	24,497	(35,782)	(96,250)	(157,532)	(221,235)
100%		130,370	70,625	10,613	(49,744)	(110,212)	(172,035)	(237,117)
105%		116,626	56,814	(3,270)	(63,706)	(124,174)	(186,804)	(253,349)
110%		102,883	43,003	(17,201)	(77,668)	(138,306)	(201,573)	(269,582)
115%		89,122	29,148	(31,163)	(91,630)	(152,752)	(216,348)	(285,814)
120%		75,312	15,265	(45,124)	(105,592)	(167,198)	(231,777)	(302,046)
125%		61,501	1,381	(59,086)	(119,554)	(181,917)	(248,009)	(318,278)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	(237,117)	15%	16%	17%	18%	19%	20%	21%
0		(84,872)	(108,721)	(132,571)	(157,225)	(182,180)	(207,408)	(233,346)
10		(91,118)	(114,968)	(139,011)	(163,688)	(188,787)	(214,015)	(240,567)
20		(97,367)	(121,216)	(145,476)	(170,169)	(195,397)	(220,625)	(247,791)
30		(103,648)	(127,498)	(151,976)	(176,813)	(202,042)	(227,481)	(255,052)
40		(109,930)	(133,798)	(158,475)	(183,458)	(208,686)	(234,743)	(262,314)
50		(116,211)	(140,298)	(164,974)	(190,103)	(215,331)	(242,004)	(269,576)
60		(122,493)	(146,797)	(171,519)	(196,747)	(221,975)	(249,266)	(276,838)
70		(128,774)	(153,296)	(178,164)	(203,392)	(228,956)	(256,528)	(284,100)
80		(135,119)	(159,796)	(184,808)	(210,036)	(236,218)	(263,790)	(291,362)
90		(141,618)	(166,295)	(191,453)	(216,681)	(243,480)	(271,052)	(298,624)
100		(148,118)	(172,869)	(198,097)	(223,326)	(250,742)	(278,314)	(305,886)
110		(154,617)	(179,514)	(204,742)	(230,432)	(258,004)	(285,576)	(313,148)
120		(161,117)	(186,158)	(211,387)	(237,694)	(265,266)	(292,838)	(320,409)
130		(167,616)	(192,803)	(218,031)	(244,956)	(272,528)	(300,099)	(327,671)
140		(174,219)	(199,448)	(224,676)	(252,218)	(279,789)	(307,361)	(334,933)
150		(180,864)	(206,092)	(231,908)	(259,480)	(287,051)	(314,623)	(342,195)
160		(187,509)	(212,737)	(239,170)	(266,741)	(294,313)	(321,885)	(349,457)
170		(194,153)	(219,382)	(246,431)	(274,003)	(301,575)	(329,147)	(356,719)
180		(200,798)	(226,121)	(253,693)	(281,265)	(308,837)	(336,409)	(363,981)
190		(207,443)	(233,383)	(260,955)	(288,527)	(316,099)	(343,671)	(371,243)
200		(214,087)	(240,645)	(268,217)	(295,789)	(323,361)	(350,933)	(378,504)
210		(220,732)	(247,907)	(275,479)	(303,051)	(330,623)	(358,194)	(385,766)
220		(227,597)	(255,169)	(282,741)	(310,313)	(337,885)	(365,456)	(393,028)
230		(234,859)	(262,431)	(290,003)	(317,575)	(345,146)	(372,718)	(400,290)
240		(242,121)	(269,693)	(297,265)	(324,836)	(352,408)	(379,980)	(407,552)
250		(249,387)	(276,959)	(304,531)	(332,103)	(359,675)	(387,247)	(414,818)

Scheme Typology:

Houses

No Units: 30

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 20% AH

		BLV (per acre)						
		225,000						
Balance (RLV - BLV)	(237,117)	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 43.27	0	(132,408)	(182,408)	(232,408)	(282,408)	(332,408)	(382,408)	(432,408)
	10	(139,015)	(189,015)	(239,015)	(289,015)	(339,015)	(389,015)	(439,015)
	20	(145,625)	(195,625)	(245,625)	(295,625)	(345,625)	(395,625)	(445,625)
	30	(152,481)	(202,481)	(252,481)	(302,481)	(352,481)	(402,481)	(452,481)
	40	(159,743)	(209,743)	(259,743)	(309,743)	(359,743)	(409,743)	(459,743)
	50	(167,004)	(217,004)	(267,004)	(317,004)	(367,004)	(417,004)	(467,004)
	60	(174,266)	(224,266)	(274,266)	(324,266)	(374,266)	(424,266)	(474,266)
	70	(181,528)	(231,528)	(281,528)	(331,528)	(381,528)	(431,528)	(481,528)
	80	(188,790)	(238,790)	(288,790)	(338,790)	(388,790)	(438,790)	(488,790)
	90	(196,052)	(246,052)	(296,052)	(346,052)	(396,052)	(446,052)	(496,052)
	100	(203,314)	(253,314)	(303,314)	(353,314)	(403,314)	(453,314)	(503,314)
	110	(210,576)	(260,576)	(310,576)	(360,576)	(410,576)	(460,576)	(510,576)
	120	(217,838)	(267,838)	(317,838)	(367,838)	(417,838)	(467,838)	(517,838)
	130	(225,099)	(275,099)	(325,099)	(375,099)	(425,099)	(475,099)	(525,099)
	140	(232,361)	(282,361)	(332,361)	(382,361)	(432,361)	(482,361)	(532,361)
	150	(239,623)	(289,623)	(339,623)	(389,623)	(439,623)	(489,623)	(539,623)
	160	(246,885)	(296,885)	(346,885)	(396,885)	(446,885)	(496,885)	(546,885)
	170	(254,147)	(304,147)	(354,147)	(404,147)	(454,147)	(504,147)	(554,147)
	180	(261,409)	(311,409)	(361,409)	(411,409)	(461,409)	(511,409)	(561,409)
	190	(268,671)	(318,671)	(368,671)	(418,671)	(468,671)	(518,671)	(568,671)
	200	(275,933)	(325,933)	(375,933)	(425,933)	(475,933)	(525,933)	(575,933)
	210	(283,194)	(333,194)	(383,194)	(433,194)	(483,194)	(533,194)	(583,194)
	220	(290,456)	(340,456)	(390,456)	(440,456)	(490,456)	(540,456)	(590,456)
	230	(297,718)	(347,718)	(397,718)	(447,718)	(497,718)	(547,718)	(597,718)
	240	(304,980)	(354,980)	(404,980)	(454,980)	(504,980)	(554,980)	(604,980)
	250	(312,242)	(362,242)	(412,242)	(462,242)	(512,242)	(562,242)	(612,242)

		Density (dph)						
		30						
Balance (RLV - BLV)	(237,117)	25	30	35	40	45	50	55
CIL Epsm 43.27	0	(210,340)	(207,408)	(204,476)	(201,544)	(198,612)	(195,680)	(192,748)
	10	(215,846)	(214,015)	(212,184)	(210,354)	(208,523)	(206,692)	(204,861)
	20	(221,354)	(220,625)	(219,896)	(219,167)	(218,438)	(217,709)	(216,979)
	30	(227,067)	(227,481)	(227,894)	(228,308)	(228,721)	(229,134)	(229,548)
	40	(233,119)	(234,743)	(236,366)	(237,990)	(239,614)	(241,238)	(242,861)
	50	(239,170)	(242,004)	(244,838)	(247,673)	(250,507)	(253,341)	(256,175)
	60	(245,222)	(249,266)	(253,311)	(257,355)	(261,399)	(265,444)	(269,488)
	70	(251,273)	(256,528)	(261,783)	(267,038)	(272,292)	(277,547)	(282,802)
	80	(257,325)	(263,790)	(270,255)	(276,720)	(283,185)	(289,650)	(296,115)
	90	(263,377)	(271,052)	(278,727)	(286,403)	(294,078)	(301,753)	(309,428)
	100	(269,428)	(278,314)	(287,199)	(296,085)	(304,971)	(313,856)	(322,742)
	110	(275,480)	(285,576)	(295,672)	(305,768)	(315,864)	(325,959)	(336,055)
	120	(281,531)	(292,838)	(304,144)	(315,450)	(326,756)	(338,063)	(349,369)
	130	(287,583)	(300,099)	(312,616)	(325,133)	(337,649)	(350,166)	(362,682)
	140	(293,634)	(307,361)	(321,088)	(334,815)	(348,542)	(362,269)	(375,996)
	150	(299,686)	(314,623)	(329,560)	(344,498)	(359,435)	(374,372)	(389,309)
	160	(305,738)	(321,885)	(338,033)	(354,180)	(370,328)	(386,475)	(402,623)
	170	(311,789)	(329,147)	(346,505)	(363,863)	(381,220)	(398,578)	(415,936)
	180	(317,841)	(336,409)	(354,977)	(373,545)	(392,113)	(410,681)	(429,250)
	190	(323,892)	(343,671)	(363,449)	(383,228)	(403,006)	(422,785)	(442,563)
	200	(329,944)	(350,933)	(371,921)	(392,910)	(413,899)	(434,888)	(455,876)
	210	(335,995)	(358,194)	(380,394)	(402,593)	(424,792)	(446,991)	(469,190)
	220	(342,047)	(365,456)	(388,866)	(412,275)	(435,685)	(459,094)	(482,503)
	230	(348,099)	(372,718)	(397,338)	(421,958)	(446,577)	(471,197)	(495,817)
	240	(354,150)	(379,980)	(405,810)	(431,640)	(457,470)	(483,300)	(509,130)
	250	(360,205)	(387,247)	(414,288)	(441,329)	(468,370)	(495,411)	(522,452)

Scheme Typology:

Houses

No Units: 30

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 20% AH

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(237,117)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 43.27	0	(2,692)	(103,224)	(207,408)	(322,998)	(440,605)	(558,717)	(677,350)
	10	(8,870)	(109,470)	(214,015)	(330,260)	(447,908)	(566,061)	(684,726)
	20	(15,049)	(115,716)	(220,625)	(337,521)	(455,211)	(573,405)	(692,112)
	30	(21,227)	(121,962)	(227,481)	(344,783)	(462,514)	(580,750)	(699,498)
	40	(27,438)	(128,208)	(234,743)	(352,045)	(469,817)	(588,094)	(706,884)
	50	(33,649)	(134,497)	(242,004)	(359,307)	(477,120)	(595,438)	(714,269)
	60	(39,861)	(140,960)	(249,266)	(366,569)	(484,423)	(602,782)	(721,655)
	70	(46,072)	(147,423)	(256,528)	(373,831)	(491,725)	(610,127)	(729,041)
	80	(52,297)	(153,885)	(263,790)	(381,093)	(499,028)	(617,471)	(736,427)
	90	(58,543)	(160,348)	(271,052)	(388,365)	(506,331)	(624,815)	(743,812)
	100	(64,789)	(166,811)	(278,314)	(395,668)	(513,634)	(632,159)	(751,198)
	110	(71,036)	(173,359)	(285,576)	(402,971)	(520,937)	(639,504)	(758,584)
	120	(77,282)	(179,967)	(292,838)	(410,274)	(528,240)	(646,848)	(765,970)
	130	(83,528)	(186,574)	(300,099)	(417,577)	(535,559)	(654,192)	(773,355)
	140	(89,774)	(193,181)	(307,361)	(424,880)	(542,903)	(661,536)	(780,741)
	150	(96,020)	(199,788)	(314,623)	(432,183)	(550,248)	(668,880)	(788,127)
	160	(102,267)	(206,396)	(321,885)	(439,486)	(557,592)	(676,225)	(795,513)
	170	(108,513)	(213,003)	(329,147)	(446,789)	(564,936)	(683,595)	(802,898)
	180	(114,759)	(219,610)	(336,409)	(454,092)	(572,280)	(690,981)	(810,284)
	190	(121,005)	(226,368)	(343,671)	(461,395)	(579,624)	(698,366)	(817,670)
	200	(127,252)	(233,630)	(350,933)	(468,698)	(586,969)	(705,752)	(825,056)
	210	(133,507)	(240,892)	(358,194)	(476,001)	(594,313)	(713,138)	(832,442)
	220	(139,970)	(248,154)	(365,456)	(483,304)	(601,657)	(720,524)	(839,828)
	230	(146,432)	(255,416)	(372,718)	(490,607)	(609,001)	(727,909)	(847,214)
	240	(152,895)	(262,677)	(379,980)	(497,910)	(616,346)	(735,295)	(854,600)
	250	(159,358)	(269,939)	(387,247)	(505,212)	(623,690)	(742,681)	(861,986)

TABLE 7

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(237,117)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 43.27	0	(423,072)	(314,247)	(207,408)	(110,743)	(17,463)	74,902	166,549
	10	(430,375)	(321,509)	(214,015)	(116,989)	(23,674)	68,754	160,453
	20	(437,678)	(328,771)	(220,625)	(123,235)	(29,885)	62,605	154,356
	30	(444,981)	(336,033)	(227,481)	(129,482)	(36,105)	56,456	148,260
	40	(452,283)	(343,295)	(234,743)	(135,814)	(42,351)	50,308	142,141
	50	(459,586)	(350,557)	(242,004)	(142,277)	(48,597)	44,159	136,019
	60	(466,889)	(357,819)	(249,266)	(148,740)	(54,843)	37,991	129,898
	70	(474,192)	(365,081)	(256,528)	(155,203)	(61,089)	31,813	123,777
	80	(481,495)	(372,342)	(263,790)	(161,666)	(67,336)	25,634	117,656
	90	(488,798)	(379,604)	(271,052)	(168,128)	(73,582)	19,456	111,534
	100	(496,101)	(386,902)	(278,314)	(174,706)	(79,828)	13,277	105,413
	110	(503,404)	(394,205)	(285,576)	(181,313)	(86,074)	7,098	99,292
	120	(510,731)	(401,508)	(292,838)	(187,921)	(92,320)	899	93,163
	130	(518,076)	(408,811)	(300,099)	(194,528)	(98,567)	(5,312)	87,014
	140	(525,420)	(416,114)	(307,361)	(201,135)	(104,813)	(11,523)	80,866
	150	(532,764)	(423,416)	(314,623)	(207,742)	(111,059)	(17,735)	74,717
	160	(540,108)	(430,719)	(321,885)	(214,350)	(117,305)	(23,946)	68,569
	170	(547,453)	(438,022)	(329,147)	(220,969)	(123,552)	(30,175)	62,420
	180	(554,797)	(445,325)	(336,409)	(227,566)	(129,798)	(36,421)	56,271
	190	(562,141)	(452,628)	(343,671)	(235,118)	(136,141)	(42,667)	50,120
	200	(569,485)	(459,931)	(350,933)	(242,380)	(142,604)	(48,913)	43,942
	210	(576,830)	(467,234)	(358,194)	(249,642)	(149,067)	(55,159)	37,763
	220	(584,174)	(474,537)	(365,456)	(256,904)	(155,530)	(61,406)	31,585
	230	(591,518)	(481,840)	(372,718)	(264,166)	(161,993)	(67,652)	25,406
	240	(598,862)	(489,143)	(379,980)	(271,428)	(168,456)	(73,898)	19,227
	250	(606,207)	(496,446)	(387,247)	(278,690)	(175,040)	(80,144)	13,049

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: **O** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Lower**
 Notes: Median BCIS, Viable with 15% AH
 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 %					
Open Market Sale (OMS)					
Affordable Rent:				0.0%	
Social Rent:				69.0%	
First Homes:				25.0%	
Intermediate (Affordable Home Ownership):				6.0%	
		100%		100.0%	
				69.0% % Rented	
				12.4% % of total (>10% First Homes PPG 023)	
CIL Rate (£ psm)		43.27 £ psm			
Unit mix -		OMS Unit mix%		MV # units	
1 bed House		2.0%		0.6	
2 bed House		33.0%		9.9	
3 bed House		40.0%		12.0	
4 bed House		20.0%		6.0	
5 bed House		5.0%		1.5	
1 bed Flat		0.0%		0.0	
2 bed Flat		0.0%		0.0	
Total number of units		100.0%		30.0	

Scheme Typology:

Houses

No Units: 50

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 15% AH

GROSS DEVELOPMENT VALUE

OMS GDV -				
(part houses due to % mix)				
1 bed House	0.6	@	256,400	153,840
2 bed House	9.9	@	290,000	2,871,000
3 bed House	12.0	@	380,000	4,560,000
4 bed House	6.0	@	485,000	2,910,000
5 bed House	1.5	@	560,000	840,000
1 bed Flat	0.0	@	176,500	-
2 bed Flat	0.0	@	235,300	-
	30.0			11,334,840
Affordable Rent GDV -				
1 bed House	0.0	@	96,150	-
2 bed House	0.0	@	108,750	-
3 bed House	0.0	@	142,500	-
4 bed House	0.0	@	181,875	-
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,188	-
2 bed Flat	0.0	@	88,238	-
	0.0			-
Social Rent GDV -				
1 bed House	4.1	@	96,150	398,061
2 bed House	4.1	@	108,750	450,225
3 bed House	4.1	@	142,500	589,950
4 bed House	1.4	@	181,875	250,988
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,188	-
2 bed Flat	0.0	@	88,238	-
	13.8			1,689,224
First Homes GDV -				
1 bed House	1.5	@	179,480	269,220
2 bed House	1.5	@	203,000	304,500
3 bed House	1.5	@	250,000	375,000
4 bed House	0.5	@	250,000	125,000
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	123,550	-
2 bed Flat	0.0	@	164,710	-
	5.0			1,073,720
Intermediate GDV -				
1 bed House	0.4	@	179,480	64,613
2 bed House	0.4	@	203,000	73,080
3 bed House	0.4	@	266,000	95,760
4 bed House	0.1	@	339,500	40,740
5 bed House	0.0	@	392,000	-
1 bed Flat	0.0	@	123,550	-
2 bed Flat	0.0	@	164,710	-
	1.2	20.0		274,193
Sub-total GDV Residential				
	50			14,371,976
AH on-site cost analysis:				
	772 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	3,491,264
			69,825 £ per unit (total units)	
Grant				
	20	AH units @	0 per unit	-
Total GDV				
				14,371,976

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Lower
Median BCIS, Viable with 15% AH

No Units: 50
Greenfield/Brownfield:

Greenfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(23,100)
Planning Application Professional Fees, Surveys and reports				(70,000)
CIL		2,846 sqm (Market only)	43.27 £ psm	(123,164)
CIL analysis:		0.86% % of GDV	2,463 £ per unit (total units)	
Site Specific S106 Contributions	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 @	27,336 per unit	(1,366,800)
Sub-total				(1,366,800)
S106 analysis:		820,080 £ per ha	9.51% % of GDV	27,336 £ per unit (total units)
AH Commuted Sum		4,520 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		
cont./				

Scheme Typology:

Houses

No Units: 50

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 15% AH

Construction Costs -

Site Clearance, Demolition & Remediation		1.67	ha @		0	£ per ha (if brownfield)	-
Site Infrastructure costs -							
Year 1		0					-
Year 2		0					-
Year 3		0					-
Year 4		0					-
Year 5		0					-
Year 6		0					-
Year 7		0					-
Year 8		0					-
Year 9		0					-
Year 10		0					-
Year 11		0					-
Year 12		0					-
Year 13		0					-
Year 14		0					-
Year 15		0					-
Years 1-15		50	units @		0	per unit	-
Sub-total							-
Infra. Costs analysis:	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)	
1 bed House			455	sqm @	1,607	psm	(731,828)
2 bed House			1,193	sqm @	1,607	psm	(1,916,348)
3 bed House			1,710	sqm @	1,607	psm	(2,747,970)
4 bed House			960	sqm @	1,607	psm	(1,542,720)
5 bed House			203	sqm @	1,607	psm	(325,418)
1 bed Flat			-	sqm @	1,760	psm	-
2 bed Flat		4,520	-	sqm @	1,760	psm	-
Garages for 3 bed House (OMS only)		12	units @	50%	@	8,500	£ per garage (51,000)
Garages for 4 bed House (OMS only)		6	units @	100%	@	8,500	£ per garage (51,000)
Garages for 5 bed House (OMS only)		2	units @	100%	@	8,500	£ per garage (12,750)
External works			7,379,033	@		15.0%	(1,106,855)
Ext. Works analysis:					22,137	£ 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 uni		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 u		-	units @	5%	@	12,133	£ per unit -
Part L/FHS (houses)		50	units @			5,816	£ per unit (290,800)
Part L/FHS (flats)		-	units @			2,712	£ per unit -
Additional Low Carbon/Energy Reduction (houses)		50	units @			0	£ per unit -
Additional Low Carbon/Energy Reduction (flats)		-	units @			0	£ per unit -
EV Charging Points - Houses		50	units @			0	£ per unit -
EV Charging Points - Flats		-	units @			0	£ per unit -
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							(516,921)
Policy Costs analysis: (design costs only)					10,338	£ per unit (total units)	
Contingency (on construction)			9,002,808	@		3.0%	(270,084)
Professional Fees			9,002,808	@		6.5%	(585,183)
Disposal Costs -							
OMS Marketing and Promotion		11,334,840	OMS @		3.00%	6,801	£ per unit (340,045)
Residential Sales Agent Costs		11,334,840	OMS @		1.00%	2,267	£ per unit (113,348)
Residential Sales Legal Costs		11,334,840	OMS @		0.50%	1,133	£ per unit (56,674)
Affordable Sale Legal Costs		3,037,136	AH @		0.25%	152	£ per unit (7,593)
Disposal Cost analysis:						10,353	£ per unit
Interest (on Development Costs) -			7.00%	APR		0.565%	pcm (142,467)
Developers Profit -							
Profit on OMS		11,334,840			20.00%		(2,266,968)
Margin on AH		3,037,136			6.00%	on AH values	(182,228)
Profit analysis:		14,371,976			17.04%	blended GDV	(2,449,196)
		12,101,267			20.24%	on costs	(2,449,196)
TOTAL COSTS							(14,550,463)

Scheme Typology:

Houses

No Units: 50

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 15% AH

RESIDUAL LAND VALUE (RLV)

Residual Land Value (gross)				(178,486)
SDLT	-	@	HMRC formula	-
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	7.00%	-
Residual Land Value				(178,486)
RLV analysis:	(3,570) £ per plot	(107,092) £ per ha (net)	(43,339) £ per acre (net)	
		(64,255) £ per ha (gross)	(26,004) £ per acre (gross)	
			-1.24% % 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)	
Benchmark Land Value (net)	18,533 £ per plot	555,975 £ per ha (net)	225,000 £ per acre (net)	926,625
BLV analysis:	Density	2,712 sqm/ha (net)	11,815 sqft/ac (net)	
		18 dph (gross)		
		333,585 £ per ha (gross)	135,000 £ per acre (gross)	

BALANCE

Surplus/(Deficit)	[RLV - BLV]	(663,067) £ per ha (net)	(268,339) £ per acre (net)	(1,105,111)

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))	(268,339)	10%	15%	20%	25%	30%	35%	40%	
CIL £ psm 43.27	0.00	144,558	82,390	19,769	(43,188)	(106,145)	(169,227)	(236,596)	
	10.00	135,287	73,548	11,355	(51,075)	(113,506)	(176,315)	(243,932)	
	20.00	125,984	64,706	2,942	(58,963)	(120,868)	(183,429)	(251,268)	
	30.00	116,670	55,825	(5,472)	(66,851)	(128,230)	(190,542)	(258,604)	
	40.00	107,355	46,936	(13,885)	(74,738)	(135,592)	(197,788)	(265,941)	
	50.00	98,010	38,029	(22,299)	(82,626)	(142,991)	(205,060)	(273,277)	
	60.00	88,648	29,090	(30,712)	(90,514)	(150,394)	(212,332)	(280,642)	
	70.00	79,287	20,150	(39,126)	(98,401)	(157,798)	(219,604)	(288,019)	
	80.00	69,880	11,211	(47,539)	(106,289)	(165,201)	(227,051)	(295,397)	
	90.00	60,468	2,272	(55,953)	(114,177)	(172,697)	(234,998)	(302,775)	
	100.00	51,030	(6,668)	(64,366)	(122,064)	(180,357)	(242,946)	(310,152)	
	110.00	41,565	(15,607)	(72,780)	(129,975)	(188,017)	(250,893)	(317,530)	
	120.00	32,100	(24,547)	(81,193)	(137,907)	(195,767)	(258,841)	(324,908)	
	130.00	22,635	(33,486)	(89,607)	(145,839)	(203,598)	(266,788)	(332,285)	
	140.00	13,170	(42,425)	(98,020)	(153,772)	(211,430)	(274,760)	(339,663)	
	150.00	3,704	(51,365)	(106,434)	(161,704)	(219,261)	(282,752)	(347,041)	
	160.00	(5,761)	(60,304)	(114,847)	(169,636)	(227,287)	(290,745)	(354,418)	
170.00	(15,226)	(69,243)	(123,305)	(177,833)	(235,846)	(298,737)	(361,796)		
180.00	(24,691)	(78,183)	(131,766)	(186,040)	(244,405)	(306,729)	(369,174)		
190.00	(34,156)	(87,122)	(140,227)	(194,305)	(252,964)	(314,722)	(376,551)		
200.00	(43,622)	(96,061)	(148,688)	(202,696)	(261,523)	(322,714)	(383,929)		
210.00	(53,087)	(105,001)	(157,149)	(211,087)	(270,107)	(330,707)	(391,342)		
220.00	(62,552)	(113,991)	(165,610)	(219,478)	(278,714)	(338,699)	(398,761)		
230.00	(72,017)	(122,980)	(174,214)	(228,135)	(287,322)	(346,692)	(406,181)		
240.00	(81,482)	(131,970)	(182,969)	(237,305)	(295,929)	(354,684)	(413,600)		
250.00	(90,948)	(140,960)	(191,725)	(246,475)	(304,536)	(362,677)	(421,020)		

Scheme Typology:

Houses

No Units: 50

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 15% AH

TABLE 2

TABLE 2	Affordable Housing - % on site 40%								
Balance (RLV - BLV)	(268,339)	10%	15%	20%	25%	30%	35%	40%	
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	398,328	339,322	280,212	221,049	161,781	102,353	42,712	
	5%	383,768	324,724	265,606	206,392	147,068	87,580	27,850	
	10%	369,208	310,118	250,985	191,735	132,355	72,786	12,941	
	15%	354,631	295,512	236,327	177,041	117,599	57,947	(2,024)	
	20%	340,025	280,906	221,670	162,328	102,825	43,078	(17,036)	
	25%	325,419	266,263	207,013	147,615	88,021	28,169	(32,109)	
	30%	310,813	251,606	192,301	132,844	73,182	13,201	(47,260)	
	35%	296,198	236,949	177,588	118,071	58,306	(1,810)	(62,410)	
	40%	281,541	222,274	162,863	103,256	43,397	(16,878)	(77,560)	
	45%	266,884	207,561	148,090	88,417	28,426	(32,029)	(92,710)	
	50%	252,227	192,848	133,316	73,534	13,416	(47,179)	(107,860)	
	55%	237,534	178,109	118,491	58,625	(1,649)	(62,329)	(123,010)	
	60%	222,821	163,335	103,652	43,651	(16,798)	(77,479)	(138,161)	
	65%	208,108	148,562	88,762	28,642	(31,948)	(92,629)	(153,311)	
	70%	193,354	133,726	73,853	13,577	(47,098)	(107,780)	(168,524)	
	75%	178,581	118,887	58,876	(1,567)	(62,248)	(122,930)	(184,239)	
	80%	163,800	103,990	43,868	(16,717)	(77,398)	(138,080)	(200,190)	
	85%	148,960	89,081	28,803	(31,867)	(92,549)	(153,266)	(216,306)	
	90%	134,121	74,101	13,664	(47,017)	(107,699)	(168,502)	(233,112)	
	95%	119,218	59,094	(1,486)	(62,168)	(122,849)	(184,216)	(250,726)	
	100%	104,309	44,029	(16,636)	(77,318)	(138,008)	(200,166)	(268,339)	
	105%	89,326	28,895	(31,786)	(92,468)	(153,244)	(216,283)	(286,012)	
	110%	74,320	13,745	(46,937)	(107,618)	(168,480)	(233,087)	(303,725)	
	115%	59,255	(1,405)	(62,087)	(122,768)	(184,193)	(250,700)	(321,439)	
	120%	44,126	(16,556)	(77,237)	(137,986)	(200,143)	(268,314)	(339,152)	
	125%	28,976	(31,706)	(92,387)	(153,222)	(216,259)	(286,015)	(356,865)	

TABLE 3

TABLE 3		Profit (on OMS) 20%							
Balance (RLV - BLV)		(268,339)	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 43.27	0	(113,444)	(137,252)	(161,059)	(185,384)	(210,427)	(236,596)	(264,119)	
	10	(119,790)	(143,597)	(167,405)	(191,956)	(217,139)	(243,932)	(271,455)	
	20	(126,136)	(149,943)	(173,883)	(198,668)	(223,852)	(251,268)	(278,791)	
	30	(132,482)	(156,289)	(180,449)	(205,381)	(231,081)	(258,604)	(286,127)	
	40	(138,828)	(162,635)	(187,014)	(212,094)	(238,418)	(265,941)	(293,463)	
	50	(145,173)	(168,981)	(193,623)	(218,806)	(245,754)	(273,277)	(300,800)	
	60	(151,544)	(175,539)	(200,362)	(225,596)	(253,119)	(280,642)	(308,164)	
	70	(157,926)	(182,142)	(207,112)	(232,973)	(260,496)	(288,019)	(315,542)	
	80	(164,307)	(188,745)	(213,863)	(240,351)	(267,874)	(295,397)	(322,920)	
	90	(170,715)	(195,430)	(220,613)	(247,729)	(275,252)	(302,775)	(330,297)	
	100	(177,318)	(202,181)	(227,584)	(255,106)	(282,629)	(310,152)	(337,675)	
	110	(183,921)	(208,931)	(234,961)	(262,484)	(290,007)	(317,530)	(345,053)	
	120	(190,524)	(215,682)	(242,339)	(269,862)	(297,385)	(324,908)	(352,430)	
	130	(197,249)	(222,432)	(249,717)	(277,240)	(304,762)	(332,285)	(359,808)	
	140	(203,999)	(229,571)	(257,094)	(284,617)	(312,140)	(339,663)	(367,186)	
	150	(210,750)	(236,949)	(264,472)	(291,995)	(319,518)	(347,041)	(374,564)	
	160	(217,501)	(244,327)	(271,850)	(299,373)	(326,895)	(354,418)	(381,941)	
	170	(224,251)	(251,704)	(279,227)	(306,750)	(334,273)	(361,796)	(389,319)	
	180	(231,559)	(259,082)	(286,605)	(314,128)	(341,651)	(369,174)	(396,697)	
	190	(238,937)	(266,460)	(293,983)	(321,506)	(349,028)	(376,551)	(404,074)	
	200	(246,315)	(273,838)	(301,360)	(328,883)	(356,406)	(383,929)	(411,452)	
	210	(253,728)	(281,250)	(308,773)	(336,296)	(363,819)	(391,342)	(418,865)	
	220	(261,147)	(288,670)	(316,193)	(343,716)	(371,238)	(398,761)	(426,284)	
	230	(268,566)	(296,089)	(323,612)	(351,135)	(378,658)	(406,181)	(433,704)	
	240	(275,986)	(303,509)	(331,031)	(358,554)	(386,077)	(413,600)	(441,123)	
	250	(283,405)	(310,928)	(338,451)	(365,974)	(393,497)	(421,020)	(448,542)	

Scheme Typology:

Houses

No Units: 50

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 15% AH

		BLV (per acre)						
		225,000						
Balance (RLV - BLV)		(268,339)	150,000	200,000	250,000	300,000	350,000	400,000
CIL Epsm 43.27	0	(161,596)	(211,596)	(261,596)	(311,596)	(361,596)	(411,596)	(461,596)
	10	(168,932)	(218,932)	(268,932)	(318,932)	(368,932)	(418,932)	(468,932)
	20	(176,268)	(226,268)	(276,268)	(326,268)	(376,268)	(426,268)	(476,268)
	30	(183,604)	(233,604)	(283,604)	(333,604)	(383,604)	(433,604)	(483,604)
	40	(190,941)	(240,941)	(290,941)	(340,941)	(390,941)	(440,941)	(490,941)
	50	(198,277)	(248,277)	(298,277)	(348,277)	(398,277)	(448,277)	(498,277)
	60	(205,642)	(255,642)	(305,642)	(355,642)	(405,642)	(455,642)	(505,642)
	70	(213,019)	(263,019)	(313,019)	(363,019)	(413,019)	(463,019)	(513,019)
	80	(220,397)	(270,397)	(320,397)	(370,397)	(420,397)	(470,397)	(520,397)
	90	(227,775)	(277,775)	(327,775)	(377,775)	(427,775)	(477,775)	(527,775)
	100	(235,152)	(285,152)	(335,152)	(385,152)	(435,152)	(485,152)	(535,152)
	110	(242,530)	(292,530)	(342,530)	(392,530)	(442,530)	(492,530)	(542,530)
	120	(249,908)	(299,908)	(349,908)	(399,908)	(449,908)	(499,908)	(549,908)
	130	(257,285)	(307,285)	(357,285)	(407,285)	(457,285)	(507,285)	(557,285)
	140	(264,663)	(314,663)	(364,663)	(414,663)	(464,663)	(514,663)	(564,663)
	150	(272,041)	(322,041)	(372,041)	(422,041)	(472,041)	(522,041)	(572,041)
	160	(279,418)	(329,418)	(379,418)	(429,418)	(479,418)	(529,418)	(579,418)
	170	(286,796)	(336,796)	(386,796)	(436,796)	(486,796)	(536,796)	(586,796)
	180	(294,174)	(344,174)	(394,174)	(444,174)	(494,174)	(544,174)	(594,174)
	190	(301,551)	(351,551)	(401,551)	(451,551)	(501,551)	(551,551)	(601,551)
	200	(308,929)	(358,929)	(408,929)	(458,929)	(508,929)	(558,929)	(608,929)
	210	(316,342)	(366,342)	(416,342)	(466,342)	(516,342)	(566,342)	(616,342)
	220	(323,761)	(373,761)	(423,761)	(473,761)	(523,761)	(573,761)	(623,761)
	230	(331,181)	(381,181)	(431,181)	(481,181)	(531,181)	(581,181)	(631,181)
	240	(338,600)	(388,600)	(438,600)	(488,600)	(538,600)	(588,600)	(638,600)
	250	(346,020)	(396,020)	(446,020)	(496,020)	(546,020)	(596,020)	(646,020)

		Density (dph)						
		30						
Balance (RLV - BLV)		(268,339)	25	30	35	40	45	50
CIL Epsm 43.27	0	(234,663)	(236,596)	(238,528)	(240,461)	(242,394)	(244,326)	(246,259)
	10	(240,777)	(243,932)	(247,087)	(250,243)	(253,398)	(256,553)	(259,709)
	20	(246,890)	(251,268)	(255,646)	(260,024)	(264,402)	(268,780)	(273,158)
	30	(253,004)	(258,604)	(264,205)	(269,806)	(275,407)	(281,007)	(286,608)
	40	(259,117)	(265,941)	(272,764)	(279,587)	(286,411)	(293,234)	(300,058)
	50	(265,231)	(273,277)	(281,323)	(289,369)	(297,415)	(305,461)	(313,507)
	60	(271,368)	(280,642)	(289,915)	(299,189)	(308,462)	(317,736)	(327,010)
	70	(277,516)	(288,019)	(298,522)	(309,026)	(319,529)	(330,032)	(340,535)
	80	(283,664)	(295,397)	(307,130)	(318,863)	(330,595)	(342,328)	(354,061)
	90	(289,812)	(302,775)	(315,737)	(328,699)	(341,662)	(354,624)	(367,587)
	100	(295,960)	(310,152)	(324,344)	(338,536)	(352,728)	(366,920)	(381,112)
	110	(302,108)	(317,530)	(332,952)	(348,373)	(363,795)	(379,217)	(394,638)
	120	(308,256)	(324,908)	(341,559)	(358,210)	(374,861)	(391,513)	(408,164)
	130	(314,404)	(332,285)	(350,166)	(368,047)	(385,928)	(403,809)	(421,690)
	140	(320,552)	(339,663)	(358,773)	(377,884)	(396,994)	(416,105)	(435,215)
	150	(326,701)	(347,041)	(367,381)	(387,721)	(408,061)	(428,401)	(448,741)
	160	(332,849)	(354,418)	(375,988)	(397,558)	(419,127)	(440,697)	(462,267)
	170	(338,997)	(361,796)	(384,595)	(407,395)	(430,194)	(452,993)	(475,793)
	180	(345,145)	(369,174)	(393,203)	(417,232)	(441,261)	(465,289)	(489,318)
	190	(351,293)	(376,551)	(401,810)	(427,068)	(452,327)	(477,586)	(502,844)
	200	(357,441)	(383,929)	(410,417)	(436,905)	(463,394)	(489,882)	(516,370)
	210	(363,618)	(391,342)	(419,066)	(446,789)	(474,513)	(502,237)	(529,960)
	220	(369,801)	(398,761)	(427,722)	(456,682)	(485,642)	(514,602)	(543,562)
	230	(375,984)	(406,181)	(436,378)	(466,574)	(496,771)	(526,968)	(557,165)
	240	(382,167)	(413,600)	(445,033)	(476,467)	(507,900)	(539,334)	(570,767)
	250	(388,350)	(421,020)	(453,689)	(486,359)	(519,029)	(551,699)	(584,369)

Scheme Typology:

Houses

No Units: 50

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Greenfield

Notes:

Median BCIS, Viable with 15% AH

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	(268,339)	90%	95%	100%	105%	110%	115%	120%	
CIL Epsm 43.27	0	(28,115)	(130,079)	(236,596)	(355,607)	(475,346)	(595,821)	(717,058)	
	10	(34,411)	(136,389)	(243,932)	(362,985)	(482,765)	(603,282)	(724,604)	
	20	(40,721)	(142,700)	(251,268)	(370,362)	(490,185)	(610,781)	(732,150)	
	30	(47,031)	(149,010)	(258,604)	(377,740)	(497,621)	(618,284)	(739,696)	
	40	(53,341)	(155,320)	(265,941)	(385,118)	(505,082)	(625,788)	(747,242)	
	50	(59,651)	(161,654)	(273,277)	(392,537)	(512,544)	(633,291)	(754,788)	
	60	(65,961)	(168,000)	(280,642)	(399,957)	(520,005)	(640,795)	(762,334)	
	70	(72,271)	(174,499)	(288,019)	(407,376)	(527,466)	(648,299)	(769,880)	
	80	(78,582)	(181,065)	(295,397)	(414,795)	(534,928)	(655,802)	(777,426)	
	90	(84,892)	(187,631)	(302,775)	(422,215)	(542,389)	(663,306)	(784,972)	
	100	(91,202)	(194,253)	(310,152)	(429,634)	(549,851)	(670,809)	(792,518)	
	110	(97,512)	(200,966)	(317,530)	(437,054)	(557,312)	(678,313)	(800,064)	
	120	(103,822)	(207,678)	(324,908)	(444,473)	(564,773)	(685,816)	(807,610)	
	130	(110,132)	(214,391)	(332,285)	(451,892)	(572,235)	(693,320)	(815,156)	
	140	(116,442)	(221,103)	(339,663)	(459,312)	(579,696)	(700,823)	(840,231)	
	150	(122,753)	(228,078)	(347,041)	(466,731)	(587,157)	(708,327)	(892,420)	
	160	(129,063)	(235,414)	(354,418)	(474,151)	(594,619)	(715,843)	(944,612)	
	170	(135,373)	(242,750)	(361,796)	(481,570)	(602,080)	(723,389)	(996,803)	
	180	(141,683)	(250,086)	(369,174)	(488,989)	(609,572)	(730,935)	(1,048,995)	
	190	(147,993)	(257,422)	(376,551)	(496,419)	(617,076)	(738,481)	(1,101,186)	
	200	(154,303)	(264,759)	(383,929)	(503,880)	(624,579)	(746,027)	(1,153,378)	
	210	(160,632)	(272,095)	(391,342)	(511,342)	(632,083)	(753,573)	(1,205,569)	
	220	(166,978)	(279,453)	(398,761)	(518,803)	(639,586)	(761,118)	(1,257,761)	
	230	(173,441)	(286,831)	(406,181)	(526,264)	(647,090)	(768,664)	(1,309,953)	
	240	(180,007)	(294,208)	(413,600)	(533,726)	(654,593)	(776,210)	(1,362,144)	
250	(186,573)	(301,586)	(421,020)	(541,187)	(662,097)	(783,756)	(1,414,336)		

TABLE 7

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	(268,339)	90%	95%	100%	105%	110%	115%	120%	
CIL £psm 43.27	0	(456,854)	(346,380)	(236,596)	(137,947)	(43,836)	49,740	141,972	
	10	(464,273)	(353,758)	(243,932)	(144,257)	(50,146)	43,530	135,843	
	20	(471,693)	(361,136)	(251,268)	(150,567)	(56,457)	37,314	129,695	
	30	(479,152)	(368,513)	(258,604)	(156,900)	(62,767)	31,073	123,542	
	40	(486,613)	(375,891)	(265,941)	(163,246)	(69,077)	24,832	117,389	
	50	(494,075)	(383,291)	(273,277)	(169,592)	(75,387)	18,590	111,235	
	60	(501,536)	(390,711)	(280,642)	(176,146)	(81,697)	12,327	105,082	
	70	(508,998)	(398,130)	(288,019)	(182,712)	(88,007)	6,052	98,916	
	80	(516,459)	(405,550)	(295,397)	(189,278)	(94,317)	(223)	92,735	
	90	(523,920)	(412,969)	(302,775)	(195,937)	(100,627)	(6,517)	86,554	
	100	(531,382)	(420,388)	(310,152)	(202,649)	(106,938)	(12,827)	80,374	
	110	(538,843)	(427,808)	(317,530)	(209,362)	(113,248)	(19,137)	74,193	
	120	(546,304)	(435,227)	(324,908)	(216,075)	(119,558)	(25,447)	67,987	
	130	(553,766)	(442,646)	(332,285)	(222,787)	(125,868)	(31,757)	61,778	
	140	(561,227)	(450,066)	(339,663)	(229,918)	(132,178)	(38,067)	55,568	
	150	(568,688)	(457,485)	(347,041)	(237,254)	(138,488)	(44,377)	49,358	
	160	(576,181)	(464,905)	(354,418)	(244,590)	(144,798)	(50,688)	43,122	
	170	(583,684)	(472,324)	(361,796)	(251,926)	(151,124)	(56,998)	36,881	
	180	(591,188)	(479,743)	(369,174)	(259,263)	(157,470)	(63,308)	30,640	
	190	(598,691)	(487,185)	(376,551)	(266,599)	(163,816)	(69,618)	24,390	
	200	(606,195)	(494,646)	(383,929)	(273,935)	(170,169)	(75,928)	18,115	
	210	(613,698)	(502,107)	(391,342)	(281,302)	(176,735)	(82,238)	11,840	
	220	(621,202)	(509,569)	(398,761)	(288,679)	(183,301)	(88,548)	5,563	
	230	(628,706)	(517,030)	(406,181)	(296,057)	(189,867)	(94,858)	(748)	
	240	(636,209)	(524,491)	(413,600)	(303,435)	(196,539)	(101,169)	(7,058)	
250	(643,713)	(531,953)	(421,020)	(310,812)	(203,252)	(107,479)	(13,368)		

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: **P** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Lower** No Units: **80**
 Notes: Flat included, Median BCIS 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 %				69.0% % Rented	
Open Market Sale (OMS)				12.4% % of total (>10% First Homes PPG 023)	
Affordable Rent:				0.0%	
Social Rent:				69.0%	
First Homes:				25.0%	
Intermediate (Affordable Home Ownership):				6.0%	
		100%		100.0%	
CIL Rate (£ psm)		43.27 £ psm			
Unit mix -		OMS Unit mix%		MV # units	
1 bed House		5.0%		2.4	
2 bed House		20.0%		9.6	
3 bed House		40.0%		19.2	
4 bed House		20.0%		9.6	
5 bed House		5.0%		2.4	
1 bed Flat		4.0%		1.9	
2 bed Flat		6.0%		2.9	
Total number of units		100.0%		48.0	

Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Lower**
 Notes: **Flat included, Median BCIS**

No Units: **80**
 Greenfield/Brownfield: **Greenfield**

GROSS DEVELOPMENT VALUE				
OMS GDV -				
(part houses due to % mix)				
1 bed House	2.4	@	256,400	615,360
2 bed House	9.6	@	290,000	2,784,000
3 bed House	19.2	@	380,000	7,296,000
4 bed House	9.6	@	485,000	4,656,000
5 bed House	2.4	@	560,000	1,344,000
1 bed Flat	1.9	@	176,500	338,880
2 bed Flat	2.9	@	235,300	677,664
	48.0			17,711,904
Affordable Rent GDV -				
1 bed House	0.0	@	96,150	-
2 bed House	0.0	@	108,750	-
3 bed House	0.0	@	142,500	-
4 bed House	0.0	@	181,875	-
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,188	-
2 bed Flat	0.0	@	88,238	-
	0.0			-
Social Rent GDV -				
1 bed House	2.2	@	96,150	212,299
2 bed House	4.9	@	108,750	528,264
3 bed House	6.6	@	142,500	943,920
4 bed House	2.2	@	181,875	401,580
5 bed House	0.0	@	210,000	-
1 bed Flat	2.9	@	66,188	189,985
2 bed Flat	3.3	@	88,238	292,243
	22.1			2,568,290
First Homes GDV -				
1 bed House	0.8	@	179,480	143,584
2 bed House	1.8	@	203,000	357,280
3 bed House	2.4	@	250,000	600,000
4 bed House	0.8	@	250,000	200,000
5 bed House	0.0	@	250,000	-
1 bed Flat	1.0	@	123,550	128,492
2 bed Flat	1.2	@	164,710	197,652
	8.0			1,627,008
Intermediate GDV -				
1 bed House	0.2	@	179,480	34,460
2 bed House	0.4	@	203,000	85,747
3 bed House	0.6	@	266,000	153,216
4 bed House	0.2	@	339,500	65,184
5 bed House	0.0	@	392,000	-
1 bed Flat	0.2	@	123,550	30,838
2 bed Flat	0.3	@	164,710	47,436
	1.9	32.0		416,882
Sub-total GDV Residential				
	80			22,324,084
AH on-site cost analysis:				
	741 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH) 66,420 £ per unit (total units)	5,313,580
Grant				
	32	AH units @	0 per unit	-
Total GDV				
				22,324,084

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(26,999)
Planning Application Professional Fees, Surveys and reports				(80,000)
CIL				(195,527)
CIL analysis:				
		4,519 sqm (Market only)	43.27 £ psm	
		0.88% % of GDV	2,444 £ per unit (total units)	
Site Specific S106 Contributions	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 @	28,786 per unit	(2,302,880)
Sub-total				(2,302,880)

Scheme Typology:	Houses & Flats	No Units:	80
Site Typology:	Location / Value Zone:	Greenfield/Brownfield:	Greenfield
Notes:	Flat included, Median BCIS		
	S106 analysis:	863,580 £ per ha	10.32% % of GDV
			28,786 £ per unit (total units)
AH Commuted Sum			7,175 sqm (total)
	Comm. Sum analysis:		0 £ psm
cont./			0.00% % of GDV

Scheme Typology:

Houses & Flats

No Units: 80

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Greenfield

Notes:

Flat included, Median BCIS

Construction Costs -

Site Clearance, Demolition & Remediation		2.67	ha @		0	£ per ha (if brownfield)	-
Site Infrastructure costs -							
Year 1		0					-
Year 2		0					-
Year 3		0					-
Year 4		0					-
Year 5		0					-
Year 6		0					-
Year 7		0					-
Year 8		0					-
Year 9		0					-
Year 10		0					-
Year 11		0					-
Year 12		0					-
Year 13		0					-
Year 14		0					-
Year 15		0					-
Years 1-15		80	units @		0	per unit	-
Sub-total							-
Infra. Costs analysis:	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)	
1 bed House			386	sqm @	1,607	psm	(620,945)
2 bed House			1,248	sqm @	1,607	psm	(2,005,536)
3 bed House			2,736	sqm @	1,607	psm	(4,396,752)
4 bed House			1,536	sqm @	1,607	psm	(2,468,352)
5 bed House			324	sqm @	1,607	psm	(520,668)
1 bed Flat			358	sqm @	1,760	psm	(629,459)
2 bed Flat		7,175	587	sqm @	1,760	psm	(1,033,638)
Garages for 3 bed House (OMS only)		19	units @	50%	@	8,500	£ per garage (81,600)
Garages for 4 bed House (OMS only)		10	units @	100%	@	8,500	£ per garage (81,600)
Garages for 5 bed House (OMS only)		2	units @	100%	@	8,500	£ per garage (20,400)
External works			11,858,949	@	15.0%		(1,778,842)
Ext. Works analysis:					22,236	£ 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 uni		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 u		-	units @	5%	@	12,133	£ per unit -
Part L/FHS (houses)		66	units @			5,816	£ per unit (385,252)
Part L/FHS (flats)		14	units @			2,712	£ per unit (37,317)
Additional Low Carbon/Energy Reduction (houses)		66	units @			0	£ per unit -
Additional Low Carbon/Energy Reduction (flats)		14	units @			0	£ per unit -
EV Charging Points - Houses		66	units @			0	£ per unit -
EV Charging Points - Flats		14	units @			0	£ per unit -
Water Efficiency (houses)		66	units @			2,683	£ per unit (177,722)
Water Efficiency (flats)		14	units @			909	£ per unit (12,508)
Broadband infrastructure (< 20 units only)			units @			747	£ per unit -
Sub-total							(759,952)
Policy Costs analysis: (design costs only)					9,499	£ per unit (total units)	
Contingency (on construction)		14,397,743	@	3.0%			(431,932)
Professional Fees		14,397,743	@	6.5%			(935,853)
Disposal Costs -							
OMS Marketing and Promotion		17,711,904	OMS @	3.00%		6,642	£ per unit (531,357)
Residential Sales Agent Costs		17,711,904	OMS @	1.00%		2,214	£ per unit (177,119)
Residential Sales Legal Costs		17,711,904	OMS @	0.50%		1,107	£ per unit (88,560)
Affordable Sale Legal Costs		4,612,180	AH @	0.25%		144	£ per unit (11,530)
Disposal Cost analysis:						10,107	£ per unit
Interest (on Development Costs) -		7.00%	APR		0.565%	pcm	(688,348)
Developers Profit -							
Profit on OMS		17,711,904		20.00%			(3,542,381)
Margin on AH		4,612,180		6.00%	on AH values		(276,731)
Profit analysis:		22,324,084		17.11%	blended GDV	(3,819,112)	
		19,867,849		19.22%	on costs	(3,819,112)	
TOTAL COSTS							(23,686,961)

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone: Lower
Flat included, Median BCIS

No Units: 80
Greenfield/Brownfield: Greenfield

TABLE 2

		Affordable Housing - % on site 40%						
Balance (RLV - BLV)	(431,831)	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	297,081	237,149	177,064	116,979	56,830	(3,440)	(63,799)
	5%	280,671	220,647	160,561	100,476	40,234	(20,037)	(80,489)
	10%	264,229	204,144	144,059	83,909	23,638	(36,692)	(97,179)
	15%	247,727	187,641	127,556	67,313	7,042	(53,382)	(113,891)
	20%	231,224	171,139	110,987	50,717	(9,586)	(70,072)	(130,675)
	25%	214,721	154,636	94,391	34,121	(26,276)	(86,762)	(147,459)
	30%	198,218	138,066	77,795	17,520	(42,966)	(103,512)	(164,244)
	35%	181,716	121,470	61,199	830	(59,656)	(120,296)	(181,081)
	40%	165,145	104,874	44,603	(15,859)	(76,348)	(137,080)	(198,216)
	45%	148,548	88,278	27,937	(32,549)	(93,133)	(153,864)	(215,938)
	50%	131,952	71,682	11,247	(49,239)	(109,917)	(170,711)	(234,609)
	55%	115,356	55,043	(5,443)	(65,969)	(126,701)	(187,590)	(254,223)
	60%	98,760	38,353	(22,133)	(82,754)	(143,485)	(204,968)	(273,847)
	65%	82,149	21,663	(38,823)	(99,538)	(160,340)	(222,823)	(293,471)
	70%	65,460	4,974	(55,590)	(116,322)	(177,219)	(242,210)	(313,125)
	75%	48,770	(11,716)	(72,374)	(133,106)	(194,220)	(261,834)	(332,860)
	80%	32,080	(28,427)	(89,159)	(149,970)	(211,853)	(281,458)	(352,595)
	85%	15,390	(45,211)	(105,943)	(166,849)	(230,198)	(301,082)	(372,329)
	90%	(1,300)	(61,995)	(122,727)	(183,728)	(249,821)	(320,790)	(392,138)
	95%	(18,048)	(78,780)	(139,599)	(200,954)	(269,445)	(340,524)	(411,984)
	100%	(34,832)	(95,564)	(156,478)	(218,764)	(289,069)	(360,259)	(431,831)
	105%	(51,616)	(112,349)	(173,357)	(237,809)	(308,720)	(379,994)	(451,685)
	110%	(68,400)	(129,228)	(190,236)	(257,432)	(328,454)	(399,823)	(471,643)
	115%	(85,185)	(146,108)	(207,772)	(277,056)	(348,189)	(419,669)	(491,602)
	120%	(101,979)	(162,987)	(225,796)	(296,680)	(367,924)	(439,516)	(511,560)
	125%	(118,858)	(179,866)	(245,420)	(316,384)	(387,661)	(459,362)	(531,575)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	(431,831)	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 43.27	0	(263,731)	(290,611)	(317,490)	(344,370)	(371,250)	(398,129)	(425,009)
	10	(271,520)	(298,399)	(325,279)	(352,159)	(379,038)	(405,918)	(432,798)
	20	(279,308)	(306,188)	(333,068)	(359,947)	(386,827)	(413,707)	(440,586)
	30	(287,097)	(313,977)	(340,856)	(367,736)	(394,616)	(421,495)	(448,375)
	40	(294,886)	(321,765)	(348,645)	(375,525)	(402,404)	(429,284)	(456,164)
	50	(302,674)	(329,554)	(356,433)	(383,313)	(410,193)	(437,072)	(463,952)
	60	(310,463)	(337,342)	(364,222)	(391,102)	(417,981)	(444,861)	(471,741)
	70	(318,255)	(345,144)	(372,024)	(398,904)	(425,783)	(452,663)	(479,543)
	80	(326,097)	(352,977)	(379,857)	(406,736)	(433,616)	(460,496)	(487,375)
	90	(333,930)	(360,810)	(387,689)	(414,569)	(441,449)	(468,328)	(495,208)
	100	(341,763)	(368,642)	(395,522)	(422,402)	(449,281)	(476,161)	(503,041)
	110	(349,595)	(376,475)	(403,355)	(430,234)	(457,114)	(483,994)	(510,873)
	120	(357,428)	(384,308)	(411,187)	(438,067)	(464,946)	(491,826)	(518,706)
	130	(365,261)	(392,140)	(419,020)	(445,899)	(472,779)	(499,659)	(526,538)
	140	(373,093)	(399,973)	(426,852)	(453,732)	(480,612)	(507,491)	(534,371)
	150	(380,926)	(407,805)	(434,685)	(461,565)	(488,444)	(515,324)	(542,204)
	160	(388,767)	(415,647)	(442,527)	(469,406)	(496,286)	(523,165)	(550,045)
	170	(396,644)	(423,524)	(450,403)	(477,283)	(504,163)	(531,042)	(557,922)
	180	(404,521)	(431,401)	(458,280)	(485,160)	(512,040)	(538,919)	(565,799)
	190	(412,398)	(439,278)	(466,157)	(493,037)	(519,917)	(546,796)	(573,676)
	200	(420,275)	(447,155)	(474,034)	(500,914)	(527,794)	(554,673)	(581,553)
	210	(428,152)	(455,032)	(481,911)	(508,791)	(535,670)	(562,550)	(589,430)
	220	(436,029)	(462,908)	(489,788)	(516,668)	(543,547)	(570,427)	(597,307)
	230	(443,906)	(470,785)	(497,665)	(524,545)	(551,424)	(578,304)	(605,184)
	240	(451,783)	(478,662)	(505,542)	(532,422)	(559,301)	(586,181)	(613,061)
	250	(459,666)	(486,546)	(513,425)	(540,305)	(567,185)	(594,064)	(620,944)

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone: Lower
Flat included, Median BCIS

No Units: 80
Greenfield/Brownfield: Greenfield

		BLV (per acre)						
			225,000					
Balance (RLV - BLV)	(431,831)	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 43.27	0	(323,129)	(373,129)	(423,129)	(473,129)	(523,129)	(573,129)	(623,129)
	10	(330,918)	(380,918)	(430,918)	(480,918)	(530,918)	(580,918)	(630,918)
	20	(338,707)	(388,707)	(438,707)	(488,707)	(538,707)	(588,707)	(638,707)
	30	(346,495)	(396,495)	(446,495)	(496,495)	(546,495)	(596,495)	(646,495)
	40	(354,284)	(404,284)	(454,284)	(504,284)	(554,284)	(604,284)	(654,284)
	50	(362,072)	(412,072)	(462,072)	(512,072)	(562,072)	(612,072)	(662,072)
	60	(369,861)	(419,861)	(469,861)	(519,861)	(569,861)	(619,861)	(669,861)
	70	(377,653)	(427,653)	(477,653)	(527,653)	(577,653)	(627,653)	(677,653)
	80	(385,446)	(435,446)	(485,446)	(535,446)	(585,446)	(635,446)	(685,446)
	90	(393,238)	(443,238)	(493,238)	(543,238)	(593,238)	(643,238)	(693,238)
	100	(401,161)	(451,161)	(501,161)	(551,161)	(601,161)	(651,161)	(701,161)
	110	(408,994)	(458,994)	(508,994)	(558,994)	(608,994)	(658,994)	(708,994)
	120	(416,826)	(466,826)	(516,826)	(566,826)	(616,826)	(666,826)	(716,826)
	130	(424,659)	(474,659)	(524,659)	(574,659)	(624,659)	(674,659)	(724,659)
	140	(432,491)	(482,491)	(532,491)	(582,491)	(632,491)	(682,491)	(732,491)
	150	(440,324)	(490,324)	(540,324)	(590,324)	(640,324)	(690,324)	(740,324)
	160	(448,165)	(498,165)	(548,165)	(598,165)	(648,165)	(698,165)	(748,165)
	170	(456,042)	(506,042)	(556,042)	(606,042)	(656,042)	(706,042)	(756,042)
	180	(463,919)	(513,919)	(563,919)	(613,919)	(663,919)	(713,919)	(763,919)
	190	(471,796)	(521,796)	(571,796)	(621,796)	(671,796)	(721,796)	(771,796)
	200	(479,673)	(529,673)	(579,673)	(629,673)	(679,673)	(729,673)	(779,673)
	210	(487,550)	(537,550)	(587,550)	(637,550)	(687,550)	(737,550)	(787,550)
	220	(495,427)	(545,427)	(595,427)	(645,427)	(695,427)	(745,427)	(795,427)
	230	(503,304)	(553,304)	(603,304)	(653,304)	(703,304)	(753,304)	(803,304)
	240	(511,181)	(561,181)	(611,181)	(661,181)	(711,181)	(761,181)	(811,181)
	250	(519,064)	(569,064)	(619,064)	(669,064)	(719,064)	(769,064)	(819,064)

		Density (dph)					
		25	30	35	40	45	50
Balance (RLV - BLV)	(431,831)						
CIL Epsm 43.27	0	(369,275)	(398,129)	(426,984)	(455,839)	(484,694)	(513,549)
	10	(375,765)	(405,918)	(436,071)	(466,224)	(496,377)	(526,530)
	20	(382,256)	(413,707)	(445,158)	(476,609)	(508,060)	(539,511)
	30	(388,746)	(421,495)	(454,244)	(486,994)	(519,743)	(552,492)
	40	(395,237)	(429,284)	(463,331)	(497,378)	(531,426)	(565,473)
	50	(401,727)	(437,072)	(472,418)	(507,763)	(543,109)	(578,454)
	60	(408,218)	(444,861)	(481,505)	(518,148)	(554,792)	(591,435)
	70	(414,719)	(452,663)	(490,607)	(528,551)	(566,494)	(604,438)
	80	(421,246)	(460,496)	(499,745)	(538,994)	(578,243)	(617,493)
	90	(427,774)	(468,328)	(508,883)	(549,438)	(589,992)	(630,547)
	100	(434,301)	(476,161)	(518,021)	(559,881)	(601,741)	(643,601)
	110	(440,828)	(483,994)	(527,159)	(570,325)	(613,490)	(656,656)
	120	(447,355)	(491,826)	(536,297)	(580,768)	(625,239)	(669,710)
	130	(453,882)	(499,659)	(545,435)	(591,212)	(636,988)	(682,765)
	140	(460,410)	(507,491)	(554,573)	(601,655)	(648,737)	(695,819)
	150	(466,937)	(515,324)	(563,711)	(612,099)	(660,486)	(708,873)
	160	(473,471)	(523,165)	(572,860)	(622,554)	(672,248)	(721,942)
	170	(480,035)	(531,042)	(582,050)	(633,057)	(684,064)	(735,071)
	180	(486,599)	(538,919)	(591,239)	(643,559)	(695,879)	(748,199)
	190	(493,164)	(546,796)	(600,429)	(654,062)	(707,694)	(761,327)
	200	(499,728)	(554,673)	(609,619)	(664,564)	(719,510)	(774,455)
	210	(506,292)	(562,550)	(618,809)	(675,067)	(731,325)	(787,584)
	220	(512,856)	(570,427)	(627,998)	(685,569)	(743,141)	(800,712)
	230	(519,420)	(578,304)	(637,188)	(696,072)	(754,956)	(813,840)
	240	(525,984)	(586,181)	(646,378)	(706,575)	(766,771)	(826,968)
	250	(532,554)	(594,064)	(655,575)	(717,086)	(778,597)	(840,107)

Scheme Typology:

Houses & Flats

No Units: 80

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Greenfield

Notes:

Flat included, Median BCIS

TABLE 6

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	(431,831)	90%	95%	100%	105%	110%	115%	120%	
CIL Epsm 43.27	0	(155,178)	(271,510)	(398,129)	(526,013)	(655,242)	(785,814)	(1,530,383)	
	10	(161,765)	(279,211)	(405,918)	(533,890)	(663,163)	(793,825)	(1,582,169)	
	20	(168,352)	(286,912)	(413,707)	(541,767)	(671,124)	(801,837)	(1,633,954)	
	30	(174,958)	(294,613)	(421,495)	(549,644)	(679,090)	(838,455)	(1,685,739)	
	40	(181,582)	(302,315)	(429,284)	(557,521)	(687,056)	(890,240)	(1,737,524)	
	50	(188,206)	(310,029)	(437,072)	(565,398)	(695,023)	(942,026)	(1,789,309)	
	60	(194,977)	(317,774)	(444,861)	(573,275)	(702,989)	(993,811)	(1,841,095)	
	70	(201,831)	(325,519)	(452,663)	(581,152)	(710,955)	(1,045,596)	(1,892,880)	
	80	(208,786)	(333,263)	(460,496)	(589,029)	(718,921)	(1,097,381)	(1,944,665)	
	90	(215,793)	(341,008)	(468,328)	(596,928)	(726,888)	(1,149,166)	(1,996,450)	
	100	(222,800)	(348,753)	(476,161)	(604,850)	(734,854)	(1,200,952)	(2,048,235)	
	110	(230,254)	(356,498)	(483,994)	(612,771)	(742,861)	(1,252,737)	(2,100,020)	
	120	(237,920)	(364,243)	(491,826)	(620,692)	(750,873)	(1,304,522)	(2,151,806)	
	130	(245,622)	(371,988)	(499,659)	(628,614)	(758,884)	(1,356,307)	(2,203,591)	
	140	(253,323)	(379,737)	(507,491)	(636,535)	(766,895)	(1,408,092)	(2,255,376)	
	150	(261,024)	(387,525)	(515,324)	(644,457)	(774,907)	(1,459,877)	(2,307,161)	
	160	(268,725)	(395,314)	(523,165)	(652,378)	(782,918)	(1,511,663)	(2,358,946)	
	170	(276,427)	(403,102)	(531,042)	(660,300)	(790,929)	(1,563,448)	(2,410,732)	
	180	(284,128)	(410,891)	(538,919)	(668,244)	(798,940)	(1,615,233)	(2,462,517)	
	190	(291,829)	(418,680)	(546,796)	(676,210)	(819,734)	(1,667,018)	(2,514,302)	
	200	(299,531)	(426,468)	(554,673)	(684,176)	(871,520)	(1,718,803)	(2,566,087)	
	210	(307,232)	(434,257)	(562,550)	(692,143)	(923,305)	(1,770,589)	(2,617,872)	
	220	(314,974)	(442,045)	(570,427)	(700,109)	(975,090)	(1,822,374)	(2,669,657)	
	230	(322,719)	(449,834)	(578,304)	(708,075)	(1,026,875)	(1,874,159)	(2,721,443)	
	240	(330,464)	(457,664)	(586,181)	(716,041)	(1,078,660)	(1,925,944)	(2,773,228)	
	250	(338,208)	(465,497)	(594,064)	(724,008)	(1,130,446)	(1,977,729)	(2,825,013)	

TABLE 7

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(431,831)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 43.27	0	(623,058)	(509,920)	(398,129)	(287,408)	(182,420)	(88,103)	5,554
	10	(631,016)	(517,797)	(405,918)	(295,109)	(189,044)	(94,690)	(959)
	20	(638,982)	(525,674)	(413,707)	(302,810)	(195,844)	(101,277)	(7,481)
	30	(646,949)	(533,551)	(421,495)	(310,516)	(202,698)	(107,864)	(14,031)
	40	(654,915)	(541,428)	(429,284)	(318,261)	(209,672)	(114,451)	(20,580)
	50	(662,881)	(549,305)	(437,072)	(326,006)	(216,679)	(121,038)	(27,130)
	60	(670,848)	(557,182)	(444,861)	(333,751)	(223,686)	(127,625)	(33,680)
	70	(678,814)	(565,059)	(452,663)	(341,495)	(231,222)	(134,212)	(40,230)
	80	(686,780)	(572,935)	(460,496)	(349,240)	(238,912)	(140,799)	(46,780)
	90	(694,781)	(580,836)	(468,328)	(356,985)	(246,613)	(147,385)	(53,330)
	100	(702,792)	(588,758)	(476,161)	(364,730)	(254,314)	(153,972)	(59,880)
	110	(710,803)	(596,679)	(483,994)	(372,475)	(262,016)	(160,572)	(66,430)
	120	(718,815)	(604,600)	(491,826)	(380,219)	(269,717)	(167,196)	(72,979)
	130	(726,826)	(612,522)	(499,659)	(387,983)	(277,418)	(173,820)	(79,529)
	140	(734,837)	(620,443)	(507,491)	(395,772)	(285,119)	(180,444)	(86,114)
	150	(742,848)	(628,365)	(515,324)	(403,560)	(292,821)	(187,068)	(92,701)
	160	(750,926)	(636,286)	(523,165)	(411,349)	(300,522)	(193,800)	(99,288)
	170	(802,694)	(644,208)	(531,042)	(419,138)	(308,223)	(200,654)	(105,875)
	180	(854,479)	(652,173)	(538,919)	(426,926)	(315,948)	(207,582)	(112,462)
	190	(906,264)	(660,140)	(546,796)	(434,715)	(323,693)	(214,590)	(119,048)
	200	(958,050)	(668,106)	(554,673)	(442,504)	(331,438)	(221,597)	(125,635)
	210	(1,009,835)	(676,072)	(562,550)	(450,292)	(339,183)	(228,938)	(132,222)
	220	(1,061,620)	(684,038)	(570,427)	(458,081)	(346,927)	(236,623)	(138,809)
	230	(1,113,405)	(692,005)	(578,304)	(465,906)	(354,672)	(244,325)	(145,396)
	240	(1,165,190)	(699,971)	(586,181)	(473,738)	(362,417)	(252,026)	(151,983)
	250	(1,216,976)	(707,937)	(594,064)	(481,571)	(370,162)	(259,727)	(158,596)

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

241125 3 SWC_Whole Plan Viability Appraisals_v10a_L_P - Summary Table

Appraisal Ref:	L	M	N	O	P
Scheme Typology:	Houses	Houses	Houses	Houses	Houses & Flats
No Units:	7	10	30	50	80
Location / Value Zone:	Lower	Lower	Lower	Lower	Lower
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:	No Affordable Housing	Median BCIS, Viable with 15% AH	Median BCIS, Viable with 20% AH	Median BCIS, Viable with 15% AH	Flat included, Median BCIS
Total GDV (£)	2,623,250	2,878,005	8,635,282	14,371,976	22,324,084
Policy Assumptions					
AH Target % (& mix):	0%	40%	40%	40%	40%
Affordable Rent:	0%	0%	0%	0%	0%
Social Rent:	69%	69%	69%	69%	69%
First Homes:	25%	25%	25%	25%	25%
Intermediate (Affordable Home Ownership):	6%	6%	6%	6%	6%
CIL (£ psm)	43.27	43.27	43.27	43.27	43.27
CIL (£ per unit)	4,078	2,447	2,466	2,463	2,444
Site Specific S106 (£ per unit)	7,936	27,642	25,482	27,336	28,786
Sub-total CIL+S106 (£ per unit)	12,014	30,089	27,948	29,799	31,230
Site Infrastructure (£ per unit)	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	12,014	30,089	27,948	29,799	31,230
Profit KPI's					
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	16.94%	17.05%	17.04%	17.11%
Developers Profit (% on costs)	31.29%	20.15%	20.46%	20.24%	19.22%
Developers Profit Total (£)	524,650	487,470	1,471,937	2,449,196	3,819,112
Land Value KPI's					
RLV (£/acre (net))	651,342	(34,651)	(12,117)	(43,339)	(206,831)
RLV (£/ha (net))	1,609,465	(85,622)	(29,941)	(107,092)	(511,079)
RLV (% of GDV)	14.32%	-0.99%	-0.35%	-1.24%	-6.10%
RLV Total (£)	375,542	(28,541)	(29,941)	(178,486)	(1,362,877)
BLV (£/acre (net))	225,000	225,000	225,000	225,000	225,000
BLV (£/ha (net))	555,975	555,975	555,975	555,975	555,975
BLV Total (£)	129,728	185,325	555,975	926,625	1,482,600
Surplus/Deficit (£/acre) [RLV-BLV]	426,342	(259,651)	(237,117)	(268,339)	(431,831)
Surplus/Deficit (£/ha)	1,053,490	(641,597)	(585,916)	(663,067)	(1,067,054)
Surplus/Deficit Total (£)	245,814	(213,866)	(585,916)	(1,105,111)	(2,845,477)
Plan Viability comments	Viable	Not Viable	Not Viable	Not Viable	Not Viable

Appraisal Ref: **Q** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Lower**
 Notes: **Viable with 35% AH**
 No Units: **100**
 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)		60%			
Affordable Rent:				0.0%	
Social Rent:				69.0% % Rented	
First Homes:				25.0%	
Intermediate (Affordable Home Ownership):				6.0%	
		100%		100.0%	
				12.4% % of total (>10% First Homes PPG 023)	
CIL Rate (£ psm)		43.27 £ psm			
Unit mix -		OMS Unit mix%		MV # units	
1 bed House		5.0%		3.0	
2 bed House		20.0%		12.0	
3 bed House		40.0%		24.0	
4 bed House		20.0%		12.0	
5 bed House		5.0%		3.0	
1 bed Flat		4.0%		2.4	
2 bed Flat		6.0%		3.6	
Total number of units		100.0%		60.0	

Scheme Typology:

Houses & Flats

No Units: 100

Site Typology:

Location / Value Zone:

Lower

Greenfield/Brownfield:

Greenfield

Notes:

Viable with 35% AH

GROSS DEVELOPMENT VALUE

OMS GDV -				
(part houses due to % mix)				
1 bed House	3.0	@	256,400	769,200
2 bed House	12.0	@	290,000	3,480,000
3 bed House	24.0	@	380,000	9,120,000
4 bed House	12.0	@	485,000	5,820,000
5 bed House	3.0	@	560,000	1,680,000
1 bed Flat	2.4	@	176,000	422,400
2 bed Flat	3.6	@	235,300	847,080
	60.0			22,138,680
Affordable Rent GDV -				
1 bed House	0.0	@	96,150	-
2 bed House	0.0	@	108,750	-
3 bed House	0.0	@	142,500	-
4 bed House	0.0	@	181,875	-
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	88,238	-
	0.0			-
Social Rent GDV -				
1 bed House	2.8	@	96,150	265,374
2 bed House	6.1	@	108,750	660,330
3 bed House	8.3	@	142,500	1,179,900
4 bed House	2.8	@	181,875	501,975
5 bed House	0.0	@	210,000	-
1 bed Flat	3.6	@	66,000	236,808
2 bed Flat	4.1	@	88,238	365,303
	27.6			3,209,690
First Homes GDV -				
1 bed House	1.0	@	179,480	179,480
2 bed House	2.2	@	203,000	446,600
3 bed House	3.0	@	250,000	750,000
4 bed House	1.0	@	250,000	250,000
5 bed House	0.0	@	250,000	-
1 bed Flat	1.3	@	123,200	160,160
2 bed Flat	1.5	@	164,710	247,065
	10.0			2,033,305
Intermediate GDV -				
1 bed House	0.2	@	179,480	43,075
2 bed House	0.5	@	203,000	107,184
3 bed House	0.7	@	266,000	191,520
4 bed House	0.2	@	339,500	81,480
5 bed House	0.0	@	392,000	-
1 bed Flat	0.3	@	123,200	38,438
2 bed Flat	0.4	@	164,710	59,296
	2.4	40.0		520,993
Sub-total GDV Residential				
	100			27,902,668
AH on-site cost analysis:				
	740 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	6,640,612
			66,406 £ per unit (total units)	
Grant				
	40	AH units @	0 per unit	-
Total GDV				
				27,902,668

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:
Viable with 35% AH

Lower

No Units: 100
Greenfield/Brownfield:

Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(29,759)
Planning Application Professional Fees, Surveys and reports					(90,000)
CIL					(244,409)
CIL analysis:		5,648 sqm (Market only)	43.27 £ psm		
		0.88% % of GDV	2,444 £ per unit (total units)		
Site Specific S106 Contributions	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 @	30,825 per unit		(3,082,500)
Sub-total					(3,082,500)
S106 analysis:		1,233,000 £ per ha	11.05% % of GDV	30,825 £ per unit (total units)	
AH Commuted Sum			8,969 sqm (total)	0 £ psm	-
Comm. Sum analysis:			0.00% % of GDV		
cont./					

Scheme Typology:

Houses & Flats

No Units: 100

Site Typology:

Location / Value Zone:

Lower

Greenfield/Brownfield:

Greenfield

Notes:

Viable with 35% AH

Construction Costs -

Site Clearance, Demolition & Remediation		2.50	ha @		0	£ per ha (if brownfield)	-
Site Infrastructure costs -							
Year 1		0					-
Year 2		0					-
Year 3		0					-
Year 4		0					-
Year 5		0					-
Year 6		0					-
Year 7		0					-
Year 8		0					-
Year 9		0					-
Year 10		0					-
Year 11		0					-
Year 12		0					-
Year 13		0					-
Year 14		0					-
Year 15		0					-
Years 1-15		100	units @		0	per unit	-
Sub-total							-
Infra. Costs analysis:	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)	
1 bed House			483	sqm @	1,377	psm	(665,091)
2 bed House			1,560	sqm @	1,377	psm	(2,148,120)
3 bed House			3,420	sqm @	1,377	psm	(4,709,340)
4 bed House			1,920	sqm @	1,377	psm	(2,643,840)
5 bed House			405	sqm @	1,377	psm	(557,685)
1 bed Flat			447	sqm @	1,530	psm	(684,000)
2 bed Flat		8,969	734	sqm @	1,530	psm	(1,123,200)
Garages for 3 bed House (OMS only)		24	units @	50%	@	8,500	£ per garage (102,000)
Garages for 4 bed House (OMS only)		12	units @	100%	@	8,500	£ per garage (102,000)
Garages for 5 bed House (OMS only)		3	units @	100%	@	8,500	£ per garage (25,500)
External works			12,760,776	@	15.0%		(1,914,116)
Ext. Works analysis:					19,141	£ 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 uni		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 u		-	units @	5%	@	12,133	£ per unit -
Part L/FHS (houses)		83	units @			5,816	£ per unit (481,565)
Part L/FHS (flats)		17	units @			2,712	£ per unit (46,646)
Additional Low Carbon/Energy Reduction (houses)		83	units @			0	£ per unit -
Additional Low Carbon/Energy Reduction (flats)		17	units @			0	£ per unit -
EV Charging Points - Houses		83	units @			0	£ per unit -
EV Charging Points - Flats		17	units @			0	£ per unit -
Water Efficiency (houses)		83	units @			2,683	£ per unit (222,152)
Water Efficiency (flats)		17	units @			909	£ per unit (15,635)
Broadband infrastructure (< 20 units only)			units @			747	£ per unit -
Sub-total							(949,939)
Policy Costs analysis: (design costs only)					9,499	£ per unit (total units)	
Contingency (on construction)		15,624,832	@	3.0%			(468,745)
Professional Fees		15,624,832	@	6.5%			(1,015,614)
Disposal Costs -							
OMS Marketing and Promotion		22,138,680	OMS @	3.00%		6,642	£ per unit (664,160)
Residential Sales Agent Costs		22,138,680	OMS @	1.00%		2,214	£ per unit (221,387)
Residential Sales Legal Costs		22,138,680	OMS @	0.50%		1,107	£ per unit (110,693)
Affordable Sale Legal Costs		5,763,988	AH @	0.25%		144	£ per unit (14,410)
Disposal Cost analysis:					10,107	£ per unit	
Interest (on Development Costs) -		7.00%	APR		0.565%	pcm	(133,554)
Developers Profit -							
Profit on OMS		22,138,680		20.00%			(4,427,736)
Margin on AH		5,763,988		6.00%	on AH values		(345,839)
Profit analysis:		27,902,668		17.11%	blended GDV	(4,773,575)	
		21,700,063		22.00%	on costs	(4,773,575)	
TOTAL COSTS							(26,473,639)

Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Lower**
 Notes: **Viable with 35% AH**

No Units: **100**
 Greenfield/Brownfield: **Greenfield**

RESIDUAL LAND VALUE (RLV)

Residual Land Value (gross)				1,429,030
SDLT		1,429,030	@	HMRC formula
Acquisition Agent fees		1,429,030	@	1.0%
Acquisition Legal fees		1,429,030	@	0.5%
Interest on Land		1,429,030	@	7.00%
Residual Land Value				1,246,611
RLV analysis:	12,466 £ per plot	498,644 £ per ha (net)	201,799 £ per acre (net)	
		299,187 £ per ha (gross)	121,079 £ per acre (gross)	
			4.47% % 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)
Benchmark Land Value (net)	13,899 £ per plot	555,975	£ per ha (net)	225,000 £ per acre (net)
BLV analysis:	Density	3,588	sqm/ha (net)	15,628 sqft/ac (net)
		24	dph (gross)	
		333,585	£ per ha (gross)	135,000 £ per acre (gross)

BALANCE

Surplus/(Deficit)	[RLV - BLV]	(57,331) £ per ha (net)	(23,201) £ per acre (net)	(143,327)

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))	(23,201)	10%	15%	20%	25%	30%	35%	40%	
	0.00	528,418	443,019	357,510	271,831	185,919	99,625	12,693	
	10.00	516,421	431,660	346,790	261,751	176,475	90,789	4,435	
	20.00	504,424	420,301	336,070	251,671	167,004	81,926	(3,856)	
	30.00	492,401	408,942	325,350	241,591	157,532	73,063	(12,148)	
	40.00	480,374	397,575	314,630	231,479	148,061	64,189	(20,477)	
	50.00	468,347	386,185	303,878	221,366	138,573	55,289	(28,809)	
	60.00	456,320	374,795	293,126	211,254	129,066	46,388	(37,181)	
	70.00	444,293	363,405	282,374	201,141	119,559	37,462	(45,561)	
	80.00	432,266	352,015	271,622	190,998	110,044	28,522	(53,982)	
	90.00	420,220	340,625	260,859	180,850	100,499	19,570	(62,424)	
	100.00	408,160	329,205	250,072	170,702	90,954	10,587	(70,893)	
	110.00	396,100	317,781	239,285	160,544	81,395	1,598	(79,362)	
	120.00	384,040	306,357	228,498	150,358	71,809	(7,429)	(87,831)	
	130.00	371,980	294,933	217,699	140,172	62,224	(16,467)	(96,299)	
	140.00	359,908	283,496	206,874	129,980	52,604	(25,541)	(104,768)	
	150.00	347,812	272,035	196,049	119,754	42,976	(34,639)	(113,237)	
	160.00	335,716	260,574	185,225	109,527	33,322	(43,762)	(121,706)	
	170.00	323,620	249,113	174,366	99,284	23,649	(52,931)	(130,175)	
	180.00	311,524	237,634	163,501	89,014	13,951	(62,106)	(138,643)	
	190.00	299,392	226,133	152,636	78,745	4,230	(71,280)	(147,112)	
	200.00	287,257	214,631	141,736	68,433	(5,525)	(80,455)	(155,581)	
	210.00	275,121	203,127	130,827	58,117	(15,296)	(89,629)	(164,050)	
	220.00	262,981	191,583	119,913	47,766	(25,120)	(98,804)	(172,519)	
	230.00	250,804	180,039	108,958	37,402	(34,969)	(107,978)	(180,987)	
	240.00	238,626	168,490	98,004	26,999	(44,850)	(117,153)	(189,496)	
	250.00	226,448	156,900	87,012	16,583	(54,730)	(126,327)	(198,307)	

Scheme Typology:

Houses & Flats

No Units: 100

Site Typology:

Location / Value Zone:

Lower

Greenfield/Brownfield:

Greenfield

Notes:

Viable with 35% AH

TABLE 2

		Affordable Housing - % on site 40%						
Balance (RLV - BLV)	(23,201)	10%	15%	20%	25%	30%	35%	40%
	0%	911,770	829,610	747,398	665,165	582,931	500,635	418,309
	5%	890,077	807,900	725,667	643,433	561,187	478,860	396,519
	10%	868,383	786,169	703,935	621,702	539,412	457,086	374,695
	15%	846,671	764,437	682,204	599,964	517,637	435,311	352,872
	20%	824,939	742,706	660,472	578,189	495,863	413,488	331,048
	25%	803,208	720,974	638,741	556,414	474,088	391,664	309,177
	30%	781,476	699,243	616,966	534,639	452,280	369,840	287,299
	35%	759,745	677,511	595,191	512,865	430,456	347,993	265,416
	40%	738,013	655,743	573,416	491,072	408,633	326,115	243,478
	45%	716,282	633,968	551,642	469,248	386,809	304,237	221,540
	50%	694,520	612,193	529,864	447,425	364,932	282,328	199,554
	55%	672,745	590,418	508,041	425,601	343,054	260,390	177,550
	60%	650,970	568,644	486,217	403,748	321,176	238,446	155,492
	65%	629,195	546,833	464,393	381,870	299,240	216,442	133,412
	70%	607,421	525,009	442,565	359,992	277,301	194,435	111,260
	75%	585,625	503,186	420,687	338,089	255,334	172,360	89,058
	80%	563,801	481,362	398,808	316,151	233,330	150,264	66,796
	85%	541,978	459,503	376,930	294,213	211,304	128,112	44,455
	90%	520,154	437,625	355,001	272,222	189,229	105,897	22,020
	95%	498,319	415,747	333,063	250,219	167,116	83,625	(526)
	100%	476,441	393,851	311,114	228,172	144,964	61,279	(23,201)
	105%	454,563	371,913	289,111	206,097	122,736	38,842	(46,030)
	110%	432,685	349,975	267,107	183,968	100,455	16,296	(69,066)
	115%	410,762	328,003	245,041	161,810	78,103	(6,374)	(92,174)
	120%	388,824	305,999	222,966	139,575	55,663	(29,187)	(115,282)
	125%	366,886	283,984	200,820	117,284	33,119	(52,203)	(138,390)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	(23,201)	15%	16%	17%	18%	19%	20%	21%
	0	167,691	136,691	105,692	74,692	43,693	12,693	(18,306)
	10	159,433	128,434	97,434	66,434	35,435	4,435	(26,564)
	20	151,142	120,142	89,143	58,143	27,143	(3,856)	(34,856)
	30	142,850	111,851	80,851	49,852	18,852	(12,148)	(43,147)
	40	134,521	103,521	72,522	41,522	10,523	(20,477)	(51,476)
	50	126,188	95,189	64,189	33,190	2,190	(28,809)	(59,809)
	60	117,816	86,817	55,817	24,818	(6,182)	(37,181)	(68,181)
	70	109,436	78,437	47,437	16,438	(14,562)	(45,561)	(76,561)
	80	101,015	70,016	39,016	8,017	(22,983)	(53,982)	(84,982)
	90	92,573	61,574	30,574	(425)	(31,425)	(62,424)	(93,424)
	100	84,105	53,105	22,106	(8,894)	(39,893)	(70,893)	(101,892)
	110	75,636	44,636	13,637	(17,363)	(48,362)	(79,362)	(110,361)
	120	67,167	36,168	5,168	(25,832)	(56,831)	(87,831)	(118,830)
	130	58,698	27,699	(3,301)	(34,300)	(65,300)	(96,299)	(127,299)
	140	50,229	19,230	(11,770)	(42,769)	(73,769)	(104,768)	(135,768)
	150	41,761	10,761	(20,238)	(51,238)	(82,237)	(113,237)	(144,236)
	160	33,292	2,292	(28,707)	(59,707)	(90,706)	(121,706)	(152,705)
	170	24,823	(6,176)	(37,176)	(68,175)	(99,175)	(130,175)	(161,174)
	180	16,354	(14,645)	(45,645)	(76,644)	(107,644)	(138,643)	(169,643)
	190	7,886	(23,114)	(54,114)	(85,113)	(116,113)	(147,112)	(178,112)
	200	(583)	(31,583)	(62,582)	(93,582)	(124,581)	(155,581)	(186,580)
	210	(9,052)	(40,052)	(71,051)	(102,051)	(133,050)	(164,050)	(195,284)
	220	(17,521)	(48,520)	(79,520)	(110,519)	(141,519)	(172,519)	(204,074)
	230	(25,990)	(56,989)	(87,989)	(118,988)	(149,988)	(180,987)	(213,033)
	240	(34,458)	(65,458)	(96,458)	(127,457)	(158,457)	(189,456)	(221,991)
	250	(42,974)	(73,973)	(104,973)	(135,972)	(166,972)	(198,307)	(230,998)

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone: Lower
Viable with 35% AH

No Units: 100
Greenfield/Brownfield: Greenfield

		BLV (per acre)						
		225,000						
Balance (RLV - BLV)	(23,201)	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 43.27	0	87,693	37,693	(12,307)	(62,307)	(112,307)	(162,307)	(212,307)
	10	79,435	29,435	(20,565)	(70,565)	(120,565)	(170,565)	(220,565)
	20	71,144	21,144	(28,856)	(78,856)	(128,856)	(178,856)	(228,856)
	30	62,852	12,852	(37,148)	(87,148)	(137,148)	(187,148)	(237,148)
	40	54,523	4,523	(45,477)	(95,477)	(145,477)	(195,477)	(245,477)
	50	46,191	(3,809)	(53,809)	(103,809)	(153,809)	(203,809)	(253,809)
	60	37,819	(12,181)	(62,181)	(112,181)	(162,181)	(212,181)	(262,181)
	70	29,439	(20,561)	(70,561)	(120,561)	(170,561)	(220,561)	(270,561)
	80	21,018	(28,982)	(78,982)	(128,982)	(178,982)	(228,982)	(278,982)
	90	12,576	(37,424)	(87,424)	(137,424)	(187,424)	(237,424)	(287,424)
	100	4,107	(45,893)	(95,893)	(145,893)	(195,893)	(245,893)	(295,893)
	110	(4,362)	(54,362)	(104,362)	(154,362)	(204,362)	(254,362)	(304,362)
	120	(12,831)	(62,831)	(112,831)	(162,831)	(212,831)	(262,831)	(312,831)
	130	(21,299)	(71,299)	(121,299)	(171,299)	(221,299)	(271,299)	(321,299)
	140	(29,768)	(79,768)	(129,768)	(179,768)	(229,768)	(279,768)	(329,768)
	150	(38,237)	(88,237)	(138,237)	(188,237)	(238,237)	(288,237)	(338,237)
	160	(46,706)	(96,706)	(146,706)	(196,706)	(246,706)	(296,706)	(346,706)
	170	(55,175)	(105,175)	(155,175)	(205,175)	(255,175)	(305,175)	(355,175)
	180	(63,643)	(113,643)	(163,643)	(213,643)	(263,643)	(313,643)	(363,643)
	190	(72,112)	(122,112)	(172,112)	(222,112)	(272,112)	(322,112)	(372,112)
	200	(80,581)	(130,581)	(180,581)	(230,581)	(280,581)	(330,581)	(380,581)
	210	(89,050)	(139,050)	(189,050)	(239,050)	(289,050)	(339,050)	(389,050)
	220	(97,519)	(147,519)	(197,519)	(247,519)	(297,519)	(347,519)	(397,519)
	230	(105,987)	(155,987)	(205,987)	(255,987)	(305,987)	(355,987)	(405,987)
	240	(114,496)	(164,496)	(214,496)	(264,496)	(314,496)	(364,496)	(414,496)
	250	(123,307)	(173,307)	(223,307)	(273,307)	(323,307)	(373,307)	(423,307)

		Density (dph)						
		40						
Balance (RLV - BLV)	(23,201)	25	30	35	40	45	50	55
CIL Epsm 43.27	0	(76,442)	(46,730)	(17,019)	12,693	42,405	72,116	101,828
	10	(81,603)	(52,923)	(24,244)	4,435	33,115	61,794	90,474
	20	(86,785)	(59,142)	(31,499)	(3,856)	23,787	51,430	79,073
	30	(91,967)	(65,361)	(38,754)	(12,148)	14,459	41,066	67,672
	40	(97,173)	(71,608)	(46,042)	(20,477)	5,089	30,654	56,220
	50	(102,381)	(77,857)	(53,333)	(28,809)	(4,285)	20,238	44,762
	60	(107,613)	(84,136)	(60,659)	(37,181)	(13,704)	9,773	33,251
	70	(112,851)	(90,421)	(67,991)	(45,561)	(23,131)	(702)	21,728
	80	(118,114)	(96,737)	(75,360)	(53,982)	(32,605)	(11,228)	10,149
	90	(123,390)	(103,068)	(82,746)	(62,424)	(42,102)	(21,780)	(1,458)
	100	(128,683)	(109,420)	(90,156)	(70,893)	(51,630)	(32,366)	(13,103)
	110	(133,976)	(115,771)	(97,567)	(79,362)	(61,157)	(42,952)	(24,747)
	120	(139,269)	(122,123)	(104,977)	(87,831)	(70,684)	(53,538)	(36,392)
	130	(144,562)	(128,475)	(112,387)	(96,299)	(80,212)	(64,124)	(48,037)
	140	(149,855)	(134,826)	(119,797)	(104,768)	(89,739)	(74,710)	(59,681)
	150	(155,148)	(141,178)	(127,207)	(113,237)	(99,267)	(85,296)	(71,326)
	160	(160,441)	(147,529)	(134,618)	(121,706)	(108,794)	(95,882)	(82,970)
	170	(165,734)	(153,881)	(142,028)	(130,175)	(118,321)	(106,468)	(94,615)
	180	(171,027)	(160,233)	(149,438)	(138,643)	(127,849)	(117,054)	(106,260)
	190	(176,320)	(166,584)	(156,848)	(147,112)	(137,376)	(127,640)	(117,904)
	200	(181,613)	(172,936)	(164,258)	(155,581)	(146,904)	(138,226)	(129,549)
	210	(186,906)	(179,287)	(171,669)	(164,050)	(156,431)	(148,812)	(141,193)
	220	(192,199)	(185,639)	(179,079)	(172,519)	(165,958)	(159,398)	(152,838)
	230	(197,492)	(191,990)	(186,489)	(180,987)	(175,486)	(169,984)	(164,483)
	240	(202,810)	(198,372)	(193,934)	(189,496)	(185,058)	(180,621)	(176,183)
	250	(208,317)	(204,980)	(201,643)	(198,307)	(194,970)	(191,634)	(188,297)

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone: **Lower**
Viable with 35% AH

No Units: **100**
Greenfield/Brownfield: **Greenfield**

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(23,201)	90%	95%	100%	105%	110%	115%	120%
CIL £psm 43.27	0	240,621	127,450	12,693	(105,184)	(226,119)	(352,935)	(480,597)
	10	232,581	119,332	4,435	(113,653)	(235,128)	(361,995)	(489,708)
	20	224,541	111,214	(3,856)	(122,122)	(244,137)	(371,055)	(498,819)
	30	216,501	103,095	(12,148)	(130,591)	(253,146)	(380,115)	(507,930)
	40	208,461	94,968	(20,477)	(139,060)	(262,155)	(389,174)	(517,041)
	50	200,421	86,819	(28,809)	(147,528)	(271,164)	(398,234)	(526,200)
	60	192,361	78,670	(37,181)	(155,997)	(280,173)	(407,294)	(535,362)
	70	184,297	70,521	(45,561)	(164,466)	(289,182)	(416,371)	(544,525)
	80	176,233	62,343	(53,982)	(172,935)	(298,191)	(425,482)	(553,688)
	90	168,169	54,162	(62,424)	(181,404)	(307,200)	(434,593)	(562,850)
	100	160,105	45,981	(70,893)	(189,828)	(316,250)	(443,704)	(572,013)
	110	152,021	37,769	(79,362)	(198,740)	(325,310)	(452,815)	(581,176)
	120	143,931	29,553	(87,831)	(207,659)	(334,370)	(461,927)	(590,338)
	130	135,841	21,328	(96,299)	(216,668)	(343,430)	(471,038)	(599,501)
	140	127,750	13,076	(104,768)	(225,677)	(352,489)	(480,149)	(608,664)
	150	119,649	4,823	(113,237)	(234,686)	(361,549)	(489,260)	(617,826)
	160	111,530	(3,462)	(121,706)	(243,695)	(370,609)	(498,371)	(627,016)
	170	103,412	(11,754)	(130,175)	(252,704)	(379,669)	(507,482)	(636,231)
	180	95,293	(20,074)	(138,643)	(261,712)	(388,729)	(516,593)	(645,445)
	190	87,155	(28,407)	(147,112)	(270,721)	(397,789)	(525,749)	(654,660)
	200	79,006	(36,772)	(155,581)	(279,730)	(406,849)	(534,912)	(663,874)
	210	70,858	(45,148)	(164,050)	(288,739)	(415,923)	(544,075)	(673,088)
	220	62,697	(53,568)	(172,519)	(297,748)	(425,034)	(553,237)	(682,303)
	230	54,516	(62,008)	(180,987)	(306,757)	(434,145)	(562,400)	(691,517)
	240	46,335	(70,477)	(189,496)	(315,804)	(443,256)	(571,563)	(700,732)
	250	38,138	(78,945)	(198,307)	(324,864)	(452,368)	(580,725)	(709,946)

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(23,201)	90%	95%	100%	105%	110%	115%	120%
CIL £psm 43.27	0	(237,588)	(110,594)	12,693	133,107	252,195	370,616	488,620
	10	(246,597)	(119,063)	4,435	124,988	244,155	362,598	480,639
	20	(255,606)	(127,531)	(3,856)	116,870	236,099	354,580	472,659
	30	(264,615)	(136,000)	(12,148)	108,734	228,035	346,562	464,674
	40	(273,624)	(144,469)	(20,477)	100,586	219,971	338,544	456,676
	50	(282,633)	(152,938)	(28,809)	92,437	211,907	330,526	448,678
	60	(291,642)	(161,407)	(37,181)	84,288	203,843	322,508	440,680
	70	(300,651)	(169,875)	(45,561)	76,107	195,777	314,490	432,682
	80	(309,682)	(178,344)	(53,982)	67,926	187,686	306,468	424,684
	90	(318,742)	(186,813)	(62,424)	59,744	179,596	298,428	416,686
	100	(327,802)	(195,537)	(70,893)	51,534	171,506	290,388	408,688
	110	(336,862)	(204,384)	(79,362)	43,318	163,416	282,348	400,690
	120	(345,921)	(213,393)	(87,831)	35,100	155,317	274,308	392,692
	130	(354,981)	(222,402)	(96,299)	26,847	147,198	266,268	384,687
	140	(364,041)	(231,411)	(104,768)	18,595	139,080	258,228	376,669
	150	(373,101)	(240,420)	(113,237)	10,321	130,961	250,175	368,651
	160	(382,161)	(249,429)	(121,706)	2,029	122,837	242,111	360,633
	170	(391,221)	(258,438)	(130,175)	(6,275)	114,689	234,047	352,615
	180	(400,284)	(267,447)	(138,643)	(14,607)	106,540	225,983	344,597
	190	(409,395)	(276,456)	(147,112)	(22,951)	98,391	217,919	336,579
	200	(418,507)	(285,465)	(155,581)	(31,327)	90,224	209,855	328,561
	210	(427,618)	(294,474)	(164,050)	(39,722)	82,043	201,769	320,540
	220	(436,729)	(303,483)	(172,519)	(48,143)	73,862	193,678	312,500
	230	(445,840)	(312,520)	(180,987)	(56,598)	65,668	185,588	304,460
	240	(454,951)	(321,580)	(189,496)	(65,067)	57,452	177,498	296,420
	250	(464,062)	(330,640)	(198,307)	(73,536)	49,236	169,408	288,380

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: **R** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Lower** No Units: **200**
 Notes: 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:				69.0%	
First Homes:				25.0%	
Intermediate (Affordable Home Ownership):				6.0%	
		100%		100.0%	
				69.0% % Rented	
				12.4% % of total (>10% First Homes PPG 023)	
CIL Rate (£ psm)		43.27 £ psm			
Unit mix -		OMS Unit mix%		MV # units	
1 bed House		5.0%		6.0	
2 bed House		20.0%		24.0	
3 bed House		40.0%		48.0	
4 bed House		20.0%		24.0	
5 bed House		5.0%		6.0	
1 bed Flat		4.0%		4.8	
2 bed Flat		6.0%		7.2	
Total number of units		100.0%		120.0	

Scheme Typology:

Houses & Flats

No Units: 200

Site Typology:

Location / Value Zone:

Lower

Greenfield/Brownfield:

Greenfield

Notes:

GROSS DEVELOPMENT VALUE

OMS GDV -				
(part houses due to % mix)				
1 bed House	6.0	@	256,400	1,538,400
2 bed House	24.0	@	290,000	6,960,000
3 bed House	48.0	@	380,000	18,240,000
4 bed House	24.0	@	485,000	11,640,000
5 bed House	6.0	@	560,000	3,360,000
1 bed Flat	4.8	@	176,000	844,800
2 bed Flat	7.2	@	235,300	1,694,160
	120.0			44,277,360
Affordable Rent GDV -				
1 bed House	0.0	@	96,150	-
2 bed House	0.0	@	108,750	-
3 bed House	0.0	@	142,500	-
4 bed House	0.0	@	181,875	-
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	88,238	-
	0.0			-
Social Rent GDV -				
1 bed House	5.5	@	96,150	530,748
2 bed House	12.1	@	108,750	1,320,660
3 bed House	16.6	@	142,500	2,359,800
4 bed House	5.5	@	181,875	1,003,950
5 bed House	0.0	@	210,000	-
1 bed Flat	7.2	@	66,000	473,616
2 bed Flat	8.3	@	88,238	730,607
	55.2			6,419,381
First Homes GDV -				
1 bed House	2.0	@	179,480	358,960
2 bed House	4.4	@	203,000	893,200
3 bed House	6.0	@	250,000	1,500,000
4 bed House	2.0	@	250,000	500,000
5 bed House	0.0	@	250,000	-
1 bed Flat	2.6	@	123,200	320,320
2 bed Flat	3.0	@	164,710	494,130
	20.0			4,066,610
Intermediate GDV -				
1 bed House	0.5	@	179,480	86,150
2 bed House	1.1	@	203,000	214,368
3 bed House	1.4	@	266,000	383,040
4 bed House	0.5	@	339,500	162,960
5 bed House	0.0	@	392,000	-
1 bed Flat	0.6	@	123,200	76,877
2 bed Flat	0.7	@	164,710	118,591
	4.8	80.0		1,041,986
Sub-total GDV Residential				
	200			55,805,337
AH on-site cost analysis:				
	740 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	13,281,223
			66,406 £ per unit (total units)	
Grant				
	80	AH units @	0 per unit	-
Total GDV				
				55,805,337

Scheme Typology:

Site Typology:

Notes:

Houses & Flats

Location / Value Zone:

No Units: 200

Greenfield/Brownfield:

Greenfield

Lower

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(43,559)
Planning Application Professional Fees, Surveys and reports					(130,000)
CIL					(488,819)
CIL analysis:		11,297 sqm (Market only)	43.27 £ psm		
		0.88% % of GDV	2,444 £ per unit (total units)		
Site Specific S106 Contributions	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 @	26,925 per unit		(5,385,000)
	Sub-total			(5,385,000)	
S106 analysis:		1,077,000 £ per ha	9.65% % of GDV	26,925 £ per unit (total units)	
AH Commuted Sum		17,938 sqm (total)	0 £ psm		
Comm. Sum analysis:		0.00% % of GDV			
cont./					

Scheme Typology:

Houses & Flats

No Units: 200

Site Typology:

Location / Value Zone:

Lower

Greenfield/Brownfield:

Greenfield

Notes:

Construction Costs -

Site Clearance, Demolition & Remediation		5.00	ha @		0	£ per ha (if brownfield)	-
Site Infrastructure costs -							
Year 1		0					-
Year 2		0					-
Year 3		0					-
Year 4		0					-
Year 5		0					-
Year 6		0					-
Year 7		0					-
Year 8		0					-
Year 9		0					-
Year 10		0					-
Year 11		0					-
Year 12		0					-
Year 13		0					-
Year 14		0					-
Year 15		0					-
Years 1-15		200	units @		0	per unit	-
Sub-total							-
Infra. Costs analysis:	- £ per ha	0.00%	% of GDV		0	£ per unit (total units)	
1 bed House		966	sqm @	1,377	psm		(1,330,182)
2 bed House		3,120	sqm @	1,377	psm		(4,296,240)
3 bed House		6,840	sqm @	1,377	psm		(9,418,680)
4 bed House		3,840	sqm @	1,377	psm		(5,287,680)
5 bed House		810	sqm @	1,377	psm		(1,115,370)
1 bed Flat		894	sqm @	1,530	psm		(1,368,000)
2 bed Flat		1,468	sqm @	1,530	psm		(2,246,400)
Garages for 3 bed House (OMS only)	17,938	48	units @	50%	@	8,500	£ per garage (204,000)
Garages for 4 bed House (OMS only)		24	units @	100%	@	8,500	£ per garage (204,000)
Garages for 5 bed House (OMS only)		6	units @	100%	@	8,500	£ per garage (51,000)
External works		25,521,552	@		15.0%		(3,828,233)
Ext. Works analysis:					19,141	£ 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 uni		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 u		-	units @	5%	@	12,133	£ per unit -
Part L/FHS (houses)		166	units @			5,816	£ per unit (963,130)
Part L/FHS (flats)		34	units @			2,712	£ per unit (93,293)
Additional Low Carbon/Energy Reduction (houses)		166	units @			0	£ per unit -
Additional Low Carbon/Energy Reduction (flats)		34	units @			0	£ per unit -
EV Charging Points - Houses		166	units @			0	£ per unit -
EV Charging Points - Flats		34	units @			0	£ per unit -
Water Efficiency (houses)		166	units @			2,683	£ per unit (444,305)
Water Efficiency (flats)		34	units @			909	£ per unit (31,270)
Broadband infrastructure (< 20 units only)			units @			747	£ per unit -
Sub-total							(1,899,879)
Policy Costs analysis: (design costs only)					9,499	£ per unit (total units)	
Contingency (on construction)		31,249,664	@		3.0%		(937,490)
Professional Fees		31,249,664	@		6.5%		(2,031,228)
Disposal Costs -							
OMS Marketing and Promotion		44,277,360	OMS @	3.00%		6,642	£ per unit (1,328,321)
Residential Sales Agent Costs		44,277,360	OMS @	1.00%		2,214	£ per unit (442,774)
Residential Sales Legal Costs		44,277,360	OMS @	0.50%		1,107	£ per unit (221,387)
Affordable Sale Legal Costs		11,527,977	AH @	0.25%		144	£ per unit (28,820)
Disposal Cost analysis:						10,107	£ per unit
Interest (on Development Costs) -		7.00%	APR		0.565%	pcm	(87,221)
Developers Profit -							
Profit on OMS		44,277,360		20.00%			(8,855,472)
Margin on AH		11,527,977		6.00%	on AH values		(691,679)
Profit analysis:		55,805,337		17.11%	blended GDV	(9,547,151)	
		42,374,281		22.53%	on costs	(9,547,151)	
TOTAL COSTS							(51,921,432)

Scheme Typology:

Houses & Flats

No Units: 200

Site Typology:

Location / Value Zone:

Lower

Greenfield/Brownfield:

Greenfield

Notes:

RESIDUAL LAND VALUE (RLV)

Residual Land Value (gross)				3,883,905
SDLT		3,883,905	@	HMRC formula
Acquisition Agent fees		3,883,905	@	1.0%
Acquisition Legal fees		3,883,905	@	0.5%
Interest on Land		3,883,905	@	7.00%
Residual Land Value				3,370,078
RLV analysis:	16,850 £ per plot	674,016 £ per ha (net)	272,770 £ per acre (net)	
		404,409 £ per ha (gross)	163,662 £ per acre (gross)	
			6.04% % 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)
Benchmark Land Value (net)	13,899 £ per plot	555,975	£ per ha (net)	225,000 £ per acre (net)
BLV analysis:	Density	3,588	sqm/ha (net)	15,628 sqft/ac (net)
		24	dph (gross)	
		333,585	£ per ha (gross)	135,000 £ per acre (gross)

BALANCE

Surplus/(Deficit)	[RLV - BLV]	118,041 £ per ha (net)	47,770 £ per acre (net)	590,203

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))	47,770	10%	15%	20%	25%	30%	35%	40%
	0.00	593,453	508,345	423,237	338,071	252,878	167,622	82,265
	10.00	581,550	497,103	412,653	328,142	243,601	158,997	74,293
	20.00	569,646	485,861	402,062	318,213	234,324	150,372	66,321
	30.00	557,743	474,619	391,471	308,284	225,047	141,748	58,349
	40.00	545,840	463,377	380,880	298,355	215,770	133,123	50,377
	50.00	533,936	452,134	370,289	288,426	206,493	124,498	42,405
	60.00	522,033	440,892	359,698	278,491	197,216	115,873	34,429
	70.00	510,129	429,647	349,107	268,551	187,938	107,248	26,445
	80.00	498,226	418,394	338,516	258,611	178,658	98,620	18,462
	90.00	486,322	407,141	327,925	248,672	169,369	89,984	10,478
	100.00	474,419	395,889	317,335	238,732	160,081	81,347	2,495
	110.00	462,516	384,636	306,744	228,792	150,793	72,711	(5,488)
	120.00	450,612	373,383	296,152	218,852	141,505	64,075	(13,477)
	130.00	438,698	362,130	285,549	208,913	132,216	55,439	(21,473)
	140.00	426,783	350,877	274,947	198,973	122,928	46,802	(29,469)
	150.00	414,869	339,624	264,345	189,030	113,640	38,159	(37,465)
	160.00	402,954	328,371	253,742	179,078	104,346	29,511	(45,461)
	170.00	391,039	317,118	243,140	169,126	95,045	20,862	(53,461)
	180.00	379,124	305,861	232,537	159,175	85,744	12,213	(61,470)
	190.00	367,209	294,596	221,935	149,223	76,444	3,564	(69,480)
	200.00	355,294	283,331	211,333	139,271	67,143	(5,084)	(77,489)
	210.00	343,380	272,066	200,729	129,320	57,843	(13,744)	(85,498)
	220.00	331,465	260,801	190,114	119,368	48,542	(22,406)	(93,520)
	230.00	319,546	249,536	179,499	109,407	39,229	(31,069)	(101,544)
	240.00	307,618	238,271	168,884	99,442	29,915	(39,731)	(109,568)
	250.00	295,691	227,006	158,268	89,477	20,601	(48,393)	(117,592)

Scheme Typology:
Site Typology:
Notes:

Houses & Flats

Location / Value Zone:

Lower

No Units: 200

Greenfield/Brownfield:

Greenfield

TABLE 2

		Affordable Housing - % on site 40%						
Balance (RLV - BLV)	47,770	10%	15%	20%	25%	30%	35%	40%
	0%	919,898	837,739	755,570	673,373	591,177	508,981	426,740
	5%	901,013	818,855	736,672	654,476	572,279	490,073	407,826
	10%	882,129	799,971	717,774	635,578	553,381	471,159	388,912
	15%	863,245	781,073	698,876	616,680	534,483	452,245	369,999
	20%	844,360	762,175	679,979	597,782	515,579	433,332	351,085
	25%	825,474	743,277	661,081	578,884	496,665	414,418	332,157
	30%	806,576	724,379	642,183	559,986	477,751	395,504	313,225
	35%	787,678	705,481	623,285	541,084	458,838	376,591	294,293
	40%	768,780	686,584	604,387	522,171	439,924	357,671	275,361
	45%	749,882	667,686	585,489	503,257	421,010	338,739	256,430
	50%	730,984	648,788	566,590	484,343	402,097	319,807	237,490
	55%	712,087	629,890	547,676	465,430	383,183	300,875	218,538
	60%	693,189	610,992	528,763	446,516	364,253	281,944	199,586
	65%	674,291	592,094	509,849	427,602	345,321	263,012	180,634
	70%	655,393	573,182	490,936	408,689	326,389	244,066	161,682
	75%	636,495	554,269	472,022	389,767	307,457	225,113	142,707
	80%	617,597	535,355	453,108	370,835	288,526	206,161	123,732
	85%	598,688	516,441	434,195	351,903	269,593	187,209	104,757
	90%	579,774	497,528	415,281	332,971	250,641	168,252	85,771
	95%	560,861	478,614	396,349	314,040	231,688	149,277	66,770
	100%	541,947	459,700	377,417	295,108	212,736	130,302	47,770
	105%	523,033	440,787	358,485	276,168	193,784	111,327	28,757
	110%	504,120	421,863	339,553	257,216	174,823	92,340	9,730
	115%	485,206	402,931	320,622	238,263	155,848	73,340	(9,298)
	120%	466,293	383,999	301,690	219,311	136,873	54,340	(28,354)
	125%	447,377	365,067	282,743	200,359	117,898	35,329	(47,411)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	47,770	15%	16%	17%	18%	19%	20%	21%
	0	237,262	206,263	175,263	144,264	113,264	82,265	51,265
	10	229,290	198,291	167,291	136,292	105,292	74,293	43,293
	20	221,319	190,319	159,320	128,320	97,320	66,321	35,321
	30	213,347	182,347	151,348	120,348	89,349	58,349	27,350
	40	205,375	174,375	143,376	112,376	81,377	50,377	19,378
	50	197,403	166,403	135,404	104,404	73,405	42,405	11,406
	60	189,426	158,427	127,427	96,428	65,428	34,429	3,429
	70	181,443	150,443	119,444	88,444	57,445	26,445	(4,554)
	80	173,460	142,460	111,460	80,461	49,461	18,462	(12,538)
	90	165,476	134,477	103,477	72,478	41,478	10,478	(20,521)
	100	157,493	126,493	95,494	64,494	33,495	2,495	(28,504)
	110	149,509	118,510	87,510	56,511	25,511	(5,488)	(36,488)
	120	141,521	110,521	79,522	48,522	17,523	(13,477)	(44,477)
	130	133,525	102,525	71,526	40,526	9,527	(21,473)	(52,472)
	140	125,529	94,529	63,530	32,530	1,531	(29,469)	(60,468)
	150	117,533	86,533	55,534	24,534	(6,465)	(37,465)	(68,464)
	160	109,537	78,537	47,538	16,538	(14,461)	(45,461)	(76,460)
	170	101,537	70,538	39,538	8,539	(22,461)	(53,461)	(84,460)
	180	93,528	62,528	31,529	529	(30,470)	(61,470)	(92,470)
	190	85,518	54,519	23,519	(7,480)	(38,480)	(69,480)	(100,479)
	200	77,509	46,509	15,510	(15,490)	(46,489)	(77,489)	(108,489)
	210	69,499	38,500	7,500	(23,499)	(54,499)	(85,498)	(116,498)
	220	61,478	30,478	(521)	(31,521)	(62,520)	(93,520)	(124,520)
	230	53,454	22,454	(8,545)	(39,545)	(70,545)	(101,544)	(132,544)
	240	45,430	14,430	(16,569)	(47,569)	(78,569)	(109,568)	(140,568)
	250	37,406	6,406	(24,594)	(55,593)	(86,593)	(117,592)	(148,592)

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:

Lower

No Units: 200
Greenfield/Brownfield:

Greenfield

TABLE 4

TABLE 4		BLV (per acre)							
		225,000							
Balance (RLV - BLV)		47,770	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 43.27	0		157,265	107,265	57,265	7,265	(42,735)	(92,735)	(142,735)
	10		149,293	99,293	49,293	(707)	(50,707)	(100,707)	(150,707)
	20		141,321	91,321	41,321	(8,679)	(58,679)	(108,679)	(158,679)
	30		133,349	83,349	33,349	(16,651)	(66,651)	(116,651)	(166,651)
	40		125,377	75,377	25,377	(24,623)	(74,623)	(124,623)	(174,623)
	50		117,405	67,405	17,405	(32,595)	(82,595)	(132,595)	(182,595)
	60		109,429	59,429	9,429	(40,571)	(90,571)	(140,571)	(190,571)
	70		101,445	51,445	1,445	(48,555)	(98,555)	(148,555)	(198,555)
	80		93,462	43,462	(6,538)	(56,538)	(106,538)	(156,538)	(206,538)
	90		85,478	35,478	(14,522)	(64,522)	(114,522)	(164,522)	(214,522)
	100		77,495	27,495	(22,505)	(72,505)	(122,505)	(172,505)	(222,505)
	110		69,512	19,512	(30,488)	(80,488)	(130,488)	(180,488)	(230,488)
	120		61,523	11,523	(38,477)	(88,477)	(138,477)	(188,477)	(238,477)
	130		53,527	3,527	(46,473)	(96,473)	(146,473)	(196,473)	(246,473)
	140		45,531	(4,469)	(54,469)	(104,469)	(154,469)	(204,469)	(254,469)
	150		37,535	(12,465)	(62,465)	(112,465)	(162,465)	(212,465)	(262,465)
	160		29,539	(20,461)	(70,461)	(120,461)	(170,461)	(220,461)	(270,461)
	170		21,539	(28,461)	(78,461)	(128,461)	(178,461)	(228,461)	(278,461)
	180		13,530	(36,470)	(86,470)	(136,470)	(186,470)	(236,470)	(286,470)
	190		5,520	(44,480)	(94,480)	(144,480)	(194,480)	(244,480)	(294,480)
	200		(2,489)	(52,489)	(102,489)	(152,489)	(202,489)	(252,489)	(302,489)
	210		(10,498)	(60,498)	(110,498)	(160,498)	(210,498)	(260,498)	(310,498)
	220		(18,520)	(68,520)	(118,520)	(168,520)	(218,520)	(268,520)	(318,520)
	230		(26,544)	(76,544)	(126,544)	(176,544)	(226,544)	(276,544)	(326,544)
	240		(34,568)	(84,568)	(134,568)	(184,568)	(234,568)	(284,568)	(334,568)
	250		(42,592)	(92,592)	(142,592)	(192,592)	(242,592)	(292,592)	(342,592)

TABLE 5

TABLE 5		Density (dph)							
		40							
Balance (RLV - BLV)		47,770	25	30	35	40	45	50	55
CIL Epsm 43.27	0		(32,960)	5,449	43,857	82,265	120,673	159,081	197,489
	10		(37,942)	(530)	36,881	74,293	111,704	149,116	186,528
	20		(42,924)	(6,509)	29,906	66,321	102,736	139,151	175,566
	30		(47,907)	(12,488)	22,930	58,349	93,768	129,186	164,605
	40		(52,889)	(18,467)	15,955	50,377	84,799	119,221	153,644
	50		(57,872)	(24,446)	8,980	42,405	75,831	109,257	142,682
	60		(62,857)	(30,428)	2,000	34,429	66,857	99,286	131,715
	70		(67,847)	(36,416)	(4,985)	26,445	57,876	89,307	120,737
	80		(72,836)	(42,404)	(11,971)	18,462	48,895	79,327	109,760
	90		(77,826)	(48,391)	(18,956)	10,478	39,913	69,348	98,783
	100		(82,816)	(54,379)	(25,942)	2,495	30,932	59,369	87,806
	110		(87,805)	(60,366)	(32,927)	(5,488)	21,951	49,390	76,828
	120		(92,798)	(66,358)	(39,917)	(13,477)	12,963	39,404	65,844
	130		(97,796)	(72,355)	(46,914)	(21,473)	3,968	29,409	54,850
	140		(102,793)	(78,352)	(53,910)	(29,469)	(5,028)	19,414	43,855
	150		(107,791)	(84,349)	(60,907)	(37,465)	(14,023)	9,419	32,861
	160		(112,788)	(90,346)	(67,903)	(45,461)	(23,018)	(576)	21,866
	170		(117,788)	(96,345)	(74,903)	(53,461)	(32,018)	(10,576)	10,867
	180		(122,794)	(102,353)	(81,911)	(61,470)	(41,029)	(20,588)	(146)
	190		(127,800)	(108,360)	(88,920)	(69,480)	(50,039)	(30,599)	(11,159)
	200		(132,806)	(114,367)	(95,928)	(77,489)	(59,050)	(40,611)	(22,172)
	210		(137,812)	(120,374)	(102,936)	(85,498)	(68,061)	(50,623)	(33,185)
	220		(142,825)	(126,390)	(109,955)	(93,520)	(77,085)	(60,650)	(44,215)
	230		(147,840)	(132,408)	(116,976)	(101,544)	(86,112)	(70,680)	(55,248)
	240		(152,855)	(138,426)	(123,997)	(109,568)	(95,139)	(80,710)	(66,281)
	250		(157,870)	(144,444)	(131,018)	(117,592)	(104,166)	(90,740)	(77,314)

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:
Lower

No Units: 200
Greenfield/Brownfield: Greenfield

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	47,770	90%	95%	100%	105%	110%	115%	120%
CIL £psm 43.27	0	304,904	193,695	82,265	(29,544)	(142,000)	(258,399)	(381,955)
	10	296,964	185,743	74,293	(37,540)	(150,056)	(267,056)	(391,003)
	20	289,020	177,792	66,321	(45,545)	(158,119)	(275,732)	(400,099)
	30	281,077	169,840	58,349	(53,555)	(166,193)	(284,423)	(409,258)
	40	273,134	161,888	50,377	(61,564)	(174,267)	(293,127)	(418,477)
	50	265,191	153,936	42,405	(69,574)	(182,351)	(301,856)	(427,773)
	60	257,247	145,985	34,429	(77,585)	(190,443)	(310,603)	(437,150)
	70	249,304	138,025	26,445	(85,609)	(198,535)	(319,369)	(446,622)
	80	241,361	130,064	18,462	(93,633)	(206,646)	(328,157)	(456,202)
	90	233,418	122,102	10,478	(101,657)	(215,065)	(336,976)	(465,837)
	100	225,475	114,141	2,495	(109,683)	(223,659)	(345,822)	(475,472)
	110	217,531	106,180	(5,488)	(117,722)	(232,262)	(354,698)	(485,107)
	120	209,588	98,218	(13,477)	(125,762)	(240,875)	(363,608)	(494,742)
	130	201,641	90,257	(21,473)	(133,802)	(249,500)	(372,555)	(504,377)
	140	193,690	82,296	(29,469)	(141,851)	(258,138)	(381,543)	(514,012)
	150	185,738	74,329	(37,465)	(149,907)	(266,788)	(390,581)	(523,647)
	160	177,786	66,357	(45,461)	(157,963)	(275,456)	(399,668)	(533,314)
	170	169,834	58,385	(53,461)	(166,027)	(284,132)	(408,811)	(543,003)
	180	161,883	50,413	(61,470)	(174,101)	(292,834)	(418,023)	(552,693)
	190	153,931	42,441	(69,480)	(182,174)	(301,550)	(427,306)	(562,383)
	200	145,979	34,469	(77,489)	(190,260)	(310,283)	(436,673)	(572,072)
	210	138,027	26,497	(85,498)	(198,352)	(319,041)	(446,136)	(581,762)
	220	130,075	18,518	(93,520)	(206,446)	(327,823)	(455,710)	(591,451)
	230	122,118	10,534	(101,544)	(214,854)	(336,630)	(465,345)	(601,191)
	240	114,156	2,551	(109,568)	(223,435)	(345,464)	(474,980)	(610,936)
	250	106,195	(5,433)	(117,592)	(232,033)	(354,328)	(484,616)	(620,680)

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	47,770	90%	95%	100%	105%	110%	115%	120%
CIL £psm 43.27	0	(154,449)	(35,766)	82,265	199,958	317,465	434,849	552,157
	10	(162,510)	(43,762)	74,293	192,006	309,522	426,914	544,228
	20	(170,584)	(51,764)	66,321	184,054	301,579	418,978	536,299
	30	(178,658)	(59,774)	58,349	176,102	293,635	411,043	528,370
	40	(186,743)	(67,783)	50,377	168,151	285,692	403,107	520,442
	50	(194,836)	(75,793)	42,405	160,196	277,749	395,171	512,513
	60	(202,933)	(83,803)	34,429	152,235	269,806	387,236	504,584
	70	(211,198)	(91,827)	26,445	144,273	261,863	379,300	496,649
	80	(219,721)	(99,851)	18,462	136,312	253,919	371,364	488,713
	90	(228,323)	(107,875)	10,478	128,351	245,974	363,429	480,777
	100	(236,930)	(115,903)	2,495	120,389	238,022	355,490	472,842
	110	(245,556)	(123,942)	(5,488)	112,428	230,070	347,547	464,906
	120	(254,191)	(131,982)	(13,477)	104,467	222,118	339,604	456,970
	130	(262,841)	(140,022)	(21,473)	96,505	214,166	331,661	449,035
	140	(271,509)	(148,075)	(29,469)	88,537	206,215	323,717	441,099
	150	(280,191)	(156,132)	(37,465)	80,566	198,263	315,774	433,164
	160	(288,892)	(164,188)	(45,461)	72,594	190,311	307,831	425,228
	170	(297,617)	(172,259)	(53,461)	64,622	182,359	299,888	417,292
	180	(306,363)	(180,333)	(61,470)	56,650	174,407	291,944	409,357
	190	(315,131)	(188,410)	(69,480)	48,678	166,456	284,001	401,421
	200	(323,927)	(196,502)	(77,489)	40,706	158,498	276,058	393,486
	210	(332,753)	(204,594)	(85,498)	32,729	150,537	268,115	385,550
	220	(341,612)	(212,912)	(93,520)	24,746	142,576	260,172	377,614
	230	(350,508)	(221,471)	(101,544)	16,762	134,614	252,228	369,679
	240	(359,444)	(230,064)	(109,568)	8,779	126,653	244,279	361,742
	250	(368,423)	(238,667)	(117,592)	795	118,692	236,327	353,799

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: **S** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Lower** No Units: **400**
 Notes: **Greenfield/Brownfield: Greenfield**

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	400 Units
AH Policy requirement (% Target)	40%
Open Market Sale (OMS) housing	60%
AH tenure split %	
Affordable Rent:	0.0%
Social Rent:	69.0%
First Homes:	25.0%
Intermediate (Affordable Home Ownership):	6.0%
	100%
	100.0%

69.0% % Rented
 12.4% % of total (>10% First Homes PPG 023)

CIL Rate (£ psm) 43.27 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	5.0%	12.0	10.0%	16.0	7%	28.0
2 bed House	20.0%	48.0	22.0%	35.2	21%	83.2
3 bed House	40.0%	96.0	30.0%	48.0	36%	144.0
4 bed House	20.0%	48.0	10.0%	16.0	16%	64.0
5 bed House	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	15.0%	24.0	10%	38.4
Total number of units	100.0%	240.0	100.0%	160.0	100%	400.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	828	8,913	1,104	11,883	1,932	20,796
2 bed House	3,600	38,750	2,640	28,417	6,240	67,167
3 bed House	9,120	98,167	4,560	49,083	13,680	147,250
4 bed House	5,760	62,000	1,920	20,667	7,680	82,667
5 bed House	1,620	17,438	0	0	1,620	17,438
1 bed Flat	565	6,078	1,224	13,170	1,788	19,248
2 bed Flat	1,101	11,853	1,835	19,755	2,936	31,608
	22,594	243,199	13,283	142,975	35,877	386,174

AH % by floor area: 37.02% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	256,400	3,716	345	7,179,200
2 bed House	290,000	3,867	359	24,128,000
3 bed House	380,000	4,000	372	54,720,000
4 bed House	485,000	4,042	375	31,040,000
5 bed House	560,000	4,148	385	6,720,000
1 bed Flat	176,000	3,520	327	5,350,400
2 bed Flat	235,300	3,620	336	9,035,520
				138,173,120

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Inter. £	% of MV
1 bed House	96,150	37.5%	96,150	37.5%	179,480	70%	179,480	70%
2 bed House	108,750	37.5%	108,750	37.5%	203,000	70%	203,000	70%
3 bed House	142,500	37.5%	142,500	37.5%	250,000	70%	266,000	70%
4 bed House	181,875	37.5%	181,875	37.5%	250,000	70%	339,500	70%
5 bed House	210,000	37.5%	210,000	37.5%	250,000	70%	392,000	70%
1 bed Flat	66,000	37.5%	66,000	37.5%	123,200	70%	123,200	70%
2 bed Flat	88,238	37.5%	88,238	37.5%	164,710	70%	164,710	70%

* capped @£250K

Scheme Typology:

Houses & Flats

No Units: 400

Site Typology:

Location / Value Zone:

Lower

Greenfield/Brownfield:

Greenfield

Notes:

GROSS DEVELOPMENT VALUE

OMS GDV -				
(part houses due to % mix)				
1 bed House	12.0	@	256,400	3,076,800
2 bed House	48.0	@	290,000	13,920,000
3 bed House	96.0	@	380,000	36,480,000
4 bed House	48.0	@	485,000	23,280,000
5 bed House	12.0	@	560,000	6,720,000
1 bed Flat	9.6	@	176,000	1,689,600
2 bed Flat	14.4	@	235,300	3,388,320
	240.0			88,554,720
Affordable Rent GDV -				
1 bed House	0.0	@	96,150	-
2 bed House	0.0	@	108,750	-
3 bed House	0.0	@	142,500	-
4 bed House	0.0	@	181,875	-
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	88,238	-
	0.0			-
Social Rent GDV -				
1 bed House	11.0	@	96,150	1,061,496
2 bed House	24.3	@	108,750	2,641,320
3 bed House	33.1	@	142,500	4,719,600
4 bed House	11.0	@	181,875	2,007,900
5 bed House	0.0	@	210,000	-
1 bed Flat	14.4	@	66,000	947,232
2 bed Flat	16.6	@	88,238	1,461,213
	110.4			12,838,761
First Homes GDV -				
1 bed House	4.0	@	179,480	717,920
2 bed House	8.8	@	203,000	1,786,400
3 bed House	12.0	@	250,000	3,000,000
4 bed House	4.0	@	250,000	1,000,000
5 bed House	0.0	@	250,000	-
1 bed Flat	5.2	@	123,200	640,640
2 bed Flat	6.0	@	164,710	988,260
	40.0			8,133,220
Intermediate GDV -				
1 bed House	1.0	@	179,480	172,301
2 bed House	2.1	@	203,000	428,736
3 bed House	2.9	@	266,000	766,080
4 bed House	1.0	@	339,500	325,920
5 bed House	0.0	@	392,000	-
1 bed Flat	1.2	@	123,200	153,754
2 bed Flat	1.4	@	164,710	237,182
	9.6	160.0		2,083,973
Sub-total GDV Residential				
	400			111,610,674
AH on-site cost analysis:				
	740 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	26,562,446
			66,406 £ per unit (total units)	
Grant				
	160	AH units @	0 per unit	-
Total GDV				
				111,610,674

Scheme Typology:

Site Typology:

Notes:

Houses & Flats

Location / Value Zone:

No Units: 400

Greenfield/Brownfield:

Greenfield

Lower

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(71,159)
Planning Application Professional Fees, Surveys and reports					(210,000)
CIL					(977,637)
CIL analysis:		22,594 sqm (Market only)	43.27 £ psm		
		0.88% % of GDV	2,444 £ per unit (total units)		
Site Specific S106 Contributions	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 @	27,176 per unit	(10,870,400)	(10,870,400)
Sub-total				(10,870,400)	
S106 analysis:		1,087,040 £ per ha	9.74% % of GDV	27,176 £ per unit (total units)	
AH Commuted Sum		35,877 sqm (total)	0 £ psm		-
Comm. Sum analysis:		0.00% % of GDV			
cont./					

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:

Lower

No Units: **400**
Greenfield/Brownfield:

Greenfield

Construction Costs -

Site Clearance, Demolition & Remediation		10.00	ha @		0	£ per ha (if brownfield)	-
Site Infrastructure costs -							
Year 1		0					-
Year 2		0					-
Year 3		0					-
Year 4		0					-
Year 5		0					-
Year 6		0					-
Year 7		0					-
Year 8		0					-
Year 9		0					-
Year 10		0					-
Year 11		0					-
Year 12		0					-
Year 13		0					-
Year 14		0					-
Year 15		0					-
Years 1-15		400	units @		0	per unit	-
Sub-total							-
Infra. Costs analysis:	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)	
1 bed House			1,932	sqm @	1,377	psm	(2,660,364)
2 bed House			6,240	sqm @	1,377	psm	(8,592,480)
3 bed House			13,680	sqm @	1,377	psm	(18,837,360)
4 bed House			7,680	sqm @	1,377	psm	(10,575,360)
5 bed House			1,620	sqm @	1,377	psm	(2,230,740)
1 bed Flat			1,788	sqm @	1,530	psm	(2,736,000)
2 bed Flat		35,877	2,936	sqm @	1,530	psm	(4,492,800)
Garages for 3 bed House (OMS only)		96	units @	50%	@	8,500	£ per garage (408,000)
Garages for 4 bed House (OMS only)		48	units @	100%	@	8,500	£ per garage (408,000)
Garages for 5 bed House (OMS only)		12	units @	100%	@	8,500	£ per garage (102,000)
External works			51,043,104	@	15.0%		(7,656,466)
Ext. Works analysis:					19,141	£ per unit (total units)	
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 uni		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 u		-	units @	5%	@	12,133	£ per unit -
Part L/FHS (houses)		331	units @			5,816	£ per unit (1,926,259)
Part L/FHS (flats)		69	units @			2,712	£ per unit (186,586)
Additional Low Carbon/Energy Reduction (houses)		331	units @			0	£ per unit -
Additional Low Carbon/Energy Reduction (flats)		69	units @			0	£ per unit -
EV Charging Points - Houses		331	units @			0	£ per unit -
EV Charging Points - Flats		69	units @			0	£ per unit -
Water Efficiency (houses)		331	units @			2,683	£ per unit (888,610)
Water Efficiency (flats)		69	units @			909	£ per unit (62,539)
Broadband infrastructure (< 20 units only)			units @			747	£ per unit -
Sub-total							(3,799,758)
Policy Costs analysis: (design costs only)					9,499	£ per unit (total units)	
Contingency (on construction)		62,499,327	@	3.0%			(1,874,980)
Professional Fees		62,499,327	@	6.5%			(4,062,456)
Disposal Costs -							
OMS Marketing and Promotion		88,554,720	OMS @	3.00%		6,642	£ per unit (2,656,642)
Residential Sales Agent Costs		88,554,720	OMS @	1.00%		2,214	£ per unit (885,547)
Residential Sales Legal Costs		88,554,720	OMS @	0.50%		1,107	£ per unit (442,774)
Affordable Sale Legal Costs		23,055,954	AH @	0.25%		144	£ per unit (57,640)
Disposal Cost analysis:					10,107	£ per unit	
Interest (on Development Costs) -			7.00%	APR	0.565%	pcm	(103,146)
Developers Profit -							
Profit on OMS		88,554,720		20.00%			(17,710,944)
Margin on AH		23,055,954		6.00%	on AH values		(1,383,357)
Profit analysis:		111,610,674		17.11%	blended GDV	(19,094,301)	
		84,711,708		22.54%	on costs	(19,094,301)	
TOTAL COSTS							(103,806,009)

Scheme Typology:

Houses & Flats

No Units: 400

Site Typology:

Location / Value Zone:

Lower

Greenfield/Brownfield:

Greenfield

Notes:

RESIDUAL LAND VALUE (RLV)

Residual Land Value (gross)				7,804,665
SDLT		7,804,665	@	HMRC formula
Acquisition Agent fees		7,804,665	@	1.0%
Acquisition Legal fees		7,804,665	@	0.5%
Interest on Land		7,804,665	@	7.00%
Residual Land Value				6,761,535
RLV analysis:	16,904 £ per plot	676,154 £ per ha (net)	273,636 £ per acre (net)	
		405,692 £ per ha (gross)	164,181 £ per acre (gross)	
			6.06% % 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)
Benchmark Land Value (net)	13,899 £ per plot	555,975	£ per ha (net)	225,000 £ per acre (net)
BLV analysis:	Density	3,588	sqm/ha (net)	15,628 sqft/ac (net)
		24	dph (gross)	
		333,585	£ per ha (gross)	135,000 £ per acre (gross)

BALANCE

Surplus/(Deficit)	[RLV - BLV]	120,179 £ per ha (net)	48,636 £ per acre (net)	1,201,785

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))		48,636	10%	15%	20%	25%	30%	35%	40%
CIL £ psm 43.27	0.00		593,777	508,712	423,627	338,529	253,396	168,229	83,011
	10.00		581,893	497,489	413,059	328,621	244,144	159,633	75,070
	20.00		570,010	486,266	402,491	318,708	234,892	151,037	67,125
	30.00		558,127	475,040	391,923	308,795	225,640	142,441	59,179
	40.00		546,244	463,811	381,355	298,883	216,384	133,840	51,234
	50.00		534,361	452,583	370,788	288,970	207,127	125,239	43,288
	60.00		522,477	441,355	360,220	279,058	197,869	116,637	35,343
	70.00		510,594	430,126	349,652	269,145	188,612	108,035	27,397
	80.00		498,711	418,898	339,083	259,232	179,355	99,434	19,448
	90.00		486,823	407,670	328,510	249,320	170,098	90,832	11,496
	100.00		474,934	396,441	317,936	239,407	160,840	82,231	3,545
	110.00		463,046	385,213	307,363	229,493	151,583	73,626	(4,407)
	120.00		451,157	373,985	296,789	219,575	142,323	65,018	(12,359)
	130.00		439,268	362,756	286,216	209,656	133,060	56,410	(20,311)
	140.00		427,379	351,528	275,642	199,738	123,797	47,803	(28,269)
	150.00		415,490	340,294	265,069	189,819	114,534	39,195	(36,227)
	160.00		403,601	329,060	254,496	179,901	105,270	30,587	(44,185)
	170.00		391,713	317,825	243,922	169,982	96,007	21,977	(52,144)
	180.00		379,824	306,591	233,345	160,064	86,744	13,363	(60,103)
	190.00		367,935	295,357	222,766	150,145	77,478	4,749	(68,069)
	200.00		356,043	284,123	212,186	140,220	68,208	(3,866)	(76,034)
	210.00		344,148	272,888	201,606	130,295	58,938	(12,480)	(83,999)
	220.00		332,253	261,654	191,027	120,370	49,669	(21,095)	(91,965)
	230.00		320,358	250,420	180,447	110,445	40,399	(29,716)	(99,937)
	240.00		308,463	239,181	169,867	100,520	31,129	(38,338)	(107,910)
	250.00		296,568	227,940	159,287	90,595	21,856	(46,959)	(115,883)

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:

Lower

No Units: 400
Greenfield/Brownfield:

Greenfield

TABLE 2

		Affordable Housing - % on site 40%						
Balance (RLV - BLV)	48,636	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	923,397	841,224	759,042	676,860	594,677	512,470	430,262
	5%	904,354	822,174	739,992	657,810	575,620	493,413	411,205
	10%	885,306	803,124	720,942	638,760	556,563	474,355	392,138
	15%	866,256	784,074	701,892	619,710	537,505	455,297	373,071
	20%	847,206	765,024	682,842	600,656	518,448	436,240	354,005
	25%	828,157	745,975	663,793	581,598	499,390	417,178	334,938
	30%	809,107	726,925	644,743	562,540	480,333	398,112	315,872
	35%	790,057	707,875	625,691	543,483	461,275	379,045	296,804
	40%	771,007	688,825	606,633	524,425	442,217	359,979	277,727
	45%	751,958	669,776	587,576	505,368	423,152	340,912	258,650
	50%	732,908	650,726	568,518	486,310	404,085	321,846	239,574
	55%	713,858	631,668	549,460	467,253	385,019	302,775	220,497
	60%	694,808	612,611	530,403	448,192	365,952	283,699	201,415
	65%	675,759	593,553	511,345	429,126	346,886	264,622	182,327
	70%	656,704	574,496	492,288	410,059	327,819	245,545	163,240
	75%	637,646	555,438	473,230	390,993	308,747	226,469	144,152
	80%	618,588	536,380	454,166	371,926	289,670	207,386	125,056
	85%	599,531	517,323	435,099	352,860	270,593	188,298	105,956
	90%	580,473	498,265	416,033	333,793	251,517	169,210	86,855
	95%	561,416	479,206	396,966	314,718	232,440	150,122	67,750
	100%	542,358	460,140	377,900	295,641	213,357	131,028	48,636
	105%	523,300	441,073	358,833	276,565	194,269	111,927	29,522
	110%	504,243	422,007	339,766	257,488	175,181	92,827	10,397
	115%	485,180	402,940	320,689	238,411	156,093	73,723	(8,731)
	120%	466,113	383,874	301,613	219,327	136,999	54,609	(27,866)
	125%	447,047	364,807	282,536	200,239	117,899	35,495	(47,011)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	48,636	15%	16%	17%	18%	19%	20%	21%
CIL £psm 43.27	0	238,008	207,009	176,009	145,010	114,010	83,011	52,011
	10	230,068	199,069	168,069	137,070	106,070	75,070	44,071
	20	222,123	191,123	160,124	129,124	98,124	67,125	36,125
	30	214,177	183,177	152,178	121,178	90,179	59,179	28,180
	40	206,231	175,232	144,232	113,233	82,233	51,234	20,234
	50	198,286	167,286	136,287	105,287	74,288	43,288	12,289
	60	190,340	159,341	128,341	97,342	66,342	35,343	4,343
	70	182,395	151,395	120,396	89,396	58,397	27,397	(3,602)
	80	174,446	143,446	112,447	81,447	50,448	19,448	(11,551)
	90	166,494	135,494	104,495	73,495	42,496	11,496	(19,503)
	100	158,542	127,543	96,543	65,544	34,544	3,545	(27,455)
	110	150,591	119,591	88,591	57,592	26,592	(4,407)	(35,407)
	120	142,639	111,639	80,640	49,640	18,641	(12,359)	(43,358)
	130	134,687	103,688	72,688	41,689	10,689	(20,311)	(51,310)
	140	126,729	95,729	64,730	33,730	2,731	(28,269)	(59,268)
	150	118,771	87,771	56,772	25,772	(5,228)	(36,227)	(67,227)
	160	110,812	79,813	48,813	17,814	(13,186)	(44,185)	(75,185)
	170	102,854	71,854	40,855	9,855	(21,144)	(52,144)	(83,143)
	180	94,895	63,895	32,895	1,896	(29,104)	(60,103)	(91,103)
	190	86,929	55,930	24,930	(6,069)	(37,069)	(68,069)	(99,068)
	200	78,964	47,964	16,965	(14,035)	(45,034)	(76,034)	(107,034)
	210	70,998	39,999	8,999	(22,000)	(53,000)	(83,999)	(114,999)
	220	63,033	32,033	1,034	(29,966)	(60,965)	(91,965)	(122,964)
	230	55,060	24,061	(6,939)	(37,938)	(68,938)	(99,937)	(130,937)
	240	47,087	16,088	(14,912)	(45,911)	(76,911)	(107,910)	(138,910)
	250	39,114	8,115	(22,885)	(53,884)	(84,884)	(115,883)	(146,883)

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:

Lower

No Units: 400
Greenfield/Brownfield:

Greenfield

TABLE 4		BLV (per acre) 225,000							
Balance (RLV - BLV)		48,636	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 43.27	0	158,011	108,011	58,011	8,011	(41,989)	(91,989)	(141,989)	
	10	150,070	100,070	50,070	70	(49,930)	(99,930)	(149,930)	
	20	142,125	92,125	42,125	(7,875)	(57,875)	(107,875)	(157,875)	
	30	134,179	84,179	34,179	(15,821)	(65,821)	(115,821)	(165,821)	
	40	126,234	76,234	26,234	(23,766)	(73,766)	(123,766)	(173,766)	
	50	118,288	68,288	18,288	(31,712)	(81,712)	(131,712)	(181,712)	
	60	110,343	60,343	10,343	(39,657)	(89,657)	(139,657)	(189,657)	
	70	102,397	52,397	2,397	(47,603)	(97,603)	(147,603)	(197,603)	
	80	94,448	44,448	(5,552)	(55,552)	(105,552)	(155,552)	(205,552)	
	90	86,496	36,496	(13,504)	(63,504)	(113,504)	(163,504)	(213,504)	
	100	78,545	28,545	(21,455)	(71,455)	(121,455)	(171,455)	(221,455)	
	110	70,593	20,593	(29,407)	(79,407)	(129,407)	(179,407)	(229,407)	
	120	62,641	12,641	(37,359)	(87,359)	(137,359)	(187,359)	(237,359)	
	130	54,689	4,689	(45,311)	(95,311)	(145,311)	(195,311)	(245,311)	
	140	46,731	(3,269)	(53,269)	(103,269)	(153,269)	(203,269)	(253,269)	
	150	38,773	(11,227)	(61,227)	(111,227)	(161,227)	(211,227)	(261,227)	
	160	30,815	(19,185)	(69,185)	(119,185)	(169,185)	(219,185)	(269,185)	
	170	22,856	(27,144)	(77,144)	(127,144)	(177,144)	(227,144)	(277,144)	
	180	14,897	(35,103)	(85,103)	(135,103)	(185,103)	(235,103)	(285,103)	
	190	6,931	(43,069)	(93,069)	(143,069)	(193,069)	(243,069)	(293,069)	
	200	(1,034)	(51,034)	(101,034)	(151,034)	(201,034)	(251,034)	(301,034)	
	210	(8,999)	(58,999)	(108,999)	(158,999)	(208,999)	(258,999)	(308,999)	
	220	(16,965)	(66,965)	(116,965)	(166,965)	(216,965)	(266,965)	(316,965)	
	230	(24,937)	(74,937)	(124,937)	(174,937)	(224,937)	(274,937)	(324,937)	
	240	(32,910)	(82,910)	(132,910)	(182,910)	(232,910)	(282,910)	(332,910)	
	250	(40,883)	(90,883)	(140,883)	(190,883)	(240,883)	(290,883)	(340,883)	

TABLE 5		Density (dph) 40							
Balance (RLV - BLV)		48,636	25	30	35	40	45	50	55
CIL Epsm 43.27	0	(32,493)	6,008	44,509	83,011	121,512	160,014	198,515	
	10	(37,456)	53	37,562	75,070	112,579	150,088	187,597	
	20	(42,422)	(5,906)	30,609	67,125	103,641	140,156	176,672	
	30	(47,388)	(11,865)	23,657	59,179	94,702	130,224	165,747	
	40	(52,354)	(17,825)	16,705	51,234	85,763	120,292	154,821	
	50	(57,320)	(23,784)	9,752	43,288	76,824	110,360	143,896	
	60	(62,286)	(29,743)	2,800	35,343	67,885	100,428	132,971	
	70	(67,252)	(35,702)	(4,153)	27,397	58,947	90,496	122,046	
	80	(72,220)	(41,664)	(11,108)	19,448	50,004	80,560	111,116	
	90	(77,190)	(47,628)	(18,066)	11,496	41,058	70,620	100,182	
	100	(82,160)	(53,592)	(25,023)	3,545	32,113	60,681	89,249	
	110	(87,129)	(59,555)	(31,981)	(4,407)	23,167	50,741	78,315	
	120	(92,099)	(65,519)	(38,939)	(12,359)	14,221	40,802	67,382	
	130	(97,069)	(71,483)	(45,897)	(20,311)	5,276	30,862	56,448	
	140	(102,043)	(77,452)	(52,860)	(28,269)	(3,677)	20,914	45,506	
	150	(107,017)	(83,420)	(59,824)	(36,227)	(12,630)	10,966	34,563	
	160	(111,991)	(89,389)	(66,787)	(44,185)	(21,584)	1,018	23,620	
	170	(116,965)	(95,358)	(73,751)	(52,144)	(30,537)	(8,930)	12,677	
	180	(121,939)	(101,327)	(80,715)	(60,103)	(39,491)	(18,879)	1,733	
	190	(126,918)	(107,301)	(87,685)	(68,069)	(48,452)	(28,836)	(9,219)	
	200	(131,896)	(113,276)	(94,655)	(76,034)	(57,413)	(38,793)	(20,172)	
	210	(136,875)	(119,250)	(101,625)	(83,999)	(66,374)	(48,749)	(31,124)	
	220	(141,853)	(125,224)	(108,594)	(91,965)	(75,336)	(58,706)	(42,077)	
	230	(146,836)	(131,203)	(115,570)	(99,937)	(84,305)	(68,672)	(53,039)	
	240	(151,819)	(137,183)	(122,547)	(107,910)	(93,274)	(78,638)	(64,002)	
	250	(156,802)	(143,163)	(129,523)	(115,883)	(102,244)	(88,604)	(74,965)	

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:
Lower

No Units: 400
Greenfield/Brownfield: Greenfield

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	48,636	90%	95%	100%	105%	110%	115%	120%
CIL £psm 43.27	0	304,893	194,020	83,011	(28,205)	(139,774)	(254,050)	(374,579)
	10	296,967	186,088	75,070	(36,164)	(147,764)	(262,577)	(383,312)
	20	289,041	178,153	67,125	(44,122)	(155,757)	(271,107)	(392,071)
	30	281,115	170,218	59,179	(52,086)	(163,756)	(279,651)	(400,857)
	40	273,189	162,283	51,234	(60,051)	(171,755)	(288,201)	(409,681)
	50	265,263	154,349	43,288	(68,016)	(179,758)	(296,760)	(418,539)
	60	257,338	146,414	35,343	(75,982)	(187,767)	(305,332)	(427,440)
	70	249,409	138,479	27,397	(83,950)	(195,776)	(313,914)	(436,389)
	80	241,479	130,544	19,448	(91,924)	(203,794)	(322,508)	(445,394)
	90	233,549	122,610	11,496	(99,897)	(211,813)	(331,114)	(454,462)
	100	225,619	114,672	3,545	(107,870)	(219,889)	(339,736)	(463,602)
	110	217,689	106,732	(4,407)	(115,847)	(228,483)	(348,373)	(472,827)
	120	209,759	98,792	(12,359)	(123,829)	(236,982)	(357,029)	(482,153)
	130	201,828	90,853	(20,311)	(131,810)	(245,488)	(365,704)	(491,597)
	140	193,898	82,913	(28,269)	(139,792)	(254,000)	(374,400)	(501,183)
	150	185,968	74,973	(36,227)	(147,782)	(262,518)	(383,119)	(510,941)
	160	178,038	67,033	(44,185)	(155,772)	(271,046)	(391,863)	(520,912)
	170	170,108	59,093	(52,144)	(163,763)	(279,579)	(400,638)	(531,149)
	180	162,174	51,147	(60,103)	(171,762)	(288,123)	(409,444)	(541,723)
	190	154,239	43,202	(68,069)	(179,761)	(296,676)	(418,288)	(552,734)
	200	146,304	35,256	(76,034)	(187,763)	(305,238)	(427,172)	(563,935)
	210	138,369	27,311	(83,999)	(195,772)	(313,810)	(436,103)	(575,136)
	220	130,435	19,365	(91,965)	(203,780)	(322,397)	(445,088)	(586,337)
	230	122,500	11,419	(99,937)	(211,798)	(330,995)	(454,134)	(597,594)
	240	114,565	3,470	(107,910)	(219,966)	(339,608)	(463,253)	(608,859)
	250	106,630	(4,482)	(115,883)	(228,456)	(348,235)	(472,454)	(620,125)

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	48,636	90%	95%	100%	105%	110%	115%	120%
CIL £psm 43.27	0	(152,550)	(34,587)	83,011	200,419	317,716	434,947	552,133
	10	(160,544)	(42,545)	75,070	192,484	309,790	427,025	544,211
	20	(168,543)	(50,503)	67,125	184,549	301,864	419,103	536,289
	30	(176,542)	(58,467)	59,179	176,614	293,936	411,179	528,367
	40	(184,549)	(66,432)	51,234	168,680	286,006	403,253	520,444
	50	(192,558)	(74,397)	43,288	160,745	278,076	395,327	512,522
	60	(200,572)	(82,363)	35,343	152,810	270,145	387,401	504,600
	70	(208,590)	(90,332)	27,397	144,875	262,215	379,475	496,678
	80	(216,641)	(98,306)	19,448	136,941	254,285	371,549	488,756
	90	(225,072)	(106,279)	11,496	129,003	246,355	363,623	480,834
	100	(233,570)	(114,252)	3,545	121,063	238,425	355,697	472,911
	110	(242,076)	(122,232)	(4,407)	113,123	230,495	347,772	464,989
	120	(250,589)	(130,213)	(12,359)	105,183	222,565	339,846	457,067
	130	(259,107)	(138,194)	(20,311)	97,243	214,635	331,920	449,145
	140	(267,638)	(146,180)	(28,269)	89,303	206,705	323,994	441,223
	150	(276,176)	(154,170)	(36,227)	81,363	198,770	316,068	433,301
	160	(284,721)	(162,160)	(44,185)	73,423	190,835	308,142	425,379
	170	(293,280)	(170,156)	(52,144)	65,479	182,901	300,216	417,456
	180	(301,850)	(178,155)	(60,103)	57,533	174,966	292,287	409,531
	190	(310,432)	(186,154)	(68,069)	49,588	167,031	284,357	401,605
	200	(319,027)	(194,163)	(76,034)	41,642	159,096	276,427	393,679
	210	(327,638)	(202,171)	(83,999)	33,697	151,162	268,497	385,753
	220	(336,265)	(210,187)	(91,965)	25,751	143,227	260,567	377,827
	230	(344,911)	(218,288)	(99,937)	17,804	135,292	252,637	369,901
	240	(353,577)	(226,750)	(107,910)	9,853	127,355	244,707	361,975
	250	(362,265)	(235,243)	(115,883)	1,901	119,415	236,777	354,050

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: **T** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: **Location / Value Zone: Lower** No Units: **650**
 Notes: **Greenfield/Brownfield: Greenfield**

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		650 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:				69.0%	
First Homes:				25.0%	
Intermediate (Affordable Home Ownership):				6.0%	
		100%		100.0%	
CIL Rate (£ psm)		43.27 £ psm			
Unit mix -		OMS Unit mix%		MV # units	
1 bed House		5.0%		19.5	
2 bed House		20.0%		78.0	
3 bed House		40.0%		156.0	
4 bed House		20.0%		78.0	
5 bed House		5.0%		19.5	
1 bed Flat		4.0%		15.6	
2 bed Flat		6.0%		23.4	
Total number of units		100.0%		390.0	
				</	

Scheme Typology:

Houses & Flats

No Units: 650

Site Typology:

Location / Value Zone:

Lower

Greenfield/Brownfield:

Greenfield

Notes:

GROSS DEVELOPMENT VALUE

OMS GDV -				
(part houses due to % mix)				
1 bed House	19.5	@	256,400	4,999,800
2 bed House	78.0	@	290,000	22,620,000
3 bed House	156.0	@	380,000	59,280,000
4 bed House	78.0	@	485,000	37,830,000
5 bed House	19.5	@	560,000	10,920,000
1 bed Flat	15.6	@	176,000	2,745,600
2 bed Flat	23.4	@	235,300	5,506,020
	390.0			143,901,420
Affordable Rent GDV -				
1 bed House	0.0	@	96,150	-
2 bed House	0.0	@	108,750	-
3 bed House	0.0	@	142,500	-
4 bed House	0.0	@	181,875	-
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,000	-
2 bed Flat	0.0	@	88,238	-
	0.0			-
Social Rent GDV -				
1 bed House	17.9	@	96,150	1,724,931
2 bed House	39.5	@	108,750	4,292,145
3 bed House	53.8	@	142,500	7,669,350
4 bed House	17.9	@	181,875	3,262,838
5 bed House	0.0	@	210,000	-
1 bed Flat	23.3	@	66,000	1,539,252
2 bed Flat	26.9	@	88,238	2,374,471
	179.4			20,862,987
First Homes GDV -				
1 bed House	6.5	@	179,480	1,166,620
2 bed House	14.3	@	203,000	2,902,900
3 bed House	19.5	@	250,000	4,875,000
4 bed House	6.5	@	250,000	1,625,000
5 bed House	0.0	@	250,000	-
1 bed Flat	8.5	@	123,200	1,041,040
2 bed Flat	9.8	@	164,710	1,605,923
	65.0			13,216,483
Intermediate GDV -				
1 bed House	1.6	@	179,480	279,989
2 bed House	3.4	@	203,000	696,696
3 bed House	4.7	@	266,000	1,244,880
4 bed House	1.6	@	339,500	529,620
5 bed House	0.0	@	392,000	-
1 bed Flat	2.0	@	123,200	249,850
2 bed Flat	2.3	@	164,710	385,421
	15.6	260.0		3,386,456
Sub-total GDV Residential				
	650			181,367,345
AH on-site cost analysis:				
	740 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	43,163,975
			66,406 £ per unit (total units)	
Grant				
	260	AH units @	0 per unit	-
Total GDV				
				181,367,345

Scheme Typology: Houses & Flats
Site Typology: Location / Value Zone: Lower
Notes:
No Units: 650
Greenfield/Brownfield: Greenfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(105,659)
Planning Application Professional Fees, Surveys and reports				(320,000)
CIL		36,715 sqm (Market only)	43.27 £ psm	(1,588,661)
CIL analysis:		0.88% % of GDV	2,444 £ per unit (total units)	
Site Specific S106 Contributions	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	650 units @	30,615 per unit	(19,899,750)
Sub-total				(19,899,750)
S106 analysis:		1,224,600 £ per ha	10.97% % of GDV	30,615 £ per unit (total units)
AH Commuted Sum		58,300 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		
cont./				

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:

Lower

No Units: **650**
Greenfield/Brownfield:

Greenfield

Construction Costs -

Site Clearance, Demolition & Remediation		16.25	ha @		0	£ per ha (if brownfield)	-
Site Infrastructure costs -							
Year 1		0					-
Year 2		0					-
Year 3		0					-
Year 4		0					-
Year 5		0					-
Year 6		0					-
Year 7		0					-
Year 8		0					-
Year 9		0					-
Year 10		0					-
Year 11		0					-
Year 12		0					-
Year 13		0					-
Year 14		0					-
Year 15		0					-
Years 1-15		650	units @		0	per unit	-
Sub-total							-
Infra. Costs analysis:	- £ per ha	0.00%	% of GDV		0	£ per unit (total units)	
1 bed House		3,140	sqm @	1,377	psm		(4,323,092)
2 bed House		10,140	sqm @	1,377	psm		(13,962,780)
3 bed House		22,230	sqm @	1,377	psm		(30,610,710)
4 bed House		12,480	sqm @	1,377	psm		(17,184,960)
5 bed House		2,633	sqm @	1,377	psm		(3,624,953)
1 bed Flat		2,906	sqm @	1,530	psm		(4,446,000)
2 bed Flat		4,772	sqm @	1,530	psm		(7,300,800)
Garages for 3 bed House (OMS only)	156 units @	50%	@	8,500	£ per garage		(663,000)
Garages for 4 bed House (OMS only)	78 units @	100%	@	8,500	£ per garage		(663,000)
Garages for 5 bed House (OMS only)	20 units @	100%	@	8,500	£ per garage		(165,750)
External works		82,945,044	@	15.0%			(12,441,757)
Ext. Works analysis:				19,141	£ per unit (total units)		
Policy Costs on design -							
Net Biodiversity costs		650	units @	1,003	£ per unit		(651,950)
M4(2) Category 2 Housing Aff units	260 units @	95%	@	625	£ per unit		(154,375)
M4(3) Category 3 Housing Aff units (>20 uni	260 units @	5%	@	12,133	£ per unit		(157,729)
M4(2) Category 2 Housing OMS units	390 units @	95%	@	625	£ per unit		(231,563)
M4(3) Category 3 Housing OMS units (>20 u	- units @	5%	@	12,133	£ per unit		-
Part L/FHS (houses)	538 units @			5,816	£ per unit		(3,130,171)
Part L/FHS (flats)	112 units @			2,712	£ per unit		(303,202)
Additional Low Carbon/Energy Reduction (houses)	538 units @			0	£ per unit		-
Additional Low Carbon/Energy Reduction (flats)	112 units @			0	£ per unit		-
EV Charging Points - Houses	538 units @			0	£ per unit		-
EV Charging Points - Flats	112 units @			0	£ per unit		-
Water Efficiency (houses)	538 units @			2,683	£ per unit		(1,443,991)
Water Efficiency (flats)	112 units @			909	£ per unit		(101,626)
Broadband infrastructure (< 20 units only)	units @			747	£ per unit		-
Sub-total							(6,174,606)
Policy Costs analysis: (design costs only)				9,499	£ per unit (total units)		
Contingency (on construction)		101,561,407	@	3.0%			(3,046,842)
Professional Fees		101,561,407	@	6.5%			(6,601,491)
Disposal Costs -							
OMS Marketing and Promotion	143,901,420	OMS @	3.00%	6,642	£ per unit		(4,317,043)
Residential Sales Agent Costs	143,901,420	OMS @	1.00%	2,214	£ per unit		(1,439,014)
Residential Sales Legal Costs	143,901,420	OMS @	0.50%	1,107	£ per unit		(719,507)
Affordable Sale Legal Costs	37,465,925	AH @	0.25%	144	£ per unit		(93,665)
Disposal Cost analysis:				10,107	£ per unit		
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(122,285)
Developers Profit -							
Profit on OMS	143,901,420		20.00%				(28,780,284)
Margin on AH	37,465,925		6.00%	on AH values			(2,247,955)
Profit analysis:		181,367,345		17.11%	blended GDV	(31,028,239)	
		139,815,324		22.19%	on costs	(31,028,239)	
TOTAL COSTS							(170,843,564)

Scheme Typology:

Houses & Flats

No Units: 650

Site Typology:

Location / Value Zone:

Lower

Greenfield/Brownfield:

Greenfield

Notes:

RESIDUAL LAND VALUE (RLV)

Residual Land Value (gross)				10,523,781
SDLT		10,523,781	@	HMRC formula
Acquisition Agent fees		10,523,781	@	1.0%
Acquisition Legal fees		10,523,781	@	0.5%
Interest on Land		10,523,781	@	7.00%
Residual Land Value				9,113,571
RLV analysis:	14,021 £ per plot	560,835 £ per ha (net)	226,967 £ per acre (net)	
		336,501 £ per ha (gross)	136,180 £ per acre (gross)	
			5.02% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)

Residential Density		40.0	dph (net)	
Site Area (net)		16.25	ha (net)	40.15 acres (net)
Net to Gross ratio		60%		
Site Area (gross)		27.08	ha (gross)	66.92 acres (gross)
Benchmark Land Value (net)	13,899 £ per plot	555,975	£ per ha (net)	225,000 £ per acre (net)
BLV analysis:	Density	3,588	sqm/ha (net)	15,628 sqft/ac (net)
		24	dph (gross)	
		333,585	£ per ha (gross)	135,000 £ per acre (gross)

BALANCE

Surplus/(Deficit)	[RLV - BLV]	4,860 £ per ha (net)	1,967 £ per acre (net)	78,977

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))	1,967	10%	15%	20%	25%	30%	35%	40%	
	0.00	546,962	461,897	376,828	291,736	206,624	121,484	36,295	
	10.00	535,087	450,679	366,266	281,834	197,380	112,896	28,362	
	20.00	523,209	439,460	355,705	271,933	188,136	104,308	20,428	
	30.00	511,331	428,242	345,144	262,030	178,891	95,717	12,495	
	40.00	499,453	417,024	334,582	252,126	169,644	87,126	4,562	
	50.00	487,575	405,806	324,021	242,221	160,396	78,536	(3,375)	
	60.00	475,697	394,588	313,460	232,317	151,149	69,945	(11,312)	
	70.00	463,819	383,370	302,898	222,412	141,901	61,355	(19,249)	
	80.00	451,941	372,148	292,337	212,507	132,653	52,764	(27,186)	
	90.00	440,063	360,927	281,775	202,603	123,406	44,171	(35,123)	
	100.00	428,185	349,705	271,214	192,698	114,158	35,577	(43,062)	
	110.00	416,307	338,484	260,650	182,794	104,910	26,982	(51,003)	
	120.00	404,429	327,262	250,085	172,887	95,658	18,388	(58,944)	
	130.00	392,551	316,041	239,520	162,979	86,407	9,794	(66,885)	
	140.00	380,670	304,819	228,955	153,071	77,155	1,199	(74,826)	
	150.00	368,789	293,598	218,390	143,162	67,904	(7,398)	(82,771)	
	160.00	356,907	282,377	207,826	133,254	58,653	(15,996)	(90,716)	
	170.00	345,026	271,155	197,261	123,346	49,401	(24,595)	(98,662)	
	180.00	333,144	259,930	186,696	113,438	40,147	(33,193)	(106,607)	
	190.00	321,263	248,705	176,130	103,529	30,892	(41,792)	(114,555)	
	200.00	309,381	237,480	165,562	93,617	21,636	(50,393)	(122,505)	
	210.00	297,500	226,254	154,993	83,705	12,381	(58,995)	(130,455)	
	220.00	285,618	215,029	144,424	73,793	3,125	(67,598)	(138,405)	
	230.00	273,736	203,804	133,855	63,880	(6,130)	(76,201)	(146,360)	
	240.00	261,851	192,579	123,286	53,968	(15,390)	(84,804)	(154,315)	
	250.00	249,966	181,354	112,718	44,056	(24,649)	(93,412)	(162,270)	

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:

Lower

No Units: 650
Greenfield/Brownfield:

Greenfield

TABLE 2

		Affordable Housing - % on site 40%						
Balance (RLV - BLV)	1,967	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	924,613	842,436	760,259	678,081	595,887	513,694	431,487
	5%	903,164	820,987	738,810	656,627	574,433	492,240	410,027
	10%	881,715	799,538	717,361	635,173	552,979	470,781	388,588
	15%	860,266	778,089	695,912	613,719	531,525	449,321	367,108
	20%	838,817	756,640	674,458	592,264	510,071	427,861	345,644
	25%	817,368	735,191	653,004	570,810	488,614	406,401	324,178
	30%	795,919	713,742	631,550	549,356	467,154	384,941	302,712
	35%	774,470	692,289	610,096	527,902	445,694	363,482	281,246
	40%	753,021	670,835	588,641	506,448	424,235	342,015	259,779
	45%	731,572	649,381	567,187	484,988	402,775	320,549	238,306
	50%	710,120	627,927	545,733	463,528	381,315	299,083	216,833
	55%	688,666	606,473	524,279	442,068	359,853	277,617	195,359
	60%	667,212	585,019	502,821	420,608	338,386	256,149	173,884
	65%	645,758	563,564	481,362	399,149	316,920	234,675	152,403
	70%	624,304	542,110	459,902	377,689	295,454	213,202	130,922
	75%	602,850	520,655	438,442	356,224	273,988	191,728	109,440
	80%	581,396	499,195	416,982	334,758	252,518	170,252	87,950
	85%	559,941	477,735	395,522	313,291	231,044	148,771	66,460
	90%	538,487	456,276	374,061	291,825	209,571	127,290	44,966
	95%	517,029	434,816	352,595	270,359	188,098	105,807	23,467
	100%	495,569	413,356	331,129	248,887	166,620	84,317	1,967
	105%	474,109	391,896	309,663	227,414	145,139	62,827	(19,543)
	110%	452,649	370,432	288,196	205,940	123,658	41,334	(41,053)
	115%	431,189	348,966	266,730	184,467	102,175	19,835	(62,574)
	120%	409,730	327,500	245,256	162,988	80,685	(1,665)	(84,099)
	125%	388,270	306,034	223,783	141,507	59,195	(23,174)	(105,631)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	1,967	15%	16%	17%	18%	19%	20%	21%
CIL £psm 43.27	0	191,293	160,293	129,294	98,294	67,295	36,295	5,295
	10	183,359	152,360	121,360	90,361	59,361	28,362	(2,638)
	20	175,426	144,427	113,427	82,427	51,428	20,428	(10,571)
	30	167,493	136,493	105,494	74,494	43,495	12,495	(18,504)
	40	159,559	128,560	97,560	66,561	35,561	4,562	(26,438)
	50	151,623	120,623	89,624	58,624	27,625	(3,375)	(34,374)
	60	143,686	112,686	81,687	50,687	19,688	(11,312)	(42,311)
	70	135,749	104,749	73,750	42,750	11,751	(19,249)	(50,248)
	80	127,812	96,812	65,813	34,813	3,814	(27,186)	(58,185)
	90	119,875	88,875	57,876	26,876	(4,123)	(35,123)	(66,122)
	100	111,936	80,936	49,937	18,937	(12,062)	(43,062)	(74,062)
	110	103,995	72,995	41,995	10,996	(20,004)	(51,003)	(82,003)
	120	96,053	65,054	34,054	3,055	(27,945)	(58,944)	(89,944)
	130	88,112	57,113	26,113	(4,886)	(35,886)	(66,885)	(97,885)
	140	80,171	49,172	18,172	(12,827)	(43,827)	(74,826)	(105,826)
	150	72,227	41,227	10,228	(20,772)	(51,771)	(82,771)	(113,770)
	160	64,281	33,282	2,282	(28,717)	(59,717)	(90,716)	(121,716)
	170	56,336	25,336	(5,663)	(36,663)	(67,662)	(98,662)	(129,661)
	180	48,391	17,391	(13,608)	(44,608)	(75,608)	(106,607)	(137,607)
	190	40,442	9,443	(21,557)	(52,556)	(83,556)	(114,555)	(145,555)
	200	32,492	1,493	(29,507)	(60,506)	(91,506)	(122,505)	(153,505)
	210	24,542	(6,457)	(37,457)	(68,456)	(99,456)	(130,455)	(161,455)
	220	16,592	(14,407)	(45,407)	(76,406)	(107,406)	(138,405)	(169,405)
	230	8,638	(22,362)	(53,361)	(84,361)	(115,361)	(146,360)	(177,360)
	240	683	(30,317)	(61,316)	(92,316)	(123,315)	(154,315)	(185,314)
	250	(7,272)	(38,272)	(69,271)	(100,271)	(131,270)	(162,270)	(193,269)

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone: Lower

No Units: 650
Greenfield/Brownfield: Greenfield

		BLV (per acre)						
		1,967	150,000	200,000	250,000	300,000	350,000	400,000
Balance (RLV - BLV)		0	111,295	61,295	11,295	(38,705)	(88,705)	(138,705)
		10	103,362	53,362	3,362	(46,638)	(96,638)	(146,638)
		20	95,428	45,428	(4,572)	(54,572)	(104,572)	(154,572)
		30	87,495	37,495	(12,505)	(62,505)	(112,505)	(162,505)
		40	79,562	29,562	(20,438)	(70,438)	(120,438)	(170,438)
		50	71,625	21,625	(28,375)	(78,375)	(128,375)	(178,375)
		60	63,688	13,688	(36,312)	(86,312)	(136,312)	(186,312)
		70	55,751	5,751	(44,249)	(94,249)	(144,249)	(194,249)
		80	47,814	(2,186)	(52,186)	(102,186)	(152,186)	(202,186)
		90	39,877	(10,123)	(60,123)	(110,123)	(160,123)	(210,123)
		100	31,938	(18,062)	(68,062)	(118,062)	(168,062)	(218,062)
		110	23,997	(26,003)	(76,003)	(126,003)	(176,003)	(226,003)
		120	16,056	(33,944)	(83,944)	(133,944)	(183,944)	(233,944)
		130	8,115	(41,885)	(91,885)	(141,885)	(191,885)	(241,885)
		140	174	(49,826)	(99,826)	(149,826)	(199,826)	(249,826)
		150	(7,771)	(57,771)	(107,771)	(157,771)	(207,771)	(257,771)
		160	(15,716)	(65,716)	(115,716)	(165,716)	(215,716)	(265,716)
		170	(23,662)	(73,662)	(123,662)	(173,662)	(223,662)	(273,662)
		180	(31,607)	(81,607)	(131,607)	(181,607)	(231,607)	(281,607)
		190	(39,555)	(89,555)	(139,555)	(189,555)	(239,555)	(289,555)
		200	(47,505)	(97,505)	(147,505)	(197,505)	(247,505)	(297,505)
		210	(55,455)	(105,455)	(155,455)	(205,455)	(255,455)	(305,455)
		220	(63,405)	(113,405)	(163,405)	(213,405)	(263,405)	(313,405)
		230	(71,360)	(121,360)	(171,360)	(221,360)	(271,360)	(321,360)
		240	(79,315)	(129,315)	(179,315)	(229,315)	(279,315)	(329,315)
		250	(87,270)	(137,270)	(187,270)	(237,270)	(287,270)	(337,270)

		Density (dph)					
		1,967	25	30	35	40	45
Balance (RLV - BLV)		0	(61,691)	(29,029)	3,633	36,295	68,957
		10	(66,649)	(34,979)	(3,309)	28,362	60,032
		20	(71,607)	(40,929)	(10,250)	20,428	51,107
		30	(76,566)	(46,879)	(17,192)	12,495	42,182
		40	(81,524)	(52,829)	(24,133)	4,562	33,257
		50	(86,484)	(58,781)	(31,078)	(3,375)	24,328
		60	(91,445)	(64,734)	(38,023)	(11,312)	15,399
		70	(96,406)	(70,687)	(44,968)	(19,249)	6,470
		80	(101,366)	(76,639)	(51,913)	(27,186)	(2,459)
		90	(106,327)	(82,592)	(58,858)	(35,123)	(11,388)
		100	(111,289)	(88,547)	(65,804)	(43,062)	(20,320)
		110	(116,252)	(94,502)	(72,753)	(51,003)	(29,253)
		120	(121,215)	(100,458)	(79,701)	(58,944)	(38,187)
		130	(126,178)	(106,414)	(86,650)	(66,885)	(47,121)
		140	(131,141)	(112,370)	(93,598)	(74,826)	(56,055)
		150	(136,107)	(118,328)	(100,550)	(82,771)	(64,992)
		160	(141,073)	(124,287)	(107,502)	(90,716)	(73,931)
		170	(146,039)	(130,246)	(114,454)	(98,662)	(82,869)
		180	(151,004)	(136,205)	(121,406)	(106,607)	(91,808)
		190	(155,972)	(142,167)	(128,361)	(114,555)	(100,750)
		200	(160,941)	(148,129)	(135,317)	(122,505)	(109,694)
		210	(165,910)	(154,092)	(142,273)	(130,455)	(118,637)
		220	(170,878)	(160,054)	(149,230)	(138,405)	(127,581)
		230	(175,850)	(166,020)	(156,190)	(146,360)	(136,530)
		240	(180,822)	(171,986)	(163,151)	(154,315)	(145,479)
		250	(185,794)	(177,952)	(170,111)	(162,270)	(154,429)

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone: Lower

No Units: 650
Greenfield/Brownfield: Greenfield

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		1,967	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 43.27	0	257,898	147,144	36,295	(74,699)	(185,950)	(302,194)	(421,772)	
	10	249,977	139,217	28,362	(82,645)	(193,918)	(310,677)	(430,415)	
	20	242,056	131,290	20,428	(90,590)	(201,890)	(319,167)	(439,081)	
	30	234,134	123,364	12,495	(98,536)	(209,861)	(327,661)	(447,771)	
	40	226,213	115,437	4,562	(106,486)	(217,837)	(336,162)	(456,487)	
	50	218,292	107,510	(3,375)	(114,436)	(226,138)	(344,672)	(465,234)	
	60	210,369	99,584	(11,312)	(122,386)	(234,580)	(353,190)	(474,016)	
	70	202,445	91,657	(19,249)	(130,338)	(243,025)	(361,716)	(482,837)	
	80	194,522	83,727	(27,186)	(138,293)	(251,473)	(370,252)	(491,705)	
	90	186,598	75,797	(35,123)	(146,248)	(259,925)	(378,797)	(500,627)	
	100	178,674	67,867	(43,062)	(154,203)	(268,380)	(387,354)	(509,610)	
	110	170,751	59,938	(51,003)	(162,163)	(276,839)	(395,923)	(518,668)	
	120	162,827	52,008	(58,944)	(170,123)	(285,303)	(404,506)	(527,813)	
	130	154,903	44,078	(66,885)	(178,083)	(293,770)	(413,104)	(537,065)	
	140	146,980	36,148	(74,826)	(186,048)	(302,245)	(421,719)	(546,446)	
	150	139,056	28,215	(82,771)	(194,014)	(310,722)	(430,352)	(555,987)	
	160	131,129	20,281	(90,716)	(201,981)	(319,206)	(439,006)	(565,731)	
	170	123,203	12,348	(98,662)	(209,952)	(327,696)	(447,683)	(575,736)	
	180	115,276	4,415	(106,607)	(217,923)	(336,193)	(456,386)	(586,085)	
	190	107,349	(3,519)	(114,555)	(226,227)	(344,696)	(465,119)	(596,902)	
	200	99,423	(11,452)	(122,505)	(234,666)	(353,206)	(473,885)	(608,382)	
	210	91,496	(19,389)	(130,455)	(243,107)	(361,726)	(482,689)	(620,849)	
	220	83,570	(27,326)	(138,405)	(251,552)	(370,255)	(491,539)	(634,713)	
	230	75,643	(35,263)	(146,360)	(259,999)	(378,793)	(500,441)	(648,925)	
	240	67,713	(43,200)	(154,315)	(268,451)	(387,342)	(509,402)	(663,210)	
	250	59,784	(51,137)	(162,270)	(276,906)	(395,903)	(518,435)	(677,551)	

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		1,967	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 43.27	0		(198,904)	(81,158)	36,295	153,603	270,829	388,002	505,144
	10		(206,876)	(89,103)	28,362	145,676	262,908	380,084	497,228
	20		(214,853)	(97,049)	20,428	137,750	254,987	372,165	489,311
	30		(222,982)	(104,997)	12,495	129,823	247,065	364,246	481,395
	40		(231,426)	(112,947)	4,562	121,897	239,141	356,328	473,477
	50		(239,871)	(120,897)	(3,375)	113,970	231,217	348,409	465,558
	60		(248,322)	(128,847)	(11,312)	106,043	223,294	340,488	457,639
	70		(256,775)	(136,802)	(19,249)	98,114	215,370	332,567	449,721
	80		(265,234)	(144,757)	(27,186)	90,185	207,446	324,646	441,802
	90		(273,697)	(152,712)	(35,123)	82,255	199,522	316,724	433,883
	100		(282,164)	(160,671)	(43,062)	74,325	191,599	308,803	425,965
	110		(290,637)	(168,631)	(51,003)	66,395	183,675	300,882	418,046
	120		(299,115)	(176,591)	(58,944)	58,465	175,751	292,961	410,127
	130		(307,599)	(184,556)	(66,885)	50,536	167,828	285,040	402,209
	140		(316,091)	(192,521)	(74,826)	42,605	159,901	277,119	394,290
	150		(324,590)	(200,488)	(82,771)	34,671	151,975	269,198	386,371
	160		(333,096)	(208,459)	(90,716)	26,738	144,048	261,277	378,453
	170		(341,611)	(216,430)	(98,662)	18,805	136,122	253,356	370,534
	180		(350,135)	(224,649)	(106,607)	10,871	128,195	245,435	362,615
	190		(358,669)	(233,087)	(114,555)	2,938	120,268	237,511	354,697
	200		(367,215)	(241,530)	(122,505)	(4,995)	112,342	229,587	346,778
	210		(375,773)	(249,975)	(130,455)	(12,932)	104,415	221,664	338,857
	220		(384,345)	(258,424)	(138,405)	(20,870)	96,488	213,740	330,936
	230		(392,933)	(266,876)	(146,360)	(28,807)	88,558	205,816	323,015
	240		(401,537)	(275,334)	(154,315)	(36,744)	80,629	197,893	315,094
	250		(410,162)	(283,793)	(162,270)	(44,681)	72,699	189,969	307,173

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

241125 4 SWC_Whole Plan Viability Appraisals_v10a_Q_T - Summary Table

Appraisal Ref:	Q	R	S	T
Scheme Typology:	Houses & Flats	Houses & Flats	Houses & Flats	Houses & Flats
No Units:	100	200	400	650
Location / Value Zone:	Lower	Lower	Lower	Lower
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield
Notes:	Viable with 35% AH			
Total GDV (£)	27,902,668	55,805,337	111,610,674	181,367,345
Policy Assumptions	-	-	-	-
AH Target % (& mix):	40%	40%	40%	40%
Affordable Rent:	0%	0%	0%	0%
Social Rent:	69%	69%	69%	69%
First Homes:	25%	25%	25%	25%
Intermediate (Affordable Home Ownership):	6%	6%	6%	6%
CIL (£ psm)	43.27	43.27	43.27	43.27
CIL (£ per unit)	2,444	2,444	2,444	2,444
Site Specific S106 (£ per unit)	30,825	26,925	27,176	30,615
Sub-total CIL+S106 (£ per unit)	33,269	29,369	29,620	33,059
Site Infrastructure (£ per unit)	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	33,269	29,369	29,620	33,059
Profit KPI's	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	17.11%	17.11%	17.11%	17.11%
Developers Profit (% on costs)	22.00%	22.53%	22.54%	22.19%
Developers Profit Total (£)	4,773,575	9,547,151	19,094,301	31,028,239
Land Value KPI's	-	-	-	-
RLV (£/acre (net))	201,799	272,770	273,636	226,967
RLV (£/ha (net))	498,644	674,016	676,154	560,835
RLV (% of GDV)	4.47%	6.04%	6.06%	5.02%
RLV Total (£)	1,246,611	3,370,078	6,761,535	9,113,571
BLV (£/acre (net))	225,000	225,000	225,000	225,000
BLV (£/ha (net))	555,975	555,975	555,975	555,975
BLV Total (£)	1,389,938	2,779,875	5,559,750	9,034,594
Surplus/Deficit (£/acre) [RLV-BLV]	(23,201)	47,770	48,636	1,967
Surplus/Deficit (£/ha)	(57,331)	118,041	120,179	4,860
Surplus/Deficit Total (£)	(143,327)	590,203	1,201,785	78,977
Plan Viability comments	Marginal	Viable	Viable	Viable

Appraisal Ref: **U** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: **Location / Value Zone: Higher**
 Notes: **No Affordable Housing**
 No Units: **8**
 Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			8 Units			
AH Policy requirement (% Target)			0.0%			
Open Market Sale (OMS) housing			100%			
AH tenure split %						
Open Market Sale (OMS)			100%			
Affordable Rent:					0.0%	
Social Rent:					69.0%	
First Homes:					25.0%	
Intermediate (Affordable Home Ownership):					6.0%	
			100%		100.0%	
					69.0% % Rented	
					0.0% % of total (>10% First Homes PPG 023)	
CIL Rate (£ psm)			0.00		£ psm	
Unit mix -			OMS Unit mix%		MV # units	
1 bed House			0.0%		0.0	
2 bed House			35.0%		2.8	
3 bed House			40.0%		3.2	
4 bed House			25.0%		2.0	
5 bed House			0.0%		0.0	
1 bed Flat			0.0%		0.0	
2 bed Flat			0.0%		0.0	
Total number of units			100.0%		8.0	
Net area per unit			Net to Gross %		Gross (GIA) per unit	
(sqm)			(sqft)		(sqm)	
1 bed House			69.0		743	
2 bed House			75.0		807	
3 bed House			95.0		1,023	
4 bed House			120.0		1,292	
5 bed House			135.0		1,453	
1 bed Flat			50.0		538	
2 bed Flat			65.0		700	
			85.0%		85.0%	
					58.8	
					633	
					76.5	
					823	
Net area per unit			Net to Gross %		Gross (GIA) per unit	
(sqm)			(sqft)		(sqm)	
1 bed House			69.0		743	
2 bed House			75.0		807	
3 bed House			95.0		1,023	
4 bed House			120.0		1,292	
5 bed House			135.0		1,453	
1 bed Flat			50.0		538	
2 bed Flat			65.0		700	
			85.0%		85.0%	
					58.8	
					633	
					76.5	
					823	
Total Gross Floor areas -			OMS Units GIA		AH units GIA	
(sqm)			(sqft)		(sqm)	
1 bed House			0		0	
2 bed House			210		210	
3 bed House			304		304	
4 bed House			240		240	
5 bed House			0		0	
1 bed Flat			0		0	
2 bed Flat			0		0	
			754		754	
			8,116		8,116	
					0.00% AH % by floor area (difference due to mix)	
Open Market Sales values (£) -			£ OMS (per unit)		£ psm	
1 bed House			268,550		3,892	
2 bed House			312,000		4,160	
3 bed House			400,000		4,211	
4 bed House			520,000		4,333	
5 bed House			590,000		4,370	
1 bed Flat			200,000		4,000	
2 bed Flat			253,000		3,892	
					total MV £ (no AH)	
					0	
					873,600	
					1,280,000	
					1,040,000	
					0	
					0	
					0	
					3,193,600	
Affordable Housing values (£) -			Aff. Rent £		% of MV	
1 bed House			100,706		37.5%	
2 bed House			117,000		37.5%	
3 bed House			150,000		37.5%	
4 bed House			195,000		37.5%	
5 bed House			221,250		37.5%	
1 bed Flat			75,000		37.5%	
2 bed Flat			94,875		37.5%	

Scheme Typology:

Houses

No Units: 8

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Brownfield

Notes:

No Affordable Housing

GROSS DEVELOPMENT VALUE

OMS GDV -				
(part houses due to % mix)				
1 bed House	0.0	@	268,550	-
2 bed House	2.8	@	312,000	873,600
3 bed House	3.2	@	400,000	1,280,000
4 bed House	2.0	@	520,000	1,040,000
5 bed House	0.0	@	590,000	-
1 bed Flat	0.0	@	200,000	-
2 bed Flat	0.0	@	253,000	-
	8.0			3,193,600
Affordable Rent GDV -				
1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-
Social Rent GDV -				
1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-
First Homes GDV -				
1 bed House	0.0	@	187,985	-
2 bed House	0.0	@	218,400	-
3 bed House	0.0	@	250,000	-
4 bed House	0.0	@	250,000	-
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	177,100	-
	0.0			-
Intermediate GDV -				
1 bed House	0.0	@	187,985	-
2 bed House	0.0	@	218,400	-
3 bed House	0.0	@	280,000	-
4 bed House	0.0	@	364,000	-
5 bed House	0.0	@	413,000	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	177,100	-
	0.0	0.0		-
Sub-total GDV Residential			8	3,193,600
AH on-site cost analysis:				
			EMV (no AH) less £GDV (inc. AH)	
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
Grant				
			0 AH units @ 0 per unit	-
Total GDV				3,193,600

Scheme Typology: Houses
Site Typology: Location / Value Zone: Higher
Notes: No Affordable Housing
No Units: 8
Greenfield/Brownfield: Brownfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(3,696)
Planning Application Professional Fees, Surveys and reports				(10,000)
CIL				-
CIL analysis:		754 sqm (Market only)	0.00 £ psm	
		0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions				
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 @	15,297 per unit	(122,376)
Sub-total				(122,376)
S106 analysis:		458,910 £ per ha	3.83% % of GDV	15,297 £ per unit (total units)
AH Commuted Sum			754 sqm (total)	0 £ psm
Comm. Sum analysis:			0.00% % of GDV	
cont./				

Scheme Typology: Houses
Site Typology: Location / Value Zone: Higher
Notes: No Affordable Housing
 No Units: 8
 Greenfield/Brownfield: Brownfield

Construction Costs -							
Site Clearance, Demolition & Remediation		0.27	ha @	123,550	£ per ha (if brownfield)		(32,947)
Site Infrastructure costs -							
Year 1		0					-
Year 2		0					-
Year 3		0					-
Year 4		0					-
Year 5		0					-
Year 6		0					-
Year 7		0					-
Year 8		0					-
Year 9		0					-
Year 10		0					-
Year 11		0					-
Year 12		0					-
Year 13		0					-
Year 14		0					-
Year 15		0					-
Years 1-15		8	units @	0	per unit		-
Sub-total							-
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)
1 bed House		-	sqm @	1,607	psm		-
2 bed House		210	sqm @	1,607	psm		(337,470)
3 bed House		304	sqm @	1,607	psm		(488,528)
4 bed House		240	sqm @	1,607	psm		(385,680)
5 bed House		-	sqm @	1,607	psm		-
1 bed Flat		-	sqm @	1,760	psm		-
2 bed Flat		-	sqm @	1,760	psm		-
Garages for 3 bed House (OMS only)		754	3 units @	50%	@	8,500	£ per garage (13,600)
Garages for 4 bed House (OMS only)		2	units @	100%	@	8,500	£ per garage (17,000)
Garages for 5 bed House (OMS only)		-	units @	100%	@	8,500	£ per garage -
External works		1,242,278	@	15.0%			(186,342)
Ext. Works analysis:				23,293	£ 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 uni		-	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 u		-	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		-
Additional Low Carbon/Energy Reduction (houses)		8	units @	0	£ per unit		-
Additional Low Carbon/Energy Reduction (flats)		-	units @	0	£ per unit		-
EV Charging Points - Houses		8	units @	0	£ per unit		-
EV Charging Points - Flats		-	units @	0	£ per unit		-
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							(81,112)
Policy Costs analysis: (design costs only)				10,139	£ per unit (total units)		
Contingency (on construction)		1,542,678	@	5.0%			(77,134)
Professional Fees		1,542,678	@	6.5%			(100,274)
Disposal Costs -							
OMS Marketing and Promotion		3,193,600	OMS @	3.00%		11,976	£ per unit (95,808)
Residential Sales Agent Costs		3,193,600	OMS @	1.00%		3,992	£ per unit (31,936)
Residential Sales Legal Costs		3,193,600	OMS @	0.50%		1,996	£ per unit (15,968)
Affordable Sale Legal Costs		-	AH @	0.25%		0	£ per unit -
Disposal Cost analysis:						17,964	£ per unit
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(15,055)
Developers Profit -							
Profit on OMS		3,193,600		20.00%			(638,720)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		3,193,600		20.00%	blended GDV	(638,720)	
		2,014,926		31.70%	on costs	(638,720)	
TOTAL COSTS							(2,653,646)

Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Higher**
 Notes: **No Affordable Housing**

No Units: **8**
 Greenfield/Brownfield: **Brownfield**

RESIDUAL LAND VALUE (RLV)

Residual Land Value (gross)				539,954		HMRC formula	539,954
SDLT				539,954	@		(16,498)
Acquisition Agent fees				539,954	@	1.0%	(5,400)
Acquisition Legal fees				539,954	@	0.5%	(2,700)
Interest on Land				539,954	@	7.00%	(37,797)
Residual Land Value							477,561
RLV analysis:	59,695 £ per plot	1,790,852 £ per ha (net)	724,748 £ per acre (net)				
		1,611,767 £ per ha (gross)	652,273 £ per acre (gross)				
			14.95% % 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)		
Benchmark Land Value (net)	41,183 £ per plot	1,235,500	£ per ha (net)	500,000	£ per acre (net)		329,467
BLV analysis:	Density	2,828	sqm/ha (net)	12,317	sqft/ac (net)		
		27	dph (gross)				
		1,111,950	£ per ha (gross)	450,000	£ per acre (gross)		

BALANCE

Surplus/(Deficit)	[RLV - BLV]	555,352	£ per ha (net)	224,748	£ per acre (net)		148,094

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))		224,748	10%	15%	20%	25%	30%	35%	40%
CIL £ psm 0.00	0.00	95,741	31,122	(33,703)	(98,553)	(163,663)	(230,762)	(297,999)	
	10.00	86,603	22,467	(41,872)	(106,211)	(171,059)	(237,630)	(304,479)	
	20.00	77,465	13,788	(50,041)	(113,869)	(178,455)	(244,497)	(310,960)	
	30.00	68,326	5,108	(58,210)	(121,528)	(185,850)	(251,364)	(317,441)	
	40.00	59,188	(3,571)	(66,378)	(129,186)	(193,246)	(258,232)	(323,922)	
	50.00	50,047	(12,250)	(74,547)	(136,844)	(200,642)	(265,099)	(330,412)	
	60.00	40,857	(20,930)	(82,716)	(144,503)	(208,037)	(271,966)	(336,929)	
	70.00	31,667	(29,609)	(90,885)	(152,161)	(215,433)	(278,834)	(343,446)	
	80.00	22,477	(38,288)	(99,054)	(159,956)	(222,828)	(285,701)	(349,964)	
	90.00	13,287	(46,968)	(107,223)	(167,880)	(230,224)	(292,588)	(356,481)	
	100.00	4,097	(55,647)	(115,391)	(175,803)	(237,620)	(299,609)	(362,999)	
	110.00	(5,093)	(64,327)	(123,560)	(183,727)	(245,015)	(306,629)	(369,516)	
	120.00	(14,283)	(73,006)	(131,729)	(191,651)	(252,411)	(313,665)	(376,033)	
	130.00	(23,473)	(81,685)	(139,898)	(199,575)	(259,807)	(320,726)	(382,551)	
	140.00	(32,663)	(90,365)	(148,067)	(207,499)	(267,202)	(327,786)	(389,068)	
	150.00	(41,853)	(99,044)	(156,248)	(215,423)	(274,598)	(334,847)	(395,586)	
	160.00	(51,043)	(107,724)	(164,700)	(223,347)	(281,993)	(341,907)	(402,103)	
	170.00	(60,233)	(116,403)	(173,152)	(231,271)	(289,389)	(348,968)	(408,621)	
	180.00	(69,423)	(125,082)	(181,604)	(239,195)	(296,919)	(356,029)	(415,138)	
	190.00	(78,613)	(133,762)	(190,057)	(247,118)	(304,523)	(363,089)	(421,655)	
	200.00	(87,803)	(142,441)	(198,509)	(255,042)	(312,126)	(370,150)	(428,173)	
	210.00	(96,992)	(151,121)	(206,961)	(262,966)	(319,730)	(377,210)	(434,690)	
	220.00	(106,182)	(159,936)	(215,413)	(270,890)	(327,334)	(384,271)	(441,208)	
	230.00	(115,372)	(168,916)	(223,865)	(278,831)	(334,937)	(391,331)	(447,725)	
	240.00	(124,562)	(177,897)	(232,317)	(286,800)	(342,541)	(398,392)	(454,242)	
	250.00	(133,752)	(186,877)	(240,769)	(294,837)	(350,145)	(405,452)	(460,760)	

Scheme Typology:
Site Typology:
Notes:

Houses

Location / Value Zone:
No Affordable Housing

Higher

No Units: 8
Greenfield/Brownfield:

Brownfield

TABLE 2

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	224,748	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	259,689	195,425	131,012	66,588	2,060	(62,560)	(127,374)
	5%	251,528	187,238	122,814	58,390	(6,180)	(70,811)	(135,661)
	10%	243,367	179,040	114,616	50,192	(14,420)	(79,097)	(143,947)
	15%	235,206	170,842	106,418	41,960	(22,660)	(87,384)	(152,233)
	20%	227,045	162,644	98,220	33,720	(30,899)	(95,670)	(160,681)
	25%	218,870	154,446	90,022	25,480	(39,139)	(103,956)	(169,254)
	30%	210,672	146,248	81,824	17,240	(47,393)	(112,243)	(177,828)
	35%	202,474	138,050	73,620	9,001	(55,679)	(120,529)	(186,402)
	40%	194,276	129,852	65,380	761	(63,966)	(128,816)	(194,976)
	45%	186,078	121,654	57,140	(7,479)	(72,252)	(137,102)	(203,549)
	50%	177,880	113,456	48,901	(15,719)	(80,539)	(145,388)	(212,123)
	55%	169,682	105,258	40,661	(23,975)	(88,825)	(153,675)	(220,697)
	60%	161,484	97,040	32,421	(32,262)	(97,111)	(162,172)	(229,271)
	65%	153,286	88,801	24,181	(40,548)	(105,398)	(170,746)	(237,845)
	70%	145,088	80,561	15,941	(48,834)	(113,684)	(179,320)	(246,418)
	75%	136,890	72,321	7,702	(57,121)	(121,971)	(187,893)	(254,992)
	80%	128,692	64,081	(558)	(65,407)	(130,257)	(196,467)	(263,566)
	85%	120,461	55,841	(8,844)	(73,694)	(138,543)	(205,041)	(272,140)
	90%	112,221	47,602	(17,130)	(81,980)	(146,830)	(213,615)	(280,714)
	95%	103,981	39,362	(25,417)	(90,266)	(155,116)	(222,188)	(289,287)
	100%	95,741	31,122	(33,703)	(98,553)	(163,663)	(230,762)	(297,999)
	105%	87,501	22,860	(41,989)	(106,839)	(172,237)	(239,336)	(306,764)
	110%	79,262	14,574	(50,276)	(115,126)	(180,811)	(247,910)	(315,529)
	115%	71,022	6,288	(58,562)	(123,412)	(189,385)	(256,484)	(324,295)
	120%	62,782	(1,999)	(66,849)	(131,698)	(197,958)	(265,057)	(333,084)
	125%	54,542	(10,285)	(75,135)	(139,985)	(206,532)	(273,631)	(341,899)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	224,748	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 0.00	0	434,364	392,441	350,518	308,595	266,671	224,748	182,825
	10	424,262	382,339	340,416	298,492	256,569	214,646	172,723
	20	414,160	372,237	330,314	288,390	246,467	204,544	162,621
	30	404,058	362,135	320,211	278,288	236,365	194,442	152,518
	40	393,956	352,033	310,109	268,186	226,263	184,340	142,416
	50	383,828	341,905	299,982	258,058	216,135	174,212	132,289
	60	373,675	331,751	289,828	247,905	205,981	164,058	122,135
	70	363,521	321,598	279,674	237,751	195,828	153,905	111,981
	80	353,367	311,444	269,521	227,597	185,674	143,751	101,828
	90	343,214	301,290	259,367	217,444	175,521	133,597	91,674
	100	333,060	291,137	249,213	207,290	165,367	123,444	81,520
	110	322,906	280,983	239,060	197,137	155,213	113,290	71,367
	120	312,753	270,829	228,906	186,983	145,060	103,136	61,213
	130	302,569	260,645	218,722	176,799	134,875	92,952	51,029
	140	292,358	250,434	208,511	166,588	124,664	82,741	40,818
	150	282,146	240,223	198,300	156,377	114,453	72,530	30,607
	160	271,935	230,012	188,089	146,166	104,242	62,319	20,396
	170	261,724	219,801	177,878	135,955	94,031	52,108	10,185
	180	251,513	209,590	167,667	125,744	83,820	41,897	(26)
	190	241,302	199,379	157,456	115,532	73,609	31,686	(10,237)
	200	231,091	189,168	147,245	105,321	63,398	21,475	(20,448)
	210	220,880	178,957	137,034	95,110	53,187	11,264	(30,659)
	220	210,669	168,746	126,823	84,899	42,976	1,053	(40,871)
	230	200,458	158,535	116,612	74,688	32,765	(9,158)	(51,082)
	240	190,247	148,324	106,400	64,477	22,554	(19,369)	(61,293)
	250	180,036	138,113	96,189	54,266	12,343	(29,580)	(71,504)

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Higher
No Affordable Housing

No Units: 8
Greenfield/Brownfield: Brownfield

		BLV (per acre)							
		500,000							
Balance (RLV - BLV)		224,748	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 0.00	0	574,748	524,748	474,748	424,748	374,748	324,748	274,748	224,748
	10	564,646	514,646	464,646	414,646	364,646	314,646	264,646	214,646
	20	554,544	504,544	454,544	404,544	354,544	304,544	254,544	204,544
	30	544,442	494,442	444,442	394,442	344,442	294,442	244,442	194,442
	40	534,340	484,340	434,340	384,340	334,340	284,340	234,340	184,340
	50	524,212	474,212	424,212	374,212	324,212	274,212	224,212	174,212
	60	514,058	464,058	414,058	364,058	314,058	264,058	214,058	164,058
	70	503,905	453,905	403,905	353,905	303,905	253,905	203,905	153,905
	80	493,751	443,751	393,751	343,751	293,751	243,751	193,751	143,751
	90	483,597	433,597	383,597	333,597	283,597	233,597	183,597	133,597
	100	473,444	423,444	373,444	323,444	273,444	223,444	173,444	123,444
	110	463,290	413,290	363,290	313,290	263,290	213,290	163,290	113,290
	120	453,136	403,136	353,136	303,136	253,136	203,136	153,136	103,136
	130	442,952	392,952	342,952	292,952	242,952	192,952	142,952	92,952
	140	432,741	382,741	332,741	282,741	232,741	182,741	132,741	82,741
	150	422,530	372,530	322,530	272,530	222,530	172,530	122,530	72,530
	160	412,319	362,319	312,319	262,319	212,319	162,319	112,319	62,319
	170	402,108	352,108	302,108	252,108	202,108	152,108	102,108	52,108
	180	391,897	341,897	291,897	241,897	191,897	141,897	91,897	41,897
	190	381,686	331,686	281,686	231,686	181,686	131,686	81,686	31,686
	200	371,475	321,475	271,475	221,475	171,475	121,475	71,475	21,475
	210	361,264	311,264	261,264	211,264	161,264	111,264	61,264	11,264
	220	351,053	301,053	251,053	201,053	151,053	101,053	51,053	1,053
	230	340,842	290,842	240,842	190,842	140,842	90,842	40,842	0,842
	240	330,631	280,631	230,631	180,631	130,631	80,631	30,631	0,631
	250	320,420	270,420	220,420	170,420	120,420	70,420	20,420	0,420

		Density (dph)							
		30							
Balance (RLV - BLV)		224,748	25	30	35	40	45	50	55
CIL Epsm 0.00	0	95,458	224,748	354,038	483,329	612,619	741,909	871,199	1000,489
	10	87,039	214,646	342,252	469,859	597,466	725,072	852,679	980,285
	20	78,621	204,544	330,467	456,390	582,312	708,235	834,158	960,081
	30	70,202	194,442	318,681	442,920	567,159	691,398	815,638	940,004
	40	61,758	184,340	306,895	429,451	552,006	674,562	797,117	919,673
	50	53,297	174,212	295,109	415,981	536,853	657,725	778,597	899,469
	60	44,835	164,058	283,281	402,504	521,700	640,888	760,076	880,260
	70	36,374	153,905	271,435	388,966	506,497	624,027	741,555	858,081
	80	27,912	143,751	259,589	375,428	491,266	607,104	722,943	838,771
	90	19,451	133,597	247,743	361,890	476,036	590,182	704,328	818,473
	100	10,990	123,444	235,897	348,351	460,805	573,259	685,713	797,167
	110	2,528	113,290	224,052	334,813	445,575	556,336	667,098	777,859
	120	(5,959)	103,136	212,206	321,275	430,344	539,414	648,483	757,550
	130	(14,468)	92,952	200,360	307,737	415,114	522,491	629,868	737,931
	140	(22,977)	82,741	188,460	294,178	399,883	505,568	611,253	717,582
	150	(31,486)	72,530	176,547	280,563	384,580	488,597	592,613	696,593
	160	(39,996)	62,319	164,634	266,949	369,263	471,578	573,893	677,708
	170	(48,505)	52,108	152,721	253,334	353,947	454,560	555,173	657,723
	180	(57,014)	41,897	140,808	239,719	338,630	437,541	536,452	637,474
	190	(65,523)	31,686	128,895	226,104	323,314	420,523	517,732	627,225
	200	(74,033)	21,475	116,982	212,490	307,997	403,504	499,012	598,976
	210	(82,542)	11,264	105,069	198,875	292,680	386,486	480,292	578,727
	220	(91,051)	1,053	93,156	185,260	277,364	369,468	461,571	558,478
	230	(99,560)	(9,158)	81,244	171,645	262,047	352,449	442,851	548,229
	240	(108,069)	(19,369)	69,331	158,031	246,731	335,431	424,131	537,980
	250	(116,579)	(29,580)	57,418	144,416	231,414	318,412	405,410	527,731

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: **Higher**
No Affordable Housing

No Units: **8**
Greenfield/Brownfield: **Brownfield**

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		224,748	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0		433,186	329,170	224,748	119,771	14,087	(91,717)	(199,023)
	10		423,169	319,113	214,646	109,617	3,876	(101,928)	(209,648)
	20		413,152	309,057	204,544	99,463	(6,335)	(112,139)	(220,273)
	30		403,136	299,001	194,442	89,259	(16,546)	(122,350)	(230,898)
	40		393,117	288,944	184,340	79,047	(26,757)	(132,561)	(241,523)
	50		383,060	278,888	174,212	68,836	(36,968)	(142,772)	(252,148)
	60		373,004	268,801	164,058	58,625	(47,179)	(152,983)	(262,773)
	70		362,947	258,699	153,905	48,414	(57,390)	(163,448)	(273,398)
	80		352,891	248,597	143,751	38,203	(67,601)	(174,013)	(284,023)
	90		342,835	238,495	133,597	27,992	(77,812)	(184,578)	(294,713)
	100		332,778	228,392	123,444	17,781	(88,023)	(195,180)	(305,575)
	110		322,722	218,290	113,290	7,570	(98,234)	(205,805)	(316,438)
	120		312,665	208,188	103,136	(2,641)	(108,445)	(216,430)	(327,300)
	130		302,609	198,086	92,952	(12,852)	(118,656)	(227,054)	(338,163)
	140		292,552	187,984	82,741	(23,063)	(128,867)	(237,679)	(349,025)
	150		282,496	177,882	72,530	(33,274)	(139,078)	(248,304)	(359,887)
	160		272,439	167,731	62,319	(43,485)	(149,289)	(258,929)	(370,750)
	170		262,343	157,577	52,108	(53,696)	(159,500)	(269,554)	(381,612)
	180		252,241	147,424	41,897	(63,907)	(170,191)	(280,179)	(392,474)
	190		242,139	137,270	31,686	(74,118)	(180,756)	(290,804)	(403,337)
	200		232,037	127,117	21,475	(84,329)	(191,336)	(301,646)	(414,199)
	210		221,935	116,963	11,264	(94,540)	(201,961)	(312,509)	(425,061)
	220		211,833	106,809	1,053	(104,751)	(212,586)	(323,371)	(435,924)
	230		201,731	96,646	(9,158)	(114,963)	(223,211)	(334,233)	(446,786)
	240		191,628	86,435	(19,369)	(125,174)	(233,836)	(345,096)	(457,649)
250		181,526	76,224	(29,580)	(135,385)	(244,461)	(355,958)	(468,511)	

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		224,748	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0		(98,256)	63,720	224,748	384,986	544,712	704,175	863,258
	10		(108,467)	53,509	214,646	374,929	534,696	694,190	853,275
	20		(118,678)	43,298	204,544	364,873	524,679	684,173	843,293
	30		(128,889)	33,087	194,442	354,816	514,663	674,156	833,310
	40		(139,100)	22,876	184,340	344,760	504,646	664,140	823,328
	50		(149,311)	12,665	174,212	334,703	494,629	654,123	813,345
	60		(159,549)	2,454	164,058	324,647	484,613	644,107	803,362
	70		(170,214)	(7,757)	153,905	314,590	474,579	634,090	793,380
	80		(180,779)	(17,968)	143,751	304,498	464,522	624,073	783,397
	90		(191,344)	(28,180)	133,597	294,396	454,466	614,057	773,415
	100		(201,909)	(38,391)	123,444	284,293	444,409	604,040	763,432
	110		(212,474)	(48,602)	113,290	274,191	434,353	594,024	753,450
	120		(223,060)	(58,813)	103,136	264,089	424,297	584,007	743,467
	130		(233,685)	(69,024)	92,952	253,987	414,240	573,990	733,484
	140		(244,310)	(79,235)	82,741	243,885	404,184	563,974	723,468
	150		(254,935)	(89,446)	72,530	233,783	394,127	553,957	713,451
	160		(265,560)	(99,657)	62,319	223,681	384,071	543,941	703,434
	170		(276,185)	(109,868)	52,108	213,579	374,014	533,924	693,418
	180		(286,810)	(120,079)	41,897	203,443	363,958	523,907	683,401
	190		(297,563)	(130,290)	31,686	193,290	353,901	513,890	673,384
	200		(308,425)	(140,501)	21,475	183,136	343,839	503,833	663,368
	210		(319,288)	(150,712)	11,264	172,983	333,737	493,777	653,351
	220		(330,150)	(161,098)	1,053	162,829	323,635	483,720	643,335
	230		(341,012)	(171,663)	(9,158)	152,675	313,533	473,664	633,318
	240		(351,875)	(182,228)	(19,369)	142,522	303,430	463,608	623,301
250		(362,737)	(192,794)	(29,580)	132,368	293,328	453,551	613,285	

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Appraisal Ref: **V** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Higher** No Units: **10**
 Notes: Median BCIS Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		10 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:				69.0%													
First Homes:				25.0%													
Intermediate (Affordable Home Ownership):				6.0%													
		100%		100.0%													
CIL Rate (£ psm)		0.00		£ psm													
Unit mix -		OMS Unit mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units					
1 bed House		0.0%		0.0		0.0%		0.0		0%		0.0					
2 bed House		35.0%		2.5		50.0%		1.5		40%		4.0					
3 bed House		40.0%		2.8		50.0%		1.5		43%		4.3					
4 bed House		25.0%		1.8		0.0%		0.0		18%		1.8					
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0					
1 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0					
2 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0					
Total number of units		100.0%		7.0		100.0%		3.0		100%		10.0					
OMS Unit Floor areas -		Net area per unit (sqm)		(sqft)		Net to Gross %				Gross (GIA) per unit (sqm)		(sqft)					
1 bed House		69.0		743						69.0		743					
2 bed House		75.0		807						75.0		807					
3 bed House		95.0		1,023						95.0		1,023					
4 bed House		120.0		1,292						120.0		1,292					
5 bed House		135.0		1,453						135.0		1,453					
1 bed Flat		50.0		538		85.0%				58.8		633					
2 bed Flat		65.0		700		85.0%				76.5		823					
AH Unit Floor areas -		Net area per unit (sqm)		(sqft)		Net to Gross %				Gross (GIA) per unit (sqm)		(sqft)					
1 bed House		69.0		743						69.0		743					
2 bed House		75.0		807						75.0		807					
3 bed House		95.0		1,023						95.0		1,023					
4 bed House		120.0		1,292						120.0		1,292					
5 bed House		135.0		1,453						135.0		1,453					
1 bed Flat		50.0		538		85.0%				58.8		633					
2 bed Flat		65.0		700		85.0%				76.5		823					
Total Gross Floor areas -		OMS Units GIA (sqm)		(sqft)		AH units GIA (sqm)		(sqft)		Total GIA (all units) (sqm)		(sqft)					
1 bed House		0		0		0		0		0		0					
2 bed House		184		1,978		113		1,211		296		3,189					
3 bed House		266		2,863		143		1,534		409		4,397					
4 bed House		210		2,260		0		0		210		2,260					
5 bed House		0		0		0		0		0		0					
1 bed Flat		0		0		0		0		0		0					
2 bed Flat		0		0		0		0		0		0					
		660		7,101		255		2,745		915		9,846					
AH % by floor area:						27.88%		AH % by floor area (difference due to mix)									
Open Market Sales values (£) -		£ OMS (per unit)		£ psm		£ psf				total MV £ (no AH)							
1 bed House		268,550		3,892		362				0							
2 bed House		312,000		4,160		386				1,232,400							
3 bed House		400,000		4,211		391				1,720,000							
4 bed House		520,000		4,333		403				910,000							
5 bed House		590,000		4,370		406				0							
1 bed Flat		200,000		4,000		372				0							
2 bed Flat		253,000		3,892		362				0							
										3,862,400							
Affordable Housing values (£) -		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV		Inter. £		% of MV	
1 bed House		100,706		37.5%		100,706		37.5%		187,985		70%		187,985		70%	
2 bed House		117,000		37.5%		117,000		37.5%		218,400		70%		218,400		70%	
3 bed House		150,000		37.5%		150,000		37.5%		250,000		70%		280,000		70%	
4 bed House		195,000		37.5%		195,000		37.5%		250,000		70%		364,000		70%	
5 bed House		221,250		37.5%		221,250		37.5%		250,000		70%		413,000		70%	
1 bed Flat		75,000		37.5%		75,000		37.5%		140,000		70%		140,000		70%	
2 bed Flat		94,875		37.5%		94,875		37.5%		177,100		70%		177,100		70%	
										* capped @£250K							

Scheme Typology:

Houses

No Units: 10

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Brownfield

Notes:

Median BCIS

GROSS DEVELOPMENT VALUE

OMS GDV -				
(part houses due to % mix)				
1 bed House	0.0	@	268,550	-
2 bed House	2.5	@	312,000	764,400
3 bed House	2.8	@	400,000	1,120,000
4 bed House	1.8	@	520,000	910,000
5 bed House	0.0	@	590,000	-
1 bed Flat	0.0	@	200,000	-
2 bed Flat	0.0	@	253,000	-
	7.0			2,794,400
Affordable Rent GDV -				
1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-
Social Rent GDV -				
1 bed House	0.0	@	100,706	-
2 bed House	1.0	@	117,000	121,095
3 bed House	1.0	@	150,000	155,250
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	2.1			276,345
First Homes GDV -				
1 bed House	0.0	@	187,985	-
2 bed House	0.4	@	218,400	81,900
3 bed House	0.4	@	250,000	93,750
4 bed House	0.0	@	250,000	-
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	177,100	-
	0.8			175,650
Intermediate GDV -				
1 bed House	0.0	@	187,985	-
2 bed House	0.1	@	218,400	19,656
3 bed House	0.1	@	280,000	25,200
4 bed House	0.0	@	364,000	-
5 bed House	0.0	@	413,000	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	177,100	-
	0.2	3.0		44,856
Sub-total GDV Residential				
	10			3,291,251
AH on-site cost analysis:				
	624 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	571,149
			57,115 £ per unit (total units)	
Grant				
	3	AH units @	0 per unit	-
Total GDV				
				3,291,251

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone:
Median BCIS

Higher

No Units: 10
Greenfield/Brownfield:

10
Brownfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(4,620)
Planning Application Professional Fees, Surveys and reports				(10,000)
CIL				-
CIL analysis:		660 sqm (Market only)	0.00 £ psm	
		0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	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 @	36,367 per unit	(363,670)
	Sub-total			(363,670)
S106 analysis: 1,091,010 £ per ha		11.05% % of GDV	36,367 £ per unit (total units)	
AH Commuted Sum		915 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		
cont./				

Scheme Typology: Houses
Site Typology: Location / Value Zone: Higher
Notes: Median BCIS
 No Units: 10
 Greenfield/Brownfield: Brownfield

Construction Costs -		0.33	ha @	123,550	£ per ha (if brownfield)	(41,183)
Site Clearance, Demolition & Remediation						
Site Infrastructure costs -						
Year 1		0				-
Year 2		0				-
Year 3		0				-
Year 4		0				-
Year 5		0				-
Year 6		0				-
Year 7		0				-
Year 8		0				-
Year 9		0				-
Year 10		0				-
Year 11		0				-
Year 12		0				-
Year 13		0				-
Year 14		0				-
Year 15		0				-
Years 1-15		10	units @	0	per unit	-
Sub-total						-
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0 £ per unit (total units)
1 bed House		-	sqm @	1,607	psm	-
2 bed House		296	sqm @	1,607	psm	(476,074)
3 bed House		409	sqm @	1,607	psm	(656,460)
4 bed House		210	sqm @	1,607	psm	(337,470)
5 bed House		-	sqm @	1,607	psm	-
1 bed Flat		-	sqm @	1,760	psm	-
2 bed Flat		915	sqm @	1,760	psm	-
Garages for 3 bed House	(OMS only)	3	units @	50%	@	8,500 £ per garage (11,900)
Garages for 4 bed House	(OMS only)	2	units @	100%	@	8,500 £ per garage (14,875)
Garages for 5 bed House	(OMS only)	-	units @	100%	@	8,500 £ per garage -
External works		1,496,778	@	15.0%		(224,517)
Ext. Works analysis:				22,452	£ per unit (total units)	
Policy Costs on design -						
Net Biodiversity costs						
M4(2) Category 2 Housing	Aff units	3	units @	100%	@	625 £ per unit (1,875)
M4(3) Category 3 Housing	Aff units (>20 uni	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 u	-	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 -
Additional Low Carbon/Energy Reduction (houses)		10	units @			0 £ per unit -
Additional Low Carbon/Energy Reduction (flats)		-	units @			0 £ per unit -
EV Charging Points - Houses		10	units @			0 £ per unit -
EV Charging Points - Flats		-	units @			0 £ per unit -
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						(101,390)
Policy Costs analysis: (design costs only)				10,139	£ per unit (total units)	
Contingency (on construction)		1,863,868	@	5.0%		(93,193)
Professional Fees		1,863,868	@	6.5%		(121,151)
Disposal Costs -						
OMS Marketing and Promotion		2,794,400	OMS @	3.00%		8,383 £ per unit (83,832)
Residential Sales Agent Costs		2,794,400	OMS @	1.00%		2,794 £ per unit (27,944)
Residential Sales Legal Costs		2,794,400	OMS @	0.50%		1,397 £ per unit (13,972)
Affordable Sale Legal Costs		496,851	AH @	0.25%		124 £ per unit (1,242)
Disposal Cost analysis:						12,699 £ per unit
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm	(28,879)
Developers Profit -						
Profit on OMS		2,794,400		20.00%		(558,880)
Margin on AH		496,851		6.00%	on AH values	(29,811)
Profit analysis:		3,291,251		17.89%	blended GDV	(588,691)
		2,612,373		22.53%	on costs	(588,691)
TOTAL COSTS						(3,201,064)

Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Higher**
 Notes: Median BCIS

No Units: **10**
 Greenfield/Brownfield: **Brownfield**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				90,187
SDLT		90,187 @	HMRC formula	-
Acquisition Agent fees		90,187 @	1.0%	(902)
Acquisition Legal fees		90,187 @	0.5%	(451)
Interest on Land		90,187 @	7.00%	(6,313)
Residual Land Value				82,521
RLV analysis:	8,252 £ per plot	247,564 £ per ha (net)	100,188 £ per acre (net)	
		222,807 £ per ha (gross)	90,169 £ per acre (gross)	
			2.51% % 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)	
Benchmark Land Value (net)	41,183 £ per plot	1,235,500 £ per ha (net)	500,000 £ per acre (net)	411,833
BLV analysis:	Density	2,744 sqm/ha (net)	11,954 sqft/ac (net)	
		27 dph (gross)		
		1,111,950 £ per ha (gross)	450,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	(987,936) £ per ha (net)	(399,812) £ per acre (net)	(329,312)

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))		(399,812)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm 0.00	0.00	(132,573)	(197,423)	(263,600)	(330,980)	(399,812)	(468,698)	(537,584)	
	10.00	(141,763)	(206,103)	(272,100)	(339,074)	(407,416)	(475,758)	(544,138)	
	20.00	(150,953)	(214,782)	(280,600)	(347,220)	(415,020)	(482,819)	(550,692)	
	30.00	(160,143)	(223,461)	(289,100)	(355,367)	(422,623)	(489,879)	(557,247)	
	40.00	(169,333)	(232,399)	(297,600)	(363,514)	(430,227)	(496,940)	(563,801)	
	50.00	(178,523)	(241,379)	(306,100)	(371,661)	(437,831)	(504,001)	(570,355)	
	60.00	(187,713)	(250,408)	(314,600)	(379,807)	(445,434)	(511,061)	(576,909)	
	70.00	(196,903)	(259,439)	(323,100)	(387,954)	(453,038)	(518,122)	(583,464)	
	80.00	(206,093)	(268,470)	(331,600)	(396,101)	(460,642)	(525,182)	(590,018)	
	90.00	(215,283)	(277,501)	(340,250)	(404,248)	(468,245)	(532,247)	(596,572)	
	100.00	(224,473)	(286,532)	(348,940)	(412,394)	(475,849)	(539,348)	(603,126)	
	110.00	(234,027)	(295,564)	(357,630)	(420,541)	(483,452)	(546,448)	(609,681)	
	120.00	(243,590)	(304,595)	(366,320)	(428,688)	(491,056)	(553,549)	(616,235)	
	130.00	(253,152)	(313,626)	(375,010)	(436,835)	(498,660)	(560,649)	(622,789)	
	140.00	(262,715)	(322,657)	(383,700)	(444,982)	(506,263)	(567,750)	(629,344)	
	150.00	(272,277)	(331,688)	(392,390)	(453,128)	(513,867)	(574,850)	(635,898)	
	160.00	(281,840)	(340,884)	(401,079)	(461,275)	(521,471)	(581,950)	(642,452)	
	170.00	(291,402)	(350,117)	(409,769)	(469,422)	(529,095)	(589,051)	(649,006)	
	180.00	(300,965)	(359,350)	(418,459)	(477,569)	(536,742)	(596,151)	(655,561)	
	190.00	(310,527)	(368,583)	(427,149)	(485,715)	(544,389)	(603,252)	(662,115)	
	200.00	(320,089)	(377,816)	(435,839)	(493,862)	(552,035)	(610,352)	(668,669)	
	210.00	(329,652)	(387,049)	(444,529)	(502,009)	(559,682)	(617,453)	(675,223)	
	220.00	(339,345)	(396,282)	(453,219)	(510,156)	(567,329)	(624,553)	(681,778)	
	230.00	(349,121)	(405,515)	(461,909)	(518,302)	(574,975)	(631,654)	(688,332)	
	240.00	(358,897)	(414,748)	(470,599)	(526,490)	(582,622)	(638,754)	(694,886)	
	250.00	(368,673)	(423,981)	(479,288)	(534,683)	(590,269)	(645,855)	(701,440)	

Scheme Typology:
Site Typology:
Notes:

Houses

Location / Value Zone:

Median BCIS

Higher

No Units: 10

Greenfield/Brownfield:

Brownfield

TABLE 2

		Affordable Housing - % on site 30%						
Balance (RLV - BLV)	(399,812)	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	259,343	195,079	130,682	66,258	1,746	(62,873)	(127,672)
	5%	239,941	175,616	111,192	46,768	(17,843)	(82,522)	(147,372)
	10%	220,539	156,126	91,702	27,187	(37,432)	(102,222)	(167,072)
	15%	201,060	136,636	72,212	7,598	(57,072)	(121,922)	(186,772)
	20%	181,571	117,146	52,628	(11,991)	(76,772)	(141,622)	(206,472)
	25%	162,081	97,657	33,039	(31,622)	(96,472)	(161,322)	(226,222)
	30%	142,591	78,069	13,449	(51,322)	(116,172)	(181,022)	(246,006)
	35%	123,099	58,480	(6,173)	(71,022)	(135,872)	(200,722)	(266,989)
	40%	103,510	38,890	(25,873)	(90,723)	(155,572)	(220,422)	(287,372)
	45%	83,920	19,277	(45,573)	(110,423)	(175,272)	(240,657)	(307,756)
	50%	64,331	(423)	(65,273)	(130,123)	(194,972)	(261,040)	(328,139)
	55%	44,727	(20,123)	(84,973)	(149,823)	(214,672)	(281,423)	(348,974)
	60%	25,027	(39,823)	(104,673)	(169,523)	(234,708)	(301,806)	(369,931)
	65%	5,327	(59,523)	(124,373)	(189,223)	(255,091)	(322,250)	(390,887)
	70%	(14,373)	(79,223)	(144,073)	(208,923)	(275,474)	(342,958)	(411,844)
	75%	(34,073)	(98,923)	(163,773)	(228,758)	(295,867)	(363,915)	(432,801)
	80%	(53,773)	(118,623)	(183,473)	(249,142)	(316,366)	(384,872)	(453,757)
	85%	(73,473)	(138,323)	(203,173)	(269,525)	(336,943)	(405,828)	(474,714)
	90%	(93,173)	(158,023)	(222,873)	(289,983)	(357,899)	(426,785)	(495,670)
	95%	(112,873)	(177,723)	(243,193)	(310,482)	(378,856)	(447,741)	(516,627)
	100%	(132,573)	(197,423)	(263,600)	(330,980)	(399,812)	(468,698)	(537,584)
	105%	(152,274)	(217,123)	(284,099)	(351,883)	(420,769)	(489,654)	(558,659)
	110%	(171,974)	(237,244)	(304,597)	(372,840)	(441,725)	(510,611)	(579,734)
	115%	(191,674)	(257,716)	(325,096)	(393,797)	(462,682)	(531,568)	(600,809)
	120%	(211,374)	(278,215)	(345,868)	(414,753)	(483,639)	(552,643)	(621,884)
	125%	(231,333)	(298,713)	(366,824)	(435,710)	(504,595)	(573,718)	(642,959)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	(399,812)	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 0.00	0	(246,540)	(276,904)	(307,268)	(337,727)	(368,770)	(399,812)	(430,855)
	10	(253,977)	(284,341)	(314,705)	(345,331)	(376,373)	(407,416)	(438,459)
	20	(261,414)	(291,779)	(322,143)	(352,934)	(383,977)	(415,020)	(446,062)
	30	(268,852)	(299,216)	(329,580)	(360,538)	(391,581)	(422,623)	(453,666)
	40	(276,289)	(306,653)	(337,099)	(368,142)	(399,184)	(430,227)	(461,270)
	50	(283,727)	(314,091)	(344,703)	(375,745)	(406,788)	(437,831)	(468,873)
	60	(291,164)	(321,528)	(352,306)	(383,349)	(414,392)	(445,434)	(476,477)
	70	(298,602)	(328,966)	(359,910)	(390,953)	(421,995)	(453,038)	(484,080)
	80	(306,039)	(336,471)	(367,514)	(398,556)	(429,599)	(460,642)	(491,684)
	90	(313,477)	(344,075)	(375,117)	(406,160)	(437,203)	(468,245)	(499,288)
	100	(320,914)	(351,678)	(382,721)	(413,764)	(444,806)	(475,849)	(506,891)
	110	(328,352)	(359,282)	(390,325)	(421,367)	(452,410)	(483,452)	(514,495)
	120	(335,843)	(366,886)	(397,928)	(428,971)	(460,014)	(491,056)	(522,099)
	130	(343,447)	(374,489)	(405,532)	(436,575)	(467,617)	(498,660)	(529,702)
	140	(351,050)	(382,093)	(413,136)	(444,178)	(475,221)	(506,263)	(537,306)
	150	(358,654)	(389,697)	(420,739)	(451,782)	(482,824)	(513,867)	(544,910)
	160	(366,258)	(397,300)	(428,343)	(459,386)	(490,428)	(521,471)	(552,513)
	170	(373,882)	(404,925)	(435,968)	(467,010)	(498,053)	(529,095)	(560,138)
	180	(381,529)	(412,572)	(443,614)	(474,657)	(505,699)	(536,742)	(567,785)
	190	(389,176)	(420,218)	(451,261)	(482,303)	(513,346)	(544,389)	(575,431)
	200	(396,822)	(427,865)	(458,908)	(489,950)	(520,993)	(552,035)	(583,078)
	210	(404,469)	(435,512)	(466,554)	(497,597)	(528,639)	(559,682)	(590,725)
	220	(412,116)	(443,158)	(474,201)	(505,243)	(536,286)	(567,329)	(598,371)
	230	(419,762)	(450,805)	(481,847)	(512,890)	(543,933)	(574,975)	(606,018)
	240	(427,409)	(458,451)	(489,494)	(520,537)	(551,579)	(582,622)	(613,665)
	250	(435,056)	(466,098)	(497,141)	(528,183)	(559,226)	(590,269)	(621,311)

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Higher
Median BCIS

No Units: 10
Greenfield/Brownfield: Brownfield

		BLV (per acre)						
		500,000						
Balance (RLV - BLV)	(399,812)	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 0.00	0	(49,812)	(99,812)	(149,812)	(199,812)	(249,812)	(299,812)	(349,812)
	10	(57,416)	(107,416)	(157,416)	(207,416)	(257,416)	(307,416)	(357,416)
	20	(65,020)	(115,020)	(165,020)	(215,020)	(265,020)	(315,020)	(365,020)
	30	(72,623)	(122,623)	(172,623)	(222,623)	(272,623)	(322,623)	(372,623)
	40	(80,227)	(130,227)	(180,227)	(230,227)	(280,227)	(330,227)	(380,227)
	50	(87,831)	(137,831)	(187,831)	(237,831)	(287,831)	(337,831)	(387,831)
	60	(95,434)	(145,434)	(195,434)	(245,434)	(295,434)	(345,434)	(395,434)
	70	(103,038)	(153,038)	(203,038)	(253,038)	(303,038)	(353,038)	(403,038)
	80	(110,642)	(160,642)	(210,642)	(260,642)	(310,642)	(360,642)	(410,642)
	90	(118,245)	(168,245)	(218,245)	(268,245)	(318,245)	(368,245)	(418,245)
	100	(125,849)	(175,849)	(225,849)	(275,849)	(325,849)	(375,849)	(425,849)
	110	(133,452)	(183,452)	(233,452)	(283,452)	(333,452)	(383,452)	(433,452)
	120	(141,056)	(191,056)	(241,056)	(291,056)	(341,056)	(391,056)	(441,056)
	130	(148,660)	(198,660)	(248,660)	(298,660)	(348,660)	(398,660)	(448,660)
	140	(156,263)	(206,263)	(256,263)	(306,263)	(356,263)	(406,263)	(456,263)
	150	(163,867)	(213,867)	(263,867)	(313,867)	(363,867)	(413,867)	(463,867)
	160	(171,471)	(221,471)	(271,471)	(321,471)	(371,471)	(421,471)	(471,471)
	170	(179,075)	(229,075)	(279,075)	(329,075)	(379,075)	(429,075)	(479,075)
	180	(186,678)	(236,678)	(286,678)	(336,678)	(386,678)	(436,678)	(486,678)
	190	(194,282)	(244,282)	(294,282)	(344,282)	(394,282)	(444,282)	(494,282)
	200	(202,035)	(252,035)	(302,035)	(352,035)	(402,035)	(452,035)	(502,035)
	210	(209,682)	(259,682)	(309,682)	(359,682)	(409,682)	(459,682)	(509,682)
	220	(217,329)	(267,329)	(317,329)	(367,329)	(417,329)	(467,329)	(517,329)
	230	(224,975)	(274,975)	(324,975)	(374,975)	(424,975)	(474,975)	(524,975)
	240	(232,622)	(282,622)	(332,622)	(382,622)	(432,622)	(482,622)	(532,622)
	250	(240,269)	(290,269)	(340,269)	(390,269)	(440,269)	(490,269)	(540,269)

		Density (dph)						
		30						
Balance (RLV - BLV)	(399,812)	25	30	35	40	45	50	55
CIL Epsm 0.00	0	(425,653)	(399,812)	(373,971)	(348,130)	(322,289)	(296,448)	(270,607)
	10	(431,990)	(407,416)	(382,842)	(358,268)	(333,695)	(309,121)	(284,547)
	20	(438,326)	(415,020)	(391,713)	(368,407)	(345,100)	(321,794)	(298,487)
	30	(444,663)	(422,623)	(400,584)	(378,545)	(356,506)	(334,466)	(312,427)
	40	(450,999)	(430,227)	(409,455)	(388,683)	(367,911)	(347,139)	(326,367)
	50	(457,335)	(437,831)	(418,326)	(398,821)	(379,316)	(359,812)	(340,307)
	60	(463,672)	(445,434)	(427,197)	(408,959)	(390,722)	(372,485)	(354,247)
	70	(470,008)	(453,038)	(436,068)	(419,098)	(402,127)	(385,157)	(368,187)
	80	(476,344)	(460,642)	(444,939)	(429,236)	(413,533)	(397,830)	(382,127)
	90	(482,681)	(468,245)	(453,810)	(439,374)	(424,938)	(410,503)	(396,067)
	100	(489,017)	(475,849)	(462,681)	(449,512)	(436,344)	(423,176)	(410,007)
	110	(495,354)	(483,452)	(471,551)	(459,650)	(447,749)	(435,848)	(423,947)
	120	(501,690)	(491,056)	(480,422)	(469,789)	(459,155)	(448,521)	(437,887)
	130	(508,026)	(498,660)	(489,293)	(479,927)	(470,560)	(461,194)	(451,827)
	140	(514,363)	(506,263)	(498,164)	(490,065)	(481,966)	(473,867)	(465,767)
	150	(520,699)	(513,867)	(507,035)	(500,203)	(493,371)	(486,539)	(479,707)
	160	(527,069)	(521,471)	(515,906)	(510,341)	(504,777)	(499,212)	(493,647)
	170	(533,441)	(529,095)	(524,777)	(520,480)	(516,182)	(511,885)	(507,587)
	180	(539,813)	(536,742)	(533,671)	(530,618)	(527,588)	(524,558)	(521,527)
	190	(546,185)	(544,389)	(542,592)	(540,795)	(538,999)	(537,230)	(535,467)
	200	(552,558)	(552,035)	(551,513)	(550,991)	(550,469)	(549,946)	(549,424)
	210	(558,930)	(559,682)	(560,434)	(561,186)	(561,938)	(562,691)	(563,443)
	220	(565,302)	(567,329)	(569,355)	(571,382)	(573,408)	(575,435)	(577,462)
	230	(571,674)	(574,975)	(578,276)	(581,577)	(584,878)	(588,179)	(591,481)
	240	(578,046)	(582,622)	(587,197)	(591,773)	(596,348)	(600,924)	(605,499)
	250	(584,419)	(590,269)	(596,118)	(601,968)	(607,818)	(613,668)	(619,518)

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: **Higher**
Median BCIS

No Units: **10**
Greenfield/Brownfield: **Brownfield**

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(399,812)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0	(186,594)	(291,523)	(399,812)	(509,051)	(618,816)	(728,672)	(839,103)
	10	(193,742)	(298,946)	(407,416)	(516,655)	(626,462)	(736,319)	(846,792)
	20	(200,890)	(306,384)	(415,020)	(524,259)	(634,109)	(744,004)	(854,482)
	30	(208,038)	(313,821)	(422,623)	(531,899)	(641,756)	(751,694)	(862,172)
	40	(215,185)	(321,259)	(430,227)	(539,546)	(649,402)	(759,384)	(869,862)
	50	(222,333)	(328,696)	(437,831)	(547,192)	(657,049)	(767,074)	(877,552)
	60	(229,646)	(336,195)	(445,434)	(554,839)	(664,696)	(774,764)	(885,242)
	70	(237,042)	(343,799)	(453,038)	(562,486)	(672,342)	(782,454)	(892,932)
	80	(244,438)	(351,403)	(460,642)	(570,132)	(679,989)	(790,144)	(900,622)
	90	(251,833)	(359,006)	(468,245)	(577,779)	(687,636)	(797,834)	(908,311)
	100	(259,229)	(366,610)	(475,849)	(585,426)	(695,282)	(805,524)	(916,001)
	110	(266,625)	(374,213)	(483,452)	(593,072)	(702,929)	(813,213)	(923,691)
	120	(274,020)	(381,817)	(491,056)	(600,719)	(710,576)	(820,903)	(931,381)
	130	(281,416)	(389,421)	(498,660)	(608,365)	(718,222)	(828,593)	(939,071)
	140	(288,811)	(397,024)	(506,263)	(616,012)	(725,869)	(836,283)	(946,761)
	150	(296,219)	(404,628)	(513,867)	(623,659)	(733,515)	(843,973)	(954,482)
	160	(303,657)	(412,232)	(521,471)	(631,305)	(741,185)	(851,663)	(962,216)
	170	(311,094)	(419,835)	(529,095)	(638,952)	(748,875)	(859,353)	(969,949)
	180	(318,532)	(427,439)	(536,742)	(646,599)	(756,565)	(867,043)	(977,682)
	190	(325,969)	(435,043)	(544,389)	(654,245)	(764,255)	(874,732)	(985,416)
	200	(333,407)	(442,646)	(552,035)	(661,892)	(771,944)	(882,422)	(993,149)
	210	(341,011)	(450,250)	(559,682)	(669,539)	(779,634)	(890,112)	(1,000,882)
	220	(348,615)	(457,854)	(567,329)	(677,185)	(787,324)	(897,802)	(1,008,616)
	230	(356,218)	(465,457)	(574,975)	(684,832)	(795,014)	(905,492)	(1,016,349)
	240	(363,822)	(473,061)	(582,622)	(692,479)	(802,704)	(913,182)	(1,024,083)
	250	(371,426)	(480,665)	(590,269)	(700,125)	(810,394)	(920,872)	(1,031,816)

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(399,812)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0	(641,568)	(520,366)	(399,812)	(280,458)	(165,206)	(51,823)	61,402
	10	(649,214)	(527,982)	(407,416)	(287,879)	(172,354)	(58,971)	54,295
	20	(656,861)	(535,628)	(415,020)	(295,317)	(179,502)	(66,118)	47,187
	30	(664,508)	(543,275)	(422,623)	(302,754)	(186,649)	(73,266)	40,080
	40	(672,154)	(550,922)	(430,227)	(310,192)	(193,797)	(80,414)	32,969
	50	(679,801)	(558,568)	(437,831)	(317,629)	(200,945)	(87,562)	25,821
	60	(687,448)	(566,215)	(445,434)	(325,067)	(208,093)	(94,709)	18,674
	70	(695,094)	(573,862)	(453,038)	(332,504)	(215,240)	(101,857)	11,526
	80	(702,741)	(581,508)	(460,642)	(340,088)	(222,388)	(109,005)	4,378
	90	(710,387)	(589,155)	(468,245)	(347,692)	(229,703)	(116,153)	(2,769)
	100	(718,042)	(596,802)	(475,849)	(355,296)	(237,099)	(123,300)	(9,917)
	110	(725,731)	(604,448)	(483,452)	(362,899)	(244,495)	(130,448)	(17,065)
	120	(733,421)	(612,095)	(491,056)	(370,503)	(251,890)	(137,596)	(24,213)
	130	(741,111)	(619,741)	(498,660)	(378,107)	(259,286)	(144,744)	(31,360)
	140	(748,801)	(627,388)	(506,263)	(385,710)	(266,681)	(151,891)	(38,508)
	150	(756,491)	(635,035)	(513,867)	(393,314)	(274,085)	(159,039)	(45,656)
	160	(764,181)	(642,681)	(521,471)	(400,918)	(281,523)	(166,187)	(52,804)
	170	(771,871)	(650,328)	(529,095)	(408,521)	(288,960)	(173,335)	(59,951)
	180	(779,561)	(657,975)	(536,742)	(416,125)	(296,398)	(180,482)	(67,099)
	190	(787,251)	(665,621)	(544,389)	(423,729)	(303,835)	(187,630)	(74,247)
	200	(794,940)	(673,268)	(552,035)	(431,332)	(311,273)	(194,778)	(81,395)
	210	(802,630)	(680,915)	(559,682)	(438,936)	(318,710)	(201,925)	(88,542)
	220	(810,320)	(688,561)	(567,329)	(446,539)	(326,148)	(209,073)	(95,690)
	230	(818,010)	(696,208)	(574,975)	(454,143)	(333,590)	(216,221)	(102,838)
	240	(825,700)	(703,855)	(582,622)	(461,747)	(341,194)	(223,369)	(109,985)
	250	(833,390)	(711,501)	(590,269)	(469,350)	(348,797)	(230,718)	(117,133)

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: **W** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Higher** No Units: **30**
 Notes: Median BCIS 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 %		
Open Market Sale (OMS)		
Affordable Rent:	0.0%	
Social Rent:	69.0%	
First Homes:	25.0%	
Intermediate (Affordable Home Ownership):	6.0%	
	100%	100.0%
69.0% % Rented		
9.3% % of total (>10% First Homes PPG 023)		
CIL Rate (£ psm)	0.00 £ psm	
Unit mix -	OMS Unit mix%	MV # units
1 bed House	0.0%	0.0
2 bed House	35.0%	7.4
3 bed House	40.0%	8.4
4 bed House	20.0%	4.2
5 bed House	5.0%	1.1
1 bed Flat	0.0%	0.0
2 bed Flat	0.0%	0.0
Total number of units	100.0%	21.0
OMS Unit Floor areas -	Net area per unit (sqm)	Net to Gross %
1 bed House	69.0	743
2 bed House	75.0	807
3 bed House	95.0	1,023
4 bed House	120.0	1,292
5 bed House	135.0	1,453
1 bed Flat	50.0	538
2 bed Flat	65.0	700
AH Unit Floor areas -	Net area per unit (sqm)	Net to Gross %
1 bed House	69.0	743
2 bed House	75.0	807
3 bed House	95.0	1,023
4 bed House	120.0	1,292
5 bed House	135.0	1,453
1 bed Flat	50.0	538
2 bed Flat	65.0	700
Total Gross Floor areas -	OMS Units GIA (sqm)	AH units GIA (sqm)
1 bed House	0	186
2 bed House	551	203
3 bed House	798	257
4 bed House	504	108
5 bed House	142	0
1 bed Flat	0	0
2 bed Flat	0	0
	1,995	753
Open Market Sales values (£) -	£ OMS (per unit)	£ psm
1 bed House	268,550	3,892
2 bed House	312,000	4,160
3 bed House	400,000	4,211
4 bed House	520,000	4,333
5 bed House	590,000	4,370
1 bed Flat	200,000	4,000
2 bed Flat	253,000	3,892
Affordable Housing values (£) -	Aff. Rent £	% of MV
1 bed House	100,706	37.5%
2 bed House	117,000	37.5%
3 bed House	150,000	37.5%
4 bed House	195,000	37.5%
5 bed House	221,250	37.5%
1 bed Flat	75,000	37.5%
2 bed Flat	94,875	37.5%

AH % by floor area:

27.41% AH % by floor area (difference due to mix)

total MV £ (no AH)

11,572,185

* capped @£250K

Scheme Typology:

Houses

No Units: 30

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Brownfield

Notes:

Median BCIS

GROSS DEVELOPMENT VALUE

OMS GDV -				
(part houses due to % mix)				
1 bed House	0.0	@	268,550	-
2 bed House	7.4	@	312,000	2,293,200
3 bed House	8.4	@	400,000	3,360,000
4 bed House	4.2	@	520,000	2,184,000
5 bed House	1.1	@	590,000	619,500
1 bed Flat	0.0	@	200,000	-
2 bed Flat	0.0	@	253,000	-
	21.0			8,456,700
Affordable Rent GDV -				
1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-
Social Rent GDV -				
1 bed House	1.9	@	100,706	187,616
2 bed House	1.9	@	117,000	217,971
3 bed House	1.9	@	150,000	279,450
4 bed House	0.6	@	195,000	121,095
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	6.2			806,132
First Homes GDV -				
1 bed House	0.7	@	187,985	126,890
2 bed House	0.7	@	218,400	147,420
3 bed House	0.7	@	250,000	168,750
4 bed House	0.2	@	250,000	56,250
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	177,100	-
	2.3			499,310
Intermediate GDV -				
1 bed House	0.2	@	187,985	30,454
2 bed House	0.2	@	218,400	35,381
3 bed House	0.2	@	280,000	45,360
4 bed House	0.1	@	364,000	19,656
5 bed House	0.0	@	413,000	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	177,100	-
	0.5	9.0		130,850
Sub-total GDV Residential				
	30			9,892,992
AH on-site cost analysis:				
	611 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	1,679,193
			55,973 £ per unit (total units)	
Grant				
	9	AH units @	0 per unit	-
Total GDV				
				9,892,992

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone:
Median BCIS

Higher

No Units: 30
Greenfield/Brownfield:

Brownfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(13,860)
Planning Application Professional Fees, Surveys and reports				(40,000)
CIL				-
	1,995 sqm (Market only)	0.00 £ psm		
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	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	30 units @	36,367 per unit	(1,091,010)
	Sub-total			(1,091,010)
S106 analysis: 1,091,010 £ per ha				
	11.03% % of GDV	36,367 £ per unit (total units)		
AH Commuted Sum	2,748 sqm (total)	0 £ psm		-
Comm. Sum analysis: 0.00% % of GDV				
cont./				

Scheme Typology: Houses
Site Typology: Location / Value Zone: Higher
Notes: Median BCIS
 No Units: 30
 Greenfield/Brownfield: Brownfield

Construction Costs -				
Site Clearance, Demolition & Remediation	1.00	ha @	123,550	£ per ha (if brownfield) (123,550)
Site Infrastructure costs -				
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
Year 11	0			-
Year 12	0			-
Year 13	0			-
Year 14	0			-
Year 15	0			-
Years 1-15	30	units @	0	per unit -
Sub-total				-
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)				
1 bed House	186	sqm @	1,607	psm (299,384)
2 bed House	754	sqm @	1,607	psm (1,211,276)
3 bed House	1,055	sqm @	1,607	psm (1,694,582)
4 bed House	612	sqm @	1,607	psm (983,484)
5 bed House	142	sqm @	1,607	psm (227,792)
1 bed Flat	-	sqm @	1,760	psm -
2 bed Flat	-	sqm @	1,760	psm -
Garages for 3 bed House (OMS only)	8	units @	50% @ 8,500	£ per garage (35,700)
Garages for 4 bed House (OMS only)	4	units @	100% @ 8,500	£ per garage (35,700)
Garages for 5 bed House (OMS only)	1	units @	100% @ 8,500	£ per garage (8,925)
External works	4,496,843	@	15.0%	(674,526)
Ext. Works analysis: 22,484 £ 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 uni	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 u	-	units @	5% @ 12,133	£ per unit -
Part L/FHS (houses)	30	units @	5,816	£ per unit (174,480)
Part L/FHS (flats)	-	units @	2,712	£ per unit -
Additional Low Carbon/Energy Reduction (houses)	30	units @	0	£ per unit -
Additional Low Carbon/Energy Reduction (flats)	-	units @	0	£ per unit -
EV Charging Points - Houses	30	units @	0	£ per unit -
EV Charging Points - Flats	-	units @	0	£ per unit -
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				(286,282)
Policy Costs analysis: (design costs only) 9,543 £ per unit (total units)				
Contingency (on construction)	5,581,202	@	5.0%	(279,060)
Professional Fees	5,581,202	@	6.5%	(362,778)
Disposal Costs -				
OMS Marketing and Promotion	8,456,700	OMS @	3.00%	8,457 £ per unit (253,701)
Residential Sales Agent Costs	8,456,700	OMS @	1.00%	2,819 £ per unit (84,567)
Residential Sales Legal Costs	8,456,700	OMS @	0.50%	1,409 £ per unit (42,284)
Affordable Sale Legal Costs	1,436,292	AH @	0.25%	120 £ per unit (3,591)
Disposal Cost analysis: 12,805 £ per unit				
Interest (on Development Costs) -	7.00%	APR	0.565%	pcm (112,591)
Developers Profit -				
Profit on OMS	8,456,700		20.00%	(1,691,340)
Margin on AH	1,436,292		6.00% on AH values	(86,178)
Profit analysis: 9,892,992 17.97% blended GDV (1,777,518)				
	7,864,643		22.60% on costs	(1,777,518)
TOTAL COSTS				(9,642,161)

Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Higher**
 Notes: Median BCIS

No Units: **30**
 Greenfield/Brownfield: **Brownfield**

RESIDUAL LAND VALUE (RLV)

Residual Land Value (gross)				250,831	@	HMRC formula	250,831
SDLT				250,831	@	1.0%	(2,042)
Acquisition Agent fees				250,831	@	0.5%	(2,508)
Acquisition Legal fees				250,831	@	7.00%	(1,254)
Interest on Land				250,831	@		(17,558)
Residual Land Value							227,469
RLV analysis:	7,582 £ per plot	227,469 £ per ha (net)	92,055 £ per acre (net)				
		204,722 £ per ha (gross)	82,850 £ per acre (gross)				
			2.30% % 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)		
Benchmark Land Value (net)	41,183 £ per plot	1,235,500	£ per ha (net)	500,000	£ per acre (net)		1,235,500
BLV analysis:	Density	2,748	sqm/ha (net)	11,972	sqft/ac (net)		
		27	dph (gross)				
		1,111,950	£ per ha (gross)	450,000	£ per acre (gross)		

BALANCE

Surplus/(Deficit)	[RLV - BLV]	(1,008,031) £ per ha (net)	(407,945) £ per acre (net)	(1,008,031)

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))	(407,945)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm 0.00	0.00	(138,573)	(205,916)	(273,259)	(340,602)	(407,945)	(478,627)	(550,189)
	10.00	(147,942)	(214,764)	(281,586)	(348,409)	(415,473)	(485,825)	(556,832)
	20.00	(157,310)	(223,612)	(289,913)	(356,215)	(423,046)	(493,022)	(563,476)
	30.00	(166,678)	(232,459)	(298,241)	(364,022)	(430,628)	(500,219)	(570,120)
	40.00	(176,046)	(241,307)	(306,568)	(371,829)	(438,210)	(507,417)	(576,764)
	50.00	(185,414)	(250,155)	(314,895)	(379,636)	(445,821)	(514,614)	(583,407)
	60.00	(194,782)	(259,002)	(323,222)	(387,442)	(453,572)	(521,812)	(590,051)
	70.00	(204,150)	(267,850)	(331,550)	(395,249)	(461,323)	(529,009)	(596,695)
	80.00	(213,518)	(276,698)	(339,877)	(403,056)	(469,074)	(536,207)	(603,339)
	90.00	(222,887)	(285,545)	(348,204)	(410,994)	(476,825)	(543,404)	(610,018)
	100.00	(232,255)	(294,393)	(356,531)	(419,118)	(484,576)	(550,601)	(616,699)
	110.00	(241,623)	(303,241)	(364,858)	(427,241)	(492,327)	(557,799)	(623,380)
	120.00	(250,991)	(312,088)	(373,186)	(435,364)	(500,079)	(564,996)	(630,062)
	130.00	(260,359)	(320,936)	(381,513)	(443,487)	(507,830)	(572,194)	(636,743)
	140.00	(269,727)	(329,784)	(389,840)	(451,770)	(515,581)	(579,391)	(643,424)
	150.00	(279,095)	(338,631)	(398,207)	(460,075)	(523,332)	(586,588)	(650,106)
160.00	(288,463)	(347,479)	(406,582)	(468,380)	(531,083)	(593,786)	(656,787)	
170.00	(297,832)	(356,327)	(415,189)	(476,684)	(538,834)	(600,983)	(663,468)	
180.00	(307,200)	(365,174)	(423,854)	(484,989)	(546,585)	(608,207)	(670,150)	
190.00	(316,568)	(374,022)	(432,518)	(493,294)	(554,336)	(615,445)	(676,831)	
200.00	(325,936)	(382,869)	(441,183)	(501,599)	(562,087)	(622,683)	(683,512)	
210.00	(335,304)	(391,793)	(449,968)	(509,903)	(569,838)	(629,921)	(690,194)	
220.00	(344,672)	(400,691)	(458,827)	(518,208)	(577,589)	(637,159)	(696,875)	
230.00	(354,040)	(409,636)	(467,685)	(526,513)	(585,340)	(644,397)	(703,556)	
240.00	(363,408)	(418,842)	(476,543)	(534,817)	(593,091)	(651,636)	(710,238)	
250.00	(372,818)	(428,048)	(485,402)	(543,122)	(600,842)	(658,874)	(716,919)	

Scheme Typology:
Site Typology:
Notes:

Houses

Location / Value Zone:

Median BCIS

Higher

No Units: 30

Greenfield/Brownfield:

Brownfield

TABLE 2

		Affordable Housing - % on site 30%						
Balance (RLV - BLV)	(407,945)	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	256,742	189,815	122,889	55,962	(10,965)	(77,892)	(144,987)
	5%	237,042	170,115	103,189	36,262	(30,665)	(97,691)	(164,798)
	10%	217,342	150,415	83,489	16,562	(50,395)	(117,503)	(184,610)
	15%	197,642	130,715	63,788	(3,138)	(70,207)	(137,314)	(204,421)
	20%	177,942	111,015	44,088	(22,911)	(90,018)	(157,125)	(224,233)
	25%	158,242	91,315	24,385	(42,722)	(109,830)	(176,937)	(244,044)
	30%	138,542	71,615	4,573	(62,534)	(129,641)	(196,748)	(263,855)
	35%	118,842	51,869	(15,238)	(82,345)	(149,452)	(216,560)	(283,667)
	40%	99,142	32,058	(35,049)	(102,157)	(169,264)	(236,371)	(303,549)
	45%	79,354	12,246	(54,861)	(121,968)	(189,075)	(256,182)	(323,472)
	50%	59,542	(7,565)	(74,672)	(141,779)	(208,887)	(276,053)	(343,396)
	55%	39,731	(27,376)	(94,484)	(161,591)	(228,698)	(295,977)	(363,319)
	60%	19,919	(47,188)	(114,295)	(181,402)	(248,557)	(315,900)	(383,243)
	65%	108	(66,999)	(134,106)	(201,214)	(268,481)	(335,823)	(403,166)
	70%	(19,703)	(86,811)	(153,918)	(221,061)	(288,404)	(355,747)	(423,605)
	75%	(39,515)	(106,622)	(173,729)	(240,985)	(308,327)	(375,670)	(444,223)
	80%	(59,326)	(126,433)	(193,565)	(260,908)	(328,251)	(395,594)	(465,412)
	85%	(79,138)	(146,245)	(213,489)	(280,832)	(348,174)	(415,770)	(486,606)
	90%	(98,949)	(166,059)	(233,412)	(300,755)	(368,098)	(436,418)	(507,800)
	95%	(118,760)	(185,993)	(253,336)	(320,678)	(388,021)	(457,433)	(528,994)
	100%	(138,573)	(205,916)	(273,259)	(340,602)	(407,945)	(478,627)	(550,189)
	105%	(158,497)	(225,840)	(293,182)	(360,525)	(428,614)	(499,821)	(571,383)
	110%	(178,420)	(245,763)	(313,106)	(380,449)	(449,454)	(521,016)	(592,577)
	115%	(198,344)	(265,687)	(333,029)	(400,372)	(470,448)	(542,210)	(613,828)
	120%	(218,267)	(285,610)	(352,953)	(420,809)	(491,843)	(563,404)	(635,142)
	125%	(238,191)	(305,533)	(372,876)	(441,540)	(513,037)	(584,598)	(656,456)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	(407,945)	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 0.00	0	(259,927)	(289,530)	(319,134)	(348,737)	(378,341)	(407,945)	(438,565)
	10	(267,213)	(296,817)	(326,420)	(356,024)	(385,627)	(415,473)	(446,141)
	20	(274,532)	(304,135)	(333,739)	(363,343)	(392,946)	(423,046)	(453,883)
	30	(281,859)	(311,463)	(341,067)	(370,670)	(400,274)	(430,628)	(461,634)
	40	(289,187)	(318,790)	(348,394)	(377,998)	(407,601)	(438,210)	(469,385)
	50	(296,514)	(326,118)	(355,722)	(385,325)	(415,161)	(445,821)	(477,136)
	60	(303,842)	(333,445)	(363,049)	(392,653)	(422,743)	(453,572)	(484,887)
	70	(311,169)	(340,773)	(370,377)	(399,980)	(430,324)	(461,323)	(492,638)
	80	(318,497)	(348,101)	(377,704)	(407,308)	(437,906)	(469,074)	(500,389)
	90	(325,824)	(355,428)	(385,032)	(414,857)	(445,511)	(476,825)	(508,140)
	100	(333,152)	(362,756)	(392,359)	(422,439)	(453,262)	(484,576)	(515,891)
	110	(340,479)	(370,083)	(399,687)	(430,020)	(461,013)	(492,327)	(523,642)
	120	(347,807)	(377,411)	(407,014)	(437,602)	(468,764)	(500,079)	(531,393)
	130	(355,135)	(384,738)	(414,553)	(445,200)	(476,515)	(507,830)	(539,144)
	140	(362,462)	(392,066)	(422,135)	(452,951)	(484,266)	(515,581)	(546,895)
	150	(369,790)	(399,393)	(429,717)	(460,702)	(492,017)	(523,332)	(554,646)
	160	(377,117)	(406,721)	(437,298)	(468,453)	(499,768)	(531,083)	(562,398)
	170	(384,445)	(414,250)	(444,890)	(476,204)	(507,519)	(538,834)	(570,149)
	180	(391,772)	(421,831)	(452,641)	(483,955)	(515,270)	(546,585)	(577,900)
	190	(399,100)	(429,413)	(460,392)	(491,706)	(523,021)	(554,336)	(585,651)
	200	(406,427)	(436,995)	(468,143)	(499,458)	(530,772)	(562,087)	(593,402)
	210	(413,946)	(444,579)	(475,894)	(507,209)	(538,523)	(569,838)	(601,153)
	220	(421,528)	(452,330)	(483,645)	(514,960)	(546,274)	(577,589)	(608,904)
	230	(429,109)	(460,081)	(491,396)	(522,711)	(554,026)	(585,340)	(616,655)
	240	(436,691)	(467,832)	(499,147)	(530,462)	(561,777)	(593,091)	(624,406)
	250	(444,273)	(475,583)	(506,898)	(538,213)	(569,528)	(600,842)	(632,157)

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Higher
Median BCIS

No Units: 30
Greenfield/Brownfield: Brownfield

		BLV (per acre)						
		500,000						
Balance (RLV - BLV)	(407,945)	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 0.00	0	(57,945)	(107,945)	(157,945)	(207,945)	(257,945)	(307,945)	(357,945)
	10	(65,473)	(115,473)	(165,473)	(215,473)	(265,473)	(315,473)	(365,473)
	20	(73,046)	(123,046)	(173,046)	(223,046)	(273,046)	(323,046)	(373,046)
	30	(80,628)	(130,628)	(180,628)	(230,628)	(280,628)	(330,628)	(380,628)
	40	(88,210)	(138,210)	(188,210)	(238,210)	(288,210)	(338,210)	(388,210)
	50	(95,821)	(145,821)	(195,821)	(245,821)	(295,821)	(345,821)	(395,821)
	60	(103,572)	(153,572)	(203,572)	(253,572)	(303,572)	(353,572)	(403,572)
	70	(111,323)	(161,323)	(211,323)	(261,323)	(311,323)	(361,323)	(411,323)
	80	(119,074)	(169,074)	(219,074)	(269,074)	(319,074)	(369,074)	(419,074)
	90	(126,825)	(176,825)	(226,825)	(276,825)	(326,825)	(376,825)	(426,825)
	100	(134,576)	(184,576)	(234,576)	(284,576)	(334,576)	(384,576)	(434,576)
	110	(142,327)	(192,327)	(242,327)	(292,327)	(342,327)	(392,327)	(442,327)
	120	(150,079)	(200,079)	(250,079)	(300,079)	(350,079)	(400,079)	(450,079)
	130	(157,830)	(207,830)	(257,830)	(307,830)	(357,830)	(407,830)	(457,830)
	140	(165,581)	(215,581)	(265,581)	(315,581)	(365,581)	(415,581)	(465,581)
	150	(173,332)	(223,332)	(273,332)	(323,332)	(373,332)	(423,332)	(473,332)
	160	(181,083)	(231,083)	(281,083)	(331,083)	(381,083)	(431,083)	(481,083)
	170	(188,834)	(238,834)	(288,834)	(338,834)	(388,834)	(438,834)	(488,834)
	180	(196,585)	(246,585)	(296,585)	(346,585)	(396,585)	(446,585)	(496,585)
	190	(204,336)	(254,336)	(304,336)	(354,336)	(404,336)	(454,336)	(504,336)
	200	(212,087)	(262,087)	(312,087)	(362,087)	(412,087)	(462,087)	(512,087)
	210	(219,838)	(269,838)	(319,838)	(369,838)	(419,838)	(469,838)	(519,838)
	220	(227,589)	(277,589)	(327,589)	(377,589)	(427,589)	(477,589)	(527,589)
	230	(235,340)	(285,340)	(335,340)	(385,340)	(435,340)	(485,340)	(535,340)
	240	(243,091)	(293,091)	(343,091)	(393,091)	(443,091)	(493,091)	(543,091)
	250	(250,842)	(300,842)	(350,842)	(400,842)	(450,842)	(500,842)	(550,842)

		Density (dph)					
		30					
Balance (RLV - BLV)	(407,945)	25	30	35	40	45	50
CIL Epsm 0.00	0	(432,235)	(407,945)	(383,953)	(359,962)	(335,971)	(311,980)
	10	(438,553)	(415,473)	(392,454)	(369,677)	(346,901)	(324,124)
	20	(444,871)	(423,046)	(401,233)	(379,453)	(357,830)	(336,268)
	30	(451,189)	(430,628)	(410,067)	(389,506)	(368,982)	(348,458)
	40	(457,592)	(438,210)	(418,912)	(399,614)	(380,317)	(361,023)
	50	(464,051)	(445,821)	(427,757)	(409,723)	(391,689)	(373,655)
	60	(470,510)	(453,572)	(436,634)	(419,832)	(403,062)	(386,291)
	70	(476,970)	(461,323)	(445,677)	(430,030)	(414,434)	(398,928)
	80	(483,429)	(469,074)	(454,720)	(440,365)	(426,011)	(411,656)
	90	(489,888)	(476,825)	(463,763)	(450,700)	(437,637)	(424,574)
	100	(496,347)	(484,576)	(472,806)	(461,035)	(449,264)	(437,493)
	110	(502,806)	(492,327)	(481,848)	(471,369)	(460,890)	(450,411)
	120	(509,266)	(500,079)	(490,891)	(481,704)	(472,517)	(463,330)
	130	(515,725)	(507,830)	(499,934)	(492,039)	(484,144)	(476,248)
	140	(522,184)	(515,581)	(508,977)	(502,374)	(495,770)	(489,167)
	150	(528,643)	(523,332)	(518,020)	(512,708)	(507,397)	(502,085)
	160	(535,103)	(531,083)	(527,063)	(523,043)	(519,023)	(515,004)
	170	(541,562)	(538,834)	(536,106)	(533,378)	(530,650)	(527,922)
	180	(548,021)	(546,585)	(545,149)	(543,713)	(542,277)	(540,841)
	190	(554,480)	(554,336)	(554,192)	(554,048)	(553,903)	(553,759)
	200	(560,939)	(562,087)	(563,235)	(564,382)	(565,530)	(566,677)
	210	(567,399)	(569,838)	(572,278)	(574,717)	(577,156)	(579,596)
	220	(573,858)	(577,589)	(581,321)	(585,052)	(588,783)	(592,514)
	230	(580,317)	(585,340)	(590,363)	(595,387)	(600,410)	(605,433)
	240	(586,780)	(593,091)	(599,406)	(605,721)	(612,036)	(618,351)
	250	(593,276)	(600,842)	(608,449)	(616,056)	(623,663)	(631,270)

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: **Higher**
Median BCIS

No Units: **30**
Greenfield/Brownfield: **Brownfield**

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(407,945)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0	(200,157)	(303,938)	(407,945)	(517,707)	(628,489)	(739,755)	(851,365)
	10	(207,402)	(311,224)	(415,473)	(525,458)	(636,284)	(747,550)	(859,204)
	20	(214,647)	(318,510)	(423,046)	(533,209)	(644,078)	(755,345)	(867,043)
	30	(221,893)	(325,797)	(430,628)	(540,960)	(651,873)	(763,140)	(874,882)
	40	(229,138)	(333,083)	(438,210)	(548,711)	(659,668)	(770,935)	(882,721)
	50	(236,383)	(340,369)	(445,821)	(556,462)	(667,463)	(778,730)	(890,560)
	60	(243,649)	(347,656)	(453,572)	(564,213)	(675,258)	(786,525)	(898,399)
	70	(250,935)	(354,942)	(461,323)	(571,964)	(683,053)	(794,342)	(906,238)
	80	(258,221)	(362,228)	(469,074)	(579,715)	(690,848)	(802,181)	(914,077)
	90	(265,508)	(369,515)	(476,825)	(587,466)	(698,643)	(810,020)	(921,916)
	100	(272,794)	(376,801)	(484,576)	(595,217)	(706,438)	(817,859)	(929,755)
	110	(280,080)	(384,087)	(492,327)	(602,968)	(714,233)	(825,698)	(937,594)
	120	(287,367)	(391,374)	(500,079)	(610,761)	(722,027)	(833,537)	(945,433)
	130	(294,653)	(398,660)	(507,830)	(618,556)	(729,822)	(841,376)	(953,272)
	140	(301,939)	(405,946)	(515,581)	(626,351)	(737,617)	(849,215)	(961,111)
	150	(309,226)	(413,406)	(523,332)	(634,146)	(745,412)	(857,054)	(968,950)
	160	(316,512)	(420,967)	(531,083)	(641,941)	(753,207)	(864,893)	(976,789)
	170	(323,798)	(428,548)	(538,834)	(649,736)	(761,002)	(872,732)	(984,670)
	180	(331,085)	(436,130)	(546,585)	(657,530)	(768,797)	(880,571)	(992,553)
	190	(338,371)	(443,712)	(554,336)	(665,325)	(776,592)	(888,410)	(1,000,436)
	200	(345,657)	(451,446)	(562,087)	(673,120)	(784,387)	(896,249)	(1,008,320)
	210	(352,944)	(459,197)	(569,838)	(680,915)	(792,192)	(904,088)	(1,016,203)
	220	(360,230)	(466,948)	(577,589)	(688,710)	(800,031)	(911,927)	(1,024,086)
	230	(367,516)	(474,699)	(585,340)	(696,505)	(807,870)	(919,766)	(1,031,970)
	240	(374,803)	(482,451)	(593,091)	(704,300)	(815,709)	(927,605)	(1,039,853)
	250	(382,089)	(490,202)	(600,842)	(712,095)	(823,548)	(935,444)	(1,047,736)

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(407,945)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0	(652,263)	(529,507)	(407,945)	(292,814)	(177,874)	(63,311)	51,232
	10	(660,058)	(537,258)	(415,473)	(300,101)	(185,119)	(70,556)	44,007
	20	(667,853)	(545,009)	(423,046)	(307,387)	(192,365)	(77,801)	36,762
	30	(675,648)	(552,760)	(430,628)	(314,673)	(199,610)	(85,047)	29,517
	40	(683,443)	(560,511)	(438,210)	(321,960)	(206,855)	(92,292)	22,271
	50	(691,238)	(568,262)	(445,821)	(329,246)	(214,116)	(99,537)	15,026
	60	(699,033)	(576,013)	(453,572)	(336,532)	(221,402)	(106,783)	7,781
	70	(706,827)	(583,764)	(461,323)	(343,818)	(228,688)	(114,028)	535
	80	(714,622)	(591,515)	(469,074)	(351,105)	(235,974)	(121,273)	(6,710)
	90	(722,417)	(599,266)	(476,825)	(358,391)	(243,261)	(128,519)	(13,955)
	100	(730,212)	(607,058)	(484,576)	(365,677)	(250,547)	(135,764)	(21,201)
	110	(738,007)	(614,853)	(492,327)	(372,964)	(257,833)	(143,009)	(28,446)
	120	(745,802)	(622,648)	(500,079)	(380,250)	(265,120)	(150,255)	(35,691)
	130	(753,597)	(630,443)	(507,830)	(387,536)	(272,406)	(157,500)	(42,937)
	140	(761,392)	(638,238)	(515,581)	(394,823)	(279,692)	(164,745)	(50,182)
	150	(769,214)	(646,033)	(523,332)	(402,109)	(286,979)	(171,991)	(57,427)
	160	(777,053)	(653,828)	(531,083)	(409,436)	(294,265)	(179,236)	(64,673)
	170	(784,892)	(661,623)	(538,834)	(417,006)	(301,551)	(186,482)	(71,918)
	180	(792,731)	(669,418)	(546,585)	(424,588)	(308,838)	(193,727)	(79,163)
	190	(800,569)	(677,213)	(554,336)	(432,169)	(316,124)	(200,994)	(86,409)
	200	(808,408)	(685,007)	(562,087)	(439,751)	(323,410)	(208,280)	(93,654)
	210	(816,247)	(692,802)	(569,838)	(447,397)	(330,697)	(215,566)	(100,900)
	220	(824,086)	(700,597)	(577,589)	(455,148)	(337,983)	(222,853)	(108,145)
	230	(831,925)	(708,392)	(585,340)	(462,899)	(345,269)	(230,139)	(115,390)
	240	(839,764)	(716,187)	(593,091)	(470,650)	(352,556)	(237,425)	(122,636)
	250	(847,603)	(723,982)	(600,842)	(478,401)	(359,842)	(244,712)	(129,881)

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: **X** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: **Location / Value Zone: Higher**
 Notes: **Median BCIS**
 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 %					
Open Market Sale (OMS)					
Affordable Rent:				0.0%	
Social Rent:				69.0%	
First Homes:				25.0%	
Intermediate (Affordable Home Ownership):				6.0%	
		100%		100.0%	
				69.0% % Rented	
				9.3% % of total (>10% First Homes PPG 023)	
CIL Rate (£ psm)		0.00 £ psm			
Unit mix -		OMS Unit mix%		MV # units	
1 bed House		2.0%		0.7	
2 bed House		33.0%		11.6	
3 bed House		40.0%		14.0	
4 bed House		20.0%		7.0	
5 bed House		5.0%		1.8	
1 bed Flat		0.0%		0.0	
2 bed Flat		0.0%		0.0	
Total number of units		100.0%		35.0	
				AH mix%	
				AH # units	
				Overall mix%	
				Total # units	
1 bed House		30.0%		4.5	
2 bed House		30.0%		4.5	
3 bed House		30.0%		4.5	
4 bed House		10.0%		1.5	
5 bed House		0.0%		0.0	
1 bed Flat		0.0%		0.0	
2 bed Flat		0.0%		0.0	
Total number of units		100.0%		15.0	
				100%	
				50.0	
OMS Unit Floor areas -		Net area per unit		Net to Gross %	
		(sqm)		(sqft)	
1 bed House		69.0		743	
2 bed House		75.0		807	
3 bed House		95.0		1,023	
4 bed House		120.0		1,292	
5 bed House		135.0		1,453	
1 bed Flat		50.0		538	
2 bed Flat		65.0		700	
				85.0%	
				85.0%	
				Gross (GIA) per unit	
				(sqm)	
				(sqft)	
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1 bed Flat		50.0		538	
2 bed Flat		65.0		700	
				85.0%	
				85.0%	
				Gross (GIA) per unit	
				(sqm)	
				(sqft)	
1 bed					

Scheme Typology:

Houses

No Units: 50

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Brownfield

Notes:

Median BCIS

GROSS DEVELOPMENT VALUE

OMS GDV -				
(part houses due to % mix)				
1 bed House	0.7	@	268,550	187,985
2 bed House	11.6	@	312,000	3,603,600
3 bed House	14.0	@	400,000	5,600,000
4 bed House	7.0	@	520,000	3,640,000
5 bed House	1.8	@	590,000	1,032,500
1 bed Flat	0.0	@	200,000	-
2 bed Flat	0.0	@	253,000	-
	35.0			14,064,085
Affordable Rent GDV -				
1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-
Social Rent GDV -				
1 bed House	3.1	@	100,706	312,693
2 bed House	3.1	@	117,000	363,285
3 bed House	3.1	@	150,000	465,750
4 bed House	1.0	@	195,000	201,825
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	10.4			1,343,553
First Homes GDV -				
1 bed House	1.1	@	187,985	211,483
2 bed House	1.1	@	218,400	245,700
3 bed House	1.1	@	250,000	281,250
4 bed House	0.4	@	250,000	93,750
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	177,100	-
	3.8			832,183
Intermediate GDV -				
1 bed House	0.3	@	187,985	50,756
2 bed House	0.3	@	218,400	58,968
3 bed House	0.3	@	280,000	75,600
4 bed House	0.1	@	364,000	32,760
5 bed House	0.0	@	413,000	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	177,100	-
	0.9	15.0		218,084
Sub-total GDV Residential				
	50			16,457,905
AH on-site cost analysis:				
	612 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	2,798,655
			55,973 £ per unit (total units)	
Grant				
	15	AH units @	0 per unit	-
Total GDV				
				16,457,905

Scheme Typology:

Site Typology:

Notes:

Houses

Location / Value Zone:

Median BCIS

Higher

No Units: 50

Greenfield/Brownfield:

Brownfield

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(23,100)
Planning Application Professional Fees, Surveys and reports					(70,000)
CIL					-
CIL analysis:		3,321 sqm (Market only)	0.00 £ psm		
		0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions	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 @	36,135 per unit	(1,806,750)	(1,806,750)
Sub-total					
S106 analysis:		1,084,050 £ per ha	10.98% % of GDV	36,135 £ per unit (total units)	
AH Commuted Sum			4,576 sqm (total)	0 £ psm	-
Comm. Sum analysis:			0.00% % of GDV		
cont./					

Scheme Typology: Houses
Site Typology: Location / Value Zone: Higher
Notes: Median BCIS
 No Units: 50
 Greenfield/Brownfield: Brownfield

Construction Costs -							
Site Clearance, Demolition & Remediation		1.87	ha @		123,550	£ per ha (if brownfield)	(205,917)
Site Infrastructure costs -							
Year 1		0					-
Year 2		0					-
Year 3		0					-
Year 4		0					-
Year 5		0					-
Year 6		0					-
Year 7		0					-
Year 8		0					-
Year 9		0					-
Year 10		0					-
Year 11		0					-
Year 12		0					-
Year 13		0					-
Year 14		0					-
Year 15		0					-
Years 1-15		50	units @		0	per unit	-
Sub-total							-
Infra. Costs analysis:		-	£ per ha	0.00% % of GDV	0	£ per unit (total units)	
1 bed House		359	sqm @		1,607	psm	(576,592)
2 bed House		1,204	sqm @		1,607	psm	(1,934,426)
3 bed House		1,758	sqm @		1,607	psm	(2,824,303)
4 bed House		1,020	sqm @		1,607	psm	(1,639,140)
5 bed House		236	sqm @		1,607	psm	(379,654)
1 bed Flat		-	sqm @		1,760	psm	-
2 bed Flat		-	sqm @		1,760	psm	-
Garages for 3 bed House (OMS only)	4,576	14	units @	50% @	8,500	£ per garage	(59,500)
Garages for 4 bed House (OMS only)		7	units @	100% @	8,500	£ per garage	(59,500)
Garages for 5 bed House (OMS only)		2	units @	100% @	8,500	£ per garage	(14,875)
External works		7,487,989	@		15.0%		(1,123,198)
Ext. Works analysis:					22,464	£ 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 uni		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 u		-	units @	5% @	12,133	£ per unit	-
Part L/FHS (houses)		50	units @		5,816	£ per unit	(290,800)
Part L/FHS (flats)		-	units @		2,712	£ per unit	-
Additional Low Carbon/Energy Reduction (houses)		50	units @		0	£ per unit	-
Additional Low Carbon/Energy Reduction (flats)		-	units @		0	£ per unit	-
EV Charging Points - Houses		50	units @		0	£ per unit	-
EV Charging Points - Flats		-	units @		0	£ per unit	-
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							(477,137)
Policy Costs analysis: (design costs only)					9,543	£ per unit (total units)	
Contingency (on construction)		9,294,241	@		5.0%		(464,712)
Professional Fees		9,294,241	@		6.5%		(604,126)
Disposal Costs -							
OMS Marketing and Promotion		14,064,085	OMS @	3.00%	8,438	£ per unit	(421,923)
Residential Sales Agent Costs		14,064,085	OMS @	1.00%	2,813	£ per unit	(140,641)
Residential Sales Legal Costs		14,064,085	OMS @	0.50%	1,406	£ per unit	(70,320)
Affordable Sale Legal Costs		2,393,820	AH @	0.25%	120	£ per unit	(5,985)
Disposal Cost analysis:					12,777	£ per unit	
Interest (on Development Costs) -							
		7.00%	APR		0.565%	pcm	(130,360)
Developers Profit -							
Profit on OMS		14,064,085		20.00%			(2,812,817)
Margin on AH		2,393,820		6.00%	on AH values		(143,629)
Profit analysis:		16,457,905		17.96%	blended GDV	(2,956,446)	
		13,032,158		22.69%	on costs	(2,956,446)	
TOTAL COSTS							(15,988,604)

Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Higher**
 Notes: Median BCIS

No Units: **50**
 Greenfield/Brownfield: **Brownfield**

RESIDUAL LAND VALUE (RLV)

Residual Land Value (gross)				469,301	@	HMRC formula	469,301
SDLT				469,301	@	1.0%	(12,965)
Acquisition Agent fees				469,301	@	0.5%	(4,693)
Acquisition Legal fees				469,301	@	7.00%	(2,347)
Interest on Land				469,301	@		(32,851)
Residual Land Value							416,445
RLV analysis:	8,329 £ per plot	249,867 £ per ha (net)	101,120 £ per acre (net)				
		224,881 £ per ha (gross)	91,008 £ per acre (gross)				
			2.53% % 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)		
Benchmark Land Value (net)	41,183 £ per plot	1,235,500	£ per ha (net)	500,000	£ per acre (net)		2,059,167
BLV analysis:	Density	2,746	sqm/ha (net)	11,961	sqft/ac (net)		
		27	dph (gross)				
		1,111,950	£ per ha (gross)	450,000	£ per acre (gross)		

BALANCE

Surplus/(Deficit)	[RLV - BLV]	(985,633) £ per ha (net)	(398,880) £ per acre (net)	(1,642,721)

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))	(398,880)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm 0.00	0.00	(128,171)	(195,849)	(263,526)	(331,203)	(398,880)	(467,641)	(539,574)
	10.00	(137,476)	(204,636)	(271,796)	(338,956)	(406,135)	(474,789)	(546,172)
	20.00	(146,780)	(213,423)	(280,067)	(346,710)	(413,412)	(481,937)	(552,771)
	30.00	(156,084)	(222,211)	(288,337)	(354,464)	(420,690)	(489,086)	(559,369)
	40.00	(165,388)	(230,998)	(296,607)	(362,217)	(427,967)	(496,234)	(565,968)
	50.00	(174,693)	(239,785)	(304,878)	(369,971)	(435,245)	(503,382)	(572,566)
	60.00	(183,997)	(248,573)	(313,148)	(377,724)	(442,522)	(510,531)	(579,164)
	70.00	(193,301)	(257,360)	(321,419)	(385,478)	(449,968)	(517,679)	(585,763)
	80.00	(202,605)	(266,147)	(329,689)	(393,234)	(457,498)	(524,827)	(592,361)
	90.00	(211,910)	(274,935)	(337,960)	(401,031)	(465,028)	(531,976)	(598,960)
	100.00	(221,214)	(283,722)	(346,230)	(408,829)	(472,690)	(539,124)	(605,569)
	110.00	(230,518)	(292,509)	(354,500)	(416,626)	(480,388)	(546,272)	(612,205)
	120.00	(239,822)	(301,297)	(362,771)	(424,423)	(488,086)	(553,421)	(618,841)
	130.00	(249,126)	(310,084)	(371,041)	(432,221)	(495,784)	(560,569)	(625,476)
	140.00	(258,431)	(318,871)	(379,312)	(440,018)	(503,483)	(567,717)	(632,112)
	150.00	(267,735)	(327,659)	(387,610)	(447,915)	(511,181)	(574,866)	(638,748)
160.00	(277,039)	(336,446)	(395,928)	(455,983)	(518,879)	(582,014)	(645,384)	
170.00	(286,343)	(345,233)	(404,245)	(464,051)	(526,577)	(589,162)	(652,020)	
180.00	(295,648)	(354,020)	(412,562)	(472,240)	(534,275)	(596,311)	(658,655)	
190.00	(304,952)	(362,808)	(420,879)	(480,488)	(541,974)	(603,459)	(665,291)	
200.00	(314,256)	(371,595)	(429,196)	(488,736)	(549,672)	(610,648)	(671,927)	
210.00	(323,560)	(380,428)	(437,514)	(496,984)	(557,370)	(617,837)	(678,563)	
220.00	(332,864)	(389,265)	(445,862)	(505,232)	(565,068)	(625,026)	(685,198)	
230.00	(342,169)	(398,102)	(454,467)	(513,480)	(572,766)	(632,214)	(691,834)	
240.00	(351,473)	(406,939)	(463,073)	(521,729)	(580,465)	(639,403)	(698,470)	
250.00	(360,777)	(415,776)	(471,790)	(529,977)	(588,163)	(646,592)	(705,106)	

Scheme Typology:
Site Typology:
Notes:

Houses

Location / Value Zone:

Median BCIS

Higher

No Units: 50

Greenfield/Brownfield:

Brownfield

TABLE 2

		Affordable Housing - % on site 30%						
Balance (RLV - BLV)	(398,880)	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	259,331	192,756	126,177	59,447	(7,283)	(74,179)	(141,177)
	5%	240,104	173,529	106,877	40,146	(26,644)	(93,562)	(160,651)
	10%	220,876	154,301	87,576	20,846	(46,027)	(112,987)	(180,133)
	15%	201,649	135,006	68,276	1,509	(65,409)	(132,462)	(199,709)
	20%	182,422	115,706	48,976	(17,874)	(84,798)	(151,936)	(219,284)
	25%	163,136	96,405	29,661	(37,257)	(104,272)	(171,468)	(238,942)
	30%	143,835	77,105	10,278	(56,639)	(123,747)	(191,044)	(258,628)
	35%	124,535	57,805	(9,104)	(76,083)	(143,228)	(210,637)	(278,314)
	40%	105,235	38,431	(28,487)	(95,557)	(162,804)	(230,323)	(298,000)
	45%	85,934	19,048	(47,894)	(115,032)	(182,379)	(250,009)	(317,687)
	50%	66,583	(334)	(67,368)	(134,564)	(202,018)	(269,696)	(337,373)
	55%	47,201	(19,717)	(86,842)	(154,139)	(221,705)	(289,382)	(357,059)
	60%	27,818	(39,179)	(106,324)	(173,715)	(241,391)	(309,068)	(376,745)
	65%	8,436	(58,653)	(125,899)	(193,400)	(261,077)	(328,754)	(396,431)
	70%	(10,989)	(78,127)	(145,475)	(213,086)	(280,763)	(348,440)	(416,117)
	75%	(30,464)	(97,659)	(165,095)	(232,772)	(300,449)	(368,126)	(435,874)
	80%	(49,938)	(117,235)	(184,781)	(252,458)	(320,135)	(387,813)	(456,044)
	85%	(69,419)	(136,810)	(204,467)	(272,144)	(339,822)	(407,499)	(476,748)
	90%	(88,994)	(156,476)	(224,153)	(291,831)	(359,508)	(427,264)	(497,690)
	95%	(108,570)	(176,162)	(243,840)	(311,517)	(379,194)	(447,135)	(518,632)
	100%	(128,171)	(195,849)	(263,526)	(331,203)	(398,880)	(467,641)	(539,574)
	105%	(147,858)	(215,535)	(283,212)	(350,889)	(418,655)	(488,382)	(560,516)
	110%	(167,544)	(235,221)	(302,898)	(370,575)	(438,452)	(509,524)	(581,457)
	115%	(187,230)	(254,907)	(322,584)	(390,261)	(458,211)	(530,466)	(602,399)
	120%	(206,916)	(274,593)	(342,270)	(410,045)	(479,475)	(551,408)	(623,452)
	125%	(226,602)	(294,279)	(361,957)	(429,842)	(500,417)	(572,350)	(644,513)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	(398,880)	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 0.00	0	(251,182)	(280,721)	(310,261)	(339,801)	(369,340)	(398,880)	(428,420)
	10	(258,436)	(287,976)	(317,516)	(347,055)	(376,595)	(406,135)	(435,674)
	20	(265,714)	(295,253)	(324,793)	(354,333)	(383,873)	(413,412)	(442,952)
	30	(272,991)	(302,531)	(332,071)	(361,610)	(391,150)	(420,690)	(450,413)
	40	(280,269)	(309,809)	(339,348)	(368,888)	(398,428)	(427,967)	(457,943)
	50	(287,546)	(317,086)	(346,626)	(376,165)	(405,705)	(435,245)	(465,473)
	60	(294,824)	(324,364)	(353,903)	(383,443)	(412,983)	(442,522)	(473,144)
	70	(302,101)	(331,641)	(361,181)	(390,721)	(420,260)	(449,968)	(480,842)
	80	(309,379)	(338,919)	(368,458)	(397,998)	(427,538)	(457,498)	(488,541)
	90	(316,657)	(346,196)	(375,736)	(405,276)	(434,815)	(465,028)	(496,239)
	100	(323,934)	(353,474)	(383,013)	(412,553)	(442,093)	(472,690)	(503,937)
	110	(331,212)	(360,751)	(390,291)	(419,831)	(449,524)	(480,388)	(511,635)
	120	(338,489)	(368,029)	(397,569)	(427,108)	(457,054)	(488,086)	(519,333)
	130	(345,767)	(375,306)	(404,846)	(434,386)	(464,584)	(495,784)	(527,032)
	140	(353,044)	(382,584)	(412,124)	(441,663)	(472,235)	(503,483)	(534,730)
	150	(360,322)	(389,861)	(419,401)	(449,080)	(479,934)	(511,181)	(542,428)
	160	(367,599)	(397,139)	(426,679)	(456,609)	(487,632)	(518,879)	(550,126)
	170	(374,877)	(404,417)	(433,956)	(464,139)	(495,330)	(526,577)	(557,824)
	180	(382,154)	(411,694)	(441,234)	(471,781)	(503,028)	(534,275)	(565,523)
	190	(389,432)	(418,972)	(448,635)	(479,479)	(510,726)	(541,974)	(573,221)
	200	(396,709)	(426,249)	(456,165)	(487,177)	(518,425)	(549,672)	(580,919)
	210	(403,987)	(433,527)	(463,695)	(494,876)	(526,123)	(557,370)	(588,617)
	220	(411,264)	(440,804)	(471,327)	(502,574)	(533,821)	(565,068)	(596,315)
	230	(418,542)	(448,191)	(479,025)	(510,272)	(541,519)	(572,766)	(604,014)
	240	(425,820)	(455,721)	(486,723)	(517,970)	(549,217)	(580,465)	(611,712)
	250	(433,097)	(463,251)	(494,421)	(525,668)	(556,916)	(588,163)	(619,410)

Scheme Typology:
Site Typology:
Notes:

Houses

Location / Value Zone:

Higher

No Units: 50

Greenfield/Brownfield:

Brownfield

Median BCIS

TABLE 4

		BLV (per acre)							
		500,000							
Balance (RLV - BLV)		(398,880)	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL £psm 0.00	0	(48,880)	(98,880)	(148,880)	(198,880)	(248,880)	(298,880)	(348,880)	(398,880)
	10	(56,135)	(106,135)	(156,135)	(206,135)	(256,135)	(306,135)	(356,135)	(406,135)
	20	(63,412)	(113,412)	(163,412)	(213,412)	(263,412)	(313,412)	(363,412)	(413,412)
	30	(70,690)	(120,690)	(170,690)	(220,690)	(270,690)	(320,690)	(370,690)	(420,690)
	40	(77,967)	(127,967)	(177,967)	(227,967)	(277,967)	(327,967)	(377,967)	(427,967)
	50	(85,245)	(135,245)	(185,245)	(235,245)	(285,245)	(335,245)	(385,245)	(435,245)
	60	(92,522)	(142,522)	(192,522)	(242,522)	(292,522)	(342,522)	(392,522)	(442,522)
	70	(99,799)	(149,799)	(199,799)	(249,799)	(299,799)	(349,799)	(399,799)	(449,799)
	80	(107,076)	(157,076)	(207,076)	(257,076)	(307,076)	(357,076)	(407,076)	(457,076)
	90	(114,353)	(164,353)	(214,353)	(264,353)	(314,353)	(364,353)	(414,353)	(464,353)
	100	(121,630)	(171,630)	(221,630)	(271,630)	(321,630)	(371,630)	(421,630)	(471,630)
	110	(128,907)	(178,907)	(228,907)	(278,907)	(328,907)	(378,907)	(428,907)	(478,907)
	120	(136,184)	(186,184)	(236,184)	(286,184)	(336,184)	(386,184)	(436,184)	(486,184)
	130	(143,461)	(193,461)	(243,461)	(293,461)	(343,461)	(393,461)	(443,461)	(493,461)
	140	(150,738)	(200,738)	(250,738)	(300,738)	(350,738)	(400,738)	(450,738)	(500,738)
	150	(158,015)	(208,015)	(258,015)	(308,015)	(358,015)	(408,015)	(458,015)	(508,015)
	160	(165,292)	(215,292)	(265,292)	(315,292)	(365,292)	(415,292)	(465,292)	(515,292)
	170	(172,569)	(222,569)	(272,569)	(322,569)	(372,569)	(422,569)	(472,569)	(522,569)
	180	(179,846)	(229,846)	(279,846)	(329,846)	(379,846)	(429,846)	(479,846)	(529,846)
	190	(187,123)	(237,123)	(287,123)	(337,123)	(387,123)	(437,123)	(487,123)	(537,123)
	200	(194,400)	(244,400)	(294,400)	(344,400)	(394,400)	(444,400)	(494,400)	(544,400)
	210	(201,677)	(251,677)	(301,677)	(351,677)	(401,677)	(451,677)	(501,677)	(551,677)
	220	(208,954)	(258,954)	(308,954)	(358,954)	(408,954)	(458,954)	(508,954)	(558,954)
	230	(216,231)	(266,231)	(316,231)	(366,231)	(416,231)	(466,231)	(516,231)	(566,231)
	240	(223,508)	(273,508)	(323,508)	(373,508)	(423,508)	(473,508)	(523,508)	(573,508)
	250	(230,785)	(280,785)	(330,785)	(380,785)	(430,785)	(480,785)	(530,785)	(580,785)

TABLE 5

		Density (dph)							
		30							
Balance (RLV - BLV)		(398,880)	25	30	35	40	45	50	55
CIL £psm 0.00	0	(424,342)	(398,880)	(373,418)	(348,016)	(322,584)	(297,152)	(271,720)	(246,288)
	10	(430,406)	(406,135)	(381,891)	(357,665)	(333,439)	(309,213)	(284,987)	(260,761)
	20	(436,471)	(413,412)	(390,354)	(367,314)	(344,294)	(321,274)	(298,254)	(275,234)
	30	(442,535)	(420,690)	(398,844)	(376,999)	(355,153)	(333,335)	(311,521)	(289,707)
	40	(448,600)	(427,967)	(407,335)	(386,702)	(366,069)	(345,437)	(324,804)	(304,172)
	50	(454,664)	(435,245)	(415,825)	(396,405)	(376,986)	(357,566)	(338,146)	(318,726)
	60	(460,729)	(442,522)	(424,316)	(406,109)	(387,902)	(369,695)	(351,488)	(333,281)
	70	(466,793)	(449,799)	(432,806)	(415,812)	(398,818)	(381,824)	(364,830)	(347,836)
	80	(472,857)	(457,076)	(441,488)	(425,516)	(409,735)	(393,954)	(378,173)	(362,392)
	90	(478,921)	(465,028)	(450,273)	(435,518)	(420,763)	(406,083)	(391,515)	(377,007)
	100	(484,985)	(472,690)	(459,058)	(445,558)	(432,058)	(418,558)	(405,058)	(391,558)
	110	(491,049)	(480,388)	(467,993)	(455,599)	(443,353)	(431,108)	(418,863)	(406,618)
	120	(497,113)	(488,086)	(476,975)	(465,863)	(454,752)	(443,658)	(432,668)	(421,678)
	130	(503,177)	(495,784)	(485,956)	(476,127)	(466,299)	(456,470)	(446,642)	(436,814)
	140	(509,241)	(503,483)	(494,937)	(486,392)	(477,846)	(469,301)	(460,755)	(451,209)
	150	(515,305)	(511,181)	(503,918)	(496,656)	(489,393)	(482,131)	(474,869)	(467,607)
	160	(521,369)	(518,879)	(512,900)	(506,920)	(500,941)	(494,961)	(488,982)	(483,003)
	170	(527,433)	(526,577)	(521,881)	(517,184)	(512,488)	(507,792)	(503,095)	(498,398)
	180	(533,497)	(534,275)	(530,862)	(527,449)	(524,035)	(520,622)	(517,209)	(513,796)
	190	(539,561)	(541,974)	(539,843)	(537,713)	(535,583)	(533,452)	(531,322)	(529,192)
	200	(545,625)	(549,672)	(548,825)	(547,977)	(547,130)	(546,283)	(545,435)	(544,588)
	210	(551,689)	(557,370)	(557,806)	(558,242)	(558,677)	(559,113)	(559,549)	(560,000)
	220	(557,753)	(565,068)	(566,787)	(568,506)	(570,225)	(571,943)	(573,662)	(575,381)
	230	(563,817)	(572,766)	(575,768)	(578,770)	(581,772)	(584,774)	(587,776)	(590,778)
	240	(569,881)	(580,465)	(584,749)	(589,034)	(593,319)	(597,604)	(601,889)	(606,174)
	250	(575,945)	(588,163)	(593,731)	(599,299)	(604,867)	(610,434)	(616,002)	(621,570)

Scheme Typology:
Site Typology:
Notes:

Houses

Location / Value Zone:

Higher

No Units: 50

Greenfield/Brownfield:

Brownfield

Median BCIS

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	(398,880)	90%	95%	100%	105%	110%	115%	120%	
CIL Epsm 0.00	0	(192,211)	(295,546)	(398,880)	(505,633)	(615,629)	(726,176)	(836,988)	
	10	(199,448)	(302,782)	(406,135)	(513,331)	(623,370)	(733,917)	(844,774)	
	20	(206,685)	(310,019)	(413,412)	(521,030)	(631,112)	(741,659)	(852,559)	
	30	(213,921)	(317,256)	(420,690)	(528,728)	(638,854)	(749,401)	(860,345)	
	40	(221,158)	(324,492)	(427,967)	(536,426)	(646,596)	(757,143)	(868,130)	
	50	(228,394)	(331,729)	(435,245)	(544,124)	(654,337)	(764,884)	(875,916)	
	60	(235,631)	(338,965)	(442,522)	(551,822)	(662,079)	(772,626)	(883,701)	
	70	(242,868)	(346,202)	(449,968)	(559,521)	(669,821)	(780,368)	(891,487)	
	80	(250,104)	(353,439)	(457,498)	(567,219)	(677,562)	(788,109)	(899,272)	
	90	(257,341)	(360,675)	(465,028)	(574,917)	(685,304)	(795,886)	(907,058)	
	100	(264,578)	(367,912)	(472,690)	(582,615)	(693,046)	(803,671)	(914,844)	
	110	(271,814)	(375,149)	(480,388)	(590,313)	(700,788)	(811,457)	(922,629)	
	120	(279,051)	(382,385)	(488,086)	(598,012)	(708,529)	(819,242)	(930,415)	
	130	(286,287)	(389,622)	(495,784)	(605,724)	(716,271)	(827,028)	(938,200)	
	140	(293,524)	(396,858)	(503,483)	(613,466)	(724,013)	(834,813)	(945,986)	
	150	(300,761)	(404,102)	(511,181)	(621,208)	(731,755)	(842,599)	(953,771)	
	160	(307,997)	(411,379)	(518,879)	(628,949)	(739,496)	(850,384)	(961,557)	
	170	(315,234)	(418,657)	(526,577)	(636,691)	(747,238)	(858,170)	(969,342)	
	180	(322,471)	(425,934)	(534,275)	(644,433)	(754,980)	(865,955)	(977,133)	
	190	(329,707)	(433,212)	(541,974)	(652,174)	(762,721)	(873,741)	(984,962)	
	200	(336,944)	(440,489)	(549,672)	(659,916)	(770,463)	(881,526)	(992,792)	
	210	(344,180)	(447,865)	(557,370)	(667,658)	(778,205)	(889,312)	(1,000,621)	
	220	(351,417)	(455,395)	(565,068)	(675,400)	(785,947)	(897,097)	(1,008,451)	
	230	(358,654)	(462,925)	(572,766)	(683,141)	(793,711)	(904,883)	(1,016,280)	
	240	(365,890)	(470,539)	(580,465)	(690,883)	(801,496)	(912,669)	(1,024,110)	
	250	(373,127)	(478,237)	(588,163)	(698,625)	(809,282)	(920,454)	(1,031,939)	

TABLE 7

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)	(398,880)	90%	95%	100%	105%	110%	115%	120%	
CIL Epsm 0.00	0	(640,310)	(517,885)	(398,880)	(283,998)	(169,116)	(54,978)	58,448	
	10	(648,052)	(525,583)	(406,135)	(291,235)	(176,353)	(62,136)	51,332	
	20	(655,794)	(533,281)	(413,412)	(298,471)	(183,590)	(69,295)	44,207	
	30	(663,536)	(540,979)	(420,690)	(305,708)	(190,826)	(76,454)	37,082	
	40	(671,277)	(548,678)	(427,967)	(312,945)	(198,063)	(83,613)	29,957	
	50	(679,019)	(556,376)	(435,245)	(320,181)	(205,299)	(90,771)	22,832	
	60	(686,761)	(564,074)	(442,522)	(327,418)	(212,536)	(97,937)	15,707	
	70	(694,503)	(571,772)	(449,968)	(334,655)	(219,773)	(105,133)	8,582	
	80	(702,244)	(579,470)	(457,498)	(341,891)	(227,009)	(112,329)	1,457	
	90	(709,986)	(587,169)	(465,028)	(349,128)	(234,246)	(119,525)	(5,668)	
	100	(717,728)	(594,867)	(472,690)	(356,364)	(241,483)	(126,721)	(12,793)	
	110	(725,469)	(602,582)	(480,388)	(363,601)	(248,719)	(133,916)	(19,921)	
	120	(733,211)	(610,323)	(488,086)	(370,838)	(255,956)	(141,112)	(27,079)	
	130	(740,953)	(618,065)	(495,784)	(378,074)	(263,192)	(148,311)	(34,238)	
	140	(748,695)	(625,807)	(503,483)	(385,311)	(270,429)	(155,547)	(41,397)	
	150	(756,436)	(633,548)	(511,181)	(392,548)	(277,666)	(162,784)	(48,556)	
	160	(764,180)	(641,290)	(518,879)	(399,797)	(284,902)	(170,020)	(55,714)	
	170	(771,965)	(649,032)	(526,577)	(407,075)	(292,139)	(177,257)	(62,873)	
	180	(779,751)	(656,774)	(534,275)	(414,352)	(299,376)	(184,494)	(70,032)	
	190	(787,536)	(664,515)	(541,974)	(421,630)	(306,612)	(191,730)	(77,191)	
	200	(795,322)	(672,257)	(549,672)	(428,907)	(313,849)	(198,967)	(84,364)	
	210	(803,107)	(679,999)	(557,370)	(436,185)	(321,085)	(206,204)	(91,560)	
	220	(810,893)	(687,741)	(565,068)	(443,462)	(328,322)	(213,440)	(98,756)	
	230	(818,678)	(695,482)	(572,766)	(450,941)	(335,559)	(220,677)	(105,952)	
	240	(826,464)	(703,224)	(580,465)	(458,471)	(342,795)	(227,913)	(113,147)	
	250	(834,249)	(710,966)	(588,163)	(466,001)	(350,032)	(235,150)	(120,343)	

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: **Y** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Higher** No Units: **100**
 Notes: **Lower quartiles BCIS, Viable with 25% AH** 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:				69.0%									
First Homes:				25.0%									
Intermediate (Affordable Home Ownership):				6.0%									
		100%		100.0%									
				69.0% % Rented									
				9.3% % 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	
1 bed House		5.0%		3.5		10.0%		3.0		7%		6.5	
2 bed House		20.0%		14.0		22.0%		6.6		21%		20.6	
3 bed House		40.0%		28.0		30.0%		9.0		37%		37.0	
4 bed House		20.0%		14.0		10.0%		3.0		17%		17.0	
5 bed House		5.0%		3.5		0.0%		0.0		4%		3.5	
1 bed Flat		4.0%		2.8		13.0%		3.9		7%		6.7	
2 bed Flat		6.0%		4.2		15.0%		4.5		9%		8.7	
Total number of units		100.0%		70.0		100.0%		30.0		100%		100.0	
OMS Unit Floor areas -		Net area per unit				Net to Gross %				Gross (GIA) per unit			
		(sqm)		(sqft)		%				(sqm)		(sqft)	
1 bed House		69.0		743						69.0		743	
2 bed House		75.0		807						75.0		807	
3 bed House		95.0		1,023						95.0		1,023	
4 bed House		120.0		1,292						120.0		1,292	
5 bed House		135.0		1,453						135.0		1,453	
1 bed Flat		50.0		538		85.0%				58.8		633	
2 bed Flat		65.0		700		85.0%				76.5		823	
AH Unit Floor areas -		Net area per unit				Net to Gross %				Gross (GIA) per unit			
		(sqm)		(sqft)		%				(sqm)		(sqft)	
1 bed House		69.0		743						69.0		743	
2 bed House		75.0		807						75.0		807	
3 bed House		95.0		1,023						95.0		1,023	
4 bed House		120.0		1,292						120.0		1,292	
5 bed House		135.0		1,453						135.0		1,453	
1 bed Flat		50.0		538		85.0%				58.8		633	
2 bed Flat		65.0		700		85.0%				76.5		823	
Total Gross Floor areas -		OMS Units GIA				AH units GIA				Total GIA (all units)			
		(sqm)		(sqft)		(sqm)		(sqft)		(sqm)		(sqft)	
1 bed House		242		2,599		207		2,228		449		4,828	
2 bed House		1,050		11,302		495		5,328		1,545		16,630	
3 bed House		2,660		28,632		855		9,203		3,515		37,835	
4 bed House		1,680		18,083		360		3,875		2,040		21,958	
5 bed House		473		5,086		0		0		473		5,086	
1 bed Flat		165		1,773		229		2,469		394		4,242	
2 bed Flat		321		3,457		344		3,704		665		7,161	
		6,590		70,933		2,491		26,808		9,080		97,741	
AH % by floor area:						27.43% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -		£ OMS (per unit)		£ psm		£ psf				total MV £ (no AH)			
1 bed House		268,550		3,892		362				1,745,575			
2 bed House		312,000		4,160		386				6,427,200			
3 bed House		400,000		4,211		391				14,800,000			
4 bed House		520,000		4,333		403				8,840,000			
5 bed House		590,000		4,370		406				2,065,000			
1 bed Flat		200,000		4,000		372				1,340,000			
2 bed Flat		253,000		3,892		362				2,201,100			
										37,418,875			
Affordable Housing values (£) -		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV	
1 bed House		100,706		37.5%		100,706		37.5%		187,985		70%	
2 bed House		117,000		37.5%		117,000		37.5%		218,400		70%	
3 bed House		150,000		37.5%		150,000		37.5%		250,000		70%	
4 bed House		195,000		37.5%		195,000		37.5%		250,000		70%	
5 bed House		221,250		37.5%		221,250		37.5%		250,000		70%	
1 bed Flat		75,000		37.5%		75,000		37.5%		140,000		70%	
2 bed Flat		94,875		37.5%		94,875		37.5%		177,100		70%	

* capped @£250K

Scheme Typology:

Houses & Flats

No Units: 100

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Brownfield

Notes:

Lower quartiles BCIS, Viable with 25% AH

GROSS DEVELOPMENT VALUE

OMS GDV -				
(part houses due to % mix)				
1 bed House	3.5	@	268,550	939,925
2 bed House	14.0	@	312,000	4,368,000
3 bed House	28.0	@	400,000	11,200,000
4 bed House	14.0	@	520,000	7,280,000
5 bed House	3.5	@	590,000	2,065,000
1 bed Flat	2.8	@	200,000	560,000
2 bed Flat	4.2	@	253,000	1,062,600
	70.0			27,475,525
Affordable Rent GDV -				
1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-
Social Rent GDV -				
1 bed House	2.1	@	100,706	208,462
2 bed House	4.6	@	117,000	532,818
3 bed House	6.2	@	150,000	931,500
4 bed House	2.1	@	195,000	403,650
5 bed House	0.0	@	221,250	-
1 bed Flat	2.7	@	75,000	201,825
2 bed Flat	3.1	@	94,875	294,587
	20.7			2,572,842
First Homes GDV -				
1 bed House	0.8	@	187,985	140,989
2 bed House	1.7	@	218,400	360,360
3 bed House	2.3	@	250,000	562,500
4 bed House	0.8	@	250,000	187,500
5 bed House	0.0	@	250,000	-
1 bed Flat	1.0	@	140,000	136,500
2 bed Flat	1.1	@	177,100	199,238
	7.5			1,587,086
Intermediate GDV -				
1 bed House	0.2	@	187,985	33,837
2 bed House	0.4	@	218,400	86,486
3 bed House	0.5	@	280,000	151,200
4 bed House	0.2	@	364,000	65,520
5 bed House	0.0	@	413,000	-
1 bed Flat	0.2	@	140,000	32,760
2 bed Flat	0.3	@	177,100	47,817
	1.8	30.0		417,621
Sub-total GDV Residential				
	100			32,053,074
AH on-site cost analysis:				
	591 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	5,365,801
			53,658 £ per unit (total units)	
Grant				
	30	AH units @	0 per unit	-
Total GDV				
				32,053,074

Scheme Typology: Houses & Flats
Site Typology: Location / Value Zone: Higher
Notes: Lower quartiles BCIS, Viable with 25% AH
No Units: 100
Greenfield/Brownfield: Brownfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(29,759)
Planning Application Professional Fees, Surveys and reports				(90,000)
CIL				-
CIL analysis:		6,590 sqm (Market only)	0.00 £ psm	
		0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions				-
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 @	36,135 per unit	(3,613,500)
Sub-total				(3,613,500)
S106 analysis:		1,445,400 £ per ha	11.27% % of GDV	36,135 £ per unit (total units)
AH Commuted Sum		9,080 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		
cont./				

Scheme Typology: Houses & Flats
Site Typology: Location / Value Zone: Higher
Notes: Lower quartiles BCIS, Viable with 25% AH

No Units: 100
Greenfield/Brownfield: Brownfield

Construction Costs -		2.50	ha @	123,550	£ per ha (if brownfield)	(308,875)
Site Clearance, Demolition & Remediation						
Site Infrastructure costs -						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15		100 units @	0	per unit	-
	Sub-total					-
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0 £ per unit (total units)
1 bed House			449 sqm @	1,377	psm	(617,585)
2 bed House			1,545 sqm @	1,377	psm	(2,127,465)
3 bed House			3,515 sqm @	1,377	psm	(4,840,155)
4 bed House			2,040 sqm @	1,377	psm	(2,809,080)
5 bed House			473 sqm @	1,377	psm	(650,633)
1 bed Flat			394 sqm @	1,530	psm	(603,000)
2 bed Flat		9,080	665 sqm @	1,530	psm	(1,017,900)
Garages for 3 bed House	(OMS only)	28 units @		50%	@	8,500 £ per garage (119,000)
Garages for 4 bed House	(OMS only)	14 units @		100%	@	8,500 £ per garage (119,000)
Garages for 5 bed House	(OMS only)	4 units @		100%	@	8,500 £ per garage (29,750)
External works			12,933,567 @	15.0%		(1,940,035)
Ext. Works analysis:				19,400	£ 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 uni	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 u	- units @	5%	@	12,133	£ per unit -
Part L/FHS (houses)		85 units @		5,816	£ per unit (492,034)	
Part L/FHS (flats)		15 units @		2,712	£ per unit (41,765)	
Additional Low Carbon/Energy Reduction (houses)		85 units @		0	£ per unit -	
Additional Low Carbon/Energy Reduction (flats)		15 units @		0	£ per unit -	
EV Charging Points - Houses		85 units @		0	£ per unit -	
EV Charging Points - Flats		15 units @		0	£ per unit -	
Water Efficiency (houses)		85 units @		2,683	£ per unit (226,982)	
Water Efficiency (flats)		15 units @		909	£ per unit (13,999)	
Broadband infrastructure	(< 20 units only)	units @		747	£ per unit -	
Sub-total						(879,153)
Policy Costs analysis: (design costs only)				8,792	£ per unit (total units)	
Contingency (on construction)			16,061,630 @	5.0%		(803,082)
Professional Fees			16,061,630 @	6.5%		(1,044,006)
Disposal Costs -						
OMS Marketing and Promotion		27,475,525	OMS @	3.00%	8,243	£ per unit (824,266)
Residential Sales Agent Costs		27,475,525	OMS @	1.00%	2,748	£ per unit (274,755)
Residential Sales Legal Costs		27,475,525	OMS @	0.50%	1,374	£ per unit (137,378)
Affordable Sale Legal Costs		4,577,549	AH @	0.25%	114	£ per unit (11,444)
Disposal Cost analysis:					12,478	£ per unit
Interest (on Development Costs) -			7.00%	APR	0.565%	pcm (103,114)
Developers Profit -						
Profit on OMS		27,475,525		20.00%		(5,495,105)
Margin on AH		4,577,549		6.00%	on AH values	(274,653)
Profit analysis:		32,053,074		18.00%	blended GDV	(5,769,758)
		22,992,934		25.09%	on costs	(5,769,758)
TOTAL COSTS						(28,762,692)

Scheme Typology: **Houses & Flats** No Units: **100**
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
 Notes: **Lower quartiles BCIS, Viable with 25% AH**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				3,290,382
SDLT	3,290,382	@	HMRC formula	(154,019)
Acquisition Agent fees	3,290,382	@	1.0%	(32,904)
Acquisition Legal fees	3,290,382	@	0.5%	(16,452)
Interest on Land	3,290,382	@	7.00%	(230,327)
Residual Land Value				2,856,680
RLV analysis:	28,567 £ per plot	1,142,672 £ per ha (net)	462,433 £ per acre (net)	
		1,028,405 £ per ha (gross)	416,190 £ per acre (gross)	
			8.91% % 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)	
Benchmark Land Value (net)	30,888 £ per plot	1,235,500 £ per ha (net)	500,000 £ per acre (net)	3,088,750
BLV analysis:	Density	3,632 sqm/ha (net)	15,822 sqft/ac (net)	
		36 dph (gross)		
		1,111,950 £ per ha (gross)	450,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	(92,828) £ per ha (net)	(37,567) £ per acre (net)	(232,070)

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))		(37,567)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm 0.00	0.00		331,124	239,123	147,057	54,852	(37,567)	(130,274)	(223,431)
	10.00		319,132	227,787	136,360	44,794	(46,983)	(139,047)	(231,590)
	20.00		307,129	216,450	125,663	34,737	(56,400)	(147,830)	(239,770)
	30.00		295,126	205,114	114,965	24,680	(65,816)	(156,635)	(247,964)
	40.00		283,123	193,778	104,268	14,622	(75,232)	(165,441)	(256,158)
	50.00		271,120	182,442	93,571	4,565	(84,663)	(174,246)	(264,351)
	60.00		259,116	171,046	82,866	(5,496)	(94,111)	(183,051)	(272,580)
	70.00		247,113	159,681	72,138	(15,585)	(103,559)	(191,884)	(280,810)
	80.00		235,110	148,315	61,410	(25,674)	(113,008)	(200,724)	(289,039)
	90.00		223,107	136,949	50,682	(35,763)	(122,456)	(209,563)	(297,298)
	100.00		211,082	125,583	39,954	(45,852)	(131,920)	(218,403)	(305,566)
	110.00		199,047	114,217	29,226	(55,941)	(141,403)	(227,274)	(313,834)
	120.00		187,013	102,834	18,498	(66,047)	(150,886)	(236,151)	(322,137)
	130.00		174,978	91,435	7,742	(76,170)	(160,368)	(245,027)	(330,446)
	140.00		162,944	80,037	(3,019)	(86,293)	(169,857)	(253,919)	(338,766)
	150.00		150,909	68,639	(13,781)	(96,416)	(179,376)	(262,835)	(347,118)
	160.00		138,875	57,240	(24,542)	(106,539)	(188,896)	(271,751)	(355,470)
	170.00		126,825	45,842	(35,304)	(116,688)	(198,416)	(280,680)	(363,863)
	180.00		114,756	34,432	(46,081)	(126,848)	(207,951)	(289,637)	(372,260)
	190.00		102,687	22,998	(56,879)	(137,008)	(217,510)	(298,594)	(380,694)
	200.00		90,618	11,564	(67,677)	(147,168)	(227,069)	(307,576)	(389,138)
	210.00		78,549	130	(78,475)	(157,349)	(236,631)	(316,577)	(397,583)
	220.00		66,480	(11,304)	(89,273)	(167,549)	(246,232)	(325,582)	(406,027)
	230.00		54,396	(22,741)	(100,101)	(177,749)	(255,834)	(334,630)	(414,472)
	240.00		42,289	(34,213)	(110,938)	(187,948)	(265,439)	(343,678)	(422,916)
	250.00		30,183	(45,686)	(121,776)	(198,186)	(275,086)	(352,766)	(431,360)

Scheme Typology:

Houses & Flats

No Units: 100

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Brownfield

Notes:

Lower quartiles BCIS, Viable with 25% AH

TABLE 2

		Affordable Housing - % on site 30%						
Balance (RLV - BLV)	(37,567)	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	840,629	749,000	657,355	565,710	474,066	382,337	290,594
	5%	815,208	723,563	631,919	540,274	448,596	356,854	265,111
	10%	789,771	698,127	606,482	514,837	423,113	331,371	239,583
	15%	764,335	672,690	581,045	489,373	397,630	305,888	214,047
	20%	738,898	647,253	555,608	463,890	372,147	280,376	188,511
	25%	713,461	621,816	530,149	438,407	346,664	254,840	162,975
	30%	688,025	596,380	504,666	412,924	321,169	229,304	137,405
	35%	662,588	570,926	479,183	387,441	295,633	203,768	111,809
	40%	637,151	545,443	453,700	361,958	270,097	178,226	86,213
	45%	611,702	519,960	428,217	336,426	244,561	152,630	60,609
	50%	586,219	494,477	402,734	310,890	219,025	127,034	34,946
	55%	560,736	468,994	377,218	285,353	193,540	101,438	9,283
	60%	535,253	443,511	351,682	259,817	167,854	75,805	(16,403)
	65%	509,770	418,011	326,146	234,270	142,258	50,142	(42,140)
	70%	484,287	392,475	300,610	208,674	116,662	24,480	(67,876)
	75%	458,804	366,939	275,074	183,078	91,002	(1,230)	(93,692)
	80%	433,268	341,403	249,495	157,482	65,339	(26,967)	(119,509)
	85%	407,732	315,867	223,899	131,881	39,676	(52,721)	(145,413)
	90%	382,196	290,315	198,303	106,198	13,943	(78,538)	(171,347)
	95%	356,660	264,719	172,707	80,535	(11,794)	(104,370)	(197,346)
	100%	331,124	239,123	147,057	54,852	(37,567)	(130,274)	(223,431)
	105%	305,539	213,527	121,394	29,116	(63,384)	(156,218)	(249,592)
	110%	279,943	187,916	95,732	3,379	(89,230)	(182,216)	(275,850)
	115%	254,347	162,254	70,025	(22,413)	(115,134)	(208,306)	(302,225)
	120%	228,752	136,591	44,289	(48,230)	(141,088)	(234,468)	(328,740)
	125%	203,113	110,928	18,552	(74,091)	(167,087)	(260,722)	(355,414)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	(37,567)	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 0.00	0	154,795	116,323	77,850	39,378	906	(37,567)	(76,039)
	10	145,379	106,906	68,434	29,962	(8,511)	(46,983)	(85,456)
	20	135,963	97,490	59,018	20,545	(17,927)	(56,400)	(94,872)
	30	126,546	88,074	49,601	11,129	(27,343)	(65,816)	(104,288)
	40	117,130	78,658	40,185	1,713	(36,760)	(75,232)	(113,705)
	50	107,699	69,227	30,754	(7,718)	(46,190)	(84,663)	(123,135)
	60	98,251	59,779	21,306	(17,166)	(55,639)	(94,111)	(132,584)
	70	88,803	50,330	11,858	(26,614)	(65,087)	(103,559)	(142,032)
	80	79,355	40,882	2,410	(36,063)	(74,535)	(113,008)	(151,480)
	90	69,906	31,434	(7,038)	(45,511)	(83,983)	(122,456)	(160,928)
	100	60,442	21,969	(16,503)	(54,975)	(93,448)	(131,920)	(170,393)
	110	50,959	12,487	(25,986)	(64,458)	(102,931)	(141,403)	(179,875)
	120	41,476	3,004	(35,468)	(73,941)	(112,413)	(150,886)	(189,358)
	130	31,994	(6,479)	(44,951)	(83,423)	(121,896)	(160,368)	(198,841)
	140	22,505	(15,967)	(54,440)	(92,912)	(131,384)	(169,857)	(208,329)
	150	12,986	(25,487)	(63,959)	(102,432)	(140,904)	(179,376)	(217,849)
	160	3,466	(35,007)	(73,479)	(111,951)	(150,424)	(188,896)	(227,369)
	170	(6,054)	(44,526)	(82,999)	(121,471)	(159,943)	(198,416)	(236,888)
	180	(15,589)	(54,061)	(92,534)	(131,006)	(169,478)	(207,951)	(246,423)
	190	(25,148)	(63,620)	(102,093)	(140,565)	(179,038)	(217,510)	(255,982)
	200	(34,707)	(73,180)	(111,652)	(150,124)	(188,597)	(227,069)	(265,542)
	210	(44,269)	(82,741)	(121,214)	(159,686)	(198,158)	(236,631)	(275,103)
	220	(53,870)	(92,343)	(130,815)	(169,287)	(207,760)	(246,232)	(284,705)
	230	(63,472)	(101,944)	(140,417)	(178,889)	(217,361)	(255,834)	(294,306)
	240	(73,077)	(111,550)	(150,022)	(188,495)	(226,967)	(265,439)	(303,912)
	250	(82,724)	(121,196)	(159,668)	(198,141)	(236,613)	(275,086)	(313,558)

Scheme Typology:

Houses & Flats

No Units: 100

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Brownfield

Notes:

Lower quartiles BCIS, Viable with 25% AH

		BLV (per acre)							
		500,000							
Balance (RLV - BLV)	(37,567)	150,000	200,000	250,000	300,000	350,000	400,000	450,000	
CIL Epsm 0.00	0	312,433	262,433	212,433	162,433	112,433	62,433	12,433	
	10	303,017	253,017	203,017	153,017	103,017	53,017	3,017	
	20	293,600	243,600	193,600	143,600	93,600	43,600	(6,400)	
	30	284,184	234,184	184,184	134,184	84,184	34,184	(15,816)	
	40	274,768	224,768	174,768	124,768	74,768	24,768	(25,232)	
	50	265,337	215,337	165,337	115,337	65,337	15,337	(34,663)	
	60	255,889	205,889	155,889	105,889	55,889	5,889	(44,111)	
	70	246,441	196,441	146,441	96,441	46,441	(3,559)	(53,559)	
	80	236,992	186,992	136,992	86,992	36,992	(13,008)	(63,008)	
	90	227,544	177,544	127,544	77,544	27,544	(22,456)	(72,456)	
	100	218,080	168,080	118,080	68,080	18,080	(31,920)	(81,920)	
	110	208,597	158,597	108,597	58,597	8,597	(41,403)	(91,403)	
	120	199,114	149,114	99,114	49,114	(886)	(50,886)	(100,886)	
	130	189,632	139,632	89,632	39,632	(10,368)	(60,368)	(110,368)	
	140	180,143	130,143	80,143	30,143	(19,857)	(69,857)	(119,857)	
	150	170,624	120,624	70,624	20,624	(29,376)	(79,376)	(129,376)	
	160	161,104	111,104	61,104	11,104	(38,896)	(88,896)	(138,896)	
	170	151,584	101,584	51,584	1,584	(48,416)	(98,416)	(148,416)	
	180	142,049	92,049	42,049	(7,951)	(57,951)	(107,951)	(157,951)	
	190	132,490	82,490	32,490	(17,510)	(67,510)	(117,510)	(167,510)	
	200	122,931	72,931	22,931	(27,069)	(77,069)	(127,069)	(177,069)	
	210	113,369	63,369	13,369	(36,631)	(86,631)	(136,631)	(186,631)	
	220	103,768	53,768	3,768	(46,232)	(96,232)	(146,232)	(196,232)	
	230	94,166	44,166	(5,834)	(55,834)	(105,834)	(155,834)	(205,834)	
	240	84,561	34,561	(15,439)	(65,439)	(115,439)	(165,439)	(215,439)	
	250	74,914	24,914	(25,086)	(75,086)	(125,086)	(175,086)	(225,086)	

		Density (dph)							
		40							
Balance (RLV - BLV)	(37,567)	25	30	35	40	45	50	55	
CIL Epsm 0.00	0	(230,116)	(165,924)	(101,746)	(37,567)	26,612	90,768	154,917	
	10	(236,022)	(172,986)	(109,985)	(46,983)	16,018	79,020	142,010	
	20	(241,927)	(180,057)	(118,224)	(56,400)	5,425	67,250	129,074	
	30	(247,832)	(187,143)	(126,463)	(65,816)	(5,168)	55,479	116,127	
	40	(253,737)	(194,230)	(134,722)	(75,232)	(15,762)	43,709	103,179	
	50	(259,650)	(201,316)	(142,989)	(84,663)	(26,355)	31,939	90,232	
	60	(265,577)	(208,402)	(151,256)	(94,111)	(36,966)	20,168	77,285	
	70	(271,503)	(215,493)	(159,524)	(103,559)	(47,595)	8,369	64,334	
	80	(277,430)	(222,605)	(167,791)	(113,008)	(58,224)	(3,441)	51,342	
	90	(283,357)	(229,717)	(176,077)	(122,456)	(68,853)	(15,251)	38,351	
	100	(289,301)	(236,829)	(184,375)	(131,920)	(79,483)	(27,061)	25,360	
	110	(295,250)	(243,941)	(192,672)	(141,403)	(90,134)	(38,872)	12,369	
	120	(301,200)	(251,073)	(200,969)	(150,886)	(100,802)	(50,718)	(635)	
	130	(307,150)	(258,212)	(209,275)	(160,368)	(111,470)	(62,572)	(13,673)	
	140	(313,118)	(265,352)	(217,604)	(169,857)	(122,138)	(74,425)	(26,712)	
	150	(319,092)	(272,492)	(225,934)	(179,376)	(132,819)	(86,278)	(39,751)	
	160	(325,067)	(279,655)	(234,264)	(188,896)	(143,528)	(98,161)	(52,793)	
	170	(331,045)	(286,825)	(242,608)	(198,416)	(154,238)	(110,060)	(65,883)	
	180	(337,046)	(293,994)	(250,972)	(207,951)	(164,948)	(121,960)	(78,972)	
	190	(343,047)	(301,174)	(259,337)	(217,510)	(175,683)	(133,859)	(92,062)	
	200	(349,048)	(308,375)	(267,702)	(227,069)	(186,437)	(145,806)	(105,174)	
	210	(355,077)	(315,576)	(276,104)	(236,631)	(197,192)	(157,755)	(118,318)	
	220	(361,106)	(322,786)	(284,505)	(246,232)	(207,960)	(169,704)	(131,462)	
	230	(367,140)	(330,021)	(292,907)	(255,834)	(218,761)	(181,689)	(144,617)	
	240	(373,199)	(337,256)	(301,348)	(265,439)	(229,563)	(193,691)	(157,819)	
	250	(379,257)	(344,509)	(309,788)	(275,086)	(240,383)	(205,693)	(171,021)	

Scheme Typology:

Houses & Flats

No Units: 100

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Brownfield

Notes:

Lower quartiles BCIS, Viable with 25% AH

TABLE 6

		Build cost	100%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.)					
Balance (RLV - BLV)		(37,567)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0		194,071	78,527	(37,567)	(154,547)	(273,003)	(394,053)	(518,914)
	10		184,757	69,167	(46,983)	(164,031)	(282,650)	(403,905)	(529,394)
	20		175,428	59,806	(56,400)	(173,551)	(292,322)	(413,757)	(539,875)
	30		166,093	50,446	(65,816)	(183,070)	(302,016)	(423,608)	(550,355)
	40		156,757	41,086	(75,232)	(192,590)	(311,712)	(433,460)	(560,835)
	50		147,421	31,726	(84,663)	(202,116)	(321,456)	(443,312)	(571,315)
	60		138,085	22,347	(94,111)	(211,675)	(331,200)	(453,164)	(581,796)
	70		128,749	12,960	(103,559)	(221,235)	(340,985)	(463,016)	(592,276)
	80		119,414	3,573	(113,008)	(230,794)	(350,782)	(473,200)	(602,756)
	90		110,078	(5,814)	(122,456)	(240,385)	(360,619)	(483,519)	(613,236)
	100		100,742	(15,201)	(131,920)	(249,986)	(370,471)	(493,940)	(623,717)
	110		91,404	(24,588)	(141,403)	(259,588)	(380,323)	(504,361)	(634,197)
	120		82,044	(33,975)	(150,886)	(269,221)	(390,174)	(514,788)	(644,677)
	130		72,684	(43,391)	(160,368)	(278,868)	(400,026)	(525,269)	(655,157)
	140		63,323	(52,807)	(169,857)	(288,514)	(409,878)	(535,749)	(665,642)
	150		53,963	(62,224)	(179,376)	(298,208)	(419,730)	(546,229)	(676,181)
	160		44,603	(71,640)	(188,896)	(307,901)	(429,582)	(556,709)	(686,721)
	170		35,243	(81,056)	(198,416)	(317,623)	(439,434)	(567,190)	(697,260)
	180		25,883	(90,484)	(207,951)	(327,367)	(449,286)	(577,670)	(707,800)
	190		16,515	(99,932)	(217,510)	(337,129)	(459,138)	(588,150)	(718,339)
	200		7,129	(109,380)	(227,069)	(346,925)	(469,187)	(598,630)	(728,879)
	210		(2,258)	(118,828)	(236,631)	(356,741)	(479,416)	(609,111)	(739,418)
	220		(11,645)	(128,276)	(246,232)	(366,592)	(489,837)	(619,591)	(749,958)
	230		(21,032)	(137,742)	(255,834)	(376,444)	(500,259)	(630,071)	(760,497)
	240		(30,419)	(147,224)	(265,439)	(386,296)	(510,680)	(640,551)	(771,037)
250		(39,806)	(156,707)	(275,086)	(396,148)	(521,143)	(651,032)	(781,576)	

TABLE 7

		Market Values		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)		90%	95%	100%	105%	110%	115%	120%		
CIL Epsm 0.00	(37,567)									
	0	(336,320)	(185,823)	(37,567)	109,627	256,247	402,498	548,524		
	10	(346,063)	(195,343)	(46,983)	100,266	246,933	393,203	539,230		
	20	(355,842)	(204,863)	(56,400)	90,906	237,606	383,909	529,935		
	30	(365,639)	(214,384)	(65,816)	81,546	228,270	374,597	520,640		
	40	(375,478)	(223,943)	(75,232)	72,186	218,934	365,283	511,346		
	50	(385,330)	(233,502)	(84,663)	62,826	209,599	355,969	502,051		
	60	(395,181)	(243,062)	(94,111)	53,466	200,263	346,655	492,757		
	70	(405,033)	(252,653)	(103,559)	44,082	190,927	337,341	483,462		
	80	(414,885)	(262,255)	(113,008)	34,695	181,591	328,027	474,167		
	90	(424,737)	(271,856)	(122,456)	25,308	172,256	318,713	464,873		
	100	(434,589)	(281,496)	(131,920)	15,921	162,920	309,399	455,578		
	110	(444,441)	(291,142)	(141,403)	6,534	153,584	300,085	446,284		
	120	(454,293)	(300,800)	(150,886)	(2,853)	144,244	290,771	436,989		
	130	(464,174)	(310,494)	(160,368)	(12,240)	134,883	281,457	427,694		
	140	(474,367)	(320,188)	(169,857)	(21,654)	125,523	272,143	418,400		
	150	(484,712)	(329,927)	(179,376)	(31,070)	116,163	262,829	409,105		
	160	(495,134)	(339,670)	(188,896)	(40,487)	106,803	253,501	399,807		
	170	(505,555)	(349,455)	(198,416)	(49,903)	97,443	244,165	390,493		
	180	(515,981)	(359,252)	(207,951)	(59,319)	88,083	234,829	381,179		
	190	(526,461)	(369,096)	(217,510)	(68,736)	78,723	225,493	371,865		
	200	(536,941)	(378,948)	(227,069)	(78,184)	69,363	216,157	362,551		
	210	(547,421)	(388,800)	(236,631)	(87,633)	59,984	206,822	353,237		
	220	(557,902)	(398,651)	(246,232)	(97,081)	50,597	197,486	343,923		
	230	(568,382)	(408,503)	(255,834)	(106,529)	41,210	188,150	334,609		
240	(578,862)	(418,355)	(265,439)	(115,977)	31,824	178,814	325,295			
250	(589,343)	(428,207)	(275,086)	(125,458)	22,437	169,479	315,981			

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: **Z** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Higher** No Units: **300**
 Notes: **Lower quartiles BCIS, Viable with 25% AH** Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		300 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:				69.0%	
First Homes:				25.0%	
Intermediate (Affordable Home Ownership):				6.0%	
		100%		100.0%	
				69.0% % Rented	
				9.3% % of total (>10% First Homes PPG 023)	
CIL Rate (£ psm)		0.00 £ psm			
Unit mix -		OMS Unit mix%		MV # units	
1 bed House	5.0%	10.5	10.0%	AH # units	Overall mix%
2 bed House	20.0%	42.0	22.0%	9.0	7%
3 bed House	40.0%	84.0	30.0%	19.8	21%
4 bed House	20.0%	42.0	10.0%	27.0	37%
5 bed House	5.0%	10.5	0.0%	9.0	17%
1 bed Flat	4.0%	8.4	13.0%	0.0	4%
2 bed Flat	6.0%	12.6	15.0%	11.7	7%
Total number of units	100.0%	210.0	100.0%	13.5	9%
				90.0	100%
					300.0
OMS Unit Floor areas -		Net area per unit		Net to Gross %	
	(sqm)	(sqft)		%	Gross (GIA) per unit
1 bed House	69.0	743			(sqm)
2 bed House	75.0	807			(sqft)
3 bed House	95.0	1,023			69.0
4 bed House	120.0	1,292			75.0
5 bed House	135.0	1,453			95.0
1 bed Flat	50.0	538	85.0%		120.0
2 bed Flat	65.0	700	85.0%		129.2
					1,453
					58.8
					633
					823
AH Unit Floor areas -		Net area per unit		Net to Gross %	
	(sqm)	(sqft)		%	Gross (GIA) per unit
1 bed House	69.0	743			(sqm)
2 bed House	75.0	807			(sqft)
3 bed House	95.0	1,023			69.0
4 bed House	120.0	1,292			75.0
5 bed House	135.0	1,453			95.0
1 bed Flat	50.0	538	85.0%		120.0
2 bed Flat	65.0	700	85.0%		129.2
					1,453
					58.8
					633
					823
Total Gross Floor areas -		OMS Units GIA		AH units GIA	
	(sqm)	(sqft)	(sqm)	(sqft)	Total GIA (all units)
1 bed House	725	7,798	621	6,684	(sqm)
2 bed House	3,150	33,906	1,485	15,984	(sqft)
3 bed House	7,980	85,896	2,565	27,609	1,346
4 bed House	5,040	54,250	1,080	11,625	4,635
5 bed House	1,418	15,258	0	0	49,891
1 bed Flat	494	5,319	688	7,408	10,545
2 bed Flat	964	10,371	1,032	11,112	6,120
	19,770	212,799	7,472	80,424	1,418
					1,182
					1,996
					21,483
					293,222
AH % by floor area:		27.43% AH % by floor area (difference due to mix)			
Open Market Sales values (£) -		£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	268,550	3,892	362		5,236,725
2 bed House	312,000	4,160	386		19,281,600
3 bed House	400,000	4,211	391		44,400,000
4 bed House	520,000	4,333	403		26,520,000
5 bed House	590,000	4,370	406		6,195,000
1 bed Flat	200,000	4,000	372		4,020,000
2 bed Flat	253,000	3,892	362		6,603,300
					112,256,625
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV
1 bed House	100,706	37.5%	100,706	37.5%	187,985
2 bed House	117,000	37.5%	117,000	37.5%	218,400
3 bed House	150,000	37.5%	150,000	37.5%	250,000
4 bed House	195,000	37.5%	195,000	37.5%	250,000
5 bed House	221,250	37.5%	221,250	37.5%	250,000
1 bed Flat	75,000	37.5%	75,000	37.5%	140,000
2 bed Flat	94,875	37.5%	94,875	37.5%	177,100

Scheme Typology:

Houses & Flats

No Units: 300

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Brownfield

Notes:

Lower quartiles BCIS, Viable with 25% AH

GROSS DEVELOPMENT VALUE

OMS GDV -				
(part houses due to % mix)				
1 bed House	10.5	@	268,550	2,819,775
2 bed House	42.0	@	312,000	13,104,000
3 bed House	84.0	@	400,000	33,600,000
4 bed House	42.0	@	520,000	21,840,000
5 bed House	10.5	@	590,000	6,195,000
1 bed Flat	8.4	@	200,000	1,680,000
2 bed Flat	12.6	@	253,000	3,187,800
	210.0			82,426,575
Affordable Rent GDV -				
1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-
Social Rent GDV -				
1 bed House	6.2	@	100,706	625,386
2 bed House	13.7	@	117,000	1,598,454
3 bed House	18.6	@	150,000	2,794,500
4 bed House	6.2	@	195,000	1,210,950
5 bed House	0.0	@	221,250	-
1 bed Flat	8.1	@	75,000	605,475
2 bed Flat	9.3	@	94,875	883,761
	62.1			7,718,525
First Homes GDV -				
1 bed House	2.3	@	187,985	422,966
2 bed House	5.0	@	218,400	1,081,080
3 bed House	6.8	@	250,000	1,687,500
4 bed House	2.3	@	250,000	562,500
5 bed House	0.0	@	250,000	-
1 bed Flat	2.9	@	140,000	409,500
2 bed Flat	3.4	@	177,100	597,713
	22.5			4,761,259
Intermediate GDV -				
1 bed House	0.5	@	187,985	101,512
2 bed House	1.2	@	218,400	259,459
3 bed House	1.6	@	280,000	453,600
4 bed House	0.5	@	364,000	196,560
5 bed House	0.0	@	413,000	-
1 bed Flat	0.7	@	140,000	98,280
2 bed Flat	0.8	@	177,100	143,451
	5.4	90.0		1,252,862
Sub-total GDV Residential				
	300			96,159,221
AH on-site cost analysis:				
	591 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	16,097,404
			53,658 £ per unit (total units)	
Grant				
	90	AH units @	0 per unit	-
Total GDV				
				96,159,221

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone:
Lower quartiles BCIS, Viable with 25% AH

No Units: 300
Greenfield/Brownfield:
Brownfield

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(57,359)
Planning Application Professional Fees, Surveys and reports					(170,000)
CIL					-
CIL analysis:		19,770 sqm (Market only)	0.00 £ psm		
		0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions					-
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 @	36,135 per unit	(10,840,500)	(10,840,500)
Sub-total				(10,840,500)	
S106 analysis:		1,445,400 £ per ha	11.27% % of GDV	36,135 £ per unit (total units)	
AH Commuted Sum			27,241 sqm (total)	0 £ psm	-
Comm. Sum analysis:			0.00% % of GDV		
cont./					

Scheme Typology: Houses & Flats
Site Typology: Location / Value Zone: Higher
Notes: Lower quartiles BCIS, Viable with 25% AH

No Units: 300
Greenfield/Brownfield: Brownfield

Construction Costs -		7.50	ha @	123,550	£ per ha (if brownfield)	(926,625)
Site Clearance, Demolition & Remediation						
Site Infrastructure costs -						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15		300 units @	0	per unit	-
	Sub-total					-
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0 £ per unit (total units)
1 bed House			1,346 sqm @	1,377 psm		(1,852,754)
2 bed House			4,635 sqm @	1,377 psm		(6,382,395)
3 bed House			10,545 sqm @	1,377 psm		(14,520,465)
4 bed House			6,120 sqm @	1,377 psm		(8,427,240)
5 bed House			1,418 sqm @	1,377 psm		(1,951,898)
1 bed Flat			1,182 sqm @	1,530 psm		(1,809,000)
2 bed Flat		27,241	1,996 sqm @	1,530 psm		(3,053,700)
Garages for 3 bed House	(OMS only)	84 units @	50% @	8,500	£ per garage	(357,000)
Garages for 4 bed House	(OMS only)	42 units @	100% @	8,500	£ per garage	(357,000)
Garages for 5 bed House	(OMS only)	11 units @	100% @	8,500	£ per garage	(89,250)
External works		38,800,701	@	15.0%		(5,820,105)
Ext. Works analysis:				19,400	£ 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 uni	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 u	- units @	5% @	12,133	£ per unit	-
Part L/FHS (houses)		254 units @		5,816	£ per unit	(1,476,101)
Part L/FHS (flats)		46 units @		2,712	£ per unit	(125,294)
Additional Low Carbon/Energy Reduction (houses)		254 units @		0	£ per unit	-
Additional Low Carbon/Energy Reduction (flats)		46 units @		0	£ per unit	-
EV Charging Points - Houses		254 units @		0	£ per unit	-
EV Charging Points - Flats		46 units @		0	£ per unit	-
Water Efficiency (houses)		254 units @		2,683	£ per unit	(680,945)
Water Efficiency (flats)		46 units @		909	£ per unit	(41,996)
Broadband infrastructure	(< 20 units only)	units @		747	£ per unit	-
Sub-total						(2,637,460)
Policy Costs analysis: (design costs only)				8,792	£ per unit (total units)	
Contingency (on construction)		48,184,891	@	5.0%		(2,409,245)
Professional Fees		48,184,891	@	6.5%		(3,132,018)
Disposal Costs -						
OMS Marketing and Promotion		82,426,575	OMS @	3.00%	8,243	£ per unit (2,472,797)
Residential Sales Agent Costs		82,426,575	OMS @	1.00%	2,748	£ per unit (824,266)
Residential Sales Legal Costs		82,426,575	OMS @	0.50%	1,374	£ per unit (412,133)
Affordable Sale Legal Costs		13,732,646	AH @	0.25%	114	£ per unit (34,332)
Disposal Cost analysis:				12,478	£ per unit	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm	(140,269)
Developers Profit -						
Profit on OMS		82,426,575	20.00%			(16,485,315)
Margin on AH		13,732,646	6.00%	on AH values		(823,959)
Profit analysis:		96,159,221	18.00%	blended GDV	(17,309,274)	
		68,677,809	25.20%	on costs	(17,309,274)	
TOTAL COSTS						(85,987,082)

Scheme Typology: **Houses & Flats** No Units: **300**
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
 Notes: **Lower quartiles BCIS, Viable with 25% AH**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				10,172,139
SDLT	10,172,139	@	HMRC formula	(498,107)
Acquisition Agent fees	10,172,139	@	1.0%	(101,721)
Acquisition Legal fees	10,172,139	@	0.5%	(50,861)
Interest on Land	10,172,139	@	7.00%	(712,050)
Residual Land Value				8,809,400
RLV analysis:	29,365 £ per plot	1,174,587 £ per ha (net)	475,349 £ per acre (net)	
		1,057,128 £ per ha (gross)	427,814 £ per acre (gross)	
			9.16% % 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)	
Benchmark Land Value (net)	30,888 £ per plot	1,235,500 £ per ha (net)	500,000 £ per acre (net)	9,266,250
BLV analysis:	Density	3.632 sqm/ha (net)	15,822 sqft/ac (net)	
		36 dph (gross)		
		1,111,950 £ per ha (gross)	450,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	(60,913) £ per ha (net)	(24,651) £ per acre (net)	(456,850)

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))		(24,651)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm 0.00	0.00	342,974	251,156	159,292	67,365	(24,651)	(116,801)	(209,148)	
	10.00	331,059	239,903	148,691	57,417	(33,945)	(125,451)	(217,154)	
	20.00	319,143	228,649	138,091	47,470	(43,243)	(134,102)	(225,159)	
	30.00	307,228	217,390	127,490	37,522	(52,548)	(142,752)	(233,171)	
	40.00	295,313	206,127	116,887	27,569	(61,852)	(151,406)	(241,188)	
	50.00	283,398	194,864	106,277	17,611	(71,156)	(160,067)	(249,206)	
	60.00	271,482	183,601	95,666	7,654	(80,461)	(168,729)	(257,223)	
	70.00	259,567	172,338	85,055	(2,304)	(89,765)	(177,390)	(265,246)	
	80.00	247,652	161,074	74,444	(12,262)	(99,074)	(186,051)	(273,276)	
	90.00	235,736	149,811	63,834	(22,220)	(108,390)	(194,719)	(281,305)	
	100.00	223,810	138,548	53,223	(32,178)	(117,705)	(203,392)	(289,335)	
	110.00	211,884	127,283	42,612	(42,146)	(127,021)	(212,065)	(297,375)	
	120.00	199,959	116,009	31,992	(52,115)	(136,336)	(220,738)	(305,417)	
	130.00	188,033	104,735	21,371	(62,084)	(145,654)	(229,414)	(313,460)	
	140.00	176,108	93,461	10,749	(72,053)	(154,982)	(238,100)	(321,509)	
	150.00	164,182	82,187	127	(82,022)	(164,309)	(246,785)	(329,565)	
	160.00	152,256	70,914	(10,494)	(91,993)	(173,636)	(255,471)	(337,621)	
	170.00	140,331	59,640	(21,116)	(101,974)	(182,964)	(264,162)	(345,684)	
	180.00	128,394	48,365	(31,744)	(111,955)	(192,299)	(272,861)	(353,754)	
	190.00	116,457	37,079	(42,378)	(121,936)	(201,639)	(281,560)	(361,825)	
	200.00	104,520	25,794	(53,011)	(131,917)	(210,979)	(290,258)	(369,906)	
	210.00	92,583	14,508	(63,645)	(141,901)	(220,319)	(298,971)	(377,992)	
	220.00	80,646	3,223	(74,278)	(151,894)	(229,666)	(307,683)	(386,080)	
	230.00	68,709	(8,063)	(84,912)	(161,888)	(239,020)	(316,396)	(394,182)	
	240.00	56,771	(19,349)	(95,559)	(171,882)	(248,374)	(325,121)	(402,283)	
	250.00	44,821	(30,647)	(106,205)	(181,875)	(257,727)	(333,849)	(410,399)	

Scheme Typology:

Houses & Flats

No Units: 300

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Brownfield

Notes:

Lower quartiles BCIS, Viable with 25% AH

TABLE 2

		Affordable Housing - % on site 30%						
Balance (RLV - BLV)	(24,651)	10%	15%	20%	25%	30%	35%	40%
0%		850,384	758,723	667,062	575,382	483,677	391,964	300,207
5%		825,030	733,369	641,708	550,012	458,307	366,575	274,818
10%		799,676	708,015	616,346	524,641	432,936	341,187	249,419
15%		774,321	682,660	590,976	499,271	407,556	315,799	224,011
20%		748,967	657,306	565,606	473,901	382,167	290,410	198,602
25%		723,613	631,940	540,235	448,530	356,779	265,012	173,194
30%		698,258	606,570	514,865	423,148	331,391	239,603	147,772
35%		672,904	581,199	489,494	397,759	306,002	214,195	122,342
40%		647,534	555,829	464,124	372,371	280,604	188,786	96,911
45%		622,164	530,459	438,740	346,983	255,196	163,368	71,473
50%		596,793	505,088	413,351	321,594	229,787	137,937	46,018
55%		571,423	479,718	387,963	296,197	204,379	112,506	20,564
60%		546,053	454,332	362,575	270,788	178,963	87,074	(4,905)
65%		520,682	428,943	337,186	245,380	153,532	61,619	(30,386)
70%		495,312	403,555	311,789	219,971	128,102	36,164	(55,870)
75%		469,924	378,167	286,381	194,558	102,671	10,703	(81,380)
80%		444,535	352,778	260,972	169,127	77,219	(14,778)	(106,891)
85%		419,147	327,381	235,563	143,697	51,764	(40,259)	(132,432)
90%		393,759	301,973	210,153	118,266	26,309	(65,762)	(157,979)
95%		368,370	276,564	184,723	92,820	830	(91,272)	(183,553)
100%		342,974	251,156	159,292	67,365	(24,651)	(116,801)	(209,148)
105%		317,565	225,747	133,861	41,910	(50,144)	(142,342)	(234,764)
110%		292,157	200,318	108,420	16,438	(75,654)	(167,908)	(260,409)
115%		266,748	174,887	82,965	(9,043)	(101,171)	(193,486)	(286,091)
120%		241,340	149,457	57,510	(34,527)	(126,712)	(219,094)	(311,808)
125%		215,913	124,021	32,046	(60,036)	(152,263)	(244,727)	(337,567)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	(24,651)	15%	16%	17%	18%	19%	20%	21%
0		167,711	129,238	90,766	52,294	13,821	(24,651)	(63,124)
10		158,417	119,944	81,472	43,000	4,527	(33,945)	(72,418)
20		149,119	110,646	72,174	33,701	(4,771)	(43,243)	(81,716)
30		139,814	101,342	62,870	24,397	(14,075)	(52,548)	(91,020)
40		130,510	92,038	53,565	15,093	(23,380)	(61,852)	(100,324)
50		121,206	82,733	44,261	5,788	(32,684)	(71,156)	(109,629)
60		111,901	73,429	34,956	(3,516)	(41,988)	(80,461)	(118,933)
70		102,597	64,125	25,652	(12,820)	(51,293)	(89,765)	(128,237)
80		93,288	54,815	16,343	(22,129)	(60,602)	(99,074)	(137,547)
90		83,972	45,500	7,028	(31,445)	(69,917)	(108,390)	(146,862)
100		74,657	36,184	(2,288)	(40,760)	(79,233)	(117,705)	(156,178)
110		65,341	26,869	(11,603)	(50,076)	(88,548)	(127,021)	(165,493)
120		56,026	17,553	(20,919)	(59,391)	(97,864)	(136,336)	(174,809)
130		46,708	8,235	(30,237)	(68,709)	(107,182)	(145,654)	(184,127)
140		37,380	(1,092)	(39,564)	(78,037)	(116,509)	(154,982)	(193,454)
150		28,053	(10,419)	(48,892)	(87,364)	(125,837)	(164,309)	(202,781)
160		18,726	(19,747)	(58,219)	(96,692)	(135,164)	(173,636)	(212,109)
170		9,398	(29,074)	(67,547)	(106,019)	(144,491)	(182,964)	(221,436)
180		63	(38,409)	(76,882)	(115,354)	(153,826)	(192,299)	(230,771)
190		(9,277)	(47,749)	(86,222)	(124,694)	(163,167)	(201,639)	(240,111)
200		(18,617)	(57,090)	(95,562)	(134,034)	(172,507)	(210,979)	(249,452)
210		(27,957)	(66,430)	(104,902)	(143,375)	(181,847)	(220,319)	(258,792)
220		(37,304)	(75,777)	(114,249)	(152,721)	(191,194)	(229,666)	(268,139)
230		(46,658)	(85,130)	(123,603)	(162,075)	(200,547)	(239,020)	(277,492)
240		(56,012)	(94,484)	(132,956)	(171,429)	(209,901)	(248,374)	(286,846)
250		(65,365)	(103,838)	(142,310)	(180,782)	(219,255)	(257,727)	(296,200)

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone: **Higher**
Lower quartiles BCIS, Viable with 25% AH

No Units: **300**
Greenfield/Brownfield: **Brownfield**

		BLV (per acre)							
		(24,651)	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 0.00	Balance (RLV - BLV)	0	325,349	275,349	225,349	175,349	125,349	75,349	25,349
		10	316,055	266,055	216,055	166,055	116,055	66,055	16,055
		20	306,757	256,757	206,757	156,757	106,757	56,757	6,757
		30	297,452	247,452	197,452	147,452	97,452	47,452	(2,548)
		40	288,148	238,148	188,148	138,148	88,148	38,148	(11,852)
		50	278,844	228,844	178,844	128,844	78,844	28,844	(21,156)
		60	269,539	219,539	169,539	119,539	69,539	19,539	(30,461)
		70	260,235	210,235	160,235	110,235	60,235	10,235	(39,765)
		80	250,926	200,926	150,926	100,926	50,926	926	(49,074)
		90	241,610	191,610	141,610	91,610	41,610	(8,390)	(58,390)
		100	232,295	182,295	132,295	82,295	32,295	(17,705)	(67,705)
		110	222,979	172,979	122,979	72,979	22,979	(27,021)	(77,021)
		120	213,664	163,664	113,664	63,664	13,664	(36,336)	(86,336)
		130	204,346	154,346	104,346	54,346	4,346	(45,654)	(95,654)
		140	195,018	145,018	95,018	45,018	(4,982)	(54,982)	(104,982)
		150	185,691	135,691	85,691	35,691	(14,309)	(64,309)	(114,309)
		160	176,364	126,364	76,364	26,364	(23,636)	(73,636)	(123,636)
		170	167,036	117,036	67,036	17,036	(32,964)	(82,964)	(132,964)
		180	157,701	107,701	57,701	7,701	(42,299)	(92,299)	(142,299)
		190	148,361	98,361	48,361	(1,639)	(51,639)	(101,639)	(151,639)
		200	139,021	89,021	39,021	(10,979)	(60,979)	(110,979)	(160,979)
		210	129,681	79,681	29,681	(20,319)	(70,319)	(120,319)	(170,319)
		220	120,334	70,334	20,334	(29,666)	(79,666)	(129,666)	(179,666)
		230	110,980	60,980	10,980	(39,020)	(89,020)	(139,020)	(189,020)
		240	101,626	51,626	1,626	(48,374)	(98,374)	(148,374)	(198,374)
		250	92,273	42,273	(7,727)	(57,727)	(107,727)	(157,727)	(207,727)

		Density (dph)						
		(24,651)	25	30	35	40	45	50
CIL Epsm 0.00	Balance (RLV - BLV)	0	(222,242)	(156,341)	(90,486)	(24,651)	41,164	106,977
		10	(228,072)	(163,327)	(98,627)	(33,945)	30,709	95,362
		20	(233,901)	(170,314)	(106,768)	(43,243)	20,253	83,745
		30	(239,731)	(177,301)	(114,910)	(52,548)	9,797	72,127
		40	(245,561)	(184,287)	(123,051)	(61,852)	(659)	60,510
		50	(251,394)	(191,274)	(131,201)	(71,156)	(11,121)	48,893
		60	(257,232)	(198,267)	(139,352)	(80,461)	(21,588)	37,275
		70	(263,069)	(205,263)	(147,503)	(89,765)	(32,055)	25,654
		80	(268,907)	(212,259)	(155,654)	(99,074)	(42,523)	14,024
		90	(274,745)	(219,254)	(163,805)	(108,390)	(52,990)	2,394
		100	(280,588)	(226,250)	(171,961)	(117,705)	(63,458)	(9,237)
		110	(286,434)	(233,252)	(180,122)	(127,021)	(73,934)	(20,867)
		120	(292,280)	(240,258)	(188,284)	(136,336)	(84,414)	(32,498)
		130	(298,126)	(247,263)	(196,445)	(145,654)	(94,894)	(44,137)
		140	(303,976)	(254,268)	(204,607)	(154,982)	(105,374)	(55,781)
		150	(309,831)	(261,276)	(212,776)	(164,309)	(115,854)	(67,425)
		160	(315,686)	(268,291)	(220,948)	(173,636)	(126,343)	(79,070)
		170	(321,541)	(275,306)	(229,121)	(182,964)	(136,836)	(90,714)
		180	(327,402)	(282,321)	(237,294)	(192,299)	(147,330)	(102,368)
		190	(333,266)	(289,340)	(245,471)	(201,639)	(157,823)	(114,028)
		200	(339,131)	(296,366)	(253,655)	(210,979)	(168,320)	(125,687)
		210	(344,997)	(303,392)	(261,840)	(220,319)	(178,827)	(137,346)
		220	(350,871)	(310,418)	(270,024)	(229,666)	(189,335)	(149,010)
		230	(356,745)	(317,452)	(278,216)	(239,020)	(199,843)	(160,686)
		240	(362,620)	(324,489)	(286,413)	(248,374)	(210,354)	(172,361)
		250	(368,504)	(331,526)	(294,610)	(257,727)	(220,877)	(184,036)

Scheme Typology:

Houses & Flats

No Units: 300

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Brownfield

Notes:

Lower quartiles BCIS, Viable with 25% AH

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(24,651)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0	204,477	90,020	(24,651)	(139,616)	(255,050)	(371,254)	(488,961)
	10	195,210	80,743	(33,945)	(148,944)	(264,418)	(380,706)	(499,046)
	20	185,942	71,458	(43,243)	(158,271)	(273,787)	(390,159)	(509,232)
	30	176,675	62,174	(52,548)	(167,599)	(283,170)	(399,630)	(519,444)
	40	167,408	52,890	(61,852)	(176,927)	(292,553)	(409,101)	(529,680)
	50	158,140	43,605	(71,156)	(186,267)	(301,936)	(418,592)	(539,941)
	60	148,870	34,321	(80,461)	(195,607)	(311,334)	(428,086)	(550,229)
	70	139,595	25,036	(89,765)	(204,947)	(320,733)	(437,597)	(560,548)
	80	130,319	15,752	(99,074)	(214,288)	(330,135)	(447,118)	(570,900)
	90	121,044	6,464	(108,390)	(223,640)	(339,551)	(456,651)	(581,288)
	100	111,768	(2,830)	(117,705)	(232,994)	(348,966)	(466,201)	(591,717)
	110	102,493	(12,124)	(127,021)	(242,347)	(358,392)	(475,763)	(602,192)
	120	93,217	(21,418)	(136,336)	(251,703)	(367,825)	(485,341)	(612,712)
	130	83,942	(30,712)	(145,654)	(261,071)	(377,263)	(495,247)	(623,287)
	140	74,666	(40,006)	(154,982)	(270,439)	(386,714)	(505,419)	(633,921)
	150	65,389	(49,300)	(164,309)	(279,807)	(396,167)	(515,610)	(644,623)
	160	56,105	(58,600)	(173,636)	(289,187)	(405,637)	(525,824)	(655,397)
	170	46,820	(67,904)	(182,964)	(298,570)	(415,109)	(536,064)	(666,254)
	180	37,536	(77,209)	(192,299)	(307,953)	(424,600)	(546,332)	(677,206)
	190	28,252	(86,513)	(201,639)	(317,349)	(434,095)	(556,629)	(688,263)
	200	18,967	(95,817)	(210,979)	(326,747)	(443,606)	(566,957)	(699,442)
	210	9,683	(105,122)	(220,319)	(336,146)	(453,128)	(577,321)	(710,760)
	220	399	(114,434)	(229,666)	(345,562)	(462,661)	(587,725)	(722,240)
	230	(8,890)	(123,750)	(239,020)	(354,978)	(472,214)	(598,169)	(733,911)
	240	(18,184)	(133,065)	(248,374)	(364,402)	(481,779)	(608,657)	(745,799)
	250	(27,478)	(142,381)	(257,727)	(373,835)	(491,482)	(619,200)	(757,893)

TABLE 7

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(24,651)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0	(318,400)	(171,142)	(24,651)	121,438	267,292	412,999	558,597
	10	(327,799)	(180,470)	(33,945)	112,163	258,024	403,739	549,344
	20	(337,206)	(189,806)	(43,243)	102,887	248,757	394,479	540,090
	30	(346,621)	(199,146)	(52,548)	93,606	239,490	385,219	530,837
	40	(356,037)	(208,486)	(61,852)	84,322	230,222	375,959	521,583
	50	(365,471)	(217,826)	(71,156)	75,037	220,955	366,699	512,330
	60	(374,904)	(227,175)	(80,461)	65,753	211,687	357,439	503,076
	70	(384,352)	(236,529)	(89,765)	56,468	202,420	348,178	493,823
	80	(393,803)	(245,882)	(99,074)	47,184	193,153	338,918	484,569
	90	(403,270)	(255,236)	(108,390)	37,900	183,879	329,658	475,316
	100	(412,740)	(264,604)	(117,705)	28,615	174,604	320,398	466,062
	110	(422,229)	(273,972)	(127,021)	19,326	165,328	311,138	456,809
	120	(431,723)	(283,340)	(136,336)	10,032	156,053	301,878	447,555
	130	(441,235)	(292,719)	(145,654)	738	146,777	292,610	438,300
	140	(450,758)	(302,102)	(154,982)	(8,556)	137,502	283,343	429,040
	150	(460,292)	(311,486)	(164,309)	(17,850)	128,226	274,076	419,780
	160	(469,848)	(320,882)	(173,636)	(27,144)	118,951	264,808	410,520
	170	(479,419)	(330,280)	(182,964)	(36,438)	109,675	255,541	401,260
	180	(489,049)	(339,682)	(192,299)	(45,737)	100,400	246,273	392,000
	190	(499,131)	(349,097)	(201,639)	(55,041)	91,116	237,006	382,739
	200	(509,315)	(358,513)	(210,979)	(64,346)	81,831	227,738	373,479
	210	(519,526)	(367,941)	(220,319)	(73,650)	72,547	218,471	364,219
	220	(529,763)	(377,374)	(229,666)	(82,954)	63,263	209,204	354,959
	230	(540,028)	(386,815)	(239,020)	(92,259)	53,978	199,936	345,699
	240	(550,324)	(396,267)	(248,374)	(101,568)	44,694	190,667	336,439
	250	(560,657)	(405,726)	(257,727)	(110,884)	35,409	181,392	327,179

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Appraisal Ref: **AA** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Higher** No Units: **500**
 Notes: **Lower quartiles BCIS, Viable with 25% AH** 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)		70%			
Affordable Rent:				0.0%	
Social Rent:				69.0%	
First Homes:				25.0%	
Intermediate (Affordable Home Ownership):				6.0%	
		100%		100.0%	
				69.0% % Rented	
				9.3% % of total (>10% First Homes PPG 023)	
CIL Rate (£ psm)		0.00 £ psm			
Unit mix -		OMS Unit mix%		MV # units	
1 bed House		5.0%		17.5	
2 bed House		20.0%		70.0	
3 bed House		40.0%		140.0	
4 bed House		20.0%		70.0	
5 bed House		5.0%		17.5	
1 bed Flat		4.0%		14.0	
2 bed Flat		6.0%		21.0	
Total number of units		100.0%		350.0	

Scheme Typology:

Houses & Flats

No Units: 500

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Brownfield

Notes:

Lower quartiles BCIS, Viable with 25% AH

GROSS DEVELOPMENT VALUE

OMS GDV -

(part houses due to % mix)

1 bed House	17.5	@	268,550	4,699,625
2 bed House	70.0	@	312,000	21,840,000
3 bed House	140.0	@	400,000	56,000,000
4 bed House	70.0	@	520,000	36,400,000
5 bed House	17.5	@	590,000	10,325,000
1 bed Flat	14.0	@	200,000	2,800,000
2 bed Flat	21.0	@	253,000	5,313,000
	350.0			137,377,625

Affordable Rent GDV -

1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-

Social Rent GDV -

1 bed House	10.4	@	100,706	1,042,310
2 bed House	22.8	@	117,000	2,664,090
3 bed House	31.1	@	150,000	4,657,500
4 bed House	10.4	@	195,000	2,018,250
5 bed House	0.0	@	221,250	-
1 bed Flat	13.5	@	75,000	1,009,125
2 bed Flat	15.5	@	94,875	1,472,934
	103.5			12,864,209

First Homes GDV -

1 bed House	3.8	@	187,985	704,944
2 bed House	8.3	@	218,400	1,801,800
3 bed House	11.3	@	250,000	2,812,500
4 bed House	3.8	@	250,000	937,500
5 bed House	0.0	@	250,000	-
1 bed Flat	4.9	@	140,000	682,500
2 bed Flat	5.6	@	177,100	996,188
	37.5			7,935,431

Intermediate GDV -

1 bed House	0.9	@	187,985	169,187
2 bed House	2.0	@	218,400	432,432
3 bed House	2.7	@	280,000	756,000
4 bed House	0.9	@	364,000	327,600
5 bed House	0.0	@	413,000	-
1 bed Flat	1.2	@	140,000	163,800
2 bed Flat	1.4	@	177,100	239,085
	9.0	150.0		2,088,104

Sub-total GDV Residential

500

160,265,369

AH on-site cost analysis:

EMV (no AH) less £GDV (inc. AH)

26,829,006

591 £ psm (total GIA sqm)

53,658 £ per unit (total units)

Grant

150

AH units @ 0 per unit

-

Total GDV

160,265,369

Scheme Typology: Houses & Flats
Site Typology: Location / Value Zone: Higher
Notes: Lower quartiles BCIS, Viable with 25% AH
No Units: 500
Greenfield/Brownfield: Brownfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(84,959)
Planning Application Professional Fees, Surveys and reports				(250,000)
CIL				-
CIL analysis:		32,949 sqm (Market only)	0.00 £ psm	
		0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions				-
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 @	36,135 per unit	(18,067,500)
Sub-total				(18,067,500)
S106 analysis:		1,445,400 £ per ha	11.27% % of GDV	36,135 £ per unit (total units)
AH Commuted Sum		45,402 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		
cont./				

Scheme Typology: Houses & Flats
Site Typology: Location / Value Zone: Higher
Notes: Lower quartiles BCIS, Viable with 25% AH

No Units: 500
Greenfield/Brownfield: Brownfield

Construction Costs -		12.50	ha @	123,550	£ per ha (if brownfield)	(1,544,375)
Site Clearance, Demolition & Remediation						
Site Infrastructure costs -						
Year 1		0				-
Year 2		0				-
Year 3		0				-
Year 4		0				-
Year 5		0				-
Year 6		0				-
Year 7		0				-
Year 8		0				-
Year 9		0				-
Year 10		0				-
Year 11		0				-
Year 12		0				-
Year 13		0				-
Year 14		0				-
Year 15		0				-
Years 1-15		500	units @	0	per unit	-
Sub-total						-
Infra. Costs analysis:		-	£ per ha	0.00% % of GDV	0	£ per unit (total units)
1 bed House		2,243	sqm @	1,377	psm	(3,087,923)
2 bed House		7,725	sqm @	1,377	psm	(10,637,325)
3 bed House		17,575	sqm @	1,377	psm	(24,200,775)
4 bed House		10,200	sqm @	1,377	psm	(14,045,400)
5 bed House		2,363	sqm @	1,377	psm	(3,253,163)
1 bed Flat		1,971	sqm @	1,530	psm	(3,015,000)
2 bed Flat		3,326	sqm @	1,530	psm	(5,089,500)
Garages for 3 bed House	(OMS only)	140	units @	50% @	8,500	£ per garage (595,000)
Garages for 4 bed House	(OMS only)	70	units @	100% @	8,500	£ per garage (595,000)
Garages for 5 bed House	(OMS only)	18	units @	100% @	8,500	£ per garage (148,750)
External works						
Ext. Works analysis:		64,667,835	@	15.0%	19,400	£ 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 uni	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 u	-	units @	5% @	12,133	£ per unit -
Part L/FHS (houses)		423	units @	5,816	£ per unit (2,460,168)	
Part L/FHS (flats)		77	units @	2,712	£ per unit (208,824)	
Additional Low Carbon/Energy Reduction (houses)		423	units @	0	£ per unit -	
Additional Low Carbon/Energy Reduction (flats)		77	units @	0	£ per unit -	
EV Charging Points - Houses		423	units @	0	£ per unit -	
EV Charging Points - Flats		77	units @	0	£ per unit -	
Water Efficiency (houses)		423	units @	2,683	£ per unit (1,134,909)	
Water Efficiency (flats)		77	units @	909	£ per unit (69,993)	
Broadband infrastructure	(< 20 units only)		units @	747	£ per unit -	
Sub-total						(4,395,767)
Policy Costs analysis: (design costs only)				8,792	£ per unit (total units)	
Contingency (on construction)		80,308,152	@	5.0%		(4,015,408)
Professional Fees		80,308,152	@	6.5%		(5,220,030)
Disposal Costs -						
OMS Marketing and Promotion		137,377,625	OMS @	3.00%	8,243	£ per unit (4,121,329)
Residential Sales Agent Costs		137,377,625	OMS @	1.00%	2,748	£ per unit (1,373,776)
Residential Sales Legal Costs		137,377,625	OMS @	0.50%	1,374	£ per unit (686,888)
Affordable Sale Legal Costs		22,887,744	AH @	0.25%	114	£ per unit (57,219)
Disposal Cost analysis:				12,478	£ per unit	
Interest (on Development Costs) -						
		7.00%	APR	0.565%	pcm	(149,463)
Developers Profit -						
Profit on OMS		137,377,625		20.00%		(27,475,525)
Margin on AH		22,887,744		6.00%	on AH values	(1,373,265)
Profit analysis:		160,265,369		18.00%	blended GDV	(28,848,790)
		114,334,724		25.23%	on costs	(28,848,790)
TOTAL COSTS						
(143,183,513)						

Scheme Typology: **Houses & Flats** No Units: **500**
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
 Notes: **Lower quartiles BCIS, Viable with 25% AH**

RESIDUAL LAND VALUE (RLV)

Residual Land Value (gross)				17,081,856
SDLT		17,081,856	@	HMRC formula
Acquisition Agent fees		17,081,856	@	1.0%
Acquisition Legal fees		17,081,856	@	0.5%
Interest on Land		17,081,856	@	7.00%
Residual Land Value				14,786,305
RLV analysis:	29,573 £ per plot	1,182,904 £ per ha (net)	478,715 £ per acre (net)	
		1,064,614 £ per ha (gross)	430,843 £ per acre (gross)	
			9.23% % 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)
Benchmark Land Value (net)	30,888 £ per plot	1,235,500	£ per ha (net)	500,000 £ per acre (net)
BLV analysis:	Density	3,632	sqm/ha (net)	15,822 sqft/ac (net)
		36	dph (gross)	
		1,111,950	£ per ha (gross)	450,000 £ per acre (gross)

BALANCE

Surplus/(Deficit)	[RLV - BLV]	(52,596) £ per ha (net)	(21,285) £ per acre (net)	(657,445)

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))		(21,285)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm 0.00	0.00	345,985	254,246	162,467	70,633	(21,285)	(113,304)	(205,458)	
	10.00	334,097	243,012	151,889	60,710	(30,558)	(121,920)	(213,426)	
	20.00	322,208	231,778	141,311	50,788	(39,831)	(130,542)	(221,400)	
	30.00	310,319	220,545	130,732	40,859	(49,104)	(139,166)	(229,373)	
	40.00	298,427	209,311	120,154	30,931	(58,377)	(147,789)	(237,346)	
	50.00	286,533	198,077	109,572	21,002	(67,651)	(156,413)	(245,320)	
	60.00	274,639	186,838	98,988	11,073	(76,927)	(165,036)	(253,294)	
	70.00	262,744	175,598	88,404	1,144	(86,207)	(173,660)	(261,275)	
	80.00	250,850	164,359	77,819	(8,785)	(95,487)	(182,288)	(269,256)	
	90.00	238,956	153,119	67,235	(18,720)	(104,766)	(190,919)	(277,236)	
	100.00	227,061	141,880	56,651	(28,656)	(114,046)	(199,549)	(285,217)	
	110.00	215,167	130,641	46,067	(38,591)	(123,326)	(208,180)	(293,202)	
	120.00	203,273	119,401	35,476	(48,527)	(132,606)	(216,810)	(301,190)	
	130.00	191,374	108,158	24,885	(58,462)	(141,893)	(225,444)	(309,179)	
	140.00	179,473	96,913	14,294	(68,397)	(151,180)	(234,082)	(317,167)	
	150.00	167,573	85,667	3,704	(78,333)	(160,466)	(242,719)	(325,159)	
	160.00	155,672	74,421	(6,887)	(88,275)	(169,753)	(251,357)	(333,155)	
	170.00	143,772	63,175	(17,480)	(98,218)	(179,040)	(259,995)	(341,152)	
	180.00	131,871	51,930	(28,078)	(108,160)	(188,329)	(268,638)	(349,148)	
	190.00	119,971	40,683	(38,676)	(118,103)	(197,624)	(277,284)	(357,150)	
	200.00	108,068	29,430	(49,273)	(128,045)	(206,918)	(285,929)	(365,155)	
	210.00	96,161	18,178	(59,871)	(137,988)	(216,212)	(294,575)	(373,160)	
	220.00	84,253	6,925	(70,469)	(147,936)	(225,507)	(303,224)	(381,167)	
	230.00	72,346	(4,328)	(81,067)	(157,886)	(234,803)	(311,878)	(389,181)	
	240.00	60,439	(15,580)	(91,669)	(167,837)	(244,106)	(320,532)	(397,195)	
	250.00	48,532	(26,838)	(102,274)	(177,787)	(253,408)	(329,186)	(405,209)	

Scheme Typology:

Houses & Flats

No Units: 500

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Brownfield

Notes:

Lower quartiles BCIS, Viable with 25% AH

TABLE 2

		Affordable Housing - % on site 30%						
Balance (RLV - BLV)	(21,285)	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	852,733	761,100	669,450	577,799	486,123	394,439	302,721
	5%	827,410	735,768	644,118	552,463	460,782	369,086	277,364
	10%	802,086	710,437	618,786	527,122	435,441	343,734	252,000
	15%	776,755	685,105	593,454	501,781	410,099	318,382	226,636
	20%	751,424	659,773	568,121	476,439	384,748	293,030	201,272
	25%	726,092	634,441	542,779	451,098	359,396	267,668	175,896
	30%	700,760	609,109	517,438	425,757	334,044	242,304	150,519
	35%	675,428	583,778	492,097	400,409	308,692	216,940	125,142
	40%	650,096	558,437	466,755	375,057	283,335	191,572	99,751
	45%	624,765	533,095	441,414	349,705	257,971	166,195	74,359
	50%	599,433	507,754	416,071	324,353	232,607	140,818	48,960
	55%	574,094	482,413	390,719	299,001	207,243	115,436	23,553
	60%	548,753	457,071	365,367	273,639	181,870	90,045	(1,861)
	65%	523,411	431,730	340,015	248,275	156,493	64,653	(27,285)
	70%	498,070	406,380	314,663	222,911	131,116	39,251	(52,709)
	75%	472,729	381,028	289,306	197,546	105,731	13,843	(78,147)
	80%	447,387	355,676	263,942	172,169	80,339	(11,573)	(103,589)
	85%	422,041	330,324	238,578	146,792	54,948	(36,997)	(129,042)
	90%	396,689	304,972	213,214	121,414	29,541	(62,421)	(154,503)
	95%	371,337	279,609	187,844	96,025	4,134	(87,861)	(179,976)
	100%	345,985	254,246	162,467	70,633	(21,285)	(113,304)	(205,458)
	105%	320,633	228,882	137,090	45,239	(46,709)	(138,757)	(230,957)
	110%	295,277	203,518	111,710	19,832	(72,133)	(164,219)	(256,465)
	115%	269,913	178,143	86,319	(5,576)	(97,576)	(189,692)	(281,992)
	120%	244,549	152,766	60,927	(30,997)	(123,018)	(215,174)	(307,538)
	125%	219,185	127,388	35,529	(56,421)	(148,473)	(240,672)	(333,101)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	(21,285)	15%	16%	17%	18%	19%	20%	21%
CIL £psm 0.00	0	171,077	132,604	94,132	55,660	17,187	(21,285)	(59,758)
	10	161,804	123,331	84,859	46,387	7,914	(30,558)	(69,031)
	20	152,531	114,058	75,586	37,114	(1,359)	(39,831)	(78,304)
	30	143,258	104,785	66,313	27,840	(10,632)	(49,104)	(87,577)
	40	133,985	95,512	57,040	18,567	(19,905)	(58,377)	(96,850)
	50	124,711	86,239	47,767	9,294	(29,178)	(67,651)	(106,123)
	60	115,435	76,962	38,490	18	(38,455)	(76,927)	(115,400)
	70	106,155	67,683	29,210	(9,262)	(47,735)	(86,207)	(124,679)
	80	96,875	58,403	19,931	(18,542)	(57,014)	(95,487)	(133,959)
	90	87,596	49,123	10,651	(27,822)	(66,294)	(104,766)	(143,239)
	100	78,316	39,844	1,371	(37,101)	(75,574)	(114,046)	(152,518)
	110	69,036	30,564	(7,909)	(46,381)	(84,853)	(123,326)	(161,798)
	120	59,756	21,284	(17,189)	(55,661)	(94,134)	(132,606)	(171,078)
	130	50,469	11,997	(26,476)	(64,948)	(103,420)	(141,893)	(180,365)
	140	41,182	2,710	(35,762)	(74,235)	(112,707)	(151,180)	(189,652)
	150	31,896	(6,577)	(45,049)	(83,522)	(121,994)	(160,466)	(198,939)
	160	22,609	(15,863)	(54,336)	(92,808)	(131,281)	(169,753)	(208,226)
	170	13,322	(25,150)	(63,623)	(102,095)	(140,568)	(179,040)	(217,512)
	180	4,033	(34,440)	(72,912)	(111,385)	(149,857)	(188,329)	(226,802)
	190	(5,262)	(43,734)	(82,207)	(120,679)	(159,151)	(197,624)	(236,096)
	200	(14,556)	(53,028)	(91,501)	(129,973)	(168,446)	(206,918)	(245,391)
	210	(23,850)	(62,323)	(100,795)	(139,268)	(177,740)	(216,212)	(254,685)
	220	(33,145)	(71,617)	(110,090)	(148,562)	(187,034)	(225,507)	(263,979)
	230	(42,441)	(80,914)	(119,386)	(157,859)	(196,331)	(234,803)	(273,276)
	240	(51,744)	(90,216)	(128,689)	(167,161)	(205,633)	(244,106)	(282,578)
	250	(61,046)	(99,518)	(137,991)	(176,463)	(214,936)	(253,408)	(291,881)

Scheme Typology:

Houses & Flats

No Units: 500

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Brownfield

Notes:

Lower quartiles BCIS, Viable with 25% AH

		BLV (per acre)							
		21,285	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 0.00	Balance (RLV - BLV)	0	328,715	278,715	228,715	178,715	128,715	78,715	28,715
		10	319,442	269,442	219,442	169,442	119,442	69,442	19,442
		20	310,169	260,169	210,169	160,169	110,169	60,169	10,169
		30	300,896	250,896	200,896	150,896	100,896	50,896	896
		40	291,623	241,623	191,623	141,623	91,623	41,623	(8,377)
		50	282,349	232,349	182,349	132,349	82,349	32,349	(17,651)
		60	273,073	223,073	173,073	123,073	73,073	23,073	(26,927)
		70	263,793	213,793	163,793	113,793	63,793	13,793	(36,207)
		80	254,513	204,513	154,513	104,513	54,513	4,513	(45,487)
		90	245,234	195,234	145,234	95,234	45,234	(4,766)	(54,766)
		100	235,954	185,954	135,954	85,954	35,954	(14,046)	(64,046)
		110	226,674	176,674	126,674	76,674	26,674	(23,326)	(73,326)
		120	217,394	167,394	117,394	67,394	17,394	(32,606)	(82,606)
		130	208,107	158,107	108,107	58,107	8,107	(41,893)	(91,893)
		140	198,820	148,820	98,820	48,820	(1,180)	(51,180)	(101,180)
		150	189,534	139,534	89,534	39,534	(10,466)	(60,466)	(110,466)
		160	180,247	130,247	80,247	30,247	(19,753)	(69,753)	(119,753)
		170	170,960	120,960	70,960	20,960	(29,040)	(79,040)	(129,040)
		180	161,671	111,671	61,671	11,671	(38,329)	(88,329)	(138,329)
		190	152,376	102,376	52,376	2,376	(47,624)	(97,624)	(147,624)
		200	143,082	93,082	43,082	(6,918)	(56,918)	(106,918)	(156,918)
		210	133,788	83,788	33,788	(16,212)	(66,212)	(116,212)	(166,212)
		220	124,493	74,493	24,493	(25,507)	(75,507)	(125,507)	(175,507)
		230	115,197	65,197	15,197	(34,803)	(84,803)	(134,803)	(184,803)
		240	105,894	55,894	5,894	(44,106)	(94,106)	(144,106)	(194,106)
		250	96,592	46,592	(3,408)	(53,408)	(103,408)	(153,408)	(203,408)

		Density (dph)						
		21,285	25	30	35	40	45	50
CIL Epsm 0.00	Balance (RLV - BLV)	0	(219,937)	(153,669)	(87,457)	(21,285)	44,867	111,004
		10	(225,746)	(160,634)	(95,577)	(30,558)	34,442	99,423
		20	(231,555)	(167,599)	(103,697)	(39,831)	24,016	87,840
		30	(237,365)	(174,564)	(111,817)	(49,104)	13,589	76,256
		40	(243,179)	(181,529)	(119,936)	(58,377)	3,157	64,672
		50	(248,993)	(188,494)	(128,056)	(67,651)	(7,275)	53,089
		60	(254,807)	(195,460)	(136,176)	(76,927)	(17,707)	41,505
		70	(260,621)	(202,430)	(144,298)	(86,207)	(28,140)	29,918
		80	(266,435)	(209,401)	(152,424)	(95,487)	(38,572)	18,326
		90	(272,253)	(216,372)	(160,550)	(104,766)	(49,004)	6,735
		100	(278,072)	(223,343)	(168,676)	(114,046)	(59,437)	(4,856)
		110	(283,892)	(230,313)	(176,802)	(123,326)	(69,877)	(16,448)
		120	(289,711)	(237,287)	(184,928)	(132,606)	(80,317)	(28,039)
		130	(295,530)	(244,263)	(193,056)	(141,893)	(90,756)	(39,630)
		140	(301,354)	(251,240)	(201,189)	(151,180)	(101,196)	(51,227)
		150	(307,179)	(258,217)	(209,321)	(160,466)	(111,636)	(62,827)
		160	(313,004)	(265,194)	(217,454)	(169,753)	(122,075)	(74,426)
		170	(318,829)	(272,172)	(225,586)	(179,040)	(132,522)	(86,026)
		180	(324,655)	(279,155)	(233,719)	(188,329)	(142,970)	(97,625)
		190	(330,486)	(286,139)	(241,859)	(197,624)	(153,418)	(109,225)
		200	(336,317)	(293,122)	(249,998)	(206,918)	(163,865)	(120,830)
		210	(342,148)	(300,105)	(258,138)	(216,212)	(174,313)	(132,439)
		220	(347,980)	(307,093)	(266,278)	(225,507)	(184,764)	(144,047)
		230	(353,817)	(314,083)	(274,419)	(234,803)	(195,220)	(155,656)
		240	(359,654)	(321,073)	(282,566)	(244,106)	(205,677)	(167,264)
		250	(365,491)	(328,062)	(290,713)	(253,408)	(216,133)	(178,876)

Scheme Typology:

Houses & Flats

No Units: 500

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Brownfield

Notes:

Lower quartiles BCIS, Viable with 25% AH

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(21,285)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0	207,197	93,031	(21,285)	(135,778)	(250,499)	(365,578)	(481,225)
	10	197,946	83,770	(30,558)	(145,065)	(259,807)	(374,917)	(490,621)
	20	188,694	74,509	(39,831)	(154,351)	(269,118)	(384,259)	(500,388)
	30	179,443	65,248	(49,104)	(163,638)	(278,429)	(393,609)	(510,340)
	40	170,192	55,987	(58,377)	(172,925)	(287,740)	(402,958)	(520,303)
	50	160,941	46,725	(67,651)	(182,219)	(297,055)	(412,312)	(530,270)
	60	151,685	37,464	(76,927)	(191,514)	(306,375)	(421,672)	(540,249)
	70	142,429	28,197	(86,207)	(200,808)	(315,694)	(431,032)	(550,231)
	80	133,173	18,930	(95,487)	(210,102)	(325,014)	(440,400)	(560,228)
	90	123,917	9,663	(104,766)	(219,397)	(334,340)	(449,772)	(570,231)
	100	114,661	396	(114,046)	(228,698)	(343,670)	(459,146)	(580,243)
	110	105,405	(8,871)	(123,326)	(238,000)	(352,999)	(468,529)	(590,269)
	120	96,149	(18,138)	(132,606)	(247,302)	(362,330)	(477,913)	(600,304)
	130	86,893	(27,411)	(141,893)	(256,605)	(371,669)	(487,307)	(610,349)
	140	77,633	(36,684)	(151,180)	(265,909)	(381,008)	(496,872)	(620,411)
	150	68,372	(45,957)	(160,466)	(275,220)	(390,348)	(506,820)	(630,486)
	160	59,110	(55,230)	(169,753)	(284,531)	(399,698)	(516,773)	(640,575)
	170	49,849	(64,503)	(179,040)	(293,841)	(409,047)	(526,735)	(650,679)
	180	40,588	(73,776)	(188,329)	(303,153)	(418,398)	(536,702)	(660,800)
	190	31,327	(83,049)	(197,624)	(312,473)	(427,759)	(546,681)	(670,940)
	200	22,066	(92,327)	(206,918)	(321,793)	(437,119)	(556,664)	(681,100)
	210	12,799	(101,607)	(216,212)	(331,112)	(446,485)	(566,660)	(691,281)
	220	3,532	(110,886)	(225,507)	(340,435)	(455,857)	(576,664)	(701,486)
	230	(5,735)	(120,166)	(234,803)	(349,764)	(465,229)	(586,676)	(711,715)
	240	(15,002)	(129,446)	(244,106)	(359,094)	(474,612)	(596,703)	(721,971)
	250	(24,269)	(138,726)	(253,408)	(368,423)	(483,996)	(606,739)	(732,256)

TABLE 7

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(21,285)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0	(313,839)	(167,350)	(21,285)	124,520	270,142	415,656	561,103
	10	(323,163)	(176,640)	(30,558)	115,264	260,890	406,413	551,864
	20	(332,493)	(185,934)	(39,831)	106,004	251,639	397,170	542,623
	30	(341,822)	(195,228)	(49,104)	96,743	242,388	387,923	533,380
	40	(351,153)	(204,523)	(58,377)	87,482	233,137	378,676	524,137
	50	(360,492)	(213,817)	(67,651)	78,220	223,886	369,429	514,894
	60	(369,831)	(223,114)	(76,927)	68,959	214,635	360,182	505,651
	70	(379,172)	(232,417)	(86,207)	59,698	205,383	350,935	496,408
	80	(388,522)	(241,719)	(95,487)	50,437	196,132	341,689	487,165
	90	(397,871)	(251,022)	(104,766)	41,173	186,881	332,442	477,922
	100	(407,226)	(260,324)	(114,046)	31,907	177,626	323,195	468,679
	110	(416,586)	(269,634)	(123,326)	22,640	168,370	313,948	459,436
	120	(425,946)	(278,945)	(132,606)	13,373	159,114	304,701	450,193
	130	(435,317)	(288,256)	(141,893)	4,106	149,858	295,455	440,951
	140	(444,689)	(297,566)	(151,180)	(5,161)	140,602	286,208	431,708
	150	(454,068)	(306,885)	(160,466)	(14,429)	131,346	276,961	422,465
	160	(463,451)	(316,205)	(169,753)	(23,702)	122,090	267,710	413,222
	170	(472,840)	(325,525)	(179,040)	(32,975)	112,834	258,459	403,979
	180	(482,236)	(334,847)	(188,329)	(42,248)	103,578	249,207	394,736
	190	(491,637)	(344,176)	(197,624)	(51,521)	94,317	239,956	385,490
	200	(501,466)	(353,505)	(206,918)	(60,794)	85,056	230,705	376,243
	210	(511,427)	(362,834)	(216,212)	(70,067)	75,794	221,454	366,996
	220	(521,393)	(372,172)	(225,507)	(79,340)	66,533	212,203	357,749
	230	(531,372)	(381,511)	(234,803)	(88,617)	57,272	202,952	348,502
	240	(541,356)	(390,851)	(244,106)	(97,897)	48,011	193,700	339,255
	250	(551,353)	(400,199)	(253,408)	(107,177)	38,750	184,449	330,009

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

241125 5 SWC_Whole Plan Viability Appraisals_v10a_U_AA - Summary Table

Appraisal Ref:	U	V	W	X	Y	Z	AA
Scheme Typology:	Houses	Houses	Houses	Houses	Houses & Flats	Houses & Flats	Houses & Flats
No Units:	8	10	30	50	100	300	500
Location / Value Zone:	Higher	Higher	Higher	Higher	Higher	Higher	Higher
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:	No Affordable Housing	Median BCIS	Median BCIS	Median BCIS	Lower quartiles BCIS, Viable with 25% AH	Lower quartiles BCIS, Viable with 25% AH	Lower quartiles BCIS, Viable with 25% AH
Total GDV (£)	3,193,600	3,291,251	9,892,992	16,457,905	32,053,074	96,159,221	160,265,369
Policy Assumptions	-	-	-	-	-	-	-
AH Target % (& mix):	0%	30%	30%	30%	30%	30%	30%
Affordable Rent:	0%	0%	0%	0%	0%	0%	0%
Social Rent:	69%	69%	69%	69%	69%	69%	69%
First Homes:	25%	25%	25%	25%	25%	25%	25%
Intermediate (Affordable Home Ownership):	6%	6%	6%	6%	6%	6%	6%
CIL (£ ps/m)	-	-	-	-	-	-	-
CIL (£ per unit)	-	-	-	-	-	-	-
Site Specific S106 (£ per unit)	15,297	36,367	36,367	36,135	36,135	36,135	36,135
Sub-total CIL+S106 (£ per unit)	15,297	36,367	36,367	36,135	36,135	36,135	36,135
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	15,297	36,367	36,367	36,135	36,135	36,135	36,135
Profit KPI's	-	-	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	17.89%	17.97%	17.96%	18.00%	18.00%	18.00%
Developers Profit (% on costs)	31.70%	22.53%	22.60%	22.69%	25.09%	25.20%	25.23%
Developers Profit Total (£)	638,720	588,691	1,777,518	2,956,446	5,769,758	17,309,274	28,848,790
Land Value KPI's	-	-	-	-	-	-	-
RLV (£/acre (net))	724,748	100,188	92,055	101,120	462,433	475,349	478,715
RLV (£/ha (net))	1,790,852	247,564	227,469	249,867	1,142,672	1,174,587	1,182,904
RLV (% of GDV)	14.95%	2.51%	2.30%	2.53%	8.91%	9.16%	9.23%
RLV Total (£)	477,561	82,521	227,469	416,445	2,856,680	8,809,400	14,786,305
BLV (£/acre (net))	500,000	500,000	500,000	500,000	500,000	500,000	500,000
BLV (£/ha (net))	1,235,500	1,235,500	1,235,500	1,235,500	1,235,500	1,235,500	1,235,500
BLV Total (£)	329,467	411,833	1,235,500	2,059,167	3,088,750	9,266,250	15,443,750
Surplus/Deficit (£/acre) [RLV-BLV]	224,748	(399,812)	(407,945)	(398,880)	(37,567)	(24,651)	(21,285)
Surplus/Deficit (£/ha)	555,352	(987,936)	(1,008,031)	(985,633)	(92,828)	(60,913)	(52,596)
Surplus/Deficit Total (£)	148,094	(329,312)	(1,008,031)	(1,642,721)	(232,070)	(456,850)	(657,445)
Plan Viability comments	Viable	Marginal	Marginal	Marginal	Marginal	Marginal	Marginal

Appraisal Ref: **AB** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Lower**
 Notes: **No Affordable housing, Lower S106**
 No Units: **7**
 Greenfield/Brownfield: **Brownfield**

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)	100%					
Affordable Rent:	0.0%					
Social Rent:	69.0%					69.0% % Rented
First Homes:	25.0%					
Intermediate (Affordable Home Ownership):	6.0%					0.0% % 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
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	35.0%	2.5	50.0%	0.0	35%	2.5
3 bed House	40.0%	2.8	50.0%	0.0	40%	2.8
4 bed House	25.0%	1.8	0.0%	0.0	25%	1.8
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	7.0	100.0%	0.0	100%	7.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit		
1 bed House	69.0	743	%	(sqm)	(sqft)	
2 bed House	75.0	807		69.0	743	
3 bed House	95.0	1,023		75.0	807	
4 bed House	120.0	1,292		95.0	1,023	
5 bed House	135.0	1,453		120.0	1,292	
1 bed Flat	50.0	538	85.0%	135.0	1,453	
2 bed Flat	65.0	700	85.0%	58.8	633	
				76.5	823	
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit		
1 bed House	69.0	743	%	(sqm)	(sqft)	
2 bed House	75.0	807		69.0	743	
3 bed House	95.0	1,023		75.0	807	
4 bed House	120.0	1,292		95.0	1,023	
5 bed House	135.0	1,453		120.0	1,292	
1 bed Flat	50.0	538	85.0%	135.0	1,453	
2 bed Flat	65.0	700	85.0%	58.8	633	
				76.5	823	
Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	184	1,978	0	0	184	1,978
3 bed House	266	2,863	0	0	266	2,863
4 bed House	210	2,260	0	0	210	2,260
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	660	7,101	0	0	660	7,101
AH % by floor area:		0.00% AH % by floor area (difference due to mix)				
Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)		
1 bed House	256,400	3,716	345	0		
2 bed House	290,000	3,867	359	710,500		
3 bed House	380,000	4,000	372	1,064,000		
4 bed House	485,000	4,042	375	848,750		
5 bed House	560,000	4,148	385	0		
1 bed Flat	176,500	3,530	328	0		
2 bed Flat	235,300	3,620	336	0		
				2,623,250		
Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV
1 bed House	96,150	37.5%	96,150	37.5%	179,480	70%
2 bed House	108,750	37.5%	108,750	37.5%	203,000	70%
3 bed House	142,500	37.5%	142,500	37.5%	250,000	70%
4 bed House	181,875	37.5%	181,875	37.5%	250,000	70%
5 bed House	210,000	37.5%	210,000	37.5%	250,000	70%
1 bed Flat	66,188	37.5%	66,188	37.5%	123,550	70%
2 bed Flat	88,238	37.5%	88,238	37.5%	164,710	70%
* capped @£250K						

Scheme Typology:

Houses

No Units: 7

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Brownfield

Notes:

No Affordable housing, Lower S106

GROSS DEVELOPMENT VALUE

OMS GDV -				
(part houses due to % mix)				
1 bed House	0.0	@	256,400	-
2 bed House	2.5	@	290,000	710,500
3 bed House	2.8	@	380,000	1,064,000
4 bed House	1.8	@	485,000	848,750
5 bed House	0.0	@	560,000	-
1 bed Flat	0.0	@	176,500	-
2 bed Flat	0.0	@	235,300	-
	7.0			2,623,250
Affordable Rent GDV -				
1 bed House	0.0	@	96,150	-
2 bed House	0.0	@	108,750	-
3 bed House	0.0	@	142,500	-
4 bed House	0.0	@	181,875	-
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,188	-
2 bed Flat	0.0	@	88,238	-
	0.0			-
Social Rent GDV -				
1 bed House	0.0	@	96,150	-
2 bed House	0.0	@	108,750	-
3 bed House	0.0	@	142,500	-
4 bed House	0.0	@	181,875	-
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,188	-
2 bed Flat	0.0	@	88,238	-
	0.0			-
First Homes GDV -				
1 bed House	0.0	@	179,480	-
2 bed House	0.0	@	203,000	-
3 bed House	0.0	@	250,000	-
4 bed House	0.0	@	250,000	-
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	123,550	-
2 bed Flat	0.0	@	164,710	-
	0.0			-
Intermediate GDV -				
1 bed House	0.0	@	179,480	-
2 bed House	0.0	@	203,000	-
3 bed House	0.0	@	266,000	-
4 bed House	0.0	@	339,500	-
5 bed House	0.0	@	392,000	-
1 bed Flat	0.0	@	123,550	-
2 bed Flat	0.0	@	164,710	-
	0.0	0.0		-
Sub-total GDV Residential			7	2,623,250
AH on-site cost analysis:				
			EMV (no AH) less £GDV (inc. AH)	
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
Grant			0 AH units @ 0 per unit	-
Total GDV				2,623,250

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Lower
No Affordable housing, Lower S106

No Units: 7
Greenfield/Brownfield:

Brownfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(3,234)
Planning Application Professional Fees, Surveys and reports				(10,000)
CIL				-
CIL analysis:		660 sqm (Market only)	0.00 £ psm	
		0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions				
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 @	15,297 per unit	(107,079)
Sub-total				(107,079)
S106 analysis:		458,910 £ per ha	4.08% % of GDV	15,297 £ per unit (total units)
AH Commuted Sum			660 sqm (total)	0 £ psm
Comm. Sum analysis:			0.00% % of GDV	
cont./				

Scheme Typology: Houses
Site Typology: Location / Value Zone: Lower
Notes: No Affordable housing, Lower S106
 No Units: 7
 Greenfield/Brownfield: Brownfield

Construction Costs -									
Site Clearance, Demolition & Remediation		0.23	ha @	123,550	£ per ha (if brownfield)				(28,828)
Site Infrastructure costs -									
	Year 1	0							-
	Year 2	0							-
	Year 3	0							-
	Year 4	0							-
	Year 5	0							-
	Year 6	0							-
	Year 7	0							-
	Year 8	0							-
	Year 9	0							-
	Year 10	0							-
	Year 11	0							-
	Year 12	0							-
	Year 13	0							-
	Year 14	0							-
	Year 15	0							-
	Years 1-15	7	units @	0	per unit				-
	Sub-total								-
Infra. Costs analysis:									
	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
1 bed House	-	sqm @	1,607	psm					-
2 bed House	184	sqm @	1,607	psm					(295,286)
3 bed House	266	sqm @	1,607	psm					(427,462)
4 bed House	210	sqm @	1,607	psm					(337,470)
5 bed House	-	sqm @	1,607	psm					-
1 bed Flat	-	sqm @	1,760	psm					-
2 bed Flat	660	sqm @	1,760	psm					-
Garages for 3 bed House	(OMS only)	3	units @	50%	@	8,500	£ per garage		(11,900)
Garages for 4 bed House	(OMS only)	2	units @	100%	@	8,500	£ per garage		(14,875)
Garages for 5 bed House	(OMS only)	-	units @	100%	@	8,500	£ per garage		-
External works									
		1,086,993	@	15.0%					(163,049)
Ext. Works analysis:									
				23,293	£ per unit (total units)				
Policy Costs on design -									
Net Biodiversity costs									
M4(2) Category 2 Housing	Aff units	-	units @	100%	@	625	£ per unit		-
M4(3) Category 3 Housing	Aff units (>20 uni	-	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 u	-	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		-
Additional Low Carbon/Energy Reduction (houses)		7	units @			0	£ per unit		-
Additional Low Carbon/Energy Reduction (flats)		-	units @			0	£ per unit		-
EV Charging Points - Houses		7	units @			0	£ per unit		-
EV Charging Points - Flats		-	units @			0	£ per unit		-
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								(70,973)
Policy Costs analysis: (design costs only)									
				10,139	£ per unit (total units)				
Contingency (on construction)		1,349,844	@	5.0%					(67,492)
Professional Fees		1,349,844	@	6.5%					(87,740)
Disposal Costs -									
OMS Marketing and Promotion		2,623,250	OMS @	3.00%		11,243	£ per unit		(78,698)
Residential Sales Agent Costs		2,623,250	OMS @	1.00%		3,748	£ per unit		(26,233)
Residential Sales Legal Costs		2,623,250	OMS @	0.50%		1,874	£ per unit		(13,116)
Affordable Sale Legal Costs		-	AH @	0.25%		0	£ per unit		-
Disposal Cost analysis:									
				16,864	£ per unit				
Interest (on Development Costs) -									
		7.00%	APR	0.565%	pcm				(15,701)
Developers Profit -									
Profit on OMS		2,623,250		20.00%					(524,650)
Margin on AH		0		6.00%	on AH values				-
Profit analysis:									
		2,623,250		20.00%	blended GDV			(524,650)	
		1,759,136		29.82%	on costs			(524,650)	
TOTAL COSTS									(2,283,786)

Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Lower**
 Notes: **No Affordable housing, Lower S106**

No Units: **7**
 Greenfield/Brownfield: **Brownfield**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				339,464
SDLT	339,464	@	HMRC formula	(6,473)
Acquisition Agent fees	339,464	@	1.0%	(3,395)
Acquisition Legal fees	339,464	@	0.5%	(1,697)
Interest on Land	339,464	@	7.00%	(23,762)
Residual Land Value				304,137
RLV analysis:	43,448 £ per plot	1,303,442 £ per ha (net)	527,496 £ per acre (net)	
		1,173,098 £ per ha (gross)	474,746 £ per acre (gross)	
			11.59% % 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		90%		
Site Area (gross)		0.26 ha (gross)	0.64 acres (gross)	
Benchmark Land Value (net)	32,947 £ per plot	988,400 £ per ha (net)	400,000 £ per acre (net)	230,627
BLV analysis:	Density	2,828 sqm/ha (net)	12,317 sqft/ac (net)	
		27 dph (gross)		
		889,560 £ per ha (gross)	360,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	315,042 £ per ha (net)	127,496 £ per acre (net)	73,510

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))		127,496	10%	15%	20%	25%	30%	35%	40%
		0.00	9,267	(51,344)	(112,509)	(173,935)	(236,641)	(299,432)	(362,222)
		10.00	77	(60,324)	(120,961)	(182,036)	(244,244)	(306,492)	(368,740)
		20.00	(9,196)	(69,305)	(129,413)	(190,143)	(251,848)	(313,553)	(375,257)
		30.00	(18,705)	(78,285)	(137,865)	(198,290)	(259,452)	(320,613)	(381,775)
		40.00	(28,214)	(87,265)	(146,317)	(206,437)	(267,055)	(327,674)	(388,292)
		50.00	(37,722)	(96,246)	(154,769)	(214,584)	(274,659)	(334,734)	(394,809)
		60.00	(47,231)	(105,226)	(163,250)	(222,730)	(282,263)	(341,795)	(401,327)
		70.00	(56,740)	(114,207)	(171,891)	(230,877)	(289,866)	(348,855)	(407,844)
		80.00	(66,248)	(123,187)	(180,578)	(239,024)	(297,470)	(355,916)	(414,362)
		90.00	(75,757)	(132,167)	(189,268)	(247,171)	(305,074)	(362,976)	(420,879)
		100.00	(85,266)	(141,148)	(197,958)	(255,317)	(312,677)	(370,037)	(427,397)
		110.00	(94,774)	(150,128)	(206,648)	(263,464)	(320,281)	(377,097)	(433,914)
		120.00	(104,283)	(159,127)	(215,338)	(271,611)	(327,884)	(384,158)	(440,458)
		130.00	(113,792)	(168,297)	(224,027)	(279,758)	(335,488)	(391,218)	(447,012)
		140.00	(123,300)	(177,530)	(232,717)	(287,905)	(343,092)	(398,279)	(453,567)
		150.00	(132,809)	(186,763)	(241,407)	(296,051)	(350,695)	(405,340)	(460,121)
		160.00	(142,334)	(195,996)	(250,097)	(304,198)	(358,299)	(412,400)	(466,675)
		170.00	(151,896)	(205,229)	(258,787)	(312,345)	(365,903)	(419,461)	(473,229)
		180.00	(161,458)	(214,462)	(267,477)	(320,492)	(373,506)	(426,521)	(479,784)
		190.00	(171,223)	(223,695)	(276,167)	(328,638)	(381,110)	(433,602)	(486,338)
		200.00	(181,000)	(232,928)	(284,857)	(336,785)	(388,714)	(440,703)	(492,892)
		210.00	(190,776)	(242,161)	(293,547)	(344,932)	(396,317)	(447,803)	(499,446)
		220.00	(200,552)	(251,394)	(302,236)	(353,079)	(403,921)	(454,904)	(506,001)
		230.00	(210,328)	(260,627)	(310,926)	(361,225)	(411,525)	(462,004)	(512,555)
		240.00	(220,104)	(269,860)	(319,616)	(369,372)	(419,128)	(469,104)	(519,109)
		250.00	(229,880)	(279,093)	(328,306)	(377,519)	(426,746)	(476,205)	(525,664)

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: **Lower**
No Affordable housing, Lower S106

No Units: **7**
Greenfield/Brownfield: **Brownfield**

TABLE 2

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	127,496	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	174,687	115,779	56,765	(2,350)	(63,363)	(124,528)	(186,223)
	5%	166,447	107,540	48,479	(10,772)	(71,937)	(133,101)	(194,988)
	10%	158,208	99,300	40,192	(19,345)	(80,510)	(141,675)	(203,754)
	15%	149,968	91,021	31,906	(27,919)	(89,084)	(150,249)	(212,519)
	20%	141,728	82,734	23,620	(36,493)	(97,658)	(158,823)	(221,284)
	25%	133,488	74,448	15,333	(45,067)	(106,232)	(167,518)	(230,050)
	30%	125,248	66,161	7,047	(53,641)	(114,805)	(176,284)	(238,815)
	35%	116,990	57,875	(1,240)	(62,214)	(123,379)	(185,049)	(247,628)
	40%	108,703	49,589	(9,623)	(70,788)	(131,953)	(193,814)	(256,443)
	45%	100,417	41,302	(18,197)	(79,362)	(140,527)	(202,580)	(265,258)
	50%	92,130	33,016	(26,771)	(87,936)	(149,101)	(211,345)	(274,073)
	55%	83,844	24,729	(35,345)	(96,509)	(157,674)	(220,110)	(282,888)
	60%	75,558	16,443	(43,918)	(105,083)	(166,344)	(228,912)	(291,703)
	65%	67,271	8,157	(52,492)	(113,657)	(175,109)	(237,727)	(300,518)
	70%	58,985	(130)	(61,066)	(122,231)	(183,875)	(246,542)	(309,333)
	75%	50,699	(8,475)	(69,640)	(130,805)	(192,640)	(255,357)	(318,148)
	80%	42,412	(17,049)	(78,213)	(139,378)	(201,406)	(264,172)	(326,963)
	85%	34,126	(25,622)	(86,787)	(147,952)	(210,196)	(272,987)	(335,778)
	90%	25,839	(34,196)	(95,361)	(156,526)	(219,011)	(281,802)	(344,593)
	95%	17,553	(42,770)	(103,935)	(165,170)	(227,826)	(290,617)	(353,407)
	100%	9,267	(51,344)	(112,509)	(173,935)	(236,641)	(299,432)	(362,222)
	105%	980	(59,917)	(121,082)	(182,701)	(245,456)	(308,246)	(371,037)
	110%	(7,326)	(68,491)	(129,656)	(191,480)	(254,271)	(317,061)	(379,852)
	115%	(15,900)	(77,065)	(138,230)	(200,295)	(263,085)	(325,876)	(388,667)
	120%	(24,474)	(85,639)	(146,804)	(209,110)	(271,900)	(334,691)	(397,482)
	125%	(33,048)	(94,213)	(155,377)	(217,924)	(280,715)	(343,506)	(406,297)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	127,496	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 0.00	0	324,274	284,918	245,563	206,207	166,851	127,496	88,140
	10	314,063	274,707	235,352	195,996	156,640	117,285	77,929
	20	303,852	264,496	225,141	185,785	146,429	107,074	67,718
	30	293,641	254,285	214,929	175,574	136,218	96,863	57,507
	40	283,430	244,074	204,718	165,363	126,007	86,652	47,296
	50	273,219	233,863	194,507	155,152	115,796	76,441	37,085
	60	263,007	223,652	184,296	144,941	105,585	66,230	26,874
	70	252,796	213,441	174,085	134,730	95,374	56,019	16,663
	80	242,585	203,230	163,874	124,519	85,163	45,807	6,452
	90	232,374	193,019	153,663	114,308	74,952	35,596	(3,759)
	100	222,163	182,808	143,452	104,097	64,741	25,385	(14,222)
	110	211,952	172,597	133,241	93,885	54,530	15,174	(24,787)
	120	201,741	162,386	123,030	83,674	44,319	4,963	(35,352)
	130	191,530	152,175	112,819	73,463	34,108	(5,248)	(45,917)
	140	181,319	141,963	102,608	63,252	23,897	(15,762)	(56,482)
	150	171,108	131,752	92,397	53,041	13,686	(26,327)	(67,047)
	160	160,897	121,541	82,186	42,830	3,475	(36,892)	(77,613)
	170	150,686	111,330	71,975	32,619	(6,737)	(47,457)	(88,178)
	180	140,475	101,119	61,764	22,408	(17,302)	(58,023)	(98,743)
	190	130,264	90,908	51,553	12,197	(27,867)	(68,588)	(109,308)
	200	120,053	80,697	41,342	1,986	(38,432)	(79,153)	(119,873)
	210	109,842	70,486	31,131	(8,277)	(48,998)	(89,718)	(130,439)
	220	99,631	60,275	20,919	(18,842)	(59,563)	(100,283)	(141,004)
	230	89,398	50,042	10,687	(29,430)	(70,151)	(110,871)	(151,592)
	240	79,129	39,773	418	(40,055)	(80,776)	(121,496)	(162,222)
	250	68,860	29,505	(9,959)	(50,680)	(91,401)	(132,121)	(173,085)

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: **Lower**
No Affordable housing, Lower S106

No Units: **7**
Greenfield/Brownfield: **Brownfield**

		BLV (per acre)							
		400,000							
Balance (RLV - BLV)		127,496	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 0.00	0	377,496	327,496	277,496	227,496	177,496	127,496	77,496	
	10	367,285	317,285	267,285	217,285	167,285	117,285	67,285	
	20	357,074	307,074	257,074	207,074	157,074	107,074	57,074	
	30	346,863	296,863	246,863	196,863	146,863	96,863	46,863	
	40	336,652	286,652	236,652	186,652	136,652	86,652	36,652	
	50	326,441	276,441	226,441	176,441	126,441	76,441	26,441	
	60	316,230	266,230	216,230	166,230	116,230	66,230	16,230	
	70	306,019	256,019	206,019	156,019	106,019	56,019	6,019	
	80	295,807	245,807	195,807	145,807	95,807	45,807	(4,193)	
	90	285,596	235,596	185,596	135,596	85,596	35,596	(14,404)	
	100	275,385	225,385	175,385	125,385	75,385	25,385	(24,615)	
	110	265,174	215,174	165,174	115,174	65,174	15,174	(34,826)	
	120	254,963	204,963	154,963	104,963	54,963	4,963	(45,037)	
	130	244,752	194,752	144,752	94,752	44,752	(5,248)	(55,248)	
	140	234,541	184,541	134,541	84,541	34,541	(15,459)	(65,459)	
	150	224,330	174,330	124,330	74,330	24,330	(25,670)	(75,670)	
	160	214,119	164,119	114,119	64,119	14,119	(35,881)	(85,881)	
	170	203,908	153,908	103,908	53,908	3,908	(46,092)	(95,092)	
	180	193,697	143,697	93,697	43,697	(6,103)	(56,303)	(105,303)	
	190	183,486	133,486	83,486	33,486	(16,314)	(66,514)	(115,514)	
	200	173,275	123,275	73,275	23,275	(26,525)	(76,725)	(125,725)	
	210	163,064	113,064	63,064	13,064	(36,736)	(86,936)	(135,936)	
	220	152,853	102,853	52,853	3,064	(46,947)	(97,147)	(146,147)	
	230	142,642	92,642	42,642	(7,258)	(57,158)	(107,358)	(156,358)	
	240	132,431	82,431	32,431	(17,469)	(67,369)	(117,569)	(166,569)	
	250	122,220	72,220	22,220	(27,680)	(77,580)	(127,780)	(176,780)	

		Density (dph)							
		30							
Balance (RLV - BLV)		127,496	25	30	35	40	45	50	55
CIL Epsm 0.00	0	30,985	127,496	224,007	320,518	417,029	513,539	610,050	
	10	22,476	117,285	212,094	306,903	401,712	496,521	591,330	
	20	13,967	107,074	200,181	293,288	386,395	479,503	572,610	
	30	5,457	96,863	188,268	279,673	371,079	462,484	553,890	
	40	(3,052)	86,652	176,355	266,059	355,762	445,466	535,169	
	50	(11,561)	76,441	164,442	252,444	340,446	428,447	516,449	
	60	(20,070)	66,230	152,529	238,829	325,129	411,429	497,729	
	70	(28,579)	56,019	140,617	225,215	309,813	394,411	479,009	
	80	(37,089)	45,807	128,704	211,600	294,496	377,392	460,288	
	90	(45,598)	35,596	116,791	197,985	279,179	360,374	441,568	
	100	(54,107)	25,385	104,878	184,370	263,863	343,355	422,848	
	110	(62,616)	15,174	92,965	170,756	248,546	326,337	404,127	
	120	(71,126)	4,963	81,052	157,141	233,230	309,318	385,407	
	130	(79,636)	(5,248)	69,139	143,526	217,913	292,300	366,687	
	140	(88,145)	(15,459)	57,171	129,911	202,596	275,282	347,967	
	150	(96,655)	(25,670)	44,845	116,017	187,189	258,263	329,246	
	160	(105,164)	(35,881)	32,519	101,930	171,341	240,752	310,163	
	170	(113,674)	(46,092)	20,193	87,843	155,493	223,143	290,793	
	180	(122,183)	(56,303)	7,867	73,756	139,645	205,534	271,424	
	190	(130,693)	(66,514)	(4,459)	59,669	123,797	187,926	252,054	
	200	(139,202)	(76,725)	(16,785)	45,582	107,950	170,317	232,685	
	210	(147,712)	(86,936)	(29,111)	31,495	92,102	152,708	213,315	
	220	(156,221)	(97,147)	(41,438)	17,408	76,254	135,100	193,946	
	230	(164,731)	(107,358)	(53,764)	3,321	60,406	117,491	174,576	
	240	(173,240)	(117,569)	(66,135)	(10,775)	44,558	99,882	155,207	
	250	(181,750)	(127,780)	(78,531)	(24,941)	28,648	82,238	135,828	

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: **Lower**
No Affordable housing, Lower S106

No Units: **7**
Greenfield/Brownfield: **Brownfield**

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		127,496	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0		337,612	232,916	127,496	21,692	(86,797)	(197,554)	(310,107)
	10		327,527	222,762	117,285	11,481	(97,362)	(208,416)	(320,969)
	20		317,425	212,609	107,074	1,270	(107,933)	(219,279)	(331,832)
	30		307,322	202,455	96,863	(9,018)	(118,558)	(230,141)	(342,694)
	40		297,220	192,301	86,652	(19,584)	(129,183)	(241,004)	(353,556)
	50		287,118	182,148	76,441	(30,149)	(139,808)	(251,866)	(364,419)
	60		277,016	171,994	66,230	(40,714)	(150,433)	(262,728)	(375,281)
	70		266,914	161,823	56,019	(51,279)	(161,058)	(273,591)	(386,144)
	80		256,812	151,612	45,807	(61,844)	(171,900)	(284,453)	(397,048)
	90		246,710	141,401	35,596	(72,410)	(182,762)	(295,315)	(407,972)
	100		236,589	131,190	25,385	(82,975)	(193,625)	(306,178)	(418,895)
	110		226,435	120,979	15,174	(93,540)	(204,487)	(317,040)	(429,819)
	120		216,282	110,768	4,963	(104,105)	(215,350)	(327,902)	(440,743)
	130		206,128	100,556	(5,248)	(114,715)	(226,212)	(338,765)	(451,667)
	140		195,974	90,345	(15,762)	(125,340)	(237,074)	(349,627)	(462,590)
	150		185,821	80,134	(26,327)	(135,964)	(247,937)	(360,489)	(473,514)
	160		175,667	69,923	(36,892)	(146,589)	(258,799)	(371,352)	(484,438)
	170		165,513	59,712	(47,457)	(157,214)	(269,661)	(382,214)	(495,362)
	180		155,305	49,501	(58,023)	(167,971)	(280,524)	(393,096)	(506,286)
	190		145,094	39,290	(68,588)	(178,833)	(291,386)	(404,020)	(517,209)
	200		134,883	29,079	(79,153)	(189,695)	(302,248)	(414,944)	(528,133)
	210		124,672	18,868	(89,718)	(200,558)	(313,111)	(425,868)	(539,057)
	220		114,461	8,657	(100,283)	(211,420)	(323,973)	(436,791)	(549,981)
	230		104,250	(1,554)	(110,871)	(222,283)	(334,835)	(447,715)	(560,904)
	240		94,039	(11,940)	(121,496)	(233,145)	(345,698)	(458,639)	(571,828)
	250		83,828	(22,505)	(132,121)	(244,007)	(356,560)	(469,563)	(582,752)

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		127,496	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0		(183,237)	(25,178)	127,496	279,030	429,645	579,787	729,512
	10		(194,099)	(35,743)	117,285	268,907	419,589	569,770	719,496
	20		(204,962)	(46,308)	107,074	258,753	409,533	559,722	709,479
	30		(215,824)	(56,874)	96,863	248,600	399,456	549,666	699,462
	40		(226,687)	(67,439)	86,652	238,446	389,354	539,609	689,446
	50		(237,549)	(78,004)	76,441	228,293	379,252	529,553	679,429
	60		(248,411)	(88,569)	66,230	218,139	369,149	519,496	669,413
	70		(259,274)	(99,134)	56,019	207,985	359,047	509,440	659,396
	80		(270,136)	(109,700)	45,807	197,832	348,945	499,383	649,379
	90		(280,998)	(120,265)	35,596	187,652	338,843	489,327	639,363
	100		(291,861)	(130,884)	25,385	177,441	328,741	479,270	629,346
	110		(302,723)	(141,509)	15,174	167,230	318,639	469,214	619,329
	120		(313,585)	(152,134)	4,963	157,019	308,537	459,158	609,313
	130		(324,448)	(162,777)	(5,248)	146,808	298,418	449,101	599,291
	140		(335,310)	(173,639)	(15,762)	136,596	288,264	439,045	589,234
	150		(346,173)	(184,502)	(26,327)	126,385	278,110	428,963	579,178
	160		(357,035)	(195,364)	(36,892)	116,174	267,957	418,861	569,121
	170		(367,897)	(206,226)	(47,457)	105,963	257,803	408,758	559,065
	180		(378,760)	(217,089)	(58,023)	95,752	247,649	398,656	549,008
	190		(389,622)	(227,951)	(68,588)	85,541	237,496	388,554	538,952
	200		(400,540)	(238,813)	(79,153)	75,330	227,342	378,452	528,895
	210		(411,464)	(249,676)	(89,718)	65,119	217,174	368,350	518,839
	220		(422,388)	(260,538)	(100,283)	54,908	206,963	358,248	508,783
	230		(433,311)	(271,401)	(110,871)	44,697	196,752	348,146	498,726
	240		(444,235)	(282,263)	(121,496)	34,486	186,541	338,044	488,670
	250		(455,159)	(293,125)	(132,121)	24,275	176,330	327,928	478,613

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: **AC** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Lower** No Units: **25**
 Notes: Median BCIS, Higher S106 Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25 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:			69.0%			
First Homes:			25.0%			
Intermediate (Affordable Home Ownership):			6.0%			
			100% 100.0%			
			69.0% % Rented			
			9.3% % 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
1 bed House	0.0%	0.0	30.0%	2.3	9%	2.3
2 bed House	35.0%	6.1	30.0%	2.3	34%	8.4
3 bed House	40.0%	7.0	30.0%	2.3	37%	9.3
4 bed House	20.0%	3.5	10.0%	0.8	17%	4.3
5 bed House	5.0%	0.9	0.0%	0.0	4%	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
Total number of units	100.0%	17.5	100.0%	7.5	100%	25.0
OMS Unit Floor areas -						
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743			69.0	743
2 bed House	75.0	807			75.0	807
3 bed House	95.0	1,023			95.0	1,023
4 bed House	120.0	1,292			120.0	1,292
5 bed House	135.0	1,453			135.0	1,453
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
AH Unit Floor areas -						
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743			69.0	743
2 bed House	75.0	807			75.0	807
3 bed House	95.0	1,023			95.0	1,023
4 bed House	120.0	1,292			120.0	1,292
5 bed House	135.0	1,453			135.0	1,453
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
Total Gross Floor areas -						
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	155	1,671	155	1,671
2 bed House	459	4,945	169	1,816	628	6,761
3 bed House	665	7,158	214	2,301	879	9,459
4 bed House	420	4,521	90	969	510	5,490
5 bed House	118	1,271	0	0	118	1,271
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	1,663	17,895	628	6,757	2,290	24,652
AH % by floor area:			27.41% AH % by floor area (difference due to mix)			
Open Market Sales values (£) -						
	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)		
1 bed House	256,400	3,716	345	576,900		
2 bed House	290,000	3,867	359	2,428,750		
3 bed House	380,000	4,000	372	3,515,000		
4 bed House	485,000	4,042	375	2,061,250		
5 bed House	560,000	4,148	385	490,000		
1 bed Flat	176,500	3,530	328	0		
2 bed Flat	235,300	3,620	336	0		
				9,071,900		
Affordable Housing values (£) -						
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV
1 bed House	96,150	37.5%	96,150	37.5%	179,480	70%
2 bed House	108,750	37.5%	108,750	37.5%	203,000	70%
3 bed House	142,500	37.5%	142,500	37.5%	250,000	70%
4 bed House	181,875	37.5%	181,875	37.5%	250,000	70%
5 bed House	210,000	37.5%	210,000	37.5%	250,000	70%
1 bed Flat	66,188	37.5%	66,188	37.5%	123,550	70%
2 bed Flat	88,238	37.5%	88,238	37.5%	164,710	70%
* capped @£250K						

Scheme Typology:

Houses

No Units: 25

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Brownfield

Notes:

Median BCIS, Higher S106

GROSS DEVELOPMENT VALUE

OMS GDV -				
(part houses due to % mix)				
1 bed House	0.0	@	256,400	-
2 bed House	6.1	@	290,000	1,776,250
3 bed House	7.0	@	380,000	2,660,000
4 bed House	3.5	@	485,000	1,697,500
5 bed House	0.9	@	560,000	490,000
1 bed Flat	0.0	@	176,500	-
2 bed Flat	0.0	@	235,300	-
	17.5			6,623,750
Affordable Rent GDV -				
1 bed House	0.0	@	96,150	-
2 bed House	0.0	@	108,750	-
3 bed House	0.0	@	142,500	-
4 bed House	0.0	@	181,875	-
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,188	-
2 bed Flat	0.0	@	88,238	-
	0.0			-
Social Rent GDV -				
1 bed House	1.6	@	96,150	149,273
2 bed House	1.6	@	108,750	168,834
3 bed House	1.6	@	142,500	221,231
4 bed House	0.5	@	181,875	94,120
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,188	-
2 bed Flat	0.0	@	88,238	-
	5.2			633,459
First Homes GDV -				
1 bed House	0.6	@	179,480	100,958
2 bed House	0.6	@	203,000	114,188
3 bed House	0.6	@	250,000	140,625
4 bed House	0.2	@	250,000	46,875
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	123,550	-
2 bed Flat	0.0	@	164,710	-
	1.9			402,645
Intermediate GDV -				
1 bed House	0.1	@	179,480	24,230
2 bed House	0.1	@	203,000	27,405
3 bed House	0.1	@	266,000	35,910
4 bed House	0.0	@	339,500	15,278
5 bed House	0.0	@	392,000	-
1 bed Flat	0.0	@	123,550	-
2 bed Flat	0.0	@	164,710	-
	0.5	7.5		102,822
Sub-total GDV Residential				
	25			7,762,676
AH on-site cost analysis:				
	572 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	1,309,224
			52,369 £ per unit (total units)	
Grant				
	8	AH units @	0 per unit	-
Total GDV				
				7,762,676

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone:
Median BCIS, Higher S106

Lower

No Units: 25
Greenfield/Brownfield:

Brownfield

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(11,550)
Planning Application Professional Fees, Surveys and reports					(30,000)
CIL					-
CIL analysis:		1,663 sqm (Market only)	0.00 £ psm		
		0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions					-
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		25 units @	36,349 per unit	(908,725)	(908,725)
Sub-total					
S106 analysis:		1,090,470 £ per ha	11.71% % of GDV	36,349 £ per unit (total units)	
AH Commuted Sum			2,290 sqm (total)	0 £ psm	-
Comm. Sum analysis:			0.00% % of GDV		
cont./					

Scheme Typology: Houses
Site Typology: Location / Value Zone: Lower
Notes: Median BCIS, Higher S106

No Units: 25
Greenfield/Brownfield: Brownfield

Construction Costs -			
Site Clearance, Demolition & Remediation	0.83 ha @	123,550 £ per ha (if brownfield)	(102,958)
Site Infrastructure costs -			
Year 1	0		-
Year 2	0		-
Year 3	0		-
Year 4	0		-
Year 5	0		-
Year 6	0		-
Year 7	0		-
Year 8	0		-
Year 9	0		-
Year 10	0		-
Year 11	0		-
Year 12	0		-
Year 13	0		-
Year 14	0		-
Year 15	0		-
Years 1-15	25 units @	0 per unit	-
Sub-total			-
Infra. Costs analysis: - £ per ha			
	0.00% % of GDV	0 £ per unit (total units)	
1 bed House	155 sqm @	1,607 psm	(249,487)
2 bed House	628 sqm @	1,607 psm	(1,009,397)
3 bed House	879 sqm @	1,607 psm	(1,412,151)
4 bed House	510 sqm @	1,607 psm	(819,570)
5 bed House	118 sqm @	1,607 psm	(189,827)
1 bed Flat	- sqm @	1,760 psm	-
2 bed Flat	- sqm @	1,760 psm	-
Garages for 3 bed House (OMS only)	7 units @	50% @ 8,500 £ per garage	(29,750)
Garages for 4 bed House (OMS only)	4 units @	100% @ 8,500 £ per garage	(29,750)
Garages for 5 bed House (OMS only)	1 units @	100% @ 8,500 £ per garage	(7,438)
External works	3,747,369 @	15.0%	(562,105)
Ext. Works analysis:			
		22,484 £ per unit (total units)	
Policy Costs on design -			
Net Biodiversity costs	25 units @	268 £ per unit	(6,700)
M4(2) Category 2 Housing Aff units	8 units @	95% @ 625 £ per unit	(4,453)
M4(3) Category 3 Housing Aff units (>20 uni	8 units @	5% @ 12,133 £ per unit	(4,450)
M4(2) Category 2 Housing OMS units	18 units @	95% @ 625 £ per unit	(10,391)
M4(3) Category 3 Housing OMS units (>20 u	- units @	5% @ 12,133 £ per unit	-
Part L/FHS (houses)	25 units @	5,816 £ per unit	(145,400)
Part L/FHS (flats)	- units @	2,712 £ per unit	-
Additional Low Carbon/Energy Reduction (houses)	25 units @	0 £ per unit	-
Additional Low Carbon/Energy Reduction (flats)	- units @	0 £ per unit	-
EV Charging Points - Houses	25 units @	0 £ per unit	-
EV Charging Points - Flats	- units @	0 £ per unit	-
Water Efficiency (houses)	25 units @	2,683 £ per unit	(67,075)
Water Efficiency (flats)	- units @	909 £ per unit	-
Broadband infrastructure (< 20 units only)	units @	747 £ per unit	-
Sub-total			(238,569)
Policy Costs analysis: (design costs only)			
		9,543 £ per unit (total units)	
Contingency (on construction)	4,651,002 @	5.0%	(232,550)
Professional Fees	4,651,002 @	6.5%	(302,315)
Disposal Costs -			
OMS Marketing and Promotion	6,623,750 OMS @	3.00%	7,949 £ per unit (198,713)
Residential Sales Agent Costs	6,623,750 OMS @	1.00%	2,650 £ per unit (66,238)
Residential Sales Legal Costs	6,623,750 OMS @	0.50%	1,325 £ per unit (33,119)
Affordable Sale Legal Costs	1,138,926 AH @	0.25%	114 £ per unit (2,847)
Disposal Cost analysis:			
		12,037 £ per unit	
Interest (on Development Costs) -	7.00% APR	0.565% pcm	(67,204)
Developers Profit -			
Profit on OMS	6,623,750	20.00%	(1,324,750)
Margin on AH	1,138,926	6.00% on AH values	(68,336)
Profit analysis:			
	7,762,676	17.95% blended GDV	(1,393,086)
	6,504,262	21.42% on costs	(1,393,086)
TOTAL COSTS			(7,897,348)

Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Lower**
 Notes: Median BCIS, Higher S106

No Units: **25**
 Greenfield/Brownfield: **Brownfield**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				(134,671)
SDLT	-	@	HMRC formula	-
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	7.00%	-
Residual Land Value				(134,671)
RLV analysis:	(5,387) £ per plot	(161,606) £ per ha (net)	(65,401) £ per acre (net)	
		(145,445) £ per ha (gross)	(58,861) £ per acre (gross)	
			-1.73% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density		30.0 dph (net)		
Site Area (net)		0.83 ha (net)	2.06 acres (net)	
Net to Gross ratio		90%		
Site Area (gross)		0.93 ha (gross)	2.29 acres (gross)	
Benchmark Land Value (net)	32,947 £ per plot	988,400 £ per ha (net)	400,000 £ per acre (net)	823,667
BLV analysis:	Density	2,748 sqm/ha (net)	11,972 sqft/ac (net)	
		27 dph (gross)		
		889,560 £ per ha (gross)	360,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	(1,150,006) £ per ha (net)	(465,401) £ per acre (net)	(958,338)

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))		(465,401)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm 0.00	0.00	(208,493)	(269,238)	(331,373)	(395,586)	(465,401)	(535,626)	(605,852)	
	10.00	(217,615)	(277,854)	(339,907)	(403,964)	(473,604)	(543,243)	(612,883)	
	20.00	(226,738)	(286,470)	(348,485)	(412,753)	(481,807)	(550,860)	(619,914)	
	30.00	(235,861)	(295,266)	(357,063)	(421,542)	(490,010)	(558,477)	(626,945)	
	40.00	(244,984)	(304,181)	(365,641)	(430,331)	(498,213)	(566,094)	(633,976)	
	50.00	(254,107)	(313,096)	(374,219)	(439,120)	(506,416)	(573,711)	(641,007)	
	60.00	(263,230)	(322,011)	(382,797)	(447,909)	(514,619)	(581,328)	(648,038)	
	70.00	(272,352)	(330,925)	(391,375)	(456,697)	(522,821)	(588,945)	(655,069)	
	80.00	(281,475)	(339,985)	(399,953)	(465,486)	(531,024)	(596,562)	(662,100)	
	90.00	(290,623)	(349,099)	(409,323)	(474,275)	(539,227)	(604,179)	(669,132)	
	100.00	(300,062)	(358,213)	(418,698)	(483,064)	(547,430)	(611,796)	(676,163)	
	110.00	(309,501)	(367,327)	(428,073)	(491,853)	(555,633)	(619,413)	(683,194)	
	120.00	(318,941)	(376,442)	(437,447)	(500,642)	(563,836)	(627,030)	(690,225)	
	130.00	(328,380)	(385,556)	(446,822)	(509,431)	(572,039)	(634,647)	(697,256)	
	140.00	(337,919)	(394,670)	(456,197)	(518,219)	(580,242)	(642,264)	(704,287)	
	150.00	(347,569)	(404,135)	(465,572)	(527,008)	(588,445)	(649,881)	(711,318)	
	160.00	(357,219)	(414,096)	(474,946)	(535,797)	(596,648)	(657,498)	(718,349)	
	170.00	(366,869)	(424,057)	(484,321)	(544,586)	(604,851)	(665,115)	(725,380)	
	180.00	(376,520)	(434,017)	(493,696)	(553,375)	(613,054)	(672,732)	(732,411)	
	190.00	(386,170)	(443,978)	(503,071)	(562,164)	(621,257)	(680,349)	(739,442)	
	200.00	(395,820)	(453,939)	(512,446)	(570,953)	(629,460)	(687,966)	(746,473)	
	210.00	(405,978)	(463,899)	(521,820)	(579,741)	(637,662)	(695,583)	(753,505)	
	220.00	(416,525)	(473,860)	(531,195)	(588,530)	(645,865)	(703,200)	(760,536)	
	230.00	(427,072)	(483,821)	(540,570)	(597,319)	(654,068)	(710,818)	(767,567)	
	240.00	(437,618)	(493,781)	(549,945)	(606,108)	(662,271)	(718,435)	(774,598)	
	250.00	(448,165)	(503,742)	(559,319)	(614,897)	(670,474)	(726,052)	(781,629)	

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Lower
Median BCIS, Higher S106

No Units: 25
Greenfield/Brownfield: Brownfield

TABLE 2

		Affordable Housing - % on site 30%						
Balance (RLV - BLV)	(465,401)	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	179,350	118,605	57,860	(2,885)	(63,630)	(124,375)	(185,120)
	5%	159,958	99,213	38,468	(22,277)	(83,022)	(143,767)	(204,512)
	10%	140,566	79,821	19,076	(41,669)	(102,414)	(163,159)	(223,904)
	15%	121,174	60,429	(316)	(61,061)	(121,806)	(182,551)	(243,296)
	20%	101,782	41,037	(19,708)	(80,453)	(141,198)	(201,943)	(262,688)
	25%	82,390	21,645	(39,100)	(99,845)	(160,590)	(221,335)	(282,080)
	30%	62,997	2,252	(58,493)	(119,238)	(179,983)	(240,728)	(301,875)
	35%	43,605	(17,140)	(77,885)	(138,630)	(199,375)	(260,120)	(321,939)
	40%	24,213	(36,532)	(97,277)	(158,022)	(218,767)	(279,512)	(342,197)
	45%	4,821	(55,924)	(116,669)	(177,414)	(238,159)	(299,217)	(362,711)
	50%	(14,571)	(75,316)	(136,061)	(196,806)	(257,551)	(319,282)	(383,224)
	55%	(33,963)	(94,708)	(155,453)	(216,198)	(276,943)	(339,480)	(404,084)
	60%	(53,355)	(114,100)	(174,845)	(235,590)	(296,559)	(359,993)	(426,502)
	65%	(72,748)	(133,493)	(194,238)	(254,983)	(316,624)	(380,507)	(448,921)
	70%	(92,140)	(152,885)	(213,630)	(274,375)	(336,763)	(401,114)	(471,340)
	75%	(111,532)	(172,277)	(233,022)	(293,902)	(357,276)	(423,533)	(493,758)
	80%	(130,924)	(191,669)	(252,414)	(313,966)	(377,790)	(445,952)	(516,177)
	85%	(150,316)	(211,061)	(271,806)	(334,046)	(398,303)	(468,370)	(538,596)
	90%	(169,708)	(230,453)	(291,244)	(354,559)	(420,564)	(490,789)	(561,014)
	95%	(189,100)	(249,845)	(311,309)	(375,073)	(442,982)	(513,208)	(583,433)
	100%	(208,493)	(269,238)	(331,373)	(395,586)	(465,401)	(535,626)	(605,852)
	105%	(227,885)	(288,630)	(351,842)	(417,594)	(487,820)	(558,045)	(628,270)
	110%	(247,277)	(308,651)	(372,355)	(440,013)	(510,238)	(580,464)	(650,689)
	115%	(266,669)	(328,716)	(392,869)	(462,431)	(532,657)	(602,882)	(673,108)
	120%	(286,061)	(349,125)	(414,625)	(484,850)	(555,076)	(625,301)	(695,526)
	125%	(305,993)	(369,638)	(437,043)	(507,269)	(577,494)	(647,720)	(717,945)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	(465,401)	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 0.00	0	(313,129)	(342,110)	(371,543)	(401,067)	(433,234)	(465,401)	(497,568)
	10	(320,471)	(349,616)	(379,049)	(409,270)	(441,437)	(473,604)	(505,771)
	20	(327,812)	(357,121)	(386,554)	(417,473)	(449,640)	(481,807)	(513,974)
	30	(335,194)	(364,627)	(394,060)	(425,675)	(457,843)	(490,010)	(522,177)
	40	(342,700)	(372,133)	(401,711)	(433,878)	(466,046)	(498,213)	(530,380)
	50	(350,206)	(379,639)	(409,914)	(442,081)	(474,248)	(506,416)	(538,583)
	60	(357,711)	(387,144)	(418,117)	(450,284)	(482,451)	(514,619)	(546,786)
	70	(365,217)	(394,650)	(426,320)	(458,487)	(490,654)	(522,821)	(554,989)
	80	(372,723)	(402,356)	(434,523)	(466,690)	(498,857)	(531,024)	(563,192)
	90	(380,228)	(410,559)	(442,726)	(474,893)	(507,060)	(539,227)	(571,394)
	100	(387,734)	(418,762)	(450,929)	(483,096)	(515,263)	(547,430)	(579,597)
	110	(395,240)	(426,965)	(459,132)	(491,299)	(523,466)	(555,633)	(587,800)
	120	(403,000)	(435,168)	(467,335)	(499,502)	(531,669)	(563,836)	(596,003)
	130	(411,203)	(443,370)	(475,538)	(507,705)	(539,872)	(572,039)	(604,206)
	140	(419,406)	(451,573)	(483,741)	(515,908)	(548,075)	(580,242)	(612,409)
	150	(427,609)	(459,776)	(491,943)	(524,111)	(556,278)	(588,445)	(620,612)
	160	(435,812)	(467,979)	(500,146)	(532,314)	(564,481)	(596,648)	(628,815)
	170	(444,015)	(476,182)	(508,349)	(540,516)	(572,684)	(604,851)	(637,018)
	180	(452,218)	(484,385)	(516,552)	(548,719)	(580,887)	(613,054)	(645,221)
	190	(460,421)	(492,588)	(524,755)	(556,922)	(589,089)	(621,257)	(653,424)
	200	(468,624)	(500,791)	(532,958)	(565,125)	(597,292)	(629,460)	(661,627)
	210	(476,827)	(508,994)	(541,161)	(573,328)	(605,495)	(637,662)	(669,830)
	220	(485,030)	(517,197)	(549,364)	(581,531)	(613,698)	(645,865)	(678,033)
	230	(493,233)	(525,400)	(557,567)	(589,734)	(621,901)	(654,068)	(686,235)
	240	(501,436)	(533,603)	(565,770)	(597,937)	(630,104)	(662,271)	(694,438)
	250	(509,638)	(541,806)	(573,973)	(606,140)	(638,307)	(670,474)	(702,641)

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Lower
Median BCIS, Higher S106

No Units: 25
Greenfield/Brownfield: Brownfield

		BLV (per acre)						
		400,000						
Balance (RLV - BLV)		(465,401)	150,000	200,000	250,000	300,000	350,000	400,000
CIL Epsm 0.00	0	(215,401)	(265,401)	(315,401)	(365,401)	(415,401)	(465,401)	(515,401)
	10	(223,604)	(273,604)	(323,604)	(373,604)	(423,604)	(473,604)	(523,604)
	20	(231,807)	(281,807)	(331,807)	(381,807)	(431,807)	(481,807)	(531,807)
	30	(240,010)	(290,010)	(340,010)	(390,010)	(440,010)	(490,010)	(540,010)
	40	(248,213)	(298,213)	(348,213)	(398,213)	(448,213)	(498,213)	(548,213)
	50	(256,416)	(306,416)	(356,416)	(406,416)	(456,416)	(506,416)	(556,416)
	60	(264,619)	(314,619)	(364,619)	(414,619)	(464,619)	(514,619)	(564,619)
	70	(272,821)	(322,821)	(372,821)	(422,821)	(472,821)	(522,821)	(572,821)
	80	(281,024)	(331,024)	(381,024)	(431,024)	(481,024)	(531,024)	(581,024)
	90	(289,227)	(339,227)	(389,227)	(439,227)	(489,227)	(539,227)	(589,227)
	100	(297,430)	(347,430)	(397,430)	(447,430)	(497,430)	(547,430)	(597,430)
	110	(305,633)	(355,633)	(405,633)	(455,633)	(505,633)	(555,633)	(605,633)
	120	(313,836)	(363,836)	(413,836)	(463,836)	(513,836)	(563,836)	(613,836)
	130	(322,039)	(372,039)	(422,039)	(472,039)	(522,039)	(572,039)	(622,039)
	140	(330,242)	(380,242)	(430,242)	(480,242)	(530,242)	(580,242)	(630,242)
	150	(338,445)	(388,445)	(438,445)	(488,445)	(538,445)	(588,445)	(638,445)
	160	(346,648)	(396,648)	(446,648)	(496,648)	(546,648)	(596,648)	(646,648)
	170	(354,851)	(404,851)	(454,851)	(504,851)	(554,851)	(604,851)	(654,851)
	180	(363,054)	(413,054)	(463,054)	(513,054)	(563,054)	(613,054)	(663,054)
	190	(371,257)	(421,257)	(471,257)	(521,257)	(571,257)	(621,257)	(671,257)
	200	(379,460)	(429,460)	(479,460)	(529,460)	(579,460)	(629,460)	(679,460)
	210	(387,662)	(437,662)	(487,662)	(537,662)	(587,662)	(637,662)	(687,662)
	220	(395,865)	(445,865)	(495,865)	(545,865)	(595,865)	(645,865)	(695,865)
	230	(404,068)	(454,068)	(504,068)	(554,068)	(604,068)	(654,068)	(704,068)
	240	(412,271)	(462,271)	(512,271)	(562,271)	(612,271)	(662,271)	(712,271)
	250	(420,474)	(470,474)	(520,474)	(570,474)	(620,474)	(670,474)	(720,474)

		Density (dph)						
		30						
Balance (RLV - BLV)		(465,401)	25	30	35	40	45	50
CIL Epsm 0.00	0	(464,223)	(465,401)	(466,579)	(467,758)	(468,936)	(470,114)	(471,293)
	10	(471,058)	(473,604)	(476,149)	(478,695)	(481,240)	(483,786)	(486,331)
	20	(477,894)	(481,807)	(485,719)	(489,632)	(493,545)	(497,457)	(501,370)
	30	(484,730)	(490,010)	(495,290)	(500,569)	(505,849)	(511,129)	(516,409)
	40	(491,566)	(498,213)	(504,860)	(511,507)	(518,154)	(524,801)	(531,448)
	50	(498,401)	(506,416)	(514,430)	(522,444)	(530,458)	(538,472)	(546,486)
	60	(505,237)	(514,619)	(524,000)	(533,381)	(542,762)	(552,144)	(561,525)
	70	(512,073)	(522,821)	(533,570)	(544,318)	(555,067)	(565,815)	(576,564)
	80	(518,909)	(531,024)	(543,140)	(555,256)	(567,371)	(579,487)	(591,602)
	90	(525,745)	(539,227)	(552,710)	(566,193)	(579,676)	(593,158)	(606,641)
	100	(532,580)	(547,430)	(562,280)	(577,130)	(591,980)	(606,830)	(621,680)
	110	(539,416)	(555,633)	(571,850)	(588,067)	(604,284)	(620,501)	(636,718)
	120	(546,252)	(563,836)	(581,420)	(599,005)	(616,589)	(634,173)	(651,757)
	130	(553,088)	(572,039)	(590,990)	(609,942)	(628,893)	(647,844)	(666,796)
	140	(559,923)	(580,242)	(600,560)	(620,879)	(641,198)	(661,516)	(681,835)
	150	(566,759)	(588,445)	(610,131)	(631,816)	(653,502)	(675,188)	(696,873)
	160	(573,595)	(596,648)	(619,701)	(642,753)	(665,806)	(688,859)	(711,912)
	170	(580,431)	(604,851)	(629,271)	(653,691)	(678,111)	(702,531)	(726,951)
	180	(587,267)	(613,054)	(638,841)	(664,628)	(690,415)	(716,202)	(741,989)
	190	(594,102)	(621,257)	(648,411)	(675,565)	(702,719)	(729,874)	(757,028)
	200	(600,938)	(629,460)	(657,981)	(686,502)	(715,024)	(743,545)	(772,067)
	210	(607,774)	(637,662)	(667,551)	(697,440)	(727,328)	(757,217)	(787,105)
	220	(614,610)	(645,865)	(677,121)	(708,377)	(739,633)	(770,888)	(802,144)
	230	(621,445)	(654,068)	(686,691)	(719,314)	(751,937)	(784,560)	(817,183)
	240	(628,281)	(662,271)	(696,261)	(730,251)	(764,241)	(798,232)	(832,222)
	250	(635,117)	(670,474)	(705,831)	(741,189)	(776,546)	(811,903)	(847,260)

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Lower
Median BCIS, Higher S106

No Units: 25
Greenfield/Brownfield: Brownfield

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(465,401)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0	(248,963)	(352,734)	(465,401)	(582,458)	(699,516)	(816,574)	(933,631)
	10	(256,059)	(360,240)	(473,604)	(590,661)	(707,719)	(824,776)	(941,834)
	20	(263,154)	(367,746)	(481,807)	(598,864)	(715,922)	(832,979)	(950,037)
	30	(270,250)	(375,251)	(490,010)	(607,067)	(724,125)	(841,182)	(958,240)
	40	(277,345)	(382,757)	(498,213)	(615,270)	(732,328)	(849,385)	(966,443)
	50	(284,441)	(390,263)	(506,416)	(623,473)	(740,531)	(857,588)	(974,646)
	60	(291,534)	(397,768)	(514,619)	(631,676)	(748,734)	(865,791)	(982,849)
	70	(298,935)	(405,764)	(522,821)	(639,879)	(756,937)	(873,994)	(991,052)
	80	(306,277)	(413,967)	(531,024)	(648,082)	(765,139)	(882,197)	(999,255)
	90	(313,619)	(422,170)	(539,227)	(656,285)	(773,342)	(890,400)	(1,007,457)
	100	(320,960)	(430,373)	(547,430)	(664,488)	(781,545)	(898,603)	(1,015,660)
	110	(328,302)	(438,576)	(555,633)	(672,691)	(789,748)	(906,806)	(1,023,863)
	120	(335,695)	(446,779)	(563,836)	(680,894)	(797,951)	(915,009)	(1,032,066)
	130	(343,200)	(454,981)	(572,039)	(689,097)	(806,154)	(923,212)	(1,040,269)
	140	(350,706)	(463,184)	(580,242)	(697,299)	(814,357)	(931,415)	(1,048,472)
	150	(358,212)	(471,387)	(588,445)	(705,502)	(822,560)	(939,617)	(1,056,675)
	160	(365,717)	(479,590)	(596,648)	(713,705)	(830,763)	(947,820)	(1,064,878)
	170	(373,223)	(487,793)	(604,851)	(721,908)	(838,966)	(956,023)	(1,073,081)
	180	(380,729)	(495,996)	(613,054)	(730,111)	(847,169)	(964,226)	(1,081,284)
	190	(388,234)	(504,199)	(621,257)	(738,314)	(855,372)	(972,429)	(1,089,487)
	200	(395,740)	(512,402)	(629,460)	(746,517)	(863,575)	(980,632)	(1,097,690)
	210	(403,547)	(520,605)	(637,662)	(754,720)	(871,778)	(988,835)	(1,105,893)
	220	(411,750)	(528,808)	(645,865)	(762,923)	(879,980)	(997,038)	(1,114,096)
	230	(419,953)	(537,011)	(654,068)	(771,126)	(888,183)	(1,005,241)	(1,122,298)
	240	(428,156)	(545,214)	(662,271)	(779,329)	(896,386)	(1,013,444)	(1,130,501)
	250	(436,359)	(553,417)	(670,474)	(787,532)	(904,589)	(1,021,647)	(1,138,704)

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(465,401)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0	(710,583)	(587,992)	(465,401)	(347,671)	(239,390)	(133,349)	(27,307)
	10	(718,786)	(596,195)	(473,604)	(355,177)	(246,486)	(140,444)	(34,403)
	20	(726,989)	(604,398)	(481,807)	(362,682)	(253,581)	(147,540)	(41,498)
	30	(735,192)	(612,601)	(490,010)	(370,188)	(260,677)	(154,635)	(48,594)
	40	(743,395)	(620,804)	(498,213)	(377,694)	(267,772)	(161,731)	(55,690)
	50	(751,598)	(629,007)	(506,416)	(385,199)	(274,868)	(168,826)	(62,785)
	60	(759,801)	(637,210)	(514,619)	(392,705)	(281,963)	(175,922)	(69,881)
	70	(768,004)	(645,413)	(522,821)	(400,230)	(289,059)	(183,017)	(76,976)
	80	(776,207)	(653,615)	(531,024)	(408,433)	(296,372)	(190,113)	(84,072)
	90	(784,410)	(661,818)	(539,227)	(416,636)	(303,713)	(197,209)	(91,167)
	100	(792,612)	(670,021)	(547,430)	(424,839)	(311,055)	(204,304)	(98,263)
	110	(800,815)	(678,224)	(555,633)	(433,042)	(318,397)	(211,400)	(105,358)
	120	(809,018)	(686,427)	(563,836)	(441,245)	(325,738)	(218,495)	(112,454)
	130	(817,221)	(694,630)	(572,039)	(449,448)	(333,080)	(225,591)	(119,549)
	140	(825,424)	(702,833)	(580,242)	(457,651)	(340,580)	(232,686)	(126,645)
	150	(833,627)	(711,036)	(588,445)	(465,854)	(348,085)	(239,782)	(133,740)
	160	(841,830)	(719,239)	(596,648)	(474,057)	(355,591)	(246,877)	(140,836)
	170	(850,033)	(727,442)	(604,851)	(482,260)	(363,097)	(253,973)	(147,931)
	180	(858,236)	(735,645)	(613,054)	(490,463)	(370,602)	(261,068)	(155,027)
	190	(866,439)	(743,848)	(621,257)	(498,665)	(378,108)	(268,164)	(162,123)
	200	(874,642)	(752,051)	(629,460)	(506,868)	(385,614)	(275,259)	(169,218)
	210	(882,845)	(760,254)	(637,662)	(515,071)	(393,119)	(282,355)	(176,314)
	220	(891,048)	(768,456)	(645,865)	(523,274)	(400,683)	(289,450)	(183,409)
	230	(899,251)	(776,659)	(654,068)	(531,477)	(408,886)	(296,777)	(190,505)
	240	(907,453)	(784,862)	(662,271)	(539,680)	(417,089)	(304,119)	(197,600)
	250	(915,656)	(793,065)	(670,474)	(547,883)	(425,292)	(311,460)	(204,696)

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: **AD** (see Typologies Matrix)
 Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Lower** No Units: **40**
 Notes: Median BCIS, Higher S106 Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		40 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:		69.0%		69.0% % Rented	
First Homes:		25.0%			
Intermediate (Affordable Home Ownership):		6.0%		9.3% % of total (>10% First Homes PPG 023)	
		100%		100.0%	
CIL Rate (£ psm)		0.00 £ psm			
Unit mix -		OMS Unit mix%		MV # units	
1 bed House		0.0%		0.0	
2 bed House		35.0%		9.8	
3 bed House		40.0%		11.2	
4 bed House		20.0%		5.6	
5 bed House		5.0%		1.4	
1 bed Flat		0.0%		0.0	
2 bed Flat		0.0%		0.0	
Total number of units		100.0%		28.0	
Net area per unit		Net to Gross %		Gross (GIA) per unit	
(sqm)		(sqft)		(sqm)	
1 bed House		69.0		743	
2 bed House		75.0		807	
3 bed House		95.0		1,023	
4 bed House		120.0		1,292	
5 bed House		135.0		1,453	
1 bed Flat		50.0		538	
2 bed Flat		65.0		700	
Net area per unit		Net to Gross %		Gross (GIA) per unit	
(sqm)		(sqft)		(sqm)	
1 bed House		69.0		743	
2 bed House		75.0		807	
3 bed House		95.0		1,023	
4 bed House		120.0		1,292	
5 bed House		135.0		1,453	
1 bed Flat		50.0		538	
2 bed Flat		65.0		700	
Total Gross Floor areas -		OMS Units GIA		AH units GIA	
(sqm)		(sqft)		(sqm)	
1 bed House		0		248	
2 bed House		735		2,674	
3 bed House		1,064		2,906	
4 bed House		672		1,005	
5 bed House		189		1,406	
1 bed Flat		0		816	
2 bed Flat		0		1,550	

* capped @£250K

Scheme Typology:

Houses

No Units: 40

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Brownfield

Notes:

Median BCIS, Higher S106

GROSS DEVELOPMENT VALUE

OMS GDV -				
(part houses due to % mix)				
1 bed House	0.0	@	256,400	-
2 bed House	9.8	@	290,000	2,842,000
3 bed House	11.2	@	380,000	4,256,000
4 bed House	5.6	@	485,000	2,716,000
5 bed House	1.4	@	560,000	784,000
1 bed Flat	0.0	@	176,500	-
2 bed Flat	0.0	@	235,300	-
	28.0			10,598,000
Affordable Rent GDV -				
1 bed House	0.0	@	96,150	-
2 bed House	0.0	@	108,750	-
3 bed House	0.0	@	142,500	-
4 bed House	0.0	@	181,875	-
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,188	-
2 bed Flat	0.0	@	88,238	-
	0.0			-
Social Rent GDV -				
1 bed House	2.5	@	96,150	238,837
2 bed House	2.5	@	108,750	270,135
3 bed House	2.5	@	142,500	353,970
4 bed House	0.8	@	181,875	150,593
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,188	-
2 bed Flat	0.0	@	88,238	-
	8.3			1,013,534
First Homes GDV -				
1 bed House	0.9	@	179,480	161,532
2 bed House	0.9	@	203,000	182,700
3 bed House	0.9	@	250,000	225,000
4 bed House	0.3	@	250,000	75,000
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	123,550	-
2 bed Flat	0.0	@	164,710	-
	3.0			644,232
Intermediate GDV -				
1 bed House	0.2	@	179,480	38,768
2 bed House	0.2	@	203,000	43,848
3 bed House	0.2	@	266,000	57,456
4 bed House	0.1	@	339,500	24,444
5 bed House	0.0	@	392,000	-
1 bed Flat	0.0	@	123,550	-
2 bed Flat	0.0	@	164,710	-
	0.7	12.0		164,516
Sub-total GDV Residential				
	40			12,420,282
AH on-site cost analysis:				
	572 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	2,094,758
			52,369 £ per unit (total units)	
Grant				
	12	AH units @	0 per unit	-
Total GDV				
				12,420,282

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone:
Median BCIS, Higher S106

Lower

No Units: 40
Greenfield/Brownfield:

Brownfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(18,480)
Planning Application Professional Fees, Surveys and reports				(60,000)
CIL				-
	2,660 sqm (Market only)	0.00 £ psm		
	0.00% % of GDV	0 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	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	40 units @	36,349 per unit	(1,453,960)
	Sub-total			(1,453,960)
	S106 analysis:	1,090,470 £ per ha	11.71% % of GDV	36,349 £ per unit (total units)
AH Commuted Sum	3,664 sqm (total)	0 £ psm		-
	Comm. Sum analysis:	0.00% % of GDV		
cont./				

Scheme Typology: Houses
Site Typology: Location / Value Zone: Lower
Notes: Median BCIS, Higher S106

No Units: 40
Greenfield/Brownfield: Brownfield

Construction Costs -						
Site Clearance, Demolition & Remediation		1.33 ha @		123,550 £ per ha (if brownfield)		(164,733)
Site Infrastructure costs -						
Year 1		0				-
Year 2		0				-
Year 3		0				-
Year 4		0				-
Year 5		0				-
Year 6		0				-
Year 7		0				-
Year 8		0				-
Year 9		0				-
Year 10		0				-
Year 11		0				-
Year 12		0				-
Year 13		0				-
Year 14		0				-
Year 15		0				-
Years 1-15		40 units @		0 per unit		-
Sub-total						-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House		248 sqm @		1,607 psm		(399,179)
2 bed House		1,005 sqm @		1,607 psm		(1,615,035)
3 bed House		1,406 sqm @		1,607 psm		(2,259,442)
4 bed House		816 sqm @		1,607 psm		(1,311,312)
5 bed House		189 sqm @		1,607 psm		(303,723)
1 bed Flat		- sqm @		1,760 psm		-
2 bed Flat		- sqm @		1,760 psm		-
Garages for 3 bed House (OMS only)	11 units @	50% @		8,500 £ per garage		(47,600)
Garages for 4 bed House (OMS only)	6 units @	100% @		8,500 £ per garage		(47,600)
Garages for 5 bed House (OMS only)	1 units @	100% @		8,500 £ per garage		(11,900)
External works		5,995,791 @		15.0%		(899,369)
Ext. Works analysis:				22,484 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity costs		40 units @		268 £ per unit		(10,720)
M4(2) Category 2 Housing Aff units	12 units @	95% @		625 £ per unit		(7,125)
M4(3) Category 3 Housing Aff units (>20 uni	12 units @	5% @		12,133 £ per unit		(7,280)
M4(2) Category 2 Housing OMS units	28 units @	95% @		625 £ per unit		(16,625)
M4(3) Category 3 Housing OMS units (>20 u	- units @	5% @		12,133 £ per unit		-
Part L/FHS (houses)	40 units @			5,816 £ per unit		(232,640)
Part L/FHS (flats)	- units @			2,712 £ per unit		-
Additional Low Carbon/Energy Reduction (houses)	40 units @			0 £ per unit		-
Additional Low Carbon/Energy Reduction (flats)	- units @			0 £ per unit		-
EV Charging Points - Houses	40 units @			0 £ per unit		-
EV Charging Points - Flats	- units @			0 £ per unit		-
Water Efficiency (houses)	40 units @			2,683 £ per unit		(107,320)
Water Efficiency (flats)	- units @			909 £ per unit		-
Broadband infrastructure (< 20 units only)	units @			747 £ per unit		-
Sub-total						(381,710)
Policy Costs analysis: (design costs only)				9,543 £ per unit (total units)		
Contingency (on construction)		7,441,603 @		5.0%		(372,080)
Professional Fees		7,441,603 @		6.5%		(483,704)
Disposal Costs -						
OMS Marketing and Promotion	10,598,000 OMS @		3.00%	7,949 £ per unit		(317,940)
Residential Sales Agent Costs	10,598,000 OMS @		1.00%	2,650 £ per unit		(105,980)
Residential Sales Legal Costs	10,598,000 OMS @		0.50%	1,325 £ per unit		(52,990)
Affordable Sale Legal Costs	1,822,282 AH @		0.25%	114 £ per unit		(4,556)
Disposal Cost analysis:				12,037 £ per unit		
Interest (on Development Costs) -		7.00% APR		0.565% pcm		(73,799)
Developers Profit -						
Profit on OMS	10,598,000		20.00%			(2,119,600)
Margin on AH	1,822,282		6.00% on AH values			(109,337)
Profit analysis:		12,420,282		17.95% blended GDV		(2,228,937)
	10,385,091			21.46% on costs		(2,228,937)
TOTAL COSTS						(12,614,028)

Scheme Typology: **Houses**
 Site Typology: Location / Value Zone: **Lower**
 Notes: Median BCIS, Higher S106

No Units: **40**
 Greenfield/Brownfield: **Brownfield**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				(193,746)
SDLT	-	@	HMRC formula	-
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	7.00%	-
Residual Land Value				(193,746)
RLV analysis:	(4,844) £ per plot	(145,310) £ per ha (net)	(58,806) £ per acre (net)	
		(130,779) £ per ha (gross)	(52,925) £ per acre (gross)	
			-1.56% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density		30.0	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)
Benchmark Land Value (net)	32,947 £ per plot	988,400 £ per ha (net)	400,000 £ per acre (net)	1,317,867
BLV analysis:	Density	2,748 sqm/ha (net)	11,972 sqft/ac (net)	
		27 dph (gross)		
		889,560 £ per ha (gross)	360,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	(1,133,710) £ per ha (net)	(458,806) £ per acre (net)	(1,511,613)

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))		(458,806)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm 0.00	0.00	(204,257)	(265,112)	(325,968)	(389,434)	(458,806)	(529,160)	(599,513)	
	10.00	(213,325)	(273,677)	(334,128)	(397,428)	(466,960)	(536,732)	(606,503)	
	20.00	(222,394)	(282,242)	(342,469)	(405,926)	(475,115)	(544,303)	(613,492)	
	30.00	(231,463)	(290,807)	(350,810)	(414,663)	(483,269)	(551,875)	(620,482)	
	40.00	(240,532)	(299,372)	(359,169)	(423,399)	(491,423)	(559,447)	(627,471)	
	50.00	(249,600)	(307,937)	(367,696)	(432,136)	(499,578)	(567,019)	(634,460)	
	60.00	(258,669)	(316,502)	(376,223)	(440,873)	(507,732)	(574,591)	(641,450)	
	70.00	(267,738)	(325,067)	(384,750)	(449,610)	(515,886)	(582,163)	(648,439)	
	80.00	(276,807)	(333,717)	(393,277)	(458,346)	(524,040)	(589,735)	(655,429)	
	90.00	(285,875)	(342,579)	(401,972)	(467,083)	(532,195)	(597,306)	(662,418)	
	100.00	(294,944)	(351,441)	(411,291)	(475,820)	(540,349)	(604,878)	(669,407)	
	110.00	(304,013)	(360,347)	(420,610)	(484,557)	(548,503)	(612,450)	(676,397)	
	120.00	(313,081)	(369,407)	(429,929)	(493,293)	(556,658)	(620,022)	(683,386)	
	130.00	(322,150)	(378,467)	(439,248)	(502,030)	(564,812)	(627,594)	(690,376)	
	140.00	(331,220)	(387,527)	(448,567)	(510,767)	(572,966)	(635,166)	(697,365)	
	150.00	(340,604)	(396,587)	(457,887)	(519,504)	(581,121)	(642,738)	(704,354)	
	160.00	(349,987)	(406,171)	(467,206)	(528,240)	(589,275)	(650,309)	(711,344)	
	170.00	(359,393)	(416,073)	(476,525)	(536,977)	(597,429)	(657,881)	(718,333)	
	180.00	(368,986)	(425,975)	(485,844)	(545,714)	(605,583)	(665,453)	(725,323)	
	190.00	(378,579)	(435,876)	(495,163)	(554,451)	(613,738)	(673,025)	(732,312)	
	200.00	(388,172)	(445,778)	(504,483)	(563,187)	(621,892)	(680,597)	(739,301)	
	210.00	(397,765)	(455,680)	(513,802)	(571,924)	(630,046)	(688,169)	(746,291)	
	220.00	(408,041)	(465,581)	(523,121)	(580,661)	(638,201)	(695,740)	(753,280)	
	230.00	(418,526)	(475,483)	(532,440)	(589,398)	(646,355)	(703,312)	(760,270)	
	240.00	(429,010)	(485,385)	(541,759)	(598,134)	(654,509)	(710,884)	(767,259)	
	250.00	(439,494)	(495,286)	(551,079)	(606,871)	(662,664)	(718,456)	(774,248)	

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Lower
Median BCIS, Higher S106

No Units: 40
Greenfield/Brownfield: Brownfield

TABLE 2

		Affordable Housing - % on site 30%						
Balance (RLV - BLV)	(458,806)	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	181,287	120,431	59,575	(1,281)	(62,137)	(122,993)	(183,849)
	5%	162,010	101,154	40,298	(20,558)	(81,414)	(142,270)	(203,126)
	10%	142,733	81,877	21,021	(39,835)	(100,691)	(161,547)	(222,403)
	15%	123,456	62,600	1,744	(59,112)	(119,968)	(180,824)	(241,680)
	20%	104,178	43,322	(17,534)	(78,389)	(139,245)	(200,101)	(260,957)
	25%	84,901	24,045	(36,811)	(97,667)	(158,523)	(219,379)	(280,234)
	30%	65,624	4,768	(56,088)	(116,944)	(177,800)	(238,656)	(299,512)
	35%	46,347	(14,509)	(75,365)	(136,221)	(197,077)	(257,933)	(318,789)
	40%	27,070	(33,786)	(94,642)	(155,498)	(216,354)	(277,210)	(338,305)
	45%	7,792	(53,063)	(113,919)	(174,775)	(235,631)	(296,487)	(358,251)
	50%	(11,485)	(72,341)	(133,197)	(194,053)	(254,908)	(315,764)	(378,640)
	55%	(30,762)	(91,618)	(152,474)	(213,330)	(274,186)	(335,176)	(399,032)
	60%	(50,039)	(110,895)	(171,751)	(232,607)	(293,463)	(355,121)	(421,227)
	65%	(69,316)	(130,172)	(191,028)	(251,884)	(312,740)	(375,441)	(454,513)
	70%	(88,593)	(149,449)	(210,305)	(271,161)	(332,046)	(395,832)	(465,799)
	75%	(107,871)	(168,727)	(229,583)	(290,438)	(351,992)	(417,731)	(488,085)
	80%	(127,148)	(188,004)	(248,860)	(309,716)	(372,242)	(440,017)	(510,370)
	85%	(146,425)	(207,281)	(268,137)	(328,993)	(392,633)	(462,303)	(532,656)
	90%	(165,702)	(226,558)	(287,414)	(348,863)	(414,235)	(484,588)	(554,942)
	95%	(184,979)	(245,835)	(306,691)	(369,042)	(436,520)	(506,874)	(577,228)
	100%	(204,257)	(265,112)	(325,968)	(389,434)	(458,806)	(529,160)	(599,513)
	105%	(223,534)	(284,390)	(345,734)	(410,738)	(481,092)	(551,446)	(621,799)
	110%	(242,811)	(303,667)	(365,843)	(433,024)	(503,378)	(573,731)	(644,085)
	115%	(262,088)	(322,944)	(386,235)	(455,310)	(525,663)	(596,017)	(666,371)
	120%	(281,365)	(342,604)	(407,242)	(477,595)	(547,949)	(618,303)	(688,657)
	125%	(300,642)	(362,644)	(429,528)	(499,881)	(570,235)	(640,589)	(710,942)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	(458,806)	15%	16%	17%	18%	19%	20%	21%
CIL Epsm 0.00	0	(308,557)	(336,563)	(365,509)	(394,942)	(426,639)	(458,806)	(490,973)
	10	(315,611)	(343,861)	(372,970)	(402,626)	(434,793)	(466,960)	(499,128)
	20	(322,664)	(351,159)	(380,431)	(410,780)	(442,948)	(475,115)	(507,282)
	30	(329,718)	(358,459)	(387,892)	(418,935)	(451,102)	(483,269)	(515,436)
	40	(336,965)	(365,921)	(395,354)	(427,089)	(459,256)	(491,423)	(523,590)
	50	(344,263)	(373,382)	(403,076)	(435,243)	(467,410)	(499,578)	(531,745)
	60	(351,562)	(380,843)	(411,230)	(443,398)	(475,565)	(507,732)	(539,899)
	70	(358,871)	(388,304)	(419,385)	(451,552)	(483,719)	(515,886)	(548,053)
	80	(366,332)	(395,765)	(427,539)	(459,706)	(491,873)	(524,040)	(556,208)
	90	(373,794)	(403,526)	(435,693)	(467,861)	(500,028)	(532,195)	(564,362)
	100	(381,255)	(411,681)	(443,848)	(476,015)	(508,182)	(540,349)	(572,516)
	110	(388,716)	(419,835)	(452,002)	(484,169)	(516,336)	(548,503)	(580,671)
	120	(396,177)	(427,989)	(460,156)	(492,323)	(524,491)	(556,658)	(588,825)
	130	(403,976)	(436,143)	(468,311)	(500,478)	(532,645)	(564,812)	(596,979)
	140	(412,131)	(444,298)	(476,465)	(508,632)	(540,799)	(572,966)	(605,133)
	150	(420,285)	(452,452)	(484,619)	(516,786)	(548,953)	(581,121)	(613,288)
	160	(428,439)	(460,606)	(492,773)	(524,941)	(557,108)	(589,275)	(621,442)
	170	(436,593)	(468,761)	(500,928)	(533,095)	(565,262)	(597,429)	(629,596)
	180	(444,748)	(476,915)	(509,082)	(541,249)	(573,416)	(605,583)	(637,751)
	190	(452,902)	(485,069)	(517,236)	(549,403)	(581,571)	(613,738)	(645,905)
	200	(461,056)	(493,224)	(525,391)	(557,558)	(589,725)	(621,892)	(654,059)
	210	(469,211)	(501,378)	(533,545)	(565,712)	(597,879)	(630,046)	(662,213)
	220	(477,365)	(509,532)	(541,699)	(573,866)	(606,034)	(638,201)	(670,368)
	230	(485,519)	(517,686)	(549,854)	(582,021)	(614,188)	(646,355)	(678,522)
	240	(493,674)	(525,841)	(558,008)	(590,175)	(622,342)	(654,509)	(686,676)
	250	(501,828)	(533,995)	(566,162)	(598,329)	(630,496)	(662,664)	(694,831)

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Lower
Median BCIS, Higher S106

No Units: 40
Greenfield/Brownfield: Brownfield

		BLV (per acre)						
		400,000						
Balance (RLV - BLV)	(458,806)	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 0.00	0	(208,806)	(258,806)	(308,806)	(358,806)	(408,806)	(458,806)	(508,806)
	10	(216,960)	(266,960)	(316,960)	(366,960)	(416,960)	(466,960)	(516,960)
	20	(225,115)	(275,115)	(325,115)	(375,115)	(425,115)	(475,115)	(525,115)
	30	(233,269)	(283,269)	(333,269)	(383,269)	(433,269)	(483,269)	(533,269)
	40	(241,423)	(291,423)	(341,423)	(391,423)	(441,423)	(491,423)	(541,423)
	50	(249,578)	(299,578)	(349,578)	(399,578)	(449,578)	(499,578)	(549,578)
	60	(257,732)	(307,732)	(357,732)	(407,732)	(457,732)	(507,732)	(557,732)
	70	(265,886)	(315,886)	(365,886)	(415,886)	(465,886)	(515,886)	(565,886)
	80	(274,040)	(324,040)	(374,040)	(424,040)	(474,040)	(524,040)	(574,040)
	90	(282,195)	(332,195)	(382,195)	(432,195)	(482,195)	(532,195)	(582,195)
	100	(290,349)	(340,349)	(390,349)	(440,349)	(490,349)	(540,349)	(590,349)
	110	(298,503)	(348,503)	(398,503)	(448,503)	(498,503)	(548,503)	(598,503)
	120	(306,658)	(356,658)	(406,658)	(456,658)	(506,658)	(556,658)	(606,658)
	130	(314,812)	(364,812)	(414,812)	(464,812)	(514,812)	(564,812)	(614,812)
	140	(322,966)	(372,966)	(422,966)	(472,966)	(522,966)	(572,966)	(622,966)
	150	(331,121)	(381,121)	(431,121)	(481,121)	(531,121)	(581,121)	(631,121)
	160	(339,275)	(389,275)	(439,275)	(489,275)	(539,275)	(589,275)	(639,275)
	170	(347,429)	(397,429)	(447,429)	(497,429)	(547,429)	(597,429)	(647,429)
	180	(355,583)	(405,583)	(455,583)	(505,583)	(555,583)	(605,583)	(655,583)
	190	(363,738)	(413,738)	(463,738)	(513,738)	(563,738)	(613,738)	(663,738)
	200	(371,892)	(421,892)	(471,892)	(521,892)	(571,892)	(621,892)	(671,892)
	210	(380,046)	(430,046)	(480,046)	(530,046)	(580,046)	(630,046)	(680,046)
	220	(388,201)	(438,201)	(488,201)	(538,201)	(588,201)	(638,201)	(688,201)
	230	(396,355)	(446,355)	(496,355)	(546,355)	(596,355)	(646,355)	(696,355)
	240	(404,509)	(454,509)	(504,509)	(554,509)	(604,509)	(654,509)	(704,509)
	250	(412,664)	(462,664)	(512,664)	(562,664)	(612,664)	(662,664)	(712,664)

		Density (dph)						
		30						
Balance (RLV - BLV)	(458,806)	25	30	35	40	45	50	55
CIL Epsm 0.00	0	(458,599)	(458,806)	(459,014)	(459,221)	(459,429)	(459,636)	(459,844)
	10	(465,394)	(466,960)	(468,527)	(470,094)	(471,660)	(473,227)	(474,794)
	20	(472,189)	(475,115)	(478,040)	(480,966)	(483,892)	(486,817)	(489,743)
	30	(478,984)	(483,269)	(487,554)	(491,838)	(496,123)	(500,408)	(504,693)
	40	(485,780)	(491,423)	(497,067)	(502,711)	(508,355)	(513,998)	(519,642)
	50	(492,575)	(499,578)	(506,580)	(513,583)	(520,586)	(527,589)	(534,592)
	60	(499,370)	(507,732)	(516,094)	(524,456)	(532,818)	(541,179)	(549,541)
	70	(506,165)	(515,886)	(525,607)	(535,328)	(545,049)	(554,770)	(564,491)
	80	(512,961)	(524,040)	(535,120)	(546,200)	(557,280)	(568,360)	(579,440)
	90	(519,756)	(532,195)	(544,634)	(557,073)	(569,512)	(581,951)	(594,390)
	100	(526,551)	(540,349)	(554,147)	(567,945)	(581,743)	(595,541)	(609,339)
	110	(533,346)	(548,503)	(563,661)	(578,818)	(593,975)	(609,132)	(624,289)
	120	(540,141)	(556,658)	(573,174)	(589,690)	(606,206)	(622,722)	(639,239)
	130	(546,937)	(564,812)	(582,687)	(600,562)	(618,438)	(636,313)	(654,188)
	140	(553,732)	(572,966)	(592,201)	(611,435)	(630,669)	(649,903)	(669,138)
	150	(560,527)	(581,121)	(601,714)	(622,307)	(642,901)	(663,494)	(684,087)
	160	(567,322)	(589,275)	(611,227)	(633,180)	(655,132)	(677,084)	(699,037)
	170	(574,118)	(597,429)	(620,741)	(644,052)	(667,363)	(690,675)	(713,986)
	180	(580,913)	(605,583)	(630,254)	(654,924)	(679,595)	(704,265)	(728,936)
	190	(587,708)	(613,738)	(639,767)	(665,797)	(691,826)	(717,856)	(743,885)
	200	(594,503)	(621,892)	(649,281)	(676,669)	(704,058)	(731,446)	(758,835)
	210	(601,299)	(630,046)	(658,794)	(687,542)	(716,289)	(745,037)	(773,784)
	220	(608,094)	(638,201)	(668,307)	(698,414)	(728,521)	(758,627)	(788,734)
	230	(614,889)	(646,355)	(677,821)	(709,286)	(740,752)	(772,218)	(803,684)
	240	(621,684)	(654,509)	(687,334)	(720,159)	(752,984)	(785,808)	(818,633)
	250	(628,480)	(662,664)	(696,847)	(731,031)	(765,215)	(799,399)	(833,583)

Scheme Typology:
Site Typology:
Notes:

Houses
Location / Value Zone: Lower
Median BCIS, Higher S106

No Units: 40
Greenfield/Brownfield: Brownfield

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(458,806)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0	(246,517)	(347,651)	(458,806)	(575,085)	(691,364)	(807,643)	(923,922)
	10	(253,571)	(354,949)	(466,960)	(583,239)	(699,519)	(815,798)	(932,077)
	20	(260,624)	(362,335)	(475,115)	(591,394)	(707,673)	(823,952)	(940,231)
	30	(267,678)	(369,796)	(483,269)	(599,548)	(715,827)	(832,106)	(948,385)
	40	(274,731)	(377,257)	(491,423)	(607,702)	(723,981)	(840,261)	(956,540)
	50	(281,785)	(384,718)	(499,578)	(615,857)	(732,136)	(848,415)	(964,694)
	60	(288,838)	(392,179)	(507,732)	(624,011)	(740,290)	(856,569)	(972,848)
	70	(295,892)	(399,640)	(515,886)	(632,165)	(748,444)	(864,723)	(981,003)
	80	(302,945)	(407,761)	(524,040)	(640,320)	(756,599)	(872,878)	(989,157)
	90	(309,999)	(415,916)	(532,195)	(648,474)	(764,753)	(881,032)	(997,311)
	100	(317,052)	(424,070)	(540,349)	(656,628)	(772,907)	(889,186)	(1,005,465)
	110	(324,106)	(432,224)	(548,503)	(664,782)	(781,062)	(897,341)	(1,013,620)
	120	(331,159)	(440,379)	(556,658)	(672,937)	(789,216)	(905,495)	(1,021,774)
	130	(338,457)	(448,533)	(564,812)	(681,091)	(797,370)	(913,649)	(1,029,928)
	140	(345,755)	(456,687)	(572,966)	(689,245)	(805,524)	(921,804)	(1,038,083)
	150	(353,053)	(464,841)	(581,121)	(697,400)	(813,679)	(929,958)	(1,046,237)
	160	(360,396)	(472,996)	(589,275)	(705,554)	(821,833)	(938,112)	(1,054,391)
	170	(367,857)	(481,150)	(597,429)	(713,708)	(829,987)	(946,266)	(1,062,546)
	180	(375,318)	(489,304)	(605,583)	(721,863)	(838,142)	(954,421)	(1,070,700)
	190	(382,779)	(497,459)	(613,738)	(730,017)	(846,296)	(962,575)	(1,078,854)
	200	(390,240)	(505,613)	(621,892)	(738,171)	(854,450)	(970,729)	(1,087,008)
	210	(397,702)	(513,767)	(630,046)	(746,325)	(862,605)	(978,884)	(1,095,163)
	220	(405,642)	(521,922)	(638,201)	(754,480)	(870,759)	(987,038)	(1,103,317)
	230	(413,797)	(530,076)	(646,355)	(762,634)	(878,913)	(995,192)	(1,111,471)
	240	(421,951)	(538,230)	(654,509)	(770,788)	(887,067)	(1,003,347)	(1,119,626)
	250	(430,105)	(546,384)	(662,664)	(778,943)	(895,222)	(1,011,501)	(1,127,780)

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(458,806)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0	(703,324)	(581,065)	(458,806)	(342,299)	(236,172)	(130,418)	(24,664)
	10	(711,478)	(589,219)	(466,960)	(349,597)	(243,226)	(137,472)	(31,717)
	20	(719,633)	(597,374)	(475,115)	(356,895)	(250,279)	(144,525)	(38,771)
	30	(727,787)	(605,528)	(483,269)	(364,324)	(257,333)	(151,578)	(45,824)
	40	(735,941)	(613,682)	(491,423)	(371,785)	(264,386)	(158,632)	(52,878)
	50	(744,096)	(621,837)	(499,578)	(379,246)	(271,439)	(165,685)	(59,931)
	60	(752,250)	(629,991)	(507,732)	(386,708)	(278,493)	(172,739)	(66,985)
	70	(760,404)	(638,145)	(515,886)	(394,169)	(285,546)	(179,792)	(74,038)
	80	(768,559)	(646,300)	(524,040)	(401,781)	(292,600)	(186,846)	(81,092)
	90	(776,713)	(654,454)	(532,195)	(409,936)	(299,653)	(193,899)	(88,145)
	100	(784,867)	(662,608)	(540,349)	(418,090)	(306,707)	(200,953)	(95,199)
	110	(793,021)	(670,762)	(548,503)	(426,244)	(313,760)	(208,006)	(102,252)
	120	(801,176)	(678,917)	(556,658)	(434,399)	(320,814)	(215,060)	(109,306)
	130	(809,330)	(687,071)	(564,812)	(442,553)	(327,867)	(222,113)	(116,359)
	140	(817,484)	(695,225)	(572,966)	(450,707)	(335,051)	(229,167)	(123,413)
	150	(825,639)	(703,380)	(581,121)	(458,862)	(342,349)	(236,220)	(130,466)
	160	(833,793)	(711,534)	(589,275)	(467,016)	(349,647)	(243,274)	(137,519)
	170	(841,947)	(719,688)	(597,429)	(475,170)	(356,945)	(250,327)	(144,573)
	180	(850,102)	(727,843)	(605,583)	(483,324)	(364,375)	(257,380)	(151,626)
	190	(858,256)	(735,997)	(613,738)	(491,479)	(371,836)	(264,434)	(158,680)
	200	(866,410)	(744,151)	(621,892)	(499,633)	(379,297)	(271,487)	(165,733)
	210	(874,564)	(752,305)	(630,046)	(507,787)	(386,758)	(278,541)	(172,787)
	220	(882,719)	(760,460)	(638,201)	(515,942)	(394,220)	(285,594)	(179,840)
	230	(890,873)	(768,614)	(646,355)	(524,096)	(401,837)	(292,648)	(186,894)
	240	(899,027)	(776,768)	(654,509)	(532,250)	(409,991)	(299,701)	(193,947)
	250	(907,182)	(784,923)	(662,664)	(540,405)	(418,145)	(306,755)	(201,001)

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: **AE** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Lower** No Units: **75**
 Notes: Flat included, Median BCIS, Higher S106 Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			75 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:			69.0%				
First Homes:			25.0%				
Intermediate (Affordable Home Ownership):			6.0%				
			100%				
			100.0%				
			69.0% % Rented				
			9.3% % 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
1 bed House		5.0%	2.6	10.0%	2.3	7%	4.9
2 bed House		20.0%	10.5	22.0%	5.0	21%	15.5
3 bed House		40.0%	21.0	30.0%	6.8	37%	27.8
4 bed House		20.0%	10.5	10.0%	2.3	17%	12.8
5 bed House		5.0%	2.6	0.0%	0.0	4%	2.6
1 bed Flat		4.0%	2.1	13.0%	2.9	7%	5.0
2 bed Flat		6.0%	3.2	15.0%	3.4	9%	6.5
Total number of units		100.0%	52.5	100.0%	22.5	100%	75.0
OMS Unit Floor areas -		Net area per unit		Net to Gross %		Gross (GIA) per unit	
		(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House		69.0	743			69.0	743
2 bed House		75.0	807			75.0	807
3 bed House		95.0	1,023			95.0	1,023
4 bed House		120.0	1,292			120.0	1,292
5 bed House		135.0	1,453			135.0	1,453
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		65.0	700	85.0%		76.5	823
AH Unit Floor areas -		Net area per unit		Net to Gross %		Gross (GIA) per unit	
		(sqm)	(sqft)	%		(sqm)	(sqft)
1 bed House		69.0	743			69.0	743
2 bed House		75.0	807			75.0	807
3 bed House		95.0	1,023			95.0	1,023
4 bed House		120.0	1,292			120.0	1,292
5 bed House		135.0	1,453			135.0	1,453
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		65.0	700	85.0%		76.5	823
Total Gross Floor areas -		OMS Units GIA		AH units GIA		Total GIA (all units)	
		(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)
1 bed House		181	1,950	155	1,671	336	3,621
2 bed House		788	8,477	371	3,996	1,159	12,473
3 bed House		1,995	21,474	641	6,902	2,636	28,376
4 bed House		1,260	13,563	270	2,906	1,530	16,469
5 bed House		354	3,814	0	0	354	3,814
1 bed Flat		124	1,330	172	1,852	296	3,182
2 bed Flat		241	2,593	258	2,778	499	5,371
		4,942	53,200	1,868	20,106	6,810	73,306
AH % by floor area:		27.43% AH % by floor area (difference due to mix)					
Open Market Sales values (£) -		£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)		
1 bed House		256,400	3,716	345	1,249,950		
2 bed House		290,000	3,867	359	4,480,500		
3 bed House		380,000	4,000	372	10,545,000		
4 bed House		485,000	4,042	375	6,183,750		
5 bed House		560,000	4,148	385	1,470,000		
1 bed Flat		176,500	3,530	328	886,913		
2 bed Flat		235,300	3,620	336	1,535,333		
					26,351,445		
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV
1 bed House		96,150	37.5%	96,150	37.5%	179,480	70%
2 bed House		108,750	37.5%	108,750	37.5%	203,000	70%
3 bed House		142,500	37.5%	142,500	37.5%	250,000	70%
4 bed House		181,875	37.5%	181,875	37.5%	250,000	70%
5 bed House		210,000	37.5%	210,000	37.5%	250,000	70%
1 bed Flat		66,188	37.5%	66,188	37.5%	123,550	70%
2 bed Flat		88,238	37.5%	88,238	37.5%	164,710	70%
* capped @£250K							

Scheme Typology:

Houses & Flats

No Units: 75

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Brownfield

Notes:

Flat included, Median BCIS, Higher S106

GROSS DEVELOPMENT VALUE

OMS GDV -				
(part houses due to % mix)				
1 bed House	2.6	@	256,400	673,050
2 bed House	10.5	@	290,000	3,045,000
3 bed House	21.0	@	380,000	7,980,000
4 bed House	10.5	@	485,000	5,092,500
5 bed House	2.6	@	560,000	1,470,000
1 bed Flat	2.1	@	176,500	370,650
2 bed Flat	3.2	@	235,300	741,195
	52.5			19,372,395
Affordable Rent GDV -				
1 bed House	0.0	@	96,150	-
2 bed House	0.0	@	108,750	-
3 bed House	0.0	@	142,500	-
4 bed House	0.0	@	181,875	-
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,188	-
2 bed Flat	0.0	@	88,238	-
	0.0			-
Social Rent GDV -				
1 bed House	1.6	@	96,150	149,273
2 bed House	3.4	@	108,750	371,436
3 bed House	4.7	@	142,500	663,694
4 bed House	1.6	@	181,875	282,361
5 bed House	0.0	@	210,000	-
1 bed Flat	2.0	@	66,188	133,583
2 bed Flat	2.3	@	88,238	205,483
	15.5			1,805,829
First Homes GDV -				
1 bed House	0.6	@	179,480	100,958
2 bed House	1.2	@	203,000	251,213
3 bed House	1.7	@	250,000	421,875
4 bed House	0.6	@	250,000	140,625
5 bed House	0.0	@	250,000	-
1 bed Flat	0.7	@	123,550	90,346
2 bed Flat	0.8	@	164,710	138,974
	5.6			1,143,990
Intermediate GDV -				
1 bed House	0.1	@	179,480	24,230
2 bed House	0.3	@	203,000	60,291
3 bed House	0.4	@	266,000	107,730
4 bed House	0.1	@	339,500	45,833
5 bed House	0.0	@	392,000	-
1 bed Flat	0.2	@	123,550	21,683
2 bed Flat	0.2	@	164,710	33,354
	1.4	22.5		293,120
Sub-total GDV Residential				
	75			22,615,334
AH on-site cost analysis:				
	549 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	3,736,111
			49,815 £ per unit (total units)	
Grant				
	23	AH units @	0 per unit	-
Total GDV				
				22,615,334

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone: Lower
Flat included, Median BCIS, Higher S106

No Units: 75
Greenfield/Brownfield:

Brownfield

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(26,309)
Planning Application Professional Fees, Surveys and reports				(80,000)
CIL				-
CIL analysis:		4,942 sqm (Market only)	0.00 £ psm	
		0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions				-
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		75 units @	36,117 per unit	(2,708,775)
Sub-total				(2,708,775)
S106 analysis:		1,083,510 £ per ha	11.98% % of GDV	36,117 £ per unit (total units)
AH Commuted Sum			6,810 sqm (total)	0 £ psm
Comm. Sum analysis:			0.00% % of GDV	
cont./				

Scheme Typology: Houses & Flats
Site Typology: Location / Value Zone: Lower
Notes: Flat included, Median BCIS, Higher S106

No Units: 75
Greenfield/Brownfield: Brownfield

Construction Costs -					
Site Clearance, Demolition & Remediation	2.50 ha @	123,550	£ per ha (if brownfield)		(308,875)
Site Infrastructure costs -					
Year 1	0				-
Year 2	0				-
Year 3	0				-
Year 4	0				-
Year 5	0				-
Year 6	0				-
Year 7	0				-
Year 8	0				-
Year 9	0				-
Year 10	0				-
Year 11	0				-
Year 12	0				-
Year 13	0				-
Year 14	0				-
Year 15	0				-
Years 1-15	75 units @	0	per unit		-
Sub-total					-
Infra. Costs analysis:					
	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House	336 sqm @	1,607 psm			(540,555)
2 bed House	1,159 sqm @	1,607 psm			(1,862,111)
3 bed House	2,636 sqm @	1,607 psm			(4,236,454)
4 bed House	1,530 sqm @	1,607 psm			(2,458,710)
5 bed House	354 sqm @	1,607 psm			(569,481)
1 bed Flat	296 sqm @	1,760 psm			(520,235)
2 bed Flat	499 sqm @	1,760 psm			(878,188)
Garages for 3 bed House (OMS only)	21 units @	50% @	8,500 £ per garage		(89,250)
Garages for 4 bed House (OMS only)	11 units @	100% @	8,500 £ per garage		(89,250)
Garages for 5 bed House (OMS only)	3 units @	100% @	8,500 £ per garage		(22,313)
External works	11,266,546 @	15.0%			(1,689,982)
Ext. Works analysis:					
		22,533 £ 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	23 units @	95% @	625 £ per unit		(13,359)
M4(3) Category 3 Housing Aff units (>20 uni	23 units @	5% @	12,133 £ per unit		(13,650)
M4(2) Category 2 Housing OMS units	53 units @	95% @	625 £ per unit		(31,172)
M4(3) Category 3 Housing OMS units (>20 u	- units @	5% @	12,133 £ per unit		-
Part L/FHS (houses)	63 units @		5,816 £ per unit		(369,025)
Part L/FHS (flats)	12 units @		2,712 £ per unit		(31,324)
Additional Low Carbon/Energy Reduction (houses)	63 units @		0 £ per unit		-
Additional Low Carbon/Energy Reduction (flats)	12 units @		0 £ per unit		-
EV Charging Points - Houses	63 units @		0 £ per unit		-
EV Charging Points - Flats	12 units @		0 £ per unit		-
Water Efficiency (houses)	63 units @		2,683 £ per unit		(170,236)
Water Efficiency (flats)	12 units @		909 £ per unit		(10,499)
Broadband infrastructure (< 20 units only)	units @		747 £ per unit		-
Sub-total					(659,365)
Policy Costs analysis: (design costs only)					
		8,792 £ per unit (total units)			
Contingency (on construction)	13,924,768 @	5.0%			(696,238)
Professional Fees	13,924,768 @	6.5%			(905,110)
Disposal Costs -					
OMS Marketing and Promotion	19,372,395 OMS @	3.00%	7,749 £ per unit		(581,172)
Residential Sales Agent Costs	19,372,395 OMS @	1.00%	2,583 £ per unit		(193,724)
Residential Sales Legal Costs	19,372,395 OMS @	0.50%	1,291 £ per unit		(96,862)
Affordable Sale Legal Costs	3,242,939 AH @	0.25%	108 £ per unit		(8,107)
Disposal Cost analysis:					
		11,732 £ per unit			
Interest (on Development Costs) -					
	7.00% APR	0.565% pcm			(110,640)
Developers Profit -					
Profit on OMS	19,372,395	20.00%			(3,874,479)
Margin on AH	3,242,939	6.00% on AH values			(194,576)
Profit analysis:					
	22,615,334	17.99% blended GDV	(4,069,055)		
	19,331,705	21.05% on costs	(4,069,055)		
TOTAL COSTS					(23,400,761)

Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Lower**
 Notes: **Flat included, Median BCIS, Higher S106**

No Units: **75**
 Greenfield/Brownfield: **Brownfield**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				(785,426)
SDLT	-	@	HMRC formula	-
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	7.00%	-
Residual Land Value				(785,426)
RLV analysis:	(10,472) £ per plot	(314,171) £ per ha (net)	(127,143) £ per acre (net)	
		(282,753) £ per ha (gross)	(114,429) £ per acre (gross)	
			-3.47% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density		30.0	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)
Benchmark Land Value (net)	32,947 £ per plot	988,400 £ per ha (net)	400,000 £ per acre (net)	2,471,000
BLV analysis:	Density	2,724 sqm/ha (net)	11,867 sqft/ac (net)	
		27 dph (gross)		
		889,560 £ per ha (gross)	360,000 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	(1,302,571) £ per ha (net)	(527,143) £ per acre (net)	(3,256,426)

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))		(527,143)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm 0.00	0.00	(260,394)	(322,365)	(385,229)	(455,500)	(527,143)	(598,786)	(670,429)	
	10.00	(269,375)	(330,848)	(393,674)	(464,153)	(535,219)	(606,285)	(677,351)	
	20.00	(278,357)	(339,330)	(402,316)	(472,805)	(543,294)	(613,784)	(684,273)	
	30.00	(287,338)	(347,812)	(411,545)	(481,458)	(551,370)	(621,283)	(691,195)	
	40.00	(296,319)	(356,295)	(420,774)	(490,110)	(559,446)	(628,782)	(698,117)	
	50.00	(305,301)	(364,828)	(430,004)	(498,763)	(567,521)	(636,280)	(705,039)	
	60.00	(314,282)	(373,605)	(439,233)	(507,415)	(575,597)	(643,779)	(711,961)	
	70.00	(323,263)	(382,484)	(448,462)	(516,068)	(583,673)	(651,278)	(718,883)	
	80.00	(332,244)	(391,457)	(457,692)	(524,720)	(591,748)	(658,777)	(725,805)	
	90.00	(341,226)	(400,469)	(466,921)	(533,373)	(599,824)	(666,276)	(732,727)	
	100.00	(350,207)	(410,276)	(476,150)	(542,025)	(607,900)	(673,775)	(739,649)	
	110.00	(359,188)	(420,082)	(485,380)	(550,678)	(615,976)	(681,273)	(746,571)	
	120.00	(368,339)	(429,888)	(494,609)	(559,330)	(624,051)	(688,772)	(753,493)	
	130.00	(377,632)	(439,694)	(503,838)	(567,983)	(632,127)	(696,271)	(760,415)	
	140.00	(387,129)	(449,500)	(513,068)	(576,635)	(640,203)	(703,770)	(767,337)	
	150.00	(396,629)	(459,307)	(522,297)	(585,288)	(648,278)	(711,269)	(774,259)	
	160.00	(406,699)	(469,113)	(531,526)	(593,940)	(656,354)	(718,768)	(781,181)	
	170.00	(417,082)	(478,919)	(540,756)	(602,593)	(664,430)	(726,266)	(788,103)	
	180.00	(427,465)	(488,725)	(549,985)	(611,245)	(672,505)	(733,765)	(795,025)	
	190.00	(437,848)	(498,531)	(559,214)	(619,898)	(680,581)	(741,264)	(801,947)	
	200.00	(448,231)	(508,337)	(568,444)	(628,550)	(688,657)	(748,763)	(808,869)	
	210.00	(458,614)	(518,144)	(577,673)	(637,203)	(696,732)	(756,262)	(815,791)	
	220.00	(468,997)	(527,950)	(586,902)	(645,855)	(704,808)	(763,761)	(822,713)	
	230.00	(479,380)	(537,756)	(596,132)	(654,508)	(712,884)	(771,260)	(829,635)	
	240.00	(489,763)	(547,562)	(605,361)	(663,160)	(720,959)	(778,758)	(836,557)	
	250.00	(500,146)	(557,368)	(614,591)	(671,813)	(729,035)	(786,257)	(843,479)	

Scheme Typology:

Houses & Flats

No Units: 75

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Brownfield

Notes:

Flat included, Median BCIS, Higher S106

TABLE 2

Balance (RLV - BLV)	(527,143)	Affordable Housing - % on site 30%						
		10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	122,456	60,485	(1,486)	(63,457)	(125,429)	(187,400)	(249,371)
	5%	103,314	41,343	(20,629)	(82,600)	(144,571)	(206,543)	(268,514)
	10%	84,171	22,200	(39,771)	(101,743)	(163,714)	(225,685)	(287,656)
	15%	65,029	3,057	(58,914)	(120,885)	(182,856)	(244,828)	(306,799)
	20%	45,886	(16,085)	(78,056)	(140,028)	(201,999)	(263,970)	(325,941)
	25%	26,744	(35,228)	(97,199)	(159,170)	(221,141)	(283,113)	(345,084)
	30%	7,601	(54,370)	(116,341)	(178,313)	(240,284)	(302,255)	(364,259)
	35%	(11,541)	(73,513)	(135,484)	(197,455)	(259,426)	(321,398)	(384,206)
	40%	(30,684)	(92,655)	(154,626)	(216,598)	(278,569)	(340,540)	(404,868)
	45%	(49,826)	(111,798)	(173,769)	(235,740)	(297,711)	(359,683)	(426,998)
	50%	(68,969)	(130,940)	(192,911)	(254,883)	(316,854)	(379,399)	(449,128)
	55%	(88,111)	(150,083)	(212,054)	(274,025)	(335,996)	(399,648)	(471,259)
	60%	(107,254)	(169,225)	(231,196)	(293,168)	(355,139)	(421,746)	(493,389)
	65%	(126,396)	(188,368)	(250,339)	(312,310)	(374,663)	(443,876)	(515,519)
	70%	(145,539)	(207,510)	(269,481)	(331,453)	(394,842)	(466,006)	(537,649)
	75%	(164,681)	(226,653)	(288,624)	(350,595)	(416,493)	(488,136)	(559,779)
	80%	(183,824)	(245,795)	(307,766)	(369,961)	(438,623)	(510,266)	(581,909)
	85%	(202,966)	(264,938)	(326,909)	(390,035)	(460,753)	(532,396)	(604,039)
	90%	(222,109)	(284,080)	(346,051)	(411,240)	(482,883)	(554,526)	(626,169)
	95%	(241,251)	(303,223)	(365,260)	(433,370)	(505,013)	(576,656)	(648,299)
	100%	(260,394)	(322,365)	(385,229)	(455,500)	(527,143)	(598,786)	(670,429)
	105%	(279,537)	(341,508)	(405,987)	(477,630)	(549,273)	(620,916)	(692,559)
	110%	(298,679)	(360,650)	(428,117)	(499,760)	(571,403)	(643,046)	(714,689)
	115%	(317,822)	(380,423)	(450,247)	(521,890)	(593,533)	(665,176)	(736,819)
	120%	(336,964)	(400,734)	(472,377)	(544,020)	(615,663)	(687,306)	(758,950)
	125%	(356,107)	(422,864)	(494,507)	(566,150)	(637,793)	(709,437)	(781,080)

TABLE 3

Balance (RLV - BLV)	(527,143)	Profit (on OMS) 20%						
		15%	16%	17%	18%	19%	20%	21%
CIL Epsm 0.00	0	(372,973)	(401,705)	(433,064)	(464,424)	(495,783)	(527,143)	(558,503)
	10	(380,255)	(409,780)	(441,140)	(472,500)	(503,859)	(535,219)	(566,578)
	20	(387,644)	(417,856)	(449,216)	(480,575)	(511,935)	(543,294)	(574,654)
	30	(395,033)	(425,932)	(457,291)	(488,651)	(520,011)	(551,370)	(582,730)
	40	(402,648)	(434,007)	(465,367)	(496,727)	(528,086)	(559,446)	(590,805)
	50	(410,723)	(442,083)	(473,443)	(504,802)	(536,162)	(567,521)	(598,881)
	60	(418,799)	(450,159)	(481,518)	(512,878)	(544,238)	(575,597)	(606,957)
	70	(426,875)	(458,234)	(489,594)	(520,954)	(552,313)	(583,673)	(615,032)
	80	(434,950)	(466,310)	(497,670)	(529,029)	(560,389)	(591,748)	(623,108)
	90	(443,026)	(474,386)	(505,745)	(537,105)	(568,465)	(599,824)	(631,184)
	100	(451,102)	(482,461)	(513,821)	(545,181)	(576,540)	(607,900)	(639,259)
	110	(459,177)	(490,537)	(521,897)	(553,256)	(584,616)	(615,976)	(647,335)
	120	(467,253)	(498,613)	(529,972)	(561,332)	(592,692)	(624,051)	(655,411)
	130	(475,329)	(506,688)	(538,048)	(569,408)	(600,767)	(632,127)	(663,486)
	140	(483,405)	(514,764)	(546,124)	(577,483)	(608,843)	(640,203)	(671,562)
	150	(491,480)	(522,840)	(554,199)	(585,559)	(616,919)	(648,278)	(679,638)
	160	(499,556)	(530,915)	(562,275)	(593,635)	(624,994)	(656,354)	(687,713)
	170	(507,632)	(538,991)	(570,351)	(601,710)	(633,070)	(664,430)	(695,789)
	180	(515,707)	(547,067)	(578,426)	(609,786)	(641,146)	(672,505)	(703,865)
	190	(523,783)	(555,143)	(586,502)	(617,862)	(649,221)	(680,581)	(711,941)
	200	(531,859)	(563,218)	(594,578)	(625,937)	(657,297)	(688,657)	(720,016)
	210	(539,934)	(571,294)	(602,653)	(634,013)	(665,373)	(696,732)	(728,092)
	220	(548,010)	(579,370)	(610,729)	(642,089)	(673,448)	(704,808)	(736,168)
	230	(556,086)	(587,445)	(618,805)	(650,164)	(681,524)	(712,884)	(744,243)
	240	(564,161)	(595,521)	(626,880)	(658,240)	(689,600)	(720,959)	(752,319)
	250	(572,237)	(603,597)	(634,956)	(666,316)	(697,675)	(729,035)	(760,395)

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone: Lower
Flat included, Median BCIS, Higher S106

No Units: 75
Greenfield/Brownfield: Brownfield

		BLV (per acre)						
		400,000						
Balance (RLV - BLV)	(527,143)	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 0.00	0	(277,143)	(327,143)	(377,143)	(427,143)	(477,143)	(527,143)	(577,143)
	10	(285,219)	(335,219)	(385,219)	(435,219)	(485,219)	(535,219)	(585,219)
	20	(293,294)	(343,294)	(393,294)	(443,294)	(493,294)	(543,294)	(593,294)
	30	(301,370)	(351,370)	(401,370)	(451,370)	(501,370)	(551,370)	(601,370)
	40	(309,446)	(359,446)	(409,446)	(459,446)	(509,446)	(559,446)	(609,446)
	50	(317,521)	(367,521)	(417,521)	(467,521)	(517,521)	(567,521)	(617,521)
	60	(325,597)	(375,597)	(425,597)	(475,597)	(525,597)	(575,597)	(625,597)
	70	(333,673)	(383,673)	(433,673)	(483,673)	(533,673)	(583,673)	(633,673)
	80	(341,748)	(391,748)	(441,748)	(491,748)	(541,748)	(591,748)	(641,748)
	90	(349,824)	(399,824)	(449,824)	(499,824)	(549,824)	(599,824)	(649,824)
	100	(357,900)	(407,900)	(457,900)	(507,900)	(557,900)	(607,900)	(657,900)
	110	(365,976)	(415,976)	(465,976)	(515,976)	(565,976)	(615,976)	(665,976)
	120	(374,051)	(424,051)	(474,051)	(524,051)	(574,051)	(624,051)	(674,051)
	130	(382,127)	(432,127)	(482,127)	(532,127)	(582,127)	(632,127)	(682,127)
	140	(390,203)	(440,203)	(490,203)	(540,203)	(590,203)	(640,203)	(690,203)
	150	(398,278)	(448,278)	(498,278)	(548,278)	(598,278)	(648,278)	(698,278)
	160	(406,354)	(456,354)	(506,354)	(556,354)	(606,354)	(656,354)	(706,354)
	170	(414,430)	(464,430)	(514,430)	(564,430)	(614,430)	(664,430)	(714,430)
	180	(422,505)	(472,505)	(522,505)	(572,505)	(622,505)	(672,505)	(722,505)
	190	(430,581)	(480,581)	(530,581)	(580,581)	(630,581)	(680,581)	(730,581)
	200	(438,657)	(488,657)	(538,657)	(588,657)	(638,657)	(688,657)	(738,657)
	210	(446,732)	(496,732)	(546,732)	(596,732)	(646,732)	(696,732)	(746,732)
	220	(454,808)	(504,808)	(554,808)	(604,808)	(654,808)	(704,808)	(754,808)
	230	(462,884)	(512,884)	(562,884)	(612,884)	(662,884)	(712,884)	(762,884)
	240	(470,959)	(520,959)	(570,959)	(620,959)	(670,959)	(720,959)	(770,959)
	250	(479,035)	(529,035)	(579,035)	(629,035)	(679,035)	(729,035)	(779,035)

		Density (dph)						
		30						
Balance (RLV - BLV)	(527,143)	25	30	35	40	45	50	55
CIL Epsm 0.00	0	(515,570)	(527,143)	(538,717)	(550,290)	(561,864)	(573,437)	(585,011)
	10	(522,299)	(535,219)	(548,138)	(561,058)	(573,977)	(586,897)	(599,816)
	20	(529,029)	(543,294)	(557,560)	(571,825)	(586,091)	(600,356)	(614,621)
	30	(535,759)	(551,370)	(566,981)	(582,593)	(598,204)	(613,815)	(629,427)
	40	(542,488)	(559,446)	(576,403)	(593,360)	(610,318)	(627,275)	(644,232)
	50	(549,218)	(567,521)	(585,825)	(604,128)	(622,431)	(640,734)	(659,038)
	60	(555,948)	(575,597)	(595,246)	(614,896)	(634,545)	(654,194)	(673,843)
	70	(562,678)	(583,673)	(604,668)	(625,663)	(646,658)	(667,653)	(688,648)
	80	(569,407)	(591,748)	(614,090)	(636,431)	(658,772)	(681,113)	(703,454)
	90	(576,137)	(599,824)	(623,511)	(647,198)	(670,885)	(694,572)	(718,259)
	100	(582,867)	(607,900)	(632,933)	(657,966)	(682,999)	(708,032)	(733,065)
	110	(589,597)	(615,976)	(642,354)	(668,733)	(695,112)	(721,491)	(747,870)
	120	(596,326)	(624,051)	(651,776)	(679,501)	(707,226)	(734,951)	(762,675)
	130	(603,056)	(632,127)	(661,198)	(690,268)	(719,339)	(748,410)	(777,481)
	140	(609,786)	(640,203)	(670,619)	(701,036)	(731,453)	(761,870)	(792,286)
	150	(616,516)	(648,278)	(680,041)	(711,804)	(743,566)	(775,329)	(807,092)
	160	(623,245)	(656,354)	(689,463)	(722,571)	(755,680)	(788,788)	(821,897)
	170	(629,975)	(664,430)	(698,884)	(733,339)	(767,793)	(802,248)	(836,703)
	180	(636,705)	(672,505)	(708,306)	(744,106)	(779,907)	(815,707)	(851,508)
	190	(643,434)	(680,581)	(717,727)	(754,874)	(792,020)	(829,167)	(866,313)
	200	(650,164)	(688,657)	(727,149)	(765,641)	(804,134)	(842,626)	(881,119)
	210	(656,894)	(696,732)	(736,571)	(776,409)	(816,247)	(856,086)	(895,924)
	220	(663,624)	(704,808)	(745,992)	(787,177)	(828,361)	(869,545)	(910,730)
	230	(670,353)	(712,884)	(755,414)	(797,944)	(840,474)	(883,005)	(925,535)
	240	(677,083)	(720,959)	(764,836)	(808,712)	(852,588)	(896,464)	(940,340)
	250	(683,813)	(729,035)	(774,257)	(819,479)	(864,701)	(909,924)	(955,146)

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone: Lower
Flat included, Median BCIS, Higher S106

No Units: 75
Greenfield/Brownfield: Brownfield

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(527,143)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0	(306,980)	(410,785)	(527,143)	(643,501)	(759,859)	(876,217)	(992,576)
	10	(313,965)	(418,861)	(535,219)	(651,577)	(767,935)	(884,293)	(1,000,651)
	20	(320,950)	(426,936)	(543,294)	(659,653)	(776,011)	(892,369)	(1,008,727)
	30	(327,936)	(435,012)	(551,370)	(667,728)	(784,086)	(900,444)	(1,016,803)
	40	(334,921)	(443,088)	(559,446)	(675,804)	(792,162)	(908,520)	(1,024,878)
	50	(341,907)	(451,163)	(567,521)	(683,880)	(800,238)	(916,596)	(1,032,954)
	60	(348,892)	(459,239)	(575,597)	(691,955)	(808,313)	(924,671)	(1,041,030)
	70	(355,878)	(467,315)	(583,673)	(700,031)	(816,389)	(932,747)	(1,049,105)
	80	(362,863)	(475,390)	(591,748)	(708,107)	(824,465)	(940,823)	(1,057,181)
	90	(370,076)	(483,466)	(599,824)	(716,182)	(832,540)	(948,898)	(1,065,257)
	100	(377,304)	(491,542)	(607,900)	(724,258)	(840,616)	(956,974)	(1,073,332)
	110	(384,682)	(499,617)	(615,976)	(732,334)	(848,692)	(965,050)	(1,081,408)
	120	(392,071)	(507,693)	(624,051)	(740,409)	(856,767)	(973,126)	(1,089,484)
	130	(399,461)	(515,769)	(632,127)	(748,485)	(864,843)	(981,201)	(1,097,559)
	140	(407,486)	(523,844)	(640,203)	(756,561)	(872,919)	(989,277)	(1,105,635)
	150	(415,562)	(531,920)	(648,278)	(764,636)	(880,994)	(997,353)	(1,113,711)
	160	(423,638)	(539,996)	(656,354)	(772,712)	(889,070)	(1,005,428)	(1,121,786)
	170	(431,713)	(548,071)	(664,430)	(780,788)	(897,146)	(1,013,504)	(1,129,862)
	180	(439,789)	(556,147)	(672,505)	(788,863)	(905,221)	(1,021,580)	(1,137,938)
	190	(447,865)	(564,223)	(680,581)	(796,939)	(913,297)	(1,029,655)	(1,146,013)
	200	(455,940)	(572,298)	(688,657)	(805,015)	(921,373)	(1,037,731)	(1,154,089)
	210	(464,016)	(580,374)	(696,732)	(813,090)	(929,448)	(1,045,807)	(1,162,165)
	220	(472,092)	(588,450)	(704,808)	(821,166)	(937,524)	(1,053,882)	(1,170,240)
	230	(480,167)	(596,526)	(712,884)	(829,242)	(945,600)	(1,061,958)	(1,178,316)
	240	(488,243)	(604,601)	(720,959)	(837,317)	(953,676)	(1,070,034)	(1,186,392)
	250	(496,319)	(612,677)	(729,035)	(845,393)	(961,751)	(1,078,109)	(1,194,467)

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(527,143)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0	(765,633)	(646,388)	(527,143)	(407,898)	(301,985)	(198,838)	(95,691)
	10	(773,709)	(654,464)	(535,219)	(415,974)	(308,971)	(205,824)	(102,677)
	20	(781,785)	(662,540)	(543,294)	(424,049)	(315,956)	(212,809)	(109,662)
	30	(789,860)	(670,615)	(551,370)	(432,125)	(322,941)	(219,794)	(116,647)
	40	(797,936)	(678,691)	(559,446)	(440,201)	(329,927)	(226,780)	(123,633)
	50	(806,012)	(686,767)	(567,521)	(448,276)	(336,912)	(233,765)	(130,618)
	60	(814,087)	(694,842)	(575,597)	(456,352)	(343,898)	(240,751)	(137,604)
	70	(822,163)	(702,918)	(583,673)	(464,428)	(350,883)	(247,736)	(144,589)
	80	(830,239)	(710,994)	(591,748)	(472,503)	(357,869)	(254,722)	(151,575)
	90	(838,314)	(719,069)	(599,824)	(480,579)	(364,908)	(261,707)	(158,560)
	100	(846,390)	(727,145)	(607,900)	(488,655)	(372,136)	(268,693)	(165,546)
	110	(854,466)	(735,221)	(615,976)	(496,730)	(379,399)	(275,678)	(172,531)
	120	(862,541)	(743,296)	(624,051)	(504,806)	(386,788)	(282,664)	(179,517)
	130	(870,617)	(751,372)	(632,127)	(512,882)	(394,178)	(289,649)	(186,502)
	140	(878,693)	(759,448)	(640,203)	(520,957)	(401,712)	(296,634)	(193,487)
	150	(886,768)	(767,523)	(648,278)	(529,033)	(409,788)	(303,620)	(200,473)
	160	(894,844)	(775,599)	(656,354)	(537,109)	(417,864)	(310,605)	(207,458)
	170	(902,920)	(783,675)	(664,430)	(545,184)	(425,939)	(317,591)	(214,444)
	180	(910,995)	(791,750)	(672,505)	(553,260)	(434,015)	(324,576)	(221,429)
	190	(919,071)	(799,826)	(680,581)	(561,336)	(442,091)	(331,562)	(228,415)
	200	(927,147)	(807,902)	(688,657)	(569,412)	(450,166)	(338,547)	(235,400)
	210	(935,222)	(815,977)	(696,732)	(577,487)	(458,242)	(345,533)	(242,386)
	220	(943,298)	(824,053)	(704,808)	(585,563)	(466,318)	(352,518)	(249,371)
	230	(951,374)	(832,129)	(712,884)	(593,639)	(474,393)	(359,504)	(256,357)
	240	(959,449)	(840,204)	(720,959)	(601,714)	(482,469)	(366,600)	(263,342)
	250	(967,525)	(848,280)	(729,035)	(609,790)	(490,545)	(373,828)	(270,328)

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: **AF** (see Typologies Matrix)
 Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Lower** No Units: **300**
 Notes: **Lower quartiles BCIS, Viable with 20% AH** Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		300 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:				69.0%	
First Homes:				25.0%	
Intermediate (Affordable Home Ownership):				6.0%	
		100%		100.0%	
				69.0% % Rented	
				9.3% % of total (>10% First Homes PPG 023)	
CIL Rate (£ psm)		0.00 £ psm			
Unit mix -		OMS Unit mix%		MV # units	
1 bed House		5.0%		10.5	
2 bed House		20.0%		42.0	
3 bed House		40.0%		84.0	
4 bed House		20.0%		42.0	
5 bed House		5.0%		10.5	
1 bed Flat		4.0%		8.4	
2 bed Flat		6.0%		12.6	
Total number of units		100.0%		210.0	
</					

* capped @£250K

Scheme Typology:

Houses & Flats

No Units: 300

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Brownfield

Notes:

Lower quartiles BCIS, Viable with 20% AH

GROSS DEVELOPMENT VALUE

OMS GDV -

(part houses due to % mix)

1 bed House	10.5	@	256,400	2,692,200
2 bed House	42.0	@	290,000	12,180,000
3 bed House	84.0	@	380,000	31,920,000
4 bed House	42.0	@	485,000	20,370,000
5 bed House	10.5	@	560,000	5,880,000
1 bed Flat	8.4	@	176,500	1,482,600
2 bed Flat	12.6	@	235,300	2,964,780
	210.0			77,489,580

Affordable Rent GDV -

1 bed House	0.0	@	96,150	-
2 bed House	0.0	@	108,750	-
3 bed House	0.0	@	142,500	-
4 bed House	0.0	@	181,875	-
5 bed House	0.0	@	210,000	-
1 bed Flat	0.0	@	66,188	-
2 bed Flat	0.0	@	88,238	-
	0.0			-

Social Rent GDV -

1 bed House	6.2	@	96,150	597,092
2 bed House	13.7	@	108,750	1,485,743
3 bed House	18.6	@	142,500	2,654,775
4 bed House	6.2	@	181,875	1,129,444
5 bed House	0.0	@	210,000	-
1 bed Flat	8.1	@	66,188	534,332
2 bed Flat	9.3	@	88,238	821,932
	62.1			7,223,317

First Homes GDV -

1 bed House	2.3	@	179,480	403,830
2 bed House	5.0	@	203,000	1,004,850
3 bed House	6.8	@	250,000	1,687,500
4 bed House	2.3	@	250,000	562,500
5 bed House	0.0	@	250,000	-
1 bed Flat	2.9	@	123,550	361,384
2 bed Flat	3.4	@	164,710	555,896
	22.5			4,575,960

Intermediate GDV -

1 bed House	0.5	@	179,480	96,919
2 bed House	1.2	@	203,000	241,164
3 bed House	1.6	@	266,000	430,920
4 bed House	0.5	@	339,500	183,330
5 bed House	0.0	@	392,000	-
1 bed Flat	0.7	@	123,550	86,732
2 bed Flat	0.8	@	164,710	133,415
	5.4	90.0		1,172,480

Sub-total GDV Residential

AH on-site cost analysis:

300 90,461,337

EMV (no AH) less £GDV (inc. AH) 14,944,443

549 £ psm (total GIA sqm) 49,815 £ per unit (total units)

Grant

90 AH units @ 0 per unit

Total GDV

90,461,337

Scheme Typology:
Site Typology:
Notes:

Houses & Flats
Location / Value Zone: Lower
Lower quartiles BCIS, Viable with 20% AH

No Units: 300
Greenfield/Brownfield: Brownfield

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(57,359)
Planning Application Professional Fees, Surveys and reports					(170,000)
CIL					-
CIL analysis:		19,770 sqm (Market only)	0.00 £ psm		
		0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions					-
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 @	36,117 per unit	(10,835,100)	(10,835,100)
Sub-total				(10,835,100)	
S106 analysis:		1,444,680 £ per ha	11.98% % of GDV	36,117 £ per unit (total units)	
AH Commuted Sum			27,241 sqm (total)	0 £ psm	-
Comm. Sum analysis:			0.00% % of GDV		
cont./					

Scheme Typology: Houses & Flats
Site Typology: Location / Value Zone: Lower
Notes: Lower quartiles BCIS, Viable with 20% AH

No Units: 300
Greenfield/Brownfield: Brownfield

Construction Costs -							
Site Clearance, Demolition & Remediation		7.50	ha @		123,550	£ per ha (if brownfield)	(926,625)
Site Infrastructure costs -	Year 1	0					-
	Year 2	0					-
	Year 3	0					-
	Year 4	0					-
	Year 5	0					-
	Year 6	0					-
	Year 7	0					-
	Year 8	0					-
	Year 9	0					-
	Year 10	0					-
	Year 11	0					-
	Year 12	0					-
	Year 13	0					-
	Year 14	0					-
	Year 15	0					-
	Years 1-15	300	units @		0	per unit	-
	Sub-total						-
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)
1 bed House		1,346	sqm @		1,377	psm	(1,852,754)
2 bed House		4,635	sqm @		1,377	psm	(6,382,395)
3 bed House		10,545	sqm @		1,377	psm	(14,520,465)
4 bed House		6,120	sqm @		1,377	psm	(8,427,240)
5 bed House		1,418	sqm @		1,377	psm	(1,951,898)
1 bed Flat		1,182	sqm @		1,530	psm	(1,809,000)
2 bed Flat		1,996	sqm @		1,530	psm	(3,053,700)
Garages for 3 bed House	(OMS only)	84	units @	50%	@	8,500	£ per garage
Garages for 4 bed House	(OMS only)	42	units @	100%	@	8,500	£ per garage
Garages for 5 bed House	(OMS only)	11	units @	100%	@	8,500	£ per garage
							(89,250)
External works		38,800,701	@		15.0%		(5,820,105)
Ext. Works analysis:					19,400	£ 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
M4(3) Category 3 Housing	Aff units (>20 uni	90	units @	5%	@	12,133	£ per unit
M4(2) Category 2 Housing	OMS units	210	units @	95%	@	625	£ per unit
M4(3) Category 3 Housing	OMS units (>20 u	-	units @	5%	@	12,133	£ per unit
Part L/FHS (houses)		254	units @		5,816	£ per unit	(1,476,101)
Part L/FHS (flats)		46	units @		2,712	£ per unit	(125,294)
Additional Low Carbon/Energy Reduction (houses)		254	units @		0	£ per unit	-
Additional Low Carbon/Energy Reduction (flats)		46	units @		0	£ per unit	-
EV Charging Points - Houses		254	units @		0	£ per unit	-
EV Charging Points - Flats		46	units @		0	£ per unit	-
Water Efficiency (houses)		254	units @		2,683	£ per unit	(680,945)
Water Efficiency (flats)		46	units @		909	£ per unit	(41,996)
Broadband infrastructure	(< 20 units only)		units @		747	£ per unit	-
	Sub-total						(2,637,460)
Policy Costs analysis: (design costs only)					8,792	£ per unit (total units)	
Contingency (on construction)		48,184,891	@		5.0%		(2,409,245)
Professional Fees		48,184,891	@		6.5%		(3,132,018)
Disposal Costs -							
OMS Marketing and Promotion		77,489,580	OMS @		3.00%	7,749	£ per unit
Residential Sales Agent Costs		77,489,580	OMS @		1.00%	2,583	£ per unit
Residential Sales Legal Costs		77,489,580	OMS @		0.50%	1,291	£ per unit
Affordable Sale Legal Costs		12,971,757	AH @		0.25%	108	£ per unit
Disposal Cost analysis:						11,732	£ per unit
Interest (on Development Costs) -							
				7.00%	APR	0.565%	pcm
							(184,137)
Developers Profit -							
Profit on OMS		77,489,580			20.00%		(15,497,916)
Margin on AH		12,971,757			6.00%	on AH values	(778,305)
Profit analysis:							
		90,461,337			17.99%	blended GDV	(16,276,221)
		68,492,210			23.76%	on costs	(16,276,221)
TOTAL COSTS							(84,768,432)

Scheme Typology: **Houses & Flats** No Units: **300**
 Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
 Notes: **Lower quartiles BCIS, Viable with 20% AH**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				5,692,905
SDLT	5,692,905	@	HMRC formula	(274,145)
Acquisition Agent fees	5,692,905	@	1.0%	(56,929)
Acquisition Legal fees	5,692,905	@	0.5%	(28,465)
Interest on Land	5,692,905	@	7.00%	(398,503)
Residual Land Value				4,934,863
RLV analysis:	16,450 £ per plot	657,982 £ per ha (net)	266,282 £ per acre (net)	
		592,184 £ per ha (gross)	239,653 £ per acre (gross)	
			5.46% % 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)
Benchmark Land Value (net)	24,710 £ per plot	988,400	£ per ha (net)	400,000 £ per acre (net)
BLV analysis:	Density	3,632	sqm/ha (net)	15,822 sqft/ac (net)
		36	dph (gross)	
		889,560	£ per ha (gross)	360,000 £ per acre (gross)

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	(330,418) £ per ha (net)	(133,718) £ per acre (net)	(2,478,137)

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))	(133,718)	10%	15%	20%	25%	30%	35%	40%	
0.00	207,382	122,296	37,116	(48,201)	(133,718)	(219,550)	(305,921)		
10.00	195,445	111,011	26,482	(58,194)	(143,072)	(228,278)	(314,044)		
20.00	183,508	99,725	15,844	(68,188)	(152,426)	(237,010)	(322,179)		
30.00	171,571	88,440	5,198	(78,182)	(161,794)	(245,753)	(330,320)		
40.00	159,634	77,147	(5,449)	(88,190)	(171,162)	(254,496)	(338,473)		
50.00	147,684	65,848	(16,095)	(98,197)	(180,530)	(263,251)	(346,636)		
60.00	135,735	54,550	(26,741)	(108,204)	(189,910)	(272,010)	(354,807)		
70.00	123,786	43,252	(37,397)	(118,214)	(199,293)	(280,776)	(362,995)		
80.00	111,836	31,954	(48,057)	(128,236)	(208,676)	(289,552)	(371,191)		
90.00	99,887	20,651	(58,716)	(138,258)	(218,072)	(298,332)	(379,401)		
100.00	87,935	9,339	(69,376)	(148,280)	(227,471)	(307,126)	(387,628)		
110.00	75,972	(1,973)	(80,044)	(158,313)	(236,873)	(315,924)	(396,229)		
120.00	64,010	(13,284)	(90,718)	(168,350)	(246,289)	(324,737)	(404,962)		
130.00	52,047	(24,596)	(101,393)	(178,387)	(255,704)	(333,556)	(413,715)		
140.00	40,084	(35,920)	(112,067)	(188,434)	(265,133)	(342,388)	(422,490)		
150.00	28,119	(47,246)	(122,754)	(198,488)	(274,566)	(351,233)	(431,286)		
160.00	16,142	(58,572)	(133,444)	(208,541)	(284,008)	(360,086)	(440,106)		
170.00	4,165	(69,899)	(144,134)	(218,608)	(293,459)	(368,959)	(448,951)		
180.00	(7,812)	(81,238)	(154,832)	(228,679)	(302,919)	(377,844)	(457,824)		
190.00	(19,790)	(92,579)	(165,538)	(238,754)	(312,390)	(386,742)	(466,727)		
200.00	(31,779)	(103,921)	(176,244)	(248,842)	(321,871)	(396,007)	(475,664)		
210.00	(43,771)	(115,267)	(186,959)	(258,930)	(331,362)	(405,460)	(484,641)		
220.00	(55,764)	(126,625)	(197,683)	(269,036)	(340,868)	(414,933)	(493,656)		
230.00	(67,756)	(137,983)	(208,406)	(279,143)	(350,383)	(424,428)	(502,715)		
240.00	(79,763)	(149,343)	(219,144)	(289,266)	(359,916)	(433,947)	(511,825)		
250.00	(91,772)	(160,718)	(229,886)	(299,392)	(369,463)	(443,492)	(520,990)		

Scheme Typology:

Houses & Flats

No Units: 300

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Brownfield

Notes:

Lower quartiles BCIS, Viable with 20% AH

TABLE 2

		Affordable Housing - % on site 30%						
Balance (RLV - BLV)	(133,718)	10%	15%	20%	25%	30%	35%	40%
0%		715,140	630,324	545,503	460,639	375,762	290,842	205,871
5%		689,782	604,967	520,127	435,263	350,366	265,437	180,452
10%		664,425	579,609	494,751	409,887	324,970	240,019	155,010
15%		639,067	554,239	469,375	384,494	299,574	214,601	129,568
20%		613,709	528,863	443,999	359,098	274,166	189,181	104,117
25%		588,351	503,488	418,622	333,702	248,748	163,738	78,649
30%		562,976	478,112	393,226	308,307	223,330	138,296	53,180
35%		537,600	452,736	367,830	282,896	197,909	112,847	27,685
40%		512,224	427,354	342,435	257,478	172,467	87,378	2,188
45%		486,848	401,958	317,039	232,060	147,025	61,910	(23,336)
50%		461,473	376,563	291,626	206,638	121,576	36,417	(48,868)
55%		436,087	351,167	266,208	181,196	96,108	10,920	(74,428)
60%		410,691	325,771	240,790	155,753	70,639	(14,600)	(100,006)
65%		385,295	300,355	215,367	130,306	45,149	(40,128)	(125,606)
70%		359,899	274,937	189,924	104,837	19,652	(65,685)	(151,238)
75%		334,503	249,519	164,482	79,369	(5,864)	(91,256)	(176,904)
80%		309,085	224,095	139,035	53,881	(31,391)	(116,851)	(202,606)
85%		283,667	198,653	113,567	28,384	(56,943)	(142,478)	(228,350)
90%		258,249	173,211	88,098	2,873	(82,506)	(168,133)	(254,142)
95%		232,824	147,765	62,613	(22,655)	(108,101)	(193,822)	(279,998)
100%		207,382	122,296	37,116	(48,201)	(133,718)	(219,550)	(305,921)
105%		181,939	96,827	11,609	(73,761)	(159,362)	(245,326)	(331,927)
110%		156,494	71,345	(13,919)	(99,351)	(185,037)	(271,154)	(358,032)
115%		131,026	45,848	(39,458)	(124,958)	(210,751)	(297,043)	(384,263)
120%		105,557	20,345	(65,018)	(150,591)	(236,509)	(323,014)	(411,861)
125%		80,077	(5,182)	(90,600)	(176,262)	(262,319)	(349,070)	(439,976)

TABLE 3

		Profit (on OMS) 20%						
Balance (RLV - BLV)	(133,718)	15%	16%	17%	18%	19%	20%	21%
0		47,122	10,954	(25,214)	(61,382)	(97,550)	(133,718)	(169,887)
10		37,768	1,600	(34,568)	(70,736)	(106,904)	(143,072)	(179,240)
20		28,414	(7,754)	(43,922)	(80,090)	(116,258)	(152,426)	(188,594)
30		19,046	(17,122)	(53,290)	(89,458)	(125,626)	(161,794)	(197,962)
40		9,678	(26,490)	(62,658)	(98,826)	(134,994)	(171,162)	(207,330)
50		310	(35,858)	(72,026)	(108,194)	(144,362)	(180,530)	(216,698)
60		(9,069)	(45,238)	(81,406)	(117,574)	(153,742)	(189,910)	(226,078)
70		(18,453)	(54,621)	(90,789)	(126,957)	(163,125)	(199,293)	(235,461)
80		(27,836)	(64,004)	(100,172)	(136,340)	(172,508)	(208,676)	(244,844)
90		(37,232)	(73,400)	(109,568)	(145,736)	(181,904)	(218,072)	(254,240)
100		(46,631)	(82,799)	(118,967)	(155,135)	(191,303)	(227,471)	(263,639)
110		(56,033)	(92,201)	(128,369)	(164,537)	(200,705)	(236,873)	(273,041)
120		(65,448)	(101,616)	(137,784)	(173,953)	(210,121)	(246,289)	(282,457)
130		(74,864)	(111,032)	(147,200)	(183,368)	(219,536)	(255,704)	(291,872)
140		(84,292)	(120,460)	(156,628)	(192,797)	(228,965)	(265,133)	(301,301)
150		(93,725)	(129,894)	(166,062)	(202,230)	(238,398)	(274,566)	(310,734)
160		(103,168)	(139,336)	(175,504)	(211,672)	(247,840)	(284,008)	(320,176)
170		(112,619)	(148,787)	(184,955)	(221,123)	(257,291)	(293,459)	(329,628)
180		(122,079)	(158,247)	(194,415)	(230,583)	(266,751)	(302,919)	(339,087)
190		(131,549)	(167,718)	(203,886)	(240,054)	(276,222)	(312,390)	(348,558)
200		(141,031)	(177,199)	(213,367)	(249,535)	(285,703)	(321,871)	(358,039)
210		(150,521)	(186,689)	(222,857)	(259,026)	(295,194)	(331,362)	(367,530)
220		(160,028)	(196,196)	(232,364)	(268,532)	(304,700)	(340,868)	(377,036)
230		(169,543)	(205,711)	(241,879)	(278,047)	(314,215)	(350,383)	(386,551)
240		(179,075)	(215,244)	(251,412)	(287,580)	(323,748)	(359,916)	(396,457)
250		(188,623)	(224,791)	(260,959)	(297,127)	(333,295)	(369,463)	(406,556)

Scheme Typology:

Houses & Flats

No Units: 300

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Brownfield

Notes:

Lower quartiles BCIS, Viable with 20% AH

		BLV (per acre)						
		400,000						
Balance (RLV - BLV)	(133,718)	150,000	200,000	250,000	300,000	350,000	400,000	450,000
CIL Epsm 0.00	0	116,282	66,282	16,282	(33,718)	(83,718)	(133,718)	(183,718)
	10	106,928	56,928	6,928	(43,072)	(93,072)	(143,072)	(193,072)
	20	97,574	47,574	(2,426)	(52,426)	(102,426)	(152,426)	(202,426)
	30	88,206	38,206	(11,794)	(61,794)	(111,794)	(161,794)	(211,794)
	40	78,838	28,838	(21,162)	(71,162)	(121,162)	(171,162)	(221,162)
	50	69,470	19,470	(30,530)	(80,530)	(130,530)	(180,530)	(230,530)
	60	60,090	10,090	(39,910)	(89,910)	(139,910)	(189,910)	(239,910)
	70	50,707	707	(49,293)	(99,293)	(149,293)	(199,293)	(249,293)
	80	41,324	(8,676)	(58,676)	(108,676)	(158,676)	(208,676)	(258,676)
	90	31,928	(18,072)	(68,072)	(118,072)	(168,072)	(218,072)	(268,072)
	100	22,529	(27,471)	(77,471)	(127,471)	(177,471)	(227,471)	(277,471)
	110	13,127	(36,873)	(86,873)	(136,873)	(186,873)	(236,873)	(286,873)
	120	3,711	(46,289)	(96,289)	(146,289)	(196,289)	(246,289)	(296,289)
	130	(5,704)	(55,704)	(105,704)	(155,704)	(205,704)	(255,704)	(305,704)
	140	(15,133)	(65,133)	(115,133)	(165,133)	(215,133)	(265,133)	(315,133)
	150	(24,566)	(74,566)	(124,566)	(174,566)	(224,566)	(274,566)	(324,566)
	160	(34,008)	(84,008)	(134,008)	(184,008)	(234,008)	(284,008)	(334,008)
	170	(43,459)	(93,459)	(143,459)	(193,459)	(243,459)	(293,459)	(343,459)
	180	(52,919)	(102,919)	(152,919)	(202,919)	(252,919)	(302,919)	(352,919)
	190	(62,390)	(112,390)	(162,390)	(212,390)	(262,390)	(312,390)	(362,390)
	200	(71,871)	(121,871)	(171,871)	(221,871)	(271,871)	(321,871)	(371,871)
	210	(81,362)	(131,362)	(181,362)	(231,362)	(281,362)	(331,362)	(381,362)
	220	(90,868)	(140,868)	(190,868)	(240,868)	(290,868)	(340,868)	(390,868)
	230	(100,383)	(150,383)	(200,383)	(250,383)	(300,383)	(350,383)	(400,383)
	240	(109,916)	(159,916)	(209,916)	(259,916)	(309,916)	(359,916)	(409,916)
	250	(119,463)	(169,463)	(219,463)	(269,463)	(319,463)	(369,463)	(419,463)

		Density (dph)					
		40					
Balance (RLV - BLV)	(133,718)	25	30	35	40	45	50
CIL Epsm 0.00	0	(253,439)	(213,480)	(173,580)	(133,718)	(93,876)	(54,056)
	10	(259,317)	(220,518)	(181,777)	(143,072)	(104,390)	(65,731)
	20	(265,202)	(227,555)	(189,974)	(152,426)	(114,913)	(77,407)
	30	(271,086)	(234,601)	(198,176)	(161,794)	(125,435)	(89,091)
	40	(276,976)	(241,650)	(206,387)	(171,162)	(135,958)	(100,784)
	50	(282,872)	(248,699)	(214,597)	(180,530)	(146,495)	(112,476)
	60	(288,768)	(255,759)	(222,812)	(189,910)	(157,034)	(124,171)
	70	(294,674)	(262,820)	(231,036)	(199,293)	(167,573)	(135,881)
	80	(300,581)	(269,884)	(239,260)	(208,676)	(178,125)	(147,590)
	90	(306,494)	(276,959)	(247,493)	(218,072)	(188,681)	(159,302)
	100	(312,413)	(284,034)	(255,732)	(227,471)	(199,236)	(171,031)
	110	(318,335)	(291,118)	(263,971)	(236,873)	(209,808)	(182,760)
	120	(324,267)	(298,207)	(272,225)	(246,289)	(220,382)	(194,495)
	130	(330,201)	(305,302)	(280,479)	(255,704)	(230,961)	(206,243)
	140	(336,146)	(312,405)	(288,745)	(265,133)	(241,554)	(217,992)
	150	(342,095)	(319,514)	(297,015)	(274,566)	(252,146)	(229,757)
	160	(348,053)	(326,632)	(305,295)	(284,008)	(262,757)	(241,527)
	170	(354,019)	(333,757)	(313,581)	(293,459)	(273,369)	(253,307)
	180	(359,991)	(340,891)	(321,879)	(302,919)	(283,997)	(265,098)
	190	(365,976)	(348,035)	(330,183)	(312,390)	(294,630)	(276,898)
	200	(371,968)	(355,185)	(338,502)	(321,871)	(305,279)	(288,712)
	210	(377,970)	(362,352)	(346,826)	(331,362)	(315,934)	(300,536)
	220	(383,986)	(369,527)	(355,167)	(340,868)	(326,609)	(312,375)
	230	(390,013)	(376,712)	(363,519)	(350,383)	(337,291)	(324,228)
	240	(396,197)	(383,914)	(371,880)	(359,916)	(347,991)	(336,092)
	250	(402,598)	(391,139)	(380,262)	(369,463)	(358,706)	(347,980)

Scheme Typology:

Houses & Flats

No Units: 300

Site Typology:

Location / Value Zone: Lower

Greenfield/Brownfield:

Brownfield

Notes:

Lower quartiles BCIS, Viable with 20% AH

TABLE 6

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(133,718)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0	96,413	(18,445)	(133,718)	(249,693)	(366,993)	(492,888)	(629,781)
	10	87,119	(27,761)	(143,072)	(259,123)	(376,570)	(503,412)	(641,862)
	20	77,825	(37,076)	(152,426)	(268,556)	(386,163)	(513,998)	(653,972)
	30	68,531	(46,392)	(161,794)	(278,000)	(396,127)	(524,641)	(666,083)
	40	59,237	(55,715)	(171,162)	(287,451)	(406,313)	(535,355)	(678,193)
	50	49,943	(65,042)	(180,530)	(296,912)	(416,525)	(546,149)	(690,331)
	60	40,649	(74,370)	(189,910)	(306,382)	(426,763)	(557,030)	(702,509)
	70	31,348	(83,697)	(199,293)	(315,863)	(437,027)	(568,013)	(714,688)
	80	22,043	(93,027)	(208,676)	(325,354)	(447,322)	(579,111)	(726,866)
	90	12,739	(102,367)	(218,072)	(334,860)	(457,648)	(590,339)	(739,084)
	100	3,435	(111,708)	(227,471)	(344,373)	(468,012)	(601,719)	(751,331)
	110	(5,870)	(121,048)	(236,873)	(353,905)	(478,416)	(613,278)	(763,579)
	120	(15,174)	(130,391)	(246,289)	(363,450)	(488,862)	(625,043)	(775,830)
	130	(24,490)	(139,745)	(255,704)	(373,007)	(499,354)	(637,055)	(788,147)
	140	(33,805)	(149,098)	(265,133)	(382,586)	(509,904)	(649,165)	(800,464)
	150	(43,121)	(158,452)	(274,566)	(392,335)	(520,510)	(661,275)	(812,780)
	160	(52,436)	(167,816)	(284,008)	(402,500)	(531,183)	(673,385)	(825,136)
	170	(61,753)	(177,184)	(293,459)	(412,691)	(541,932)	(685,496)	(837,523)
	180	(71,080)	(186,552)	(302,919)	(422,907)	(552,765)	(697,674)	(849,909)
	190	(80,408)	(195,927)	(312,390)	(433,150)	(563,691)	(709,853)	(862,302)
	200	(89,735)	(205,310)	(321,871)	(443,422)	(574,731)	(722,031)	(874,759)
	210	(99,063)	(214,693)	(331,362)	(453,726)	(585,891)	(734,222)	(887,215)
	220	(108,399)	(224,087)	(340,868)	(464,064)	(597,199)	(746,469)	(899,671)
	230	(117,739)	(233,485)	(350,383)	(474,440)	(608,673)	(758,717)	(912,173)
	240	(127,079)	(242,885)	(359,916)	(484,856)	(620,348)	(770,964)	(924,700)
	250	(136,420)	(252,300)	(369,463)	(495,318)	(632,256)	(783,257)	(937,227)

TABLE 7

		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(133,718)	90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0	(415,229)	(272,637)	(133,718)	4,274	141,782	279,020	416,085
	10	(425,483)	(282,086)	(143,072)	(5,042)	132,498	269,745	406,825
	20	(435,769)	(291,537)	(152,426)	(14,357)	123,210	260,469	397,560
	30	(446,089)	(301,005)	(161,794)	(23,673)	113,916	251,194	388,292
	40	(456,445)	(310,475)	(171,162)	(32,988)	104,622	241,918	379,025
	50	(466,847)	(319,965)	(180,530)	(42,306)	95,328	232,643	369,758
	60	(477,293)	(329,461)	(189,910)	(51,633)	86,034	223,367	360,490
	70	(487,789)	(338,972)	(199,293)	(60,960)	76,740	214,092	351,223
	80	(498,344)	(348,497)	(208,676)	(70,288)	67,446	204,816	341,955
	90	(508,964)	(358,032)	(218,072)	(79,615)	58,148	195,534	332,688
	100	(519,656)	(367,588)	(227,471)	(88,950)	48,843	186,250	323,420
	110	(530,431)	(377,160)	(236,873)	(98,290)	39,539	176,965	314,153
	120	(541,298)	(386,749)	(246,289)	(107,630)	30,235	167,681	304,886
	130	(552,273)	(396,745)	(255,704)	(116,970)	20,930	158,396	295,618
	140	(563,374)	(406,930)	(265,133)	(126,317)	11,626	149,112	286,344
	150	(574,618)	(417,142)	(274,566)	(135,671)	2,317	139,828	277,068
	160	(586,030)	(427,380)	(284,008)	(145,024)	(6,998)	130,543	267,793
	170	(597,646)	(437,647)	(293,459)	(154,378)	(16,314)	121,254	258,517
	180	(609,499)	(447,946)	(302,919)	(163,743)	(25,629)	111,960	249,242
	190	(621,584)	(458,282)	(312,390)	(173,111)	(34,945)	102,666	239,966
	200	(633,694)	(468,656)	(321,871)	(182,479)	(44,262)	93,372	230,691
	210	(645,805)	(479,071)	(331,362)	(191,855)	(53,589)	84,078	221,415
	220	(657,915)	(489,534)	(340,868)	(201,238)	(62,916)	74,784	212,140
	230	(670,080)	(500,050)	(350,383)	(210,621)	(72,244)	65,490	202,864
	240	(682,258)	(510,625)	(359,916)	(220,013)	(81,571)	56,191	193,580
	250	(694,437)	(521,264)	(369,463)	(229,412)	(90,905)	46,887	184,295

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

241125 6 SWC_Whole Plan Viability Appraisals_v10a_AB_AF - Summary Table

Appraisal Ref:	AB	AC	AD	AE	AF
Scheme Typology:	Houses	Houses	Houses	Houses & Flats	Houses & Flats
No Units:	7	25	40	75	300
Location / Value Zone:	Lower	Lower	Lower	Lower	Lower
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:	No Affordable housing, Lower S106	Median BCIS, Higher S106	Median BCIS, Higher S106	Flat included, Median BCIS, Higher S106	Lower quartiles BCIS, Viable with 20% AH
Total GDV (£)	2,623,250	7,762,676	12,420,282	22,615,334	90,461,337
Policy Assumptions	-	-	-	-	-
AH Target % (& mix):	0%	30%	30%	30%	30%
Affordable Rent:	0%	0%	0%	0%	0%
Social Rent:	69%	69%	69%	69%	69%
First Homes:	25%	25%	25%	25%	25%
Intermediate (Affordable Home Ownership):	6%	6%	6%	6%	6%
CIL (£ psm)	-	-	-	-	-
CIL (£ per unit)	-	-	-	-	-
Site Specific S106 (£ per unit)	15,297	36,349	36,349	36,117	36,117
Sub-total CIL+S106 (£ per unit)	15,297	36,349	36,349	36,117	36,117
Site Infrastructure (£ per unit)	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	15,297	36,349	36,349	36,117	36,117
Profit KPI's	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	17.95%	17.95%	17.99%	17.99%
Developers Profit (% on costs)	29.82%	21.42%	21.46%	21.05%	23.76%
Developers Profit Total (£)	524,650	1,393,086	2,228,937	4,069,055	16,276,221
Land Value KPI's	-	-	-	-	-
RLV (£/acre (net))	527,496	(65,401)	(58,806)	(127,143)	266,282
RLV (£/ha (net))	1,303,442	(161,606)	(145,310)	(314,171)	657,982
RLV (% of GDV)	11.59%	-1.73%	-1.56%	-3.47%	5.46%
RLV Total (£)	304,137	(134,671)	(193,746)	(785,426)	4,934,863
BLV (£/acre (net))	400,000	400,000	400,000	400,000	400,000
BLV (£/ha (net))	988,400	988,400	988,400	988,400	988,400
BLV Total (£)	230,627	823,667	1,317,867	2,471,000	7,413,000
Surplus/Deficit (£/acre) [RLV-BLV]	127,496	(465,401)	(458,806)	(527,143)	(133,718)
Surplus/Deficit (£/ha)	315,042	(1,150,006)	(1,133,710)	(1,302,571)	(330,418)
Surplus/Deficit Total (£)	73,510	(958,338)	(1,511,613)	(3,256,426)	(2,478,137)
Plan Viability comments	Viable	Not Viable	Not Viable	Not Viable	Marginal

Appendix 7 – Strategic Sites Appraisals

Appraisal Ref: **AAC**

(see Typologies Matrix)

Scheme Typology: **Houses & Flats**No Units: **1000**Site Typology: **Location / Value Zone: Higher**Greenfield/Brownfield: **Greenfield**Notes: **Rushwick Strategic Site****ASSUMPTIONS - RESIDENTIAL USES**

Total number of units in scheme	1,000 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: 69.0%
	First Homes: 25.0%
	Intermediate (Affordable Home Ownership): 6.0%
	100% 100.0%
	69.0% % Rented
	12.4% % 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
1 bed House	5.0%	30.0	10.0%	40.0	7%	70.0
2 bed House	20.0%	120.0	22.0%	88.0	21%	208.0
3 bed House	40.0%	240.0	30.0%	120.0	36%	360.0
4 bed House	20.0%	120.0	10.0%	40.0	16%	160.0
5 bed House	5.0%	30.0	0.0%	0.0	3%	30.0
1 bed Flat	4.0%	24.0	13.0%	52.0	8%	76.0
2 bed Flat	6.0%	36.0	15.0%	60.0	10%	96.0
Total number of units	100.0%	600.0	100.0%	400.0	100%	1,000.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	2,070	22,281	2,760	29,708	4,830	51,990
2 bed House	9,000	96,875	6,600	71,042	15,600	167,917
3 bed House	22,800	245,417	11,400	122,709	34,200	368,126
4 bed House	14,400	155,000	4,800	51,667	19,200	206,667
5 bed House	4,050	43,594	0	0	4,050	43,594
1 bed Flat	1,412	15,196	3,059	32,925	4,471	48,121
2 bed Flat	2,753	29,632	4,588	49,387	7,341	79,020
	56,485	607,996	33,207	357,438	89,692	965,434

AH % by floor area: 37.02% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	268,550	3,892	362	18,798,500
2 bed House	312,000	4,160	386	64,896,000
3 bed House	400,000	4,211	391	144,000,000
4 bed House	520,000	4,333	403	83,200,000
5 bed House	590,000	4,370	406	17,700,000
1 bed Flat	200,000	4,000	372	15,200,000
2 bed Flat	253,000	3,892	362	24,288,000
				368,082,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Inter. £	% of MV
1 bed House	100,706	37.5%	100,706	37.5%	187,985	70%	187,985	70%
2 bed House	117,000	37.5%	117,000	37.5%	218,400	70%	218,400	70%
3 bed House	150,000	37.5%	150,000	37.5%	250,000	70%	280,000	70%
4 bed House	195,000	37.5%	195,000	37.5%	250,000	70%	364,000	70%
5 bed House	221,250	37.5%	221,250	37.5%	250,000	70%	413,000	70%
1 bed Flat	75,000	37.5%	75,000	37.5%	140,000	70%	140,000	70%
2 bed Flat	94,875	37.5%	94,875	37.5%	177,100	70%	177,100	70%

* capped @£250K

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites

Scheme Typology:

Houses & Flats

No Units: 1000

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Rushwick Strategic Site

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
1 bed House	30.0	@	268,550		8,056,500
2 bed House	120.0	@	312,000		37,440,000
3 bed House	240.0	@	400,000		96,000,000
4 bed House	120.0	@	520,000		62,400,000
5 bed House	30.0	@	590,000		17,700,000
1 bed Flat	24.0	@	200,000		4,800,000
2 bed Flat	36.0	@	253,000		9,108,000
	600.0				235,504,500
Affordable Rent GDV -					
1 bed House	0.0	@	100,706		-
2 bed House	0.0	@	117,000		-
3 bed House	0.0	@	150,000		-
4 bed House	0.0	@	195,000		-
5 bed House	0.0	@	221,250		-
1 bed Flat	0.0	@	75,000		-
2 bed Flat	0.0	@	94,875		-
	0.0				-
Social Rent GDV -					
1 bed House	27.6	@	100,706		2,779,493
2 bed House	60.7	@	117,000		7,104,240
3 bed House	82.8	@	150,000		12,420,000
4 bed House	27.6	@	195,000		5,382,000
5 bed House	0.0	@	221,250		-
1 bed Flat	35.9	@	75,000		2,691,000
2 bed Flat	41.4	@	94,875		3,927,825
	276.0				34,304,558
First Homes GDV -					
1 bed House	10.0	@	187,985		1,879,850
2 bed House	22.0	@	218,400		4,804,800
3 bed House	30.0	@	250,000		7,500,000
4 bed House	10.0	@	250,000		2,500,000
5 bed House	0.0	@	250,000		-
1 bed Flat	13.0	@	140,000		1,820,000
2 bed Flat	15.0	@	177,100		2,656,500
	100.0				21,161,150
Intermediate GDV -					
1 bed House	2.4	@	187,985		451,164
2 bed House	5.3	@	218,400		1,153,152
3 bed House	7.2	@	280,000		2,016,000
4 bed House	2.4	@	364,000		873,600
5 bed House	0.0	@	413,000		-
1 bed Flat	3.1	@	140,000		436,800
2 bed Flat	3.6	@	177,100		637,560
	24.0	400.0			5,568,276
Sub-total GDV Residential					
	1,000				296,538,484
AH on-site cost analysis:					
	798 £ psm (total GIA sqm)			EMV (no AH) less EGDV (inc. AH)	71,544,017
				71,544 £ per unit (total units)	
Public Sector Intervention					
	1,000	units @	0	per unit	-
Total GDV					
					296,538,484

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites

Scheme Typology: **Houses & Flats** No Units: **1000**
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
 Notes: **Rushwick Strategic Site**

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(153,959)
Planning Application Professional Fees, Surveys and reports				(460,000)
CIL				-
CIL analysis:		56,485 sqm (Market only)	0.00 £ psm	-
		0.00% % of GDV	0 £ per unit (total units)	-
Site Specific S106 Contributions	Year 1	(assumes 1 yr lead-in from first land drawdown)	0	-
	Year 2		0	-
	Year 3		660,000	(660,000)
	Year 4		1,168,189	(1,168,189)
	Year 5		2,322,815	(2,322,815)
	Year 6		4,112,641	(4,112,641)
	Year 7		5,138,268	(5,138,268)
	Year 8		5,971,385	(5,971,385)
	Year 9		5,416,855	(5,416,855)
	Year 10		3,105,814	(3,105,814)
	Year 11		4,006,233	(4,006,233)
	Year 12		4,680,446	(4,680,446)
	Year 13		4,763,001	(4,763,001)
	Year 14		1,979,848	(1,979,848)
	Year 15		3,366,210	(3,366,210)
	Year 16		167,583	(167,583)
	Year 17		1,030,339	(1,030,339)
	Year 18		111,275	(111,275)
	Year 19		781,539	(781,539)
	Year 20		492,272	(492,272)
	Year 21		0	-
	Years 1-21	1,000 units @	0 per unit	-
	Sub-total			(49,274,713)
S106 analysis:		1,724,615 £ per ha	16.62% % of GDV	49,275 £ per unit (total units)
AH Commuted Sum			89,692 sqm (total)	0 £ psm
Comm. Sum analysis:			0.00% % of GDV	

cont./

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites

Scheme Typology:

Houses & Flats

No Units: 1000

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Rushwick Strategic Site

Construction Costs -

Site Clearance, Demolition & Remediation		28.57	ha @		0	£ per ha (if brownfield)	-
Site Infrastructure costs -							
Year 1		0					-
Year 2		0					-
Year 3		0					-
Year 4		265,714					(265,714)
Year 5		6,980,783					(6,980,783)
Year 6		899,481					(899,481)
Year 7		980,783					(980,783)
Year 8		859,481					(859,481)
Year 9		940,783					(940,783)
Year 10		1,879,481					(1,879,481)
Year 11		1,960,783					(1,960,783)
Year 12		816,623					(816,623)
Year 13		897,926					(897,926)
Year 14		816,623					(816,623)
Year 15		897,926					(897,926)
Year 16		265,714					(265,714)
Year 17		347,017					(347,017)
Year 18		0					-
Year 19		81,303					(81,303)
Year 20		0					-
Year 21		0					-
Years 1-21			1,000	units @		0	per unit
Sub-total							(18,890,421)
Infra. Costs analysis:	661,165	£ per ha	6.37%	% of GDV	18,890	£ per unit (total units)	
1 bed House			4,830	sqm @	1,377	psm	(6,650,910)
2 bed House			15,600	sqm @	1,377	psm	(21,481,200)
3 bed House			34,200	sqm @	1,377	psm	(47,093,400)
4 bed House			19,200	sqm @	1,377	psm	(26,438,400)
5 bed House			4,050	sqm @	1,377	psm	(5,576,850)
1 bed Flat			4,471	sqm @	1,530	psm	(6,840,000)
2 bed Flat		89,692	7,341	sqm @	1,530	psm	(11,232,000)
Garages for 3 bed House	(OMS only)	240	units @	50%	@	8,500	£ per garage
Garages for 4 bed House	(OMS only)	120	units @	100%	@	8,500	£ per garage
Garages for 5 bed House	(OMS only)	30	units @	100%	@	8,500	£ per garage
External works		127,607,760	@		15.0%		(19,141,164)
Ext. Works analysis:					19,141	£ per unit (total units)	
Policy Costs on design -							
Net Biodiversity costs			1,000	units @		1,003	£ per unit
M4(2) Category 2 Housing	Aff units	400	units @	95%	@	625	£ per unit
M4(3) Category 3 Housing	Aff units (>20 uni	400	units @	5%	@	12,133	£ per unit
M4(2) Category 2 Housing	OMS units	600	units @	95%	@	625	£ per unit
M4(3) Category 3 Housing	OMS units (>20 u	-	units @	5%	@	12,133	£ per unit
Part L/FHS (houses)		828	units @			5,816	£ per unit
Part L/FHS (flats)		172	units @			2,712	£ per unit
Additional Low Carbon/Energy Reduction (houses)		828	units @			0	£ per unit
Additional Low Carbon/Energy Reduction (flats)		172	units @			0	£ per unit
EV Charging Points - Houses		828	units @			0	£ per unit
EV Charging Points - Flats		172	units @			0	£ per unit
Water Efficiency (houses)		828	units @			2,683	£ per unit
Water Efficiency (flats)		172	units @			909	£ per unit
Broadband infrastructure	(< 20 units only)		units @			747	£ per unit
Sub-total							(9,499,394)
Policy Costs analysis: (design costs only)					9,499	£ per unit (total units)	
Contingency (on construction)		175,138,739	@		7.5%		(13,135,405)
Professional Fees		175,138,739	@		6.5%		(11,384,018)
Disposal Costs -							
OMS Marketing and Promotion		235,504,500	OMS @		3.00%	7,065	£ per unit
Residential Sales Agent Costs		235,504,500	OMS @		1.00%	2,355	£ per unit
Residential Sales Legal Costs		235,504,500	OMS @		0.50%	1,178	£ per unit
Affordable Sale Legal Costs		61,033,984	AH @		0.25%	153	£ per unit
Disposal Cost analysis:						10,750	£ per unit
Interest (on Development Costs) -				7.00%	APR	0.565%	pcm
Developers Profit -							
Profit on OMS		235,504,500			17.33%		(40,818,734)
Margin on AH		61,033,984			6.00%	on AH values	(3,662,039)
Profit analysis:		296,538,484			15.00%	blended GDV	(44,480,773)
		263,782,805			16.86%	on costs	(44,480,773)
TOTAL COSTS							(308,263,577)

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites

Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Higher**
 Notes: **Rushwick Strategic Site**

No Units: **1000**
 Greenfield/Brownfield: **Greenfield**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				(11,725,094)
SDLT	-	@	HMRC formula	-
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	7.00%	-
Residual Land Value				(11,725,094)
RLV analysis:	(11,725) £ per plot	(410,378) £ per ha (net)	(166,078) £ per acre (net)	
		(139,584) £ per ha (gross)	(56,489) £ per acre (gross)	
			-3.95% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density		35.0 dph (net)		
Site Area (net)		28.57 ha (net)	70.60 acres (net)	
Net to Gross ratio		34%		
Site Area (gross)		84.00 ha (gross)	207.56 acres (gross)	
Benchmark Land Value (net)	21,180 £ per plot	741,300 £ per ha (net)	300,000 £ per acre (net)	21,180,000
BLV analysis:	Density	3.139 sqm/ha (net)	13.675 sqft/ac (net)	
		12 dph (gross)		
		252,143 £ per ha (gross)	102,041 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	(1,151,678) £ per ha (net)	(466,078) £ per acre (net)	(32,905,094)

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))	(466,078)	10%	15%	20%	25%	30%	35%	40%
0.00	93,484	6,321	(81,150)	(169,077)	(257,844)	(356,057)	(466,078)	
10.00	82,750	(3,860)	(90,789)	(178,192)	(266,490)	(365,669)	(475,613)	
20.00	72,010	(14,046)	(100,435)	(187,324)	(275,156)	(375,336)	(485,211)	
30.00	61,266	(24,246)	(110,094)	(196,470)	(283,845)	(385,060)	(494,878)	
40.00	50,507	(34,447)	(119,761)	(205,631)	(292,557)	(394,842)	(504,616)	
50.00	39,747	(44,668)	(129,441)	(214,809)	(301,667)	(404,681)	(514,429)	
60.00	28,972	(54,889)	(139,132)	(224,009)	(311,807)	(414,583)	(524,345)	
70.00	18,192	(65,129)	(148,834)	(233,226)	(321,987)	(424,553)	(534,389)	
80.00	7,402	(75,370)	(158,556)	(242,463)	(332,208)	(434,599)	(544,572)	
90.00	(3,398)	(85,631)	(168,292)	(251,721)	(342,479)	(444,727)	(554,910)	
100.00	(14,205)	(95,894)	(178,043)	(261,001)	(352,800)	(454,919)	(565,400)	
110.00	(25,027)	(106,179)	(187,810)	(270,304)	(363,174)	(465,174)	(576,046)	
120.00	(35,854)	(116,467)	(197,600)	(279,632)	(373,610)	(475,492)	(586,863)	
130.00	(46,698)	(126,774)	(207,408)	(288,987)	(384,108)	(485,885)	(597,866)	
140.00	(57,547)	(137,097)	(217,235)	(298,374)	(394,664)	(496,349)	(609,090)	
150.00	(68,413)	(147,434)	(227,082)	(309,188)	(405,284)	(506,892)	(620,562)	
160.00	(79,287)	(157,787)	(236,952)	(320,129)	(415,975)	(517,520)	(632,309)	
170.00	(90,176)	(168,162)	(246,845)	(331,118)	(426,743)	(528,259)	(644,145)	
180.00	(101,078)	(178,555)	(256,764)	(342,158)	(437,594)	(539,137)	(655,988)	
190.00	(111,992)	(188,967)	(266,708)	(353,258)	(448,530)	(550,166)	(667,890)	
200.00	(122,930)	(199,399)	(276,681)	(364,418)	(459,536)	(561,365)	(679,793)	
210.00	(133,883)	(209,852)	(286,688)	(375,641)	(470,607)	(572,730)	(691,755)	
220.00	(144,852)	(220,331)	(296,730)	(386,931)	(481,756)	(584,268)	(703,725)	
230.00	(155,840)	(230,835)	(308,052)	(398,288)	(492,984)	(595,994)	(715,742)	
240.00	(166,853)	(241,364)	(319,759)	(409,717)	(504,295)	(607,928)	(727,779)	
250.00	(177,886)	(251,920)	(331,524)	(421,226)	(515,696)	(620,107)	(739,875)	

Scheme Typology:

Houses & Flats

No Units: 1000

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Rushwick Strategic Site

TABLE 2		Affordable Housing - % on site 40%							
Balance (RLV - BLV)	(466,078)	10%	15%	20%	25%	30%	35%	40%	
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	701,410	614,901	528,220	441,414	354,454	267,281	179,830	
	5%	671,062	584,522	497,823	410,985	323,985	236,767	149,245	
	10%	640,712	554,143	467,412	380,556	293,517	206,243	118,647	
	15%	610,360	523,752	437,001	350,111	263,033	175,704	88,027	
	20%	579,996	493,358	406,590	319,663	232,542	145,151	57,384	
	25%	549,632	462,963	376,167	289,213	202,041	114,587	26,720	
	30%	519,258	432,569	345,738	258,744	171,527	83,998	(3,972)	
	35%	488,880	402,161	315,309	228,275	141,002	53,396	(34,695)	
	40%	458,495	371,750	284,868	197,793	110,463	22,776	(65,456)	
	45%	428,101	341,339	254,419	167,302	79,908	(7,873)	(96,258)	
	50%	397,706	310,920	223,971	136,801	49,343	(38,544)	(127,107)	
	55%	367,312	280,491	193,503	106,287	18,751	(69,245)	(158,017)	
	60%	336,909	250,062	163,034	75,760	(11,855)	(99,981)	(188,991)	
	65%	306,498	219,624	132,553	45,222	(42,480)	(130,756)	(220,051)	
	70%	276,087	189,176	102,062	14,664	(73,130)	(161,582)	(251,211)	
	75%	245,673	158,728	71,561	(15,904)	(103,808)	(192,464)	(282,509)	
	80%	215,244	128,262	41,047	(46,495)	(134,518)	(223,414)	(316,355)	
	85%	184,815	97,793	10,519	(77,106)	(165,271)	(254,445)	(353,058)	
	90%	154,381	67,313	(20,019)	(107,737)	(196,071)	(285,577)	(390,162)	
	95%	123,932	36,822	(50,579)	(138,390)	(226,922)	(319,656)	(427,789)	
	100%	93,484	6,321	(81,150)	(169,077)	(257,844)	(356,057)	(466,078)	
	105%	63,021	(24,193)	(111,742)	(199,803)	(288,846)	(392,805)	(504,995)	
	110%	32,552	(54,722)	(142,357)	(230,572)	(323,232)	(430,005)	(544,720)	
	115%	2,073	(85,260)	(172,994)	(261,396)	(359,361)	(467,820)	(585,834)	
	120%	(28,418)	(115,822)	(203,654)	(292,284)	(395,758)	(506,276)	(628,839)	
125%	(58,919)	(146,397)	(234,351)	(327,056)	(432,564)	(545,344)	(674,518)		

TABLE 3		Profit (on OMS) 17%							
Balance (RLV - BLV)	(466,078)	15%	16%	17%	18%	19%	20%	21%	
AH % on site 40%	0%	379,362	331,271	283,181	235,090	187,000	138,909	90,819	
	2%	342,433	295,304	248,176	201,047	153,918	106,790	59,661	
	4%	305,468	259,302	213,135	166,968	120,801	74,634	28,467	
	6%	268,486	223,281	178,076	132,871	87,666	42,461	(2,745)	
	8%	231,479	187,236	142,993	98,749	54,506	10,263	(33,980)	
	10%	194,437	151,155	107,874	64,592	21,311	(21,971)	(65,252)	
	12%	157,357	115,038	72,718	30,399	(11,921)	(54,241)	(96,560)	
	14%	120,240	78,882	37,524	(3,834)	(45,192)	(86,550)	(127,907)	
	16%	83,077	42,681	2,285	(38,111)	(78,507)	(118,903)	(159,299)	
	18%	45,863	6,429	(33,005)	(72,439)	(111,874)	(151,308)	(190,742)	
	20%	8,585	(29,887)	(68,360)	(106,832)	(145,305)	(183,777)	(222,249)	
	22%	(28,765)	(66,275)	(103,786)	(141,297)	(178,807)	(216,318)	(253,828)	
	24%	(66,194)	(102,743)	(139,292)	(175,841)	(212,389)	(248,938)	(285,487)	
	26%	(103,741)	(139,327)	(174,914)	(210,501)	(246,088)	(281,675)	(320,128)	
	28%	(141,436)	(176,061)	(210,686)	(245,311)	(279,937)	(317,006)	(357,035)	
	30%	(179,325)	(212,989)	(246,652)	(280,315)	(316,332)	(355,249)	(394,167)	
	32%	(217,464)	(250,166)	(282,867)	(318,171)	(355,976)	(393,781)	(431,586)	
	34%	(255,969)	(287,709)	(322,656)	(359,349)	(396,042)	(432,736)	(469,429)	
	36%	(295,077)	(330,062)	(365,643)	(401,225)	(436,806)	(472,388)	(507,969)	
	38%	(340,697)	(375,166)	(409,636)	(444,105)	(478,575)	(513,044)	(547,514)	
	40%	(388,272)	(421,630)	(454,988)	(488,345)	(521,703)	(555,060)	(588,418)	
	42%	(437,324)	(469,569)	(501,815)	(534,061)	(566,306)	(598,552)	(630,798)	
	44%	(489,035)	(520,169)	(551,302)	(582,436)	(613,570)	(644,704)	(675,837)	
	46%	(545,498)	(575,519)	(605,541)	(635,563)	(665,585)	(695,607)	(725,628)	
	48%	(605,912)	(634,822)	(663,732)	(692,642)	(721,552)	(750,462)	(779,372)	
50%	(667,336)	(695,134)	(722,932)	(750,730)	(778,528)	(806,326)	(834,124)		

Scheme Typology:

Houses & Flats

No Units: 1000

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Rushwick Strategic Site

TABLE 4		BLV (per acre)							
		150,000	200,000	250,000	300,000	350,000	400,000	450,000	
Balance (RLV - BLV)	(466,078)	0%	417,193	367,193	317,193	267,193	217,193	167,193	117,193
		2%	382,507	332,507	282,507	232,507	182,507	132,507	82,507
AH % on site	40%	4%	347,786	297,786	247,786	197,786	147,786	97,786	47,786
		6%	313,047	263,047	213,047	163,047	113,047	63,047	13,047
		8%	278,283	228,283	178,283	128,283	78,283	28,283	(21,717)
		10%	243,484	193,484	143,484	93,484	43,484	(6,516)	(56,516)
		12%	208,648	158,648	108,648	58,648	(41,352)	(91,352)	
		14%	173,774	123,774	73,774	23,774	(26,226)	(76,226)	(126,226)
		16%	138,855	88,855	38,855	(11,145)	(61,145)	(111,145)	(161,145)
		18%	103,884	53,884	3,884	(46,116)	(96,116)	(146,116)	(196,116)
		20%	68,850	18,850	(31,150)	(81,150)	(131,150)	(181,150)	(231,150)
		22%	33,743	(16,257)	(66,257)	(116,257)	(166,257)	(216,257)	(266,257)
		24%	(1,443)	(51,443)	(101,443)	(151,443)	(201,443)	(251,443)	(301,443)
		26%	(36,746)	(86,746)	(136,746)	(186,746)	(236,746)	(286,746)	(336,746)
		28%	(72,198)	(122,198)	(172,198)	(222,198)	(272,198)	(322,198)	(372,198)
		30%	(107,844)	(157,844)	(207,844)	(257,844)	(307,844)	(357,844)	(407,844)
		32%	(143,739)	(193,739)	(243,739)	(293,739)	(343,739)	(393,739)	(443,739)
		34%	(184,855)	(234,855)	(284,855)	(334,855)	(384,855)	(434,855)	(484,855)
		36%	(227,473)	(277,473)	(327,473)	(377,473)	(427,473)	(477,473)	(527,473)
		38%	(271,095)	(321,095)	(371,095)	(421,095)	(471,095)	(521,095)	(571,095)
		40%	(316,078)	(366,078)	(416,078)	(466,078)	(516,078)	(566,078)	(616,078)
		42%	(362,535)	(412,535)	(462,535)	(512,535)	(562,535)	(612,535)	(662,535)
		44%	(411,653)	(461,653)	(511,653)	(561,653)	(611,653)	(661,653)	(711,653)
		46%	(465,522)	(515,522)	(565,522)	(615,522)	(665,522)	(715,522)	(765,522)
		48%	(523,344)	(573,344)	(623,344)	(673,344)	(723,344)	(773,344)	(823,344)
		50%	(582,174)	(632,174)	(682,174)	(732,174)	(782,174)	(832,174)	(882,174)

TABLE 5		Density (dph)							
		25	30	35	40	45	50	55	
Balance (RLV - BLV)	(466,078)	0%	105,138	186,165	267,193	348,220	429,248	510,275	591,303
		2%	80,362	156,435	232,507	308,579	384,652	460,724	536,797
AH % on site	40%	4%	55,561	126,674	197,786	268,898	340,010	411,123	482,235
		6%	30,748	96,897	163,047	229,196	295,346	361,495	427,645
		8%	5,917	67,100	128,283	189,467	250,650	311,833	373,017
		10%	(18,940)	37,272	93,484	149,696	205,908	262,120	318,332
		12%	(43,823)	7,413	58,648	109,884	161,119	212,355	263,590
		14%	(68,733)	(22,479)	23,774	70,027	116,281	162,534	208,788
		16%	(93,675)	(52,410)	(11,145)	30,120	71,385	112,650	153,915
		18%	(118,654)	(82,385)	(46,116)	(9,846)	26,423	62,692	98,961
		20%	(143,679)	(112,415)	(81,150)	(49,886)	(18,622)	12,642	43,907
		22%	(168,755)	(142,506)	(116,257)	(90,008)	(63,759)	(37,510)	(11,261)
		24%	(193,888)	(172,665)	(151,443)	(130,221)	(108,998)	(87,776)	(66,553)
		26%	(219,104)	(202,925)	(186,746)	(170,567)	(154,388)	(138,208)	(122,029)
		28%	(244,427)	(233,313)	(222,198)	(211,083)	(199,969)	(188,854)	(177,740)
		30%	(269,888)	(263,866)	(257,844)	(251,821)	(245,799)	(239,777)	(233,755)
		32%	(295,528)	(294,634)	(293,739)	(292,845)	(291,951)	(291,056)	(290,162)
		34%	(324,896)	(329,876)	(334,855)	(339,834)	(344,813)	(349,793)	(354,772)
		36%	(355,338)	(366,405)	(377,473)	(388,540)	(399,608)	(410,676)	(421,743)
		38%	(386,497)	(403,796)	(421,095)	(438,395)	(455,694)	(472,994)	(490,293)
		40%	(418,627)	(442,352)	(466,078)	(489,803)	(513,529)	(537,254)	(560,979)
		42%	(451,811)	(482,173)	(512,535)	(542,898)	(573,260)	(603,622)	(633,984)
		44%	(486,895)	(524,274)	(561,653)	(599,032)	(636,411)	(673,790)	(711,169)
		46%	(525,373)	(570,448)	(615,522)	(660,597)	(705,672)	(750,746)	(795,821)
		48%	(566,674)	(620,009)	(673,344)	(726,679)	(780,013)	(833,348)	(886,683)
		50%	(608,696)	(670,435)	(732,174)	(793,913)	(855,653)	(917,392)	(979,131)

Scheme Typology:

Houses & Flats

No Units:

1000

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Rushwick Strategic Site

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		(466,078)	90%	95%	100%	105%	110%	115%	120%
AH % on site 40%	0%		482,106	374,975	267,193	158,744	49,561	(60,614)	(172,352)
	2%		447,191	340,190	232,507	124,142	14,995	(95,250)	(207,297)
	4%		412,259	305,387	197,786	89,507	(19,624)	(129,991)	(242,438)
	6%		377,324	270,560	163,047	54,834	(54,307)	(164,861)	(277,862)
	8%		342,368	235,706	128,283	20,116	(89,066)	(199,888)	(315,954)
	10%		307,402	200,817	93,484	(14,654)	(123,916)	(235,096)	(357,888)
	12%		272,421	165,909	58,648	(49,481)	(158,885)	(270,551)	(400,506)
	14%		237,415	130,968	23,774	(84,372)	(193,999)	(307,511)	(444,029)
	16%		202,383	96,004	(11,145)	(119,342)	(229,283)	(349,434)	(488,544)
	18%		167,320	61,009	(46,116)	(154,415)	(264,790)	(392,054)	(534,249)
	20%		132,215	25,978	(81,150)	(189,621)	(300,867)	(435,585)	(581,958)
	22%		97,084	(9,096)	(116,257)	(224,987)	(342,785)	(480,193)	(632,623)
	24%		61,920	(44,219)	(151,443)	(260,561)	(385,413)	(526,016)	(687,464)
	26%		26,726	(79,396)	(186,746)	(296,404)	(428,958)	(573,911)	(743,950)
	28%		(8,505)	(114,636)	(222,198)	(337,931)	(473,674)	(625,016)	(801,236)
	30%		(43,777)	(149,958)	(257,844)	(380,559)	(519,663)	(680,519)	(859,432)
	32%		(79,099)	(185,368)	(293,739)	(424,136)	(567,833)	(737,511)	(918,673)
	34%		(114,482)	(220,910)	(334,855)	(468,973)	(619,561)	(795,363)	(979,163)
	36%		(149,937)	(256,630)	(377,473)	(515,169)	(675,857)	(854,260)	(1,182,747)
	38%		(185,475)	(292,584)	(421,095)	(563,736)	(733,366)	(914,354)	(1,418,163)
40%		(221,117)	(333,543)	(466,078)	(616,341)	(791,889)	(1,048,715)	(1,653,579)	
42%		(256,912)	(376,149)	(512,535)	(673,439)	(851,580)	(1,284,711)	(1,888,996)	
44%		(292,929)	(419,819)	(561,653)	(731,575)	(925,002)	(1,521,428)	(2,124,412)	
46%		(333,991)	(464,976)	(615,522)	(790,851)	(1,156,461)	(1,758,145)	(2,359,829)	
48%		(376,576)	(511,761)	(673,344)	(851,541)	(1,394,478)	(1,994,862)	(2,595,245)	
50%		(420,294)	(561,651)	(732,174)	(1,033,492)	(1,632,495)	(2,231,578)	(2,830,661)	

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		(466,078)	90%	95%	100%	105%	110%	115%	120%
AH % on site	40%	0%	(117,696)	75,691	267,193	457,464	646,867	835,821	1,024,498
		2%	(145,231)	44,642	232,507	419,129	604,843	790,061	975,001
		4%	(172,835)	13,558	197,786	380,775	562,797	744,302	925,505
		6%	(200,529)	(17,565)	163,047	342,400	520,748	698,530	875,996
		8%	(228,328)	(48,734)	128,283	303,997	478,676	652,749	826,481
		10%	(256,253)	(79,954)	93,484	265,560	436,592	606,963	776,966
		12%	(284,330)	(111,232)	58,648	227,082	394,490	561,158	727,439
		14%	(314,770)	(142,572)	23,774	188,578	352,360	515,346	677,903
		16%	(347,826)	(174,009)	(11,145)	150,036	310,201	469,514	628,362
		18%	(381,341)	(205,556)	(46,116)	111,462	268,008	423,663	578,802
		20%	(415,415)	(237,242)	(81,150)	72,849	225,769	377,790	529,235
		22%	(450,231)	(269,098)	(116,257)	34,191	183,474	331,889	479,648
		24%	(485,812)	(301,534)	(151,443)	(4,519)	141,142	285,952	430,039
		26%	(522,300)	(339,007)	(186,746)	(43,289)	98,768	239,971	380,409
		28%	(560,361)	(377,050)	(222,198)	(82,139)	56,342	193,937	330,748
		30%	(600,765)	(415,849)	(257,844)	(121,069)	13,858	147,824	281,049
		32%	(644,516)	(455,656)	(293,739)	(160,108)	(28,692)	101,663	231,302
		34%	(689,661)	(496,540)	(334,855)	(199,281)	(71,323)	55,445	181,488
36%	(735,396)	(538,903)	(377,473)	(238,655)	(114,053)	9,162	131,587		
38%	(781,896)	(584,047)	(421,095)	(278,294)	(156,903)	(37,208)	81,611		
40%	(829,222)	(633,390)	(466,078)	(321,324)	(199,906)	(83,670)	31,567		
42%	(897,433)	(684,926)	(512,535)	(368,296)	(243,142)	(130,258)	(18,563)		
44%	(1,083,846)	(737,291)	(561,653)	(416,462)	(286,703)	(177,000)	(68,798)		
46%	(1,275,486)	(790,683)	(615,522)	(466,320)	(335,713)	(223,948)	(119,165)		
48%	(1,467,126)	(845,354)	(673,344)	(518,107)	(387,667)	(271,226)	(169,702)		
50%	(1,658,767)	(1,046,548)	(732,174)	(573,701)	(441,357)	(322,122)	(220,458)		

TABLE 8		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre (n))	(466,078)	10%	15%	20%	25%	30%	35%	40%
Grant (£ per unit)	-	93,484	6,321	(81,150)	(169,077)	(257,844)	(356,057)	(466,078)
	3,000	130,545	43,478	(43,853)	(131,568)	(219,903)	(311,080)	(418,012)
	6,000	167,574	80,592	(6,623)	(94,162)	(182,179)	(271,097)	(371,689)
	9,000	204,582	117,670	30,557	(56,837)	(144,625)	(233,083)	(326,540)
	12,000	241,569	154,721	67,694	(19,577)	(107,185)	(195,303)	(284,370)
	15,000	278,532	191,744	104,795	17,627	(69,826)	(157,698)	(246,281)
	18,000	315,485	228,739	141,856	54,783	(32,543)	(120,219)	(208,442)
	21,000	352,416	265,725	178,891	91,898	4,684	(82,834)	(170,784)
	24,000	389,330	302,678	215,909	128,981	41,862	(45,519)	(133,269)
	27,000	426,225	339,631	252,896	166,038	79,000	(8,266)	(95,846)
-	30,000	463,105	376,554	289,871	203,061	116,102	28,934	(58,508)

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:

AAD
Houses & Flats
Location / Value Zone: Higher
Throckmorton New Settlement

No Units: 5000
Greenfield/Brownfield: Greenfield / Brownfield

(see Typologies Matrix)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		5,000 Units						
AH Policy requirement (% Target)		40%						
Open Market Sale (OMS) housing		60%						
AH tenure split %	Affordable Rent:	0.0%						
	Social Rent:	69.0%						
	First Homes:	25.0%						
	Intermediate (Affordable Home Ownership):	6.0%						
		100%	100.0%					
CIL Rate (£ psm)		0.00 £ psm						
Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	5.0%	150.0	10.0%	200.0	7%	350.0		
2 bed House	20.0%	600.0	22.0%	440.0	21%	1,040.0		
3 bed House	40.0%	1,200.0	30.0%	600.0	36%	1,800.0		
4 bed House	20.0%	600.0	10.0%	200.0	16%	800.0		
5 bed House	5.0%	150.0	0.0%	0.0	3%	150.0		
1 bed Flat	4.0%	120.0	13.0%	260.0	8%	380.0		
2 bed Flat	6.0%	180.0	15.0%	300.0	10%	480.0		
Total number of units	100.0%	3,000.0	100.0%	2,000.0	100%	5,000.0		
OMS Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit			
	(sqm)	(sqft)	%		(sqm)	(sqft)		
	1 bed House	69.0	743		69.0	743		
	2 bed House	75.0	807		75.0	807		
	3 bed House	95.0	1,023		95.0	1,023		
	4 bed House	120.0	1,292		120.0	1,292		
	5 bed House	135.0	1,453		135.0	1,453		
	1 bed Flat	50.0	538		58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823			
AH Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit			
	(sqm)	(sqft)	%		(sqm)	(sqft)		
	1 bed House	69.0	743		69.0	743		
	2 bed House	75.0	807		75.0	807		
	3 bed House	95.0	1,023		95.0	1,023		
	4 bed House	120.0	1,292		120.0	1,292		
	5 bed House	135.0	1,453		135.0	1,453		
	1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823			
Total Gross Floor areas -	OMS Units GIA		AH units GIA		Total GIA (all units)			
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)		
	1 bed House	10,350	111,406	13,800	148,542	24,150	259,948	
	2 bed House	45,000	484,376	33,000	355,209	78,000	839,585	
	3 bed House	114,000	1,227,086	57,000	613,543	171,000	1,840,629	
	4 bed House	72,000	775,002	24,000	258,334	96,000	1,033,335	
	5 bed House	20,250	217,969	0	0	20,250	217,969	
	1 bed Flat	7,059	75,981	15,294	164,625	22,353	240,605	
2 bed Flat	13,765	148,162	22,941	246,937	36,706	395,099		
	282,424	3,039,981	166,035	1,787,189	448,459	4,827,170		
AH % by floor area:		37.02% AH % by floor area (difference due to mix)						
Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)				
1 bed House	268,550	3,892	362	93,992,500				
2 bed House	312,000	4,160	386	324,480,000				
3 bed House	400,000	4,211	391	720,000,000				
4 bed House	520,000	4,333	403	416,000,000				
5 bed House	590,000	4,370	406	88,500,000				
1 bed Flat	200,000	4,000	372	76,000,000				
2 bed Flat	253,000	3,892	362	121,440,000				
				1,840,412,500				
Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Inter. £	% of MV
1 bed House	100,706	37.5%	100,706	37.5%	187,985	70%	187,985	70%
2 bed House	117,000	37.5%	117,000	37.5%	218,400	70%	218,400	70%
3 bed House	150,000	37.5%	150,000	37.5%	250,000	70%	280,000	70%
4 bed House	195,000	37.5%	195,000	37.5%	250,000	70%	364,000	70%
5 bed House	221,250	37.5%	221,250	37.5%	250,000	70%	413,000	70%
1 bed Flat	75,000	37.5%	75,000	37.5%	140,000	70%	140,000	70%
2 bed Flat	94,875	37.5%	94,875	37.5%	177,100	70%	177,100	70%
* capped @£250K								

* capped @£250K

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites

Scheme Typology:

Houses & Flats

No Units: 5000

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Greenfield / Brownfield

Notes:

Throckmorton New Settlement

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	150.0	@	268,550	40,282,500
2 bed House	600.0	@	312,000	187,200,000
3 bed House	1,200.0	@	400,000	480,000,000
4 bed House	600.0	@	520,000	312,000,000
5 bed House	150.0	@	590,000	88,500,000
1 bed Flat	120.0	@	200,000	24,000,000
2 bed Flat	180.0	@	253,000	45,540,000
	3,000.0			1,177,522,500
Affordable Rent GDV -				
1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-
Social Rent GDV -				
1 bed House	138.0	@	100,706	13,897,463
2 bed House	303.6	@	117,000	35,521,200
3 bed House	414.0	@	150,000	62,100,000
4 bed House	138.0	@	195,000	26,910,000
5 bed House	0.0	@	221,250	-
1 bed Flat	179.4	@	75,000	13,455,000
2 bed Flat	207.0	@	94,875	19,639,125
	1,380.0			171,522,788
First Homes GDV -				
1 bed House	50.0	@	187,985	9,399,250
2 bed House	110.0	@	218,400	24,024,000
3 bed House	150.0	@	250,000	37,500,000
4 bed House	50.0	@	250,000	12,500,000
5 bed House	0.0	@	250,000	-
1 bed Flat	65.0	@	140,000	9,100,000
2 bed Flat	75.0	@	177,100	13,282,500
	500.0			105,805,750
Intermediate GDV -				
1 bed House	12.0	@	187,985	2,255,820
2 bed House	26.4	@	218,400	5,765,760
3 bed House	36.0	@	280,000	10,080,000
4 bed House	12.0	@	364,000	4,368,000
5 bed House	0.0	@	413,000	-
1 bed Flat	15.6	@	140,000	2,184,000
2 bed Flat	18.0	@	177,100	3,187,800
	120.0	2,000.0		27,841,380
Sub-total GDV Residential				
	5,000			1,482,692,418
AH on-site cost analysis:				
	798 £ psm (total GIA sqm)		EMV (no AH) less EGDV (inc. AH)	357,720,083
			71,544 £ per unit (total units)	
Employment Land				
	66.9	ha @	1,482,600 per unit	99,185,940
Public Sector Intervention				
	5,000	units @	12,000 per unit	60,000,000
Total GDV				1,641,878,358

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites

Scheme Typology:

Houses & Flats

No Units: 5000

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Greenfield / Brownfield

Notes:

Throckmorton New Settlement

DEVELOPMENT COSTS

Initial Payments -

Statutory Planning Fees (Residential) (705,959)

Planning Application Professional Fees, Surveys and reports (2,120,000)

CIL 282,424 sqm (Market only) 0.00 £ psm -

CIL analysis:

0.00% % of GDV

0 £ per unit (total units)

Site Specific S106 Contributions	Year 1	(assumes 1 yr lead-in from first land drawdown)	0	-
	Year 2		0	-
	Year 3		0	-
	Year 4		0	-
	Year 5		151,777	(151,777)
	Year 6		0	-
	Year 7		4,226,975	(4,226,975)
	Year 8		5,086,339	(5,086,339)
	Year 9		5,217,334	(5,217,334)
	Year 10		26,253,437	(26,253,437)
	Year 11		28,666,199	(28,666,199)
	Year 12		6,973,024	(6,973,024)
	Year 13		7,868,451	(7,868,451)
	Year 14		7,255,689	(7,255,689)
	Year 15		6,987,759	(6,987,759)
	Year 16		6,987,759	(6,987,759)
	Year 17		2,745,666	(2,745,666)
	Year 18		4,875,666	(4,875,666)
	Year 19		4,592,904	(4,592,904)
	Year 20		2,462,904	(2,462,904)
	Year 21+		97,942,999	(97,942,999)
	Years 1-21	5,000 units @	0 per unit	-
	Sub-total			(218,294,882)

S106 analysis: 1,746,359 £ per ha

14.72% % of GDV

43,659 £ per unit (total units)

AH Commuted Sum

448,459 sqm (total)

0 £ psm

Comm. Sum analysis:

0.00% % of GDV

cont./

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites

Scheme Typology:

Houses & Flats

No Units: 5000

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Greenfield / Brownfield

Notes:

Throckmorton New Settlement

Construction Costs -							
Site Clearance, Demolition & Remediation	(apportioned)	125.00	ha @	85,250	£ per ha (if brownfield)		(10,656,250)
Site Infrastructure costs -							
Year 1		0					-
Year 2		0					-
Year 3		526,800					(526,800)
Year 4		1,519,412					(1,519,412)
Year 5		1,519,412					(1,519,412)
Year 6		4,570,412					(4,570,412)
Year 7		9,323,070					(9,323,070)
Year 8		4,289,912					(4,289,912)
Year 9		4,694,912					(4,694,912)
Year 10		2,267,070					(2,267,070)
Year 11		2,543,912					(2,543,912)
Year 12		2,267,070					(2,267,070)
Year 13		2,543,912					(2,543,912)
Year 14		2,138,912					(2,138,912)
Year 15		2,052,570					(2,052,570)
Year 16		2,339,412					(2,339,412)
Year 17		7,544,412					(7,544,412)
Year 18		2,467,570					(2,467,570)
Year 19		6,360,612					(6,360,612)
Year 20		6,083,766					(6,083,766)
Year 21+		7,408,833					(7,408,833)
Years 1-21		5,000	units @	0	per unit		-
Sub-total							(72,461,981)
Infra. Costs analysis:		579,696	£ per ha	4.89%	% of GDV	14,492	£ per unit (total units)
1 bed House		24,150	sqm @	1,377	psm		(33,254,550)
2 bed House		78,000	sqm @	1,377	psm		(107,406,000)
3 bed House		171,000	sqm @	1,377	psm		(235,467,000)
4 bed House		96,000	sqm @	1,377	psm		(132,192,000)
5 bed House		20,250	sqm @	1,377	psm		(27,884,250)
1 bed Flat		22,353	sqm @	1,530	psm		(34,200,000)
2 bed Flat		36,706	sqm @	1,530	psm		(56,160,000)
Garages for 3 bed House	(OMS only)	1,200	units @	50%	@	8,500	£ per garage (5,100,000)
Garages for 4 bed House	(OMS only)	600	units @	100%	@	8,500	£ per garage (5,100,000)
Garages for 5 bed House	(OMS only)	150	units @	100%	@	8,500	£ per garage (1,275,000)
External works		638,038,800	@	15.0%			(95,705,820)
Ext. Works analysis:						19,141	£ per unit (total units)
Policy Costs on design -							
Net Biodiversity costs		5,000	units @	1,003	£ per unit		(5,015,000)
M4(2) Category 2 Housing	Aff units	2,000	units @	95%	@	625	£ per unit (1,187,500)
M4(3) Category 3 Housing	Aff units (>20 uni	2,000	units @	5%	@	12,133	£ per unit (1,213,300)
M4(2) Category 2 Housing	OMS units	3,000	units @	95%	@	625	£ per unit (1,781,250)
M4(3) Category 3 Housing	OMS units (>20 u	-	units @	5%	@	12,133	£ per unit -
Part L/FHS (houses)		4,140	units @			5,816	£ per unit (24,078,240)
Part L/FHS (flats)		860	units @			2,712	£ per unit (2,332,320)
Additional Low Carbon/Energy Reduction (houses)		4,140	units @			0	£ per unit -
Additional Low Carbon/Energy Reduction (flats)		860	units @			0	£ per unit -
EV Charging Points - Houses		4,140	units @			0	£ per unit -
EV Charging Points - Flats		860	units @			0	£ per unit -
Water Efficiency (houses)		4,140	units @			2,683	£ per unit (11,107,620)
Water Efficiency (flats)		860	units @			909	£ per unit (781,740)
Broadband infrastructure	(< 20 units only)		units @			747	£ per unit -
Sub-total							(47,496,970)
Policy Costs analysis: (design costs only)						9,499	£ per unit (total units)
Contingency (on construction)		864,359,821	@	7.5%			(64,826,987)
Professional Fees		864,359,821	@	6.5%			(56,183,388)
Disposal Costs -							
OMS Marketing and Promotion		1,177,522,500	OMS @	3.00%		7,065	£ per unit (35,325,675)
Residential Sales Agent Costs		1,177,522,500	OMS @	1.00%		2,355	£ per unit (11,775,225)
Residential Sales Legal Costs		1,177,522,500	OMS @	0.50%		1,178	£ per unit (5,887,613)
Affordable Sale Legal Costs		305,169,918	AH @	0.25%		153	£ per unit (762,925)
Disposal Cost analysis:						10,750	£ per unit
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(7,494,666)
Developers Profit -							
Profit on OMS		1,177,522,500		17.33%			(204,093,668)
Margin on AH		305,169,918		6.00%	on AH values		(18,310,195)
Profit analysis:		1,482,692,418		15.00%	blended GDV	(222,403,863)	
		1,267,737,140		17.54%	on costs	(222,403,863)	
TOTAL COSTS							(1,490,141,003)

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites

Scheme Typology: Houses & Flats
Site Typology: Location / Value Zone: Higher
Notes: Throckmorton New Settlement

No Units: 5000
Greenfield/Brownfield: Greenfield / Brownfield

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				151,737,355
SDLT	151,737,355	@	HMRC formula	(7,576,368)
Acquisition Agent fees	151,737,355	@	1.0%	(1,517,374)
Acquisition Legal fees	151,737,355	@	0.5%	(758,687)
Interest on Land	151,737,355	@	7.00%	(10,621,615)
Residual Land Value				131,263,312
RLV analysis:	26,253 £ per plot	1,050,106 £ per ha (net)	424,972 £ per acre (net)	
		183,585 £ per ha (gross)	74,296 £ per acre (gross)	
			8.85% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density		40.0 dph (net)		
Site Area (net)		125.0 ha (net)	308.88 acres (net)	
Net to Gross ratio		17%		
Site Area (gross)		715.00 ha (gross)	1,766.76 acres (gross)	
Benchmark Land Value (net)	29,772 £ per plot	1,190,896 £ per ha (net)	481,949 £ per acre (net)	148,862,059
BLV analysis:	Density	3,588 sqm/ha (net)	15,628 sqft/ac (net)	
		7 dph (gross)		
		208,199 £ per ha (gross)	84,257 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	(140,790) £ per ha (net)	(56,977) £ per acre (net)	(17,598,747)

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))	(56,977)	10%	15%	20%	25%	30%	35%	40%	
0.00		535,139	436,539	337,903	239,243	140,550	41,813	(56,977)	
10.00		523,163	425,221	327,250	229,249	131,215	33,138	(64,991)	
20.00		511,187	413,902	316,597	219,255	121,880	24,463	(73,006)	
30.00		499,211	402,584	305,937	209,260	112,544	15,787	(81,026)	
40.00		487,235	391,265	295,277	199,261	103,208	7,109	(89,047)	
50.00		475,254	379,946	284,616	189,259	93,866	(1,574)	(97,069)	
60.00		463,269	368,628	273,955	179,257	84,523	(10,256)	(105,090)	
70.00		451,285	357,307	263,295	169,255	75,180	(18,938)	(113,111)	
80.00		439,301	345,980	252,634	159,253	65,838	(27,621)	(121,134)	
90.00		427,316	334,653	241,969	149,251	56,495	(36,303)	(129,162)	
100.00		415,332	323,326	231,300	139,245	47,151	(44,991)	(137,191)	
110.00		403,346	311,999	220,631	129,235	37,801	(53,681)	(145,219)	
120.00		391,353	300,672	209,962	119,225	28,450	(62,371)	(153,247)	
130.00		379,359	289,344	199,294	109,215	19,100	(71,060)	(161,276)	
140.00		367,366	278,009	188,625	99,205	9,750	(79,750)	(169,311)	
150.00		355,373	266,673	177,951	89,195	400	(88,443)	(177,347)	
160.00		343,380	255,337	167,273	79,178	(8,956)	(97,140)	(185,382)	
170.00		331,385	244,002	156,596	69,160	(18,314)	(105,837)	(193,418)	
180.00		319,383	232,666	145,919	59,142	(27,673)	(114,535)	(201,454)	
190.00		307,380	221,328	135,242	49,124	(37,031)	(123,232)	(209,497)	
200.00		295,378	209,983	124,563	39,106	(46,389)	(131,932)	(217,540)	
210.00		283,376	198,639	113,877	29,084	(55,751)	(140,637)	(225,583)	
220.00		271,373	187,294	103,191	19,057	(65,118)	(149,342)	(233,626)	
230.00		259,366	175,949	92,506	9,031	(74,484)	(158,048)	(241,673)	
240.00		247,354	164,605	81,820	(996)	(83,850)	(166,753)	(249,724)	
250.00		235,342	153,252	71,134	(11,023)	(93,217)	(175,463)	(257,775)	

Scheme Typology:

Houses & Flats

No Units: 5000

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Greenfield / Brownfield

Notes:

Throckmorton New Settlement

TABLE 2

TABLE 2		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		(56,977)	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%		1,147,355	1,048,809	950,242	851,662	753,062	654,432	555,776
	5%		1,116,749	1,018,198	919,631	821,046	722,446	623,810	525,148
	10%		1,086,143	987,587	889,020	790,430	691,825	593,189	494,520
	15%		1,055,538	956,976	858,409	759,813	661,203	562,567	463,892
	20%		1,024,932	926,366	827,797	729,197	630,581	531,940	433,264
	25%		994,322	895,755	797,181	698,581	599,959	501,312	402,630
	30%		963,711	865,144	766,565	667,965	569,337	470,684	371,996
	35%		933,100	834,533	735,949	637,349	538,715	440,056	341,361
	40%		902,489	803,923	705,333	606,730	508,093	409,428	310,727
	45%		871,879	773,312	674,716	576,108	477,471	378,800	280,092
	50%		841,268	742,700	644,100	545,486	446,848	348,172	249,457
	55%		810,657	712,084	613,484	514,864	416,220	317,542	218,820
	60%		780,046	681,468	582,868	484,242	385,592	286,907	188,179
	65%		749,436	650,852	552,252	453,620	354,964	256,273	157,538
	70%		718,825	620,236	521,634	422,998	324,336	225,638	126,896
	75%		688,214	589,619	491,012	392,376	293,708	195,004	96,255
	80%		657,603	559,003	460,391	361,754	263,079	164,369	65,614
	85%		626,987	528,387	429,769	331,127	232,451	133,735	34,969
	90%		596,371	497,771	399,147	300,499	201,819	103,096	4,320
	95%		565,755	467,155	368,525	269,871	171,184	72,455	(26,328)
	100%		535,139	436,539	337,903	239,243	140,550	41,813	(56,977)
	105%		504,523	405,917	307,281	208,615	109,915	11,172	(87,626)
	110%		473,906	375,295	276,659	177,987	79,281	(19,470)	(118,275)
	115%		443,290	344,673	246,035	147,359	48,646	(50,111)	(148,931)
	120%		412,674	314,051	215,407	116,731	18,012	(80,756)	(179,587)
	125%		382,058	283,430	184,779	86,096	(12,629)	(111,405)	(210,243)

TABLE 3

TABLE 3		Profit (on OMS) 17%							
Balance (RLV - BLV)		(56,977)	15%	16%	17%	18%	19%	20%	21%
AH % on site 40%	0%		860,488	805,527	750,567	695,606	640,646	585,685	530,724
	2%		818,497	764,636	710,775	656,913	603,052	549,190	495,329
	4%		776,507	723,744	670,982	618,220	565,458	512,696	459,934
	6%		734,516	682,853	631,190	579,527	527,864	476,201	424,538
	8%		692,517	641,953	591,389	540,825	490,262	439,698	389,134
	10%		650,513	601,048	551,584	502,119	452,655	403,190	353,726
	12%		608,509	560,144	511,778	463,413	415,048	366,683	318,317
	14%		566,505	519,239	471,973	424,707	377,441	330,175	282,909
	16%		524,494	478,328	432,161	385,994	339,827	293,660	247,493
	18%		482,476	437,408	392,341	347,273	302,205	257,138	212,070
	20%		440,458	396,489	352,521	308,552	264,584	220,615	176,647
	22%		398,439	355,570	312,701	269,832	226,962	184,093	141,224
	24%		356,406	314,635	272,865	231,095	189,325	147,555	105,785
	26%		314,371	273,700	233,030	192,359	151,688	111,017	70,346
	28%		272,337	232,765	193,194	153,622	114,050	74,479	34,907
	30%		230,285	191,813	153,341	114,868	76,396	37,923	(549)
	32%		188,234	150,861	113,488	76,114	38,741	1,368	(36,005)
	34%		146,174	109,900	73,626	37,352	1,078	(35,196)	(71,470)
	36%		104,104	68,929	33,754	(1,420)	(36,595)	(71,770)	(106,945)
	38%		62,029	27,954	(6,122)	(40,198)	(74,273)	(108,349)	(142,424)
	40%		19,939	(13,037)	(46,013)	(78,990)	(111,966)	(144,943)	(177,919)
	42%		(22,157)	(54,034)	(85,911)	(117,789)	(149,666)	(181,543)	(213,420)
	44%		(64,268)	(95,046)	(125,824)	(156,602)	(187,380)	(218,158)	(248,936)
	46%		(106,393)	(136,071)	(165,750)	(195,429)	(225,108)	(254,786)	(284,465)
	48%		(148,529)	(177,108)	(205,688)	(234,267)	(262,847)	(291,426)	(320,006)
	50%		(190,687)	(218,167)	(245,647)	(273,127)	(300,608)	(328,088)	(355,568)

Scheme Typology:

Houses & Flats

No Units: 5000

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Greenfield / Brownfield

Notes:

Throckmorton New Settlement

TABLE 4

		BLV (per acre)		481,949					
Balance (RLV - BLV)		(56,977)	150,000	200,000	250,000	300,000	350,000	400,000	450,000
AH % on site	40%	0%	1,064,243	1,014,243	964,243	914,243	864,243	814,243	764,243
		2%	1,024,817	974,817	924,817	874,817	824,817	774,817	724,817
		4%	985,390	935,390	885,390	835,390	785,390	735,390	685,390
		6%	945,963	895,963	845,963	795,963	745,963	695,963	645,963
		8%	906,528	856,528	806,528	756,528	706,528	656,528	606,528
		10%	867,088	817,088	767,088	717,088	667,088	617,088	567,088
		12%	827,648	777,648	727,648	677,648	627,648	577,648	527,648
		14%	788,208	738,208	688,208	638,208	588,208	538,208	488,208
		16%	748,761	698,761	648,761	598,761	548,761	498,761	448,761
		18%	709,307	659,307	609,307	559,307	509,307	459,307	409,307
		20%	669,852	619,852	569,852	519,852	469,852	419,852	369,852
		22%	630,398	580,398	530,398	480,398	430,398	380,398	330,398
		24%	590,928	540,928	490,928	440,928	390,928	340,928	290,928
		26%	551,457	501,457	451,457	401,457	351,457	301,457	251,457
		28%	511,987	461,987	411,987	361,987	311,987	261,987	211,987
		30%	472,499	422,499	372,499	322,499	272,499	222,499	172,499
		32%	433,012	383,012	333,012	283,012	233,012	183,012	133,012
		34%	393,515	343,515	293,515	243,515	193,515	143,515	93,515
		36%	354,009	304,009	254,009	204,009	154,009	104,009	54,009
		38%	314,498	264,498	214,498	164,498	114,498	64,498	14,498
		40%	274,972	224,972	174,972	124,972	74,972	24,972	(25,028)
		42%	235,440	185,440	135,440	85,440	35,440	(14,560)	(64,560)
		44%	195,892	145,892	95,892	45,892	(4,108)	(54,108)	(104,108)
		46%	156,332	106,332	56,332	6,332	(43,668)	(93,668)	(143,668)
		48%	116,760	66,760	16,760	(33,240)	(83,240)	(133,240)	(183,240)
		50%	77,166	27,166	(22,834)	(72,834)	(122,834)	(172,834)	(222,834)

TABLE 5

		Density (dph)		40					
Balance (RLV - BLV)		(56,977)	25	30	35	40	45	50	55
AH % on site	40%	0%	258,713	416,606	574,465	732,294	890,115	1,047,915	1,205,715
		2%	234,054	387,026	539,962	692,868	845,768	998,646	1,151,520
		4%	209,389	357,443	505,453	653,441	801,413	949,378	1,097,324
		6%	184,720	327,852	470,943	614,014	757,058	900,102	1,043,129
		8%	160,051	298,261	436,433	574,579	712,703	850,818	988,933
		10%	135,382	268,671	401,923	535,139	668,348	801,535	934,722
		12%	110,702	239,075	367,400	495,699	623,985	752,251	880,510
		14%	86,023	209,473	332,878	456,259	579,615	702,968	826,298
		16%	61,343	179,870	298,355	416,812	535,245	653,671	772,087
		18%	36,653	150,267	263,828	377,357	490,875	604,371	717,867
		20%	11,962	120,651	229,292	337,903	446,496	555,071	663,637
		22%	(12,730)	91,036	194,755	298,448	402,110	505,771	609,407
		24%	(37,434)	61,419	160,216	258,978	357,724	456,453	555,177
		26%	(62,138)	31,789	125,665	219,508	313,334	407,135	500,933
		28%	(86,851)	2,159	91,113	180,037	268,930	357,817	446,683
		30%	(111,568)	(27,479)	56,554	140,550	224,526	308,484	392,433
		32%	(136,293)	(57,124)	21,986	101,062	180,115	259,146	338,171
		34%	(161,024)	(86,775)	(12,584)	61,566	135,691	209,808	283,899
		36%	(185,766)	(116,435)	(47,169)	22,060	91,268	160,448	229,627
		38%	(210,513)	(146,104)	(81,755)	(17,451)	46,825	111,089	175,334
		40%	(235,275)	(175,781)	(116,359)	(56,977)	2,381	61,714	121,038
		42%	(260,046)	(205,472)	(150,968)	(96,509)	(42,081)	12,331	66,726
		44%	(284,828)	(235,173)	(185,592)	(136,057)	(86,548)	(37,067)	12,405
		46%	(309,625)	(264,887)	(220,229)	(175,617)	(131,037)	(86,475)	(41,934)
		48%	(334,439)	(294,619)	(254,880)	(215,189)	(175,535)	(135,904)	(96,283)
		50%	(359,270)	(324,367)	(289,547)	(254,783)	(220,052)	(185,346)	(150,659)

Scheme Typology:

Houses & Flats

No Units: 5000

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield:

Greenfield / Brownfield

Notes:

Throckmorton New Settlement

TABLE 6		Build cost 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV)	(56,977)	90%	95%	100%	105%	110%	115%	120%
AH % on site 40%	0%	974,390	853,396	732,294	611,083	489,736	368,236	246,543
	2%	934,496	813,732	692,868	571,892	450,765	329,482	208,004
	4%	894,594	774,068	653,441	532,690	411,795	290,727	169,460
	6%	854,691	734,404	614,014	493,486	372,817	251,971	130,909
	8%	814,789	694,740	574,579	454,281	333,830	213,197	92,344
	10%	774,886	655,076	535,139	415,077	294,843	174,423	53,774
	12%	734,983	615,404	495,699	375,857	255,850	135,639	15,185
	14%	695,081	575,728	456,259	336,637	216,845	96,844	(23,410)
	16%	655,170	536,052	416,812	297,417	177,839	58,044	(62,023)
	18%	615,257	496,375	377,357	258,185	138,821	19,228	(100,650)
	20%	575,343	456,698	337,903	218,948	99,796	(19,595)	(139,289)
	22%	535,430	417,009	298,448	179,710	60,765	(58,435)	(177,954)
	24%	495,517	377,319	258,978	140,458	21,719	(97,287)	(216,636)
	26%	455,594	337,629	219,508	101,202	(17,332)	(136,152)	(255,339)
	28%	415,669	297,935	180,037	61,938	(56,399)	(175,040)	(294,066)
	30%	375,743	258,231	140,550	22,663	(95,478)	(213,944)	(332,822)
	32%	335,817	218,527	101,062	(16,618)	(134,569)	(252,866)	(371,610)
	34%	295,883	178,820	61,566	(55,914)	(173,681)	(291,813)	(410,434)
	36%	255,944	139,099	22,060	(95,219)	(212,806)	(330,789)	(449,300)
	38%	216,004	99,379	(17,451)	(134,538)	(251,950)	(369,794)	(489,245)
	40%	176,061	59,650	(56,977)	(173,874)	(291,120)	(408,832)	(534,815)
	42%	136,106	19,912	(96,509)	(213,222)	(330,315)	(447,909)	(581,526)
	44%	96,152	(19,830)	(136,057)	(252,590)	(369,537)	(487,864)	(628,512)
	46%	56,190	(59,586)	(175,617)	(291,982)	(408,791)	(533,233)	(675,821)
	48%	16,219	(99,347)	(215,189)	(331,396)	(448,080)	(580,111)	(723,518)
	50%	(23,753)	(139,124)	(254,783)	(370,836)	(488,307)	(627,380)	(771,712)

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	(56,977)	90%	95%	100%	105%	110%	115%	120%
AH % on site 40%	0%	300,615	516,572	732,294	947,858	1,163,290	1,378,630	1,593,896
	2%	269,773	481,435	692,868	904,142	1,115,280	1,326,325	1,537,298
	4%	238,930	446,298	653,441	860,416	1,067,271	1,274,021	1,480,699
	6%	208,086	411,161	614,014	816,690	1,019,249	1,221,709	1,424,088
	8%	177,231	376,024	574,579	772,964	971,226	1,169,392	1,367,478
	10%	146,375	340,874	535,139	729,238	923,204	1,117,074	1,310,868
	12%	115,519	305,724	495,699	685,509	875,181	1,064,757	1,254,257
	14%	84,655	270,573	456,259	641,769	827,158	1,012,440	1,197,647
	16%	53,785	235,419	416,812	598,029	779,125	960,121	1,141,034
	18%	22,915	200,254	377,357	554,290	731,088	907,789	1,084,409
	20%	(7,965)	165,089	337,903	510,548	683,051	855,457	1,027,784
	22%	(38,850)	129,921	298,448	466,793	635,014	803,125	971,160
	24%	(69,735)	94,741	258,978	423,038	586,967	750,793	914,535
	26%	(100,637)	59,560	219,508	379,282	538,914	698,449	857,901
	28%	(131,538)	24,372	180,037	335,515	490,861	646,101	801,260
	30%	(162,452)	(10,826)	140,550	291,743	442,805	593,753	744,619
	32%	(193,372)	(46,025)	101,062	247,971	394,735	541,400	687,978
	34%	(224,304)	(81,241)	61,566	204,184	346,664	489,034	631,321
	36%	(255,242)	(116,458)	22,060	160,394	298,588	436,668	574,662
	38%	(286,198)	(151,693)	(17,451)	116,596	250,498	384,295	518,003
	40%	(317,161)	(186,932)	(56,977)	72,786	202,409	331,910	461,328
	42%	(348,140)	(222,188)	(96,509)	28,972	154,301	279,524	404,649
	44%	(379,137)	(257,457)	(136,057)	(14,860)	106,191	227,120	347,965
	46%	(410,149)	(292,737)	(175,617)	(58,699)	58,063	174,713	291,264
	48%	(441,180)	(328,039)	(215,189)	(102,553)	9,931	122,288	234,561
	50%	(472,233)	(363,360)	(254,783)	(146,425)	(38,224)	69,858	177,837

TABLE 8		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre (n))	(56,977)	10%	15%	20%	25%	30%	35%	40%
-	-	350,100	250,984	151,763	52,410	(47,107)	(146,839)	(247,428)
3,000	3,000	396,838	297,896	198,881	99,775	552	(98,819)	(198,389)
6,000	6,000	443,232	344,430	245,578	146,665	47,662	(51,433)	(150,662)
9,000	9,000	489,321	390,631	291,905	193,134	94,308	(4,584)	(103,557)
12,000	12,000	535,139	436,539	337,903	239,243	140,550	41,813	(56,977)
15,000	15,000	580,709	482,172	383,612	285,044	186,444	87,820	(10,835)
18,000	18,000	625,978	527,491	428,987	330,476	231,951	133,414	34,853
21,000	21,000	670,659	572,207	473,739	375,271	276,802	178,314	79,826
24,000	24,000	714,861	616,427	517,989	419,550	321,111	222,669	124,217
27,000	27,000	758,675	660,249	561,823	463,397	364,972	266,546	168,120
30,000	30,000	802,143	703,717	605,290	506,864	408,438	310,004	211,570

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: **AAE**

(see Typologies Matrix)

Scheme Typology:

Houses & FlatsNo Units: **10000**

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Worcestershire Parkway Garden Village**ASSUMPTIONS - RESIDENTIAL USES**

Total number of units in scheme	10,000 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: 69.0%
	First Homes: 25.0%
	Intermediate (Affordable Home Ownership): 6.0%
	100% 100.0%
	69.0% % Rented
	12.4% % 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
1 bed House	5.0%	300.0	10.0%	400.0	7%	700.0
2 bed House	20.0%	1,200.0	22.0%	880.0	21%	2,080.0
3 bed House	40.0%	2,400.0	30.0%	1,200.0	36%	3,600.0
4 bed House	20.0%	1,200.0	10.0%	400.0	16%	1,600.0
5 bed House	5.0%	300.0	0.0%	0.0	3%	300.0
1 bed Flat	4.0%	240.0	13.0%	520.0	8%	760.0
2 bed Flat	6.0%	360.0	15.0%	600.0	10%	960.0
Total number of units	100.0%	6,000.0	100.0%	4,000.0	100%	10,000.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743	%	69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743	%	69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	20,700	222,813	27,600	297,084	48,300	519,897
2 bed House	90,000	968,752	66,000	710,418	156,000	1,679,170
3 bed House	228,000	2,454,171	114,000	1,227,086	342,000	3,681,257
4 bed House	144,000	1,550,003	48,000	516,668	192,000	2,066,671
5 bed House	40,500	435,938	0	0	40,500	435,938
1 bed Flat	14,118	151,961	30,588	329,249	44,706	481,210
2 bed Flat	27,529	296,324	45,882	493,874	73,412	790,198
	564,847	6,079,963	332,071	3,574,378	896,918	9,654,341

AH % by floor area:

37.02% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	268,550	3,892	362	187,985,000
2 bed House	312,000	4,160	386	648,960,000
3 bed House	400,000	4,211	391	1,440,000,000
4 bed House	520,000	4,333	403	832,000,000
5 bed House	590,000	4,370	406	177,000,000
1 bed Flat	200,000	4,000	372	152,000,000
2 bed Flat	253,000	3,892	362	242,880,000
				3,680,825,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Inter. £	% of MV
1 bed House	100,706	37.5%	100,706	37.5%	187,985	70%	187,985	70%
2 bed House	117,000	37.5%	117,000	37.5%	218,400	70%	218,400	70%
3 bed House	150,000	37.5%	150,000	37.5%	250,000	70%	280,000	70%
4 bed House	195,000	37.5%	195,000	37.5%	250,000	70%	364,000	70%
5 bed House	221,250	37.5%	221,250	37.5%	250,000	70%	413,000	70%
1 bed Flat	75,000	37.5%	75,000	37.5%	140,000	70%	140,000	70%
2 bed Flat	94,875	37.5%	94,875	37.5%	177,100	70%	177,100	70%

* capped @£250K

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites

Scheme Typology: **Houses & Flats** No Units: **10000**
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
 Notes: **Worcestershire Parkway Garden Village**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	300.0	@	268,550	80,565,000
2 bed House	1,200.0	@	312,000	374,400,000
3 bed House	2,400.0	@	400,000	960,000,000
4 bed House	1,200.0	@	520,000	624,000,000
5 bed House	300.0	@	590,000	177,000,000
1 bed Flat	240.0	@	200,000	48,000,000
2 bed Flat	360.0	@	253,000	91,080,000
	6,000.0			2,355,045,000
Affordable Rent GDV -				
1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-
Social Rent GDV -				
1 bed House	276.0	@	100,706	27,794,925
2 bed House	607.2	@	117,000	71,042,400
3 bed House	828.0	@	150,000	124,200,000
4 bed House	276.0	@	195,000	53,820,000
5 bed House	0.0	@	221,250	-
1 bed Flat	358.8	@	75,000	26,910,000
2 bed Flat	414.0	@	94,875	39,278,250
	2,760.0			343,045,575
First Homes GDV -				
1 bed House	100.0	@	187,985	18,798,500
2 bed House	220.0	@	218,400	48,048,000
3 bed House	300.0	@	250,000	75,000,000
4 bed House	100.0	@	250,000	25,000,000
5 bed House	0.0	@	250,000	-
1 bed Flat	130.0	@	140,000	18,200,000
2 bed Flat	150.0	@	177,100	26,565,000
	1,000.0			211,611,500
Intermediate GDV -				
1 bed House	24.0	@	187,985	4,511,640
2 bed House	52.8	@	218,400	11,531,520
3 bed House	72.0	@	280,000	20,160,000
4 bed House	24.0	@	364,000	8,736,000
5 bed House	0.0	@	413,000	-
1 bed Flat	31.2	@	140,000	4,368,000
2 bed Flat	36.0	@	177,100	6,375,600
	240.0	4,000.0		55,682,760
Sub-total GDV Residential				
	10,000			2,965,384,835
AH on-site cost analysis:				
	798 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	715,440,165
			71,544 £ per unit (total units)	
Employment Land				
	50.0	ha @	1,482,600 per unit	74,130,000
Public Sector Intervention				
	10,000	units @	13,400 per unit	134,000,000
Total GDV				
				3,173,514,835

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites

Scheme Typology: **Houses & Flats** No Units: **10000**
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
 Notes: **Worcestershire Parkway Garden Village**

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(1,395,959)
Planning Application Professional Fees, Surveys and reports				(4,190,000)
CIL				-
CIL analysis:		564,847 sqm (Market only)	0.00 £ psm	-
		0.00% % of GDV	0 £ per unit (total units)	-
Site Specific S106 Contributions	Year 1	(assumes 1 yr lead-in from first land drawdown)	0	-
	Year 2		0	-
	Year 3		0	-
	Year 4		104,346	(104,346)
	Year 5		26,337,021	(26,337,021)
	Year 6		27,410,443	(27,410,443)
	Year 7		26,319,635	(26,319,635)
	Year 8		15,829,957	(15,829,957)
	Year 9		10,619,727	(10,619,727)
	Year 10		13,438,443	(13,438,443)
	Year 11		18,135,372	(18,135,372)
	Year 12		16,446,189	(16,446,189)
	Year 13		22,475,739	(22,475,739)
	Year 14		13,482,478	(13,482,478)
	Year 15		7,452,928	(7,452,928)
	Year 16		9,157,839	(9,157,839)
	Year 17		4,830,401	(4,830,401)
	Year 18+		165,280,300	(165,280,300)
	Years 1-18	10,000 units @	per unit	-
	Sub-total			(377,320,818)
S106 analysis:		1,270,440 £ per ha	12.72% % of GDV	37,732 £ per unit (total units)
AH Commuted Sum		896,918 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		
cont./				

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites

Scheme Typology:

Houses & Flats

No Units: 10000

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Worcestershire Parkway Garden Village

Construction Costs -								
Site Clearance, Demolition & Remediation		297.00	ha @		0	£ per ha (if brownfield)		-
Site Infrastructure costs -								
	Year 1			0				-
	Year 2			0				-
	Year 3			0				-
	Year 4			7,965,747				(7,965,747)
	Year 5			19,032,792				(19,032,792)
	Year 6			12,133,788				(12,133,788)
	Year 7			10,398,782				(10,398,782)
	Year 8			11,303,282				(11,303,282)
	Year 9			20,123,282				(20,123,282)
	Year 10			13,318,782				(13,318,782)
	Year 11			18,544,782				(18,544,782)
	Year 12			4,498,782				(4,498,782)
	Year 13			4,498,782				(4,498,782)
	Year 14			4,498,782				(4,498,782)
	Year 15			4,498,782				(4,498,782)
	Year 16			4,725,779				(4,725,779)
	Year 17			4,725,779				(4,725,779)
	Year 18+			42,680,242				(42,680,242)
	Years 1-18		10,000 units @		0	per unit		-
	Sub-total							(182,948,165)
Infra. Costs analysis:		615,987	£ per ha	6.17%	% of GDV	18,295	£ per unit (total units)	
1 bed House			48,300	sqm @		1,377	psm	(66,509,100)
2 bed House			156,000	sqm @		1,377	psm	(214,812,000)
3 bed House			342,000	sqm @		1,377	psm	(470,934,000)
4 bed House			192,000	sqm @		1,377	psm	(264,384,000)
5 bed House			40,500	sqm @		1,377	psm	(55,768,500)
1 bed Flat			44,706	sqm @		1,530	psm	(68,400,000)
2 bed Flat		896,918	73,412	sqm @		1,530	psm	(112,320,000)
Garages for 3 bed House	(OMS only)	2,400	units @		50%		8,500	£ per garage
Garages for 4 bed House	(OMS only)	1,200	units @		100%		8,500	£ per garage
Garages for 5 bed House	(OMS only)	300	units @		100%		8,500	£ per garage
								(2,550,000)
External works			1,276,077,600	@		15.0%		(191,411,640)
Ext. Works analysis:						19,141	£ per unit (total units)	
Policy Costs on design -								
Net Biodiversity costs			10,000	units @		1,003	£ per unit	(10,030,000)
M4(2) Category 2 Housing	Aff units	4,000	units @		95%		625	£ per unit
M4(3) Category 3 Housing	Aff units (>20 uni	4,000	units @		5%		12,133	£ per unit
								(2,375,000)
								(2,426,600)
M4(2) Category 2 Housing	OMS units	6,000	units @		95%		625	£ per unit
M4(3) Category 3 Housing	OMS units (>20 u	-	units @		5%		12,133	£ per unit
								(3,562,500)
								-
Part L/FHS (houses)		8,280	units @				5,816	£ per unit
								(48,156,480)
Part L/FHS (flats)		1,720	units @				2,712	£ per unit
								(4,664,640)
Additional Low Carbon/Energy Reduction (houses)		8,280	units @				0	£ per unit
								-
Additional Low Carbon/Energy Reduction (flats)		1,720	units @				0	£ per unit
								-
EV Charging Points - Houses		8,280	units @				0	£ per unit
								-
EV Charging Points - Flats		1,720	units @				0	£ per unit
								-
Water Efficiency (houses)		8,280	units @				2,683	£ per unit
								(22,215,240)
Water Efficiency (flats)		1,720	units @				909	£ per unit
								(1,563,480)
Broadband infrastructure	(< 20 units only)		units @				747	£ per unit
								-
	Sub-total							(94,993,940)
Policy Costs analysis: (design costs only)						9,499	0	
							0.00	
Contingency (on construction)		1,745,431,345	@		7.5%			(130,907,351)
Professional Fees		1,745,431,345	@		6.5%			(113,453,037)
Disposal Costs -								
OMS Marketing and Promotion		2,355,045,000	OMS @		3.00%		7,065	£ per unit
								(70,651,350)
Residential Sales Agent Costs		2,355,045,000	OMS @		1.00%		2,355	£ per unit
								(23,550,450)
Residential Sales Legal Costs		2,355,045,000	OMS @		0.50%		1,178	£ per unit
								(11,775,225)
Affordable Sale Legal Costs		610,339,835	AH @		0.25%		153	£ per unit
								(1,525,850)
Disposal Cost analysis:						10,750	£ per unit	
Interest (on Development Costs) -				7.00%	APR	0.565%	pcm	(11,233,271)
Developers Profit -								
Profit on OMS		2,355,045,000				17.33%		(408,129,299)
Margin on AH		610,339,835				6.00%	on AH values	(36,620,390)
Profit analysis:		2,965,384,835				15.00%	blended GDV	(444,749,689)
		2,491,434,656				17.85%	on costs	(444,749,689)
TOTAL COSTS								(2,936,184,344)

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites

Scheme Typology:

Houses & Flats

No Units: 10000

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Worcestershire Parkway Garden Village

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				237,330,491
SDLT	237,330,491	@	HMRC formula	(11,856,025)
Acquisition Agent fees	237,330,491	@	1.0%	(2,373,305)
Acquisition Legal fees	237,330,491	@	0.5%	(1,186,652)
Interest on Land	237,330,491	@	7.00%	(16,613,134)
Residual Land Value				205,301,375
RLV analysis:	20,530 £ per plot	691,250 £ per ha (net)	279,745 £ per acre (net)	
		454,207 £ per ha (gross)	183,815 £ per acre (gross)	
			6.92% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density		33.7 dph (net)		
Site Area (net)		297.00 ha (net)	733.89 acres (net)	
Net to Gross ratio		66%		
Site Area (gross)		452.00 ha (gross)	1,116.89 acres (gross)	
Benchmark Land Value (net)	17,907 £ per plot	602,924 £ per ha (net)	244,000 £ per acre (net)	179,068,429
BLV analysis:	Density	3,020 sqm/ha (net)	13,155 sqft/ac (net)	
		22 dph (gross)		
		396,169 £ per ha (gross)	160,327 £ per acre (gross)	

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	88,326 £ per ha (net)	35,745 £ per acre (net)	26,232,946

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))		35,745	10%	15%	20%	25%	30%	35%	40%
CIL £ psm 0.00	0.00		537,146	453,920	370,614	287,201	203,630	119,828	35,745
	10.00		527,047	444,368	361,611	278,742	195,712	112,447	28,903
	20.00		516,944	434,816	352,607	270,280	187,792	105,066	22,057
	30.00		506,838	425,260	343,596	261,817	179,866	97,679	15,208
	40.00		496,731	415,701	334,585	253,348	171,940	90,290	8,355
	50.00		486,624	406,142	325,573	244,880	164,007	82,899	1,498
	60.00		476,510	396,579	316,555	236,405	156,073	75,503	(5,361)
	70.00		466,397	387,012	307,537	227,929	148,132	68,106	(12,226)
	80.00		456,283	377,446	298,514	219,449	140,191	60,702	(19,093)
	90.00		446,162	367,874	289,488	210,965	132,246	53,298	(25,967)
	100.00		436,041	358,300	280,461	202,478	124,297	45,888	(32,842)
	110.00		425,919	348,726	271,428	193,987	116,349	38,476	(39,724)
	120.00		415,791	339,145	262,394	185,493	108,392	31,060	(46,608)
	130.00		405,661	329,563	253,354	176,993	100,435	23,639	(53,499)
	140.00		395,531	319,978	244,313	168,491	92,473	16,215	(60,393)
	150.00		385,394	310,388	235,267	159,983	84,508	8,786	(67,292)
	160.00		375,257	300,798	226,218	151,475	76,540	1,354	(74,199)
	170.00		365,116	291,201	217,165	142,961	68,567	(6,083)	(81,111)
	180.00		354,971	281,603	208,107	134,444	60,593	(13,524)	(88,029)
	190.00		344,826	271,999	199,046	125,925	52,610	(20,970)	(94,954)
	200.00		334,673	262,393	189,980	117,400	44,628	(28,421)	(101,886)
	210.00		324,519	252,783	180,910	108,875	36,637	(35,877)	(108,825)
	220.00		314,361	243,168	171,834	100,341	28,646	(43,338)	(115,769)
	230.00		304,198	233,550	162,759	91,807	20,646	(50,803)	(122,724)
	240.00		294,034	223,926	153,675	83,266	12,646	(58,276)	(129,686)
	250.00		283,863	214,299	144,591	74,723	4,637	(65,754)	(136,655)

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites

Scheme Typology: **Houses & Flats** No Units: **10000**
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
 Notes: **Worcestershire Parkway Garden Village**

TABLE 2		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		35,745	10%	15%	20%	25%	30%	35%	40%
(where 105% is a 5% increase, and 95% is a 5% decrease etc.)	Site Specific S106 100%	0%	984,390	901,445	818,499	735,537	652,568	569,583	486,577
		5%	962,075	879,129	796,174	713,209	630,228	547,232	464,214
		10%	939,759	856,810	773,846	690,873	607,886	524,878	441,847
		15%	917,443	834,483	751,517	668,533	585,533	502,513	419,465
		20%	895,119	812,155	729,177	646,187	563,178	480,144	397,076
		25%	872,792	789,822	706,837	623,834	540,811	457,761	374,678
		30%	850,464	767,482	684,489	601,477	518,440	435,371	352,263
		35%	828,127	745,142	662,136	579,109	496,057	412,971	329,835
		40%	805,787	722,790	639,775	556,736	473,665	390,556	307,391
		45%	783,445	700,437	617,408	534,353	451,264	368,127	284,928
		50%	761,091	678,074	595,032	511,959	428,849	345,683	262,447
		55%	738,738	655,706	572,650	489,557	406,420	323,222	239,944
		60%	716,372	633,328	550,253	467,142	383,976	300,742	217,417
		65%	694,005	610,946	527,850	444,712	361,515	278,241	194,859
		70%	671,624	588,548	505,435	422,268	339,036	255,716	172,269
		75%	649,240	566,143	483,005	399,808	316,537	233,165	149,640
		80%	626,842	543,729	460,561	377,331	294,016	210,580	126,968
		85%	604,436	521,297	438,101	354,834	271,469	187,963	104,243
		90%	582,022	498,853	415,625	332,315	248,892	165,300	81,463
		95%	559,590	476,395	393,130	309,771	226,280	142,590	58,632
		100%	537,146	453,920	370,614	287,201	203,630	119,828	35,745
		105%	514,688	431,427	348,074	264,597	180,935	97,018	12,795
		110%	492,215	408,913	325,508	241,956	158,186	74,155	(10,224)
		115%	469,724	386,377	302,913	219,273	135,394	51,237	(33,320)
		120%	447,213	363,814	280,279	196,541	112,553	28,257	(56,505)
		125%	424,679	341,224	257,610	173,762	89,661	5,208	(79,793)
TABLE 3		Profit (on OMS) 17%							
Balance (RLV - BLV)		35,745	15%	16%	17%	18%	19%	20%	21%
AH % on site 40%		0%	811,224	764,960	718,697	672,434	626,171	579,908	533,645
		2%	775,825	730,487	685,149	639,812	594,474	549,136	503,798
		4%	740,420	696,008	651,595	607,183	562,770	518,358	473,945
		6%	705,008	661,521	618,034	574,546	531,059	487,572	444,084
		8%	669,590	627,028	584,466	541,904	499,342	456,780	414,218
		10%	634,160	592,523	550,886	509,249	467,613	425,976	384,339
		12%	598,722	558,011	517,299	476,588	435,876	395,165	354,453
		14%	563,274	523,487	483,701	443,915	404,129	364,342	324,556
		16%	527,812	488,950	450,089	411,228	372,367	333,506	294,645
		18%	492,337	454,402	416,466	378,530	340,594	302,659	264,723
		20%	456,849	419,838	382,828	345,817	308,807	271,796	234,786
		22%	421,342	385,257	349,172	313,087	277,002	240,916	204,831
		24%	385,816	350,656	315,496	280,336	245,176	210,016	174,856
		26%	350,267	316,032	281,798	247,563	213,328	179,093	144,859
		28%	314,692	281,383	248,073	214,764	181,454	148,145	114,835
		30%	279,085	246,701	214,317	181,933	149,549	117,164	84,780
		32%	243,441	211,982	180,523	149,064	117,606	86,147	54,688
		34%	207,752	177,219	146,685	116,151	85,618	55,084	24,550
		36%	172,024	142,416	112,808	83,199	53,591	23,982	(5,626)
		38%	136,248	107,565	78,882	50,199	21,516	(7,167)	(35,851)
		40%	100,421	72,663	44,905	17,147	(10,610)	(38,368)	(66,126)
		42%	64,531	37,699	10,866	(15,966)	(42,799)	(69,632)	(96,464)
		44%	28,568	2,660	(23,247)	(49,155)	(75,062)	(100,969)	(126,877)
		46%	(7,485)	(32,467)	(57,449)	(82,431)	(107,413)	(132,395)	(157,377)
		48%	(43,659)	(67,716)	(91,772)	(115,829)	(139,886)	(163,943)	(188,000)
		50%	(79,994)	(103,126)	(126,258)	(149,389)	(172,521)	(195,652)	(218,784)

Scheme Typology:

Houses & Flats

No Units: 10000

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Worcestershire Parkway Garden Village

TABLE 4				BLV (per acre)		244,000					
Balance (RLV - BLV)		35,745	150,000	200,000	250,000	300,000	350,000	400,000	450,000		
AH % on site 40%	0%	797,430	747,430	697,430	647,430	597,430	547,430	497,430	447,430	397,430	
	2%	764,188	714,188	664,188	614,188	564,188	514,188	464,188	414,188	364,188	
	4%	730,939	680,939	630,939	580,939	530,939	480,939	430,939	380,939	330,939	
	6%	697,683	647,683	597,683	547,683	497,683	447,683	397,683	347,683	297,683	
	8%	664,420	614,420	564,420	514,420	464,420	414,420	364,420	314,420	264,420	
	10%	631,146	581,146	531,146	481,146	431,146	381,146	331,146	281,146	231,146	
	12%	597,864	547,864	497,864	447,864	397,864	347,864	297,864	247,864	197,864	
	14%	564,572	514,572	464,572	414,572	364,572	314,572	264,572	214,572	164,572	
	16%	531,265	481,265	431,265	381,265	331,265	281,265	231,265	181,265	131,265	
	18%	497,947	447,947	397,947	347,947	297,947	247,947	197,947	147,947	97,947	
	20%	464,614	414,614	364,614	314,614	264,614	214,614	164,614	114,614	64,614	
	22%	431,264	381,264	331,264	281,264	231,264	181,264	131,264	81,264	31,264	
	24%	397,893	347,893	297,893	247,893	197,893	147,893	97,893	47,893	(2,370)	
	26%	364,500	314,500	264,500	214,500	164,500	114,500	64,500	14,500	(35,858)	
	28%	331,081	281,081	231,081	181,081	131,081	81,081	31,081	(19,391)	(69,391)	
	30%	297,630	247,630	197,630	147,630	97,630	47,630	(2,370)	(70,255)	(140,510)	
	32%	264,142	214,142	164,142	114,142	64,142	14,142	(35,858)	(70,255)	(106,113)	
	34%	230,609	180,609	130,609	80,609	30,609	(19,391)	(69,391)	(106,113)	(142,504)	
	36%	197,037	147,037	97,037	47,037	(2,963)	(52,963)	(102,963)	(142,504)	(178,967)	
	38%	163,416	113,416	63,416	13,416	(36,584)	(86,584)	(136,584)	(178,967)	(215,030)	
	40%	129,745	79,745	29,745	(20,255)	(70,255)	(120,255)	(170,255)	(215,030)	(251,093)	
	42%	96,011	46,011	(3,989)	(53,989)	(103,989)	(153,989)	(203,989)	(251,093)	(287,156)	
	44%	62,203	12,203	(37,797)	(87,797)	(137,797)	(187,797)	(237,797)	(287,156)	(323,219)	
	46%	28,307	(21,693)	(71,693)	(121,693)	(171,693)	(221,693)	(271,693)	(323,219)	(359,282)	
	48%	(5,711)	(55,711)	(105,711)	(155,711)	(205,711)	(255,711)	(305,711)	(359,282)	(395,345)	
	50%	(39,891)	(89,891)	(139,891)	(189,891)	(239,891)	(289,891)	(339,891)	(395,345)	(431,408)	

TABLE 5				Density (dph)		34					
Balance (RLV - BLV)		35,745	25	30	35	40	45	50	55		
AH % on site 40%	0%	844,679	844,679	844,679	844,679	844,679	844,679	844,679	844,679	844,679	
	2%	811,165	811,165	811,165	811,165	811,165	811,165	811,165	811,165	811,165	
	4%	777,641	777,641	777,641	777,641	777,641	777,641	777,641	777,641	777,641	
	6%	744,116	744,116	744,116	744,116	744,116	744,116	744,116	744,116	744,116	
	8%	710,588	710,588	710,588	710,588	710,588	710,588	710,588	710,588	710,588	
	10%	677,052	677,052	677,052	677,052	677,052	677,052	677,052	677,052	677,052	
	12%	643,515	643,515	643,515	643,515	643,515	643,515	643,515	643,515	643,515	
	14%	609,967	609,967	609,967	609,967	609,967	609,967	609,967	609,967	609,967	
	16%	576,417	576,417	576,417	576,417	576,417	576,417	576,417	576,417	576,417	
	18%	542,856	542,856	542,856	542,856	542,856	542,856	542,856	542,856	542,856	
	20%	509,288	509,288	509,288	509,288	509,288	509,288	509,288	509,288	509,288	
	22%	475,712	475,712	475,712	475,712	475,712	475,712	475,712	475,712	475,712	
	24%	442,123	442,123	442,123	442,123	442,123	442,123	442,123	442,123	442,123	
	26%	408,522	408,522	408,522	408,522	408,522	408,522	408,522	408,522	408,522	
	28%	374,908	374,908	374,908	374,908	374,908	374,908	374,908	374,908	374,908	
	30%	341,280	341,280	341,280	341,280	341,280	341,280	341,280	341,280	341,280	
	32%	307,634	307,634	307,634	307,634	307,634	307,634	307,634	307,634	307,634	
	34%	273,967	273,967	273,967	273,967	273,967	273,967	273,967	273,967	273,967	
	36%	240,277	240,277	240,277	240,277	240,277	240,277	240,277	240,277	240,277	
	38%	206,560	206,560	206,560	206,560	206,560	206,560	206,560	206,560	206,560	
	40%	172,807	172,807	172,807	172,807	172,807	172,807	172,807	172,807	172,807	
	42%	139,013	139,013	139,013	139,013	139,013	139,013	139,013	139,013	139,013	
	44%	105,170	105,170	105,170	105,170	105,170	105,170	105,170	105,170	105,170	
	46%	71,281	71,281	71,281	71,281	71,281	71,281	71,281	71,281	71,281	
	48%	37,338	37,338	37,338	37,338	37,338	37,338	37,338	37,338	37,338	
	50%	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	

Scheme Typology:

Houses & Flats

No Units: 10000

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Worcestershire Parkway Garden Village

TABLE 6		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		35,745	90%	95%	100%	105%	110%	115%	120%
AH % on site 40%	0%		714,392	708,911	703,430	697,949	692,467	686,983	681,498
	2%		681,485	675,837	670,188	664,539	658,890	653,240	647,591
	4%		648,567	642,753	636,939	631,125	625,310	619,492	613,674
	6%		615,647	609,665	603,683	597,700	591,718	585,736	579,753
	8%		582,715	576,568	570,420	564,272	558,120	551,969	545,817
	10%		549,779	543,462	537,146	530,830	524,513	518,194	511,873
	12%		516,831	510,350	503,864	497,379	490,893	484,407	477,921
	14%		483,873	477,222	470,572	463,919	457,263	450,607	443,951
	16%		450,907	444,086	437,265	430,444	423,621	416,795	409,969
	18%		417,928	410,938	403,947	396,956	389,964	382,968	375,971
	20%		384,933	377,776	370,614	363,452	356,290	349,124	341,955
	22%		351,924	344,597	337,264	329,930	322,597	315,259	307,919
	24%		318,898	311,398	303,893	296,388	288,882	281,370	273,858
	26%		285,851	278,178	270,500	262,822	255,140	247,455	239,770
	28%		252,781	244,931	237,081	229,227	221,369	213,511	205,645
	30%		219,681	211,657	203,630	195,599	187,565	179,526	171,484
	32%		186,549	178,347	170,142	161,931	153,718	145,498	137,276
	34%		153,378	144,997	136,609	128,220	119,825	111,428	103,026
	36%		120,164	111,601	103,037	94,465	85,892	77,312	68,729
	38%		86,906	78,166	69,416	60,666	51,906	43,144	34,375
	40%		53,604	44,678	35,745	26,809	17,863	8,913	(45)
	42%		20,247	11,132	2,011	(7,114)	(16,251)	(25,394)	(34,543)
	44%		(13,178)	(22,483)	(31,797)	(41,118)	(50,448)	(59,787)	(69,137)
	46%		(46,682)	(56,183)	(65,693)	(75,216)	(84,751)	(94,300)	(103,864)
	48%		(80,281)	(89,989)	(99,711)	(109,449)	(119,201)	(128,973)	(138,763)
	50%		(114,014)	(123,944)	(133,891)	(143,856)	(153,845)	(163,855)	(173,888)

TABLE 7		Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
Balance (RLV - BLV)		35,745	90%	95%	100%	105%	110%	115%	120%
AH % on site 40%	0%		339,119	521,519	703,430	885,040	1,066,454	1,247,742	1,428,934
	2%		313,028	491,863	670,188	848,198	1,026,012	1,203,688	1,381,276
	4%		286,925	462,198	636,939	811,354	985,563	1,159,634	1,333,610
	6%		260,806	432,521	603,683	774,506	945,113	1,115,580	1,285,942
	8%		234,671	402,836	570,420	737,649	904,659	1,071,518	1,238,274
	10%		208,515	373,140	537,146	700,790	864,197	1,027,452	1,190,606
	12%		182,339	343,427	503,864	663,920	823,735	983,387	1,142,927
	14%		156,138	313,699	470,572	627,045	783,261	939,312	1,095,248
	16%		129,916	283,954	437,265	590,160	742,786	895,234	1,047,569
	18%		103,671	254,190	403,947	553,263	702,298	851,152	999,878
	20%		77,397	224,403	370,614	516,358	661,808	807,060	952,186
	22%		51,093	194,587	337,264	479,440	621,303	762,965	904,488
	24%		24,756	164,743	303,893	442,505	580,790	718,859	856,783
	26%		(1,622)	134,866	270,500	405,555	540,266	674,744	809,072
	28%		(28,042)	104,956	237,081	368,588	499,727	630,622	761,351
	30%		(54,514)	75,012	203,630	331,599	459,171	586,483	713,621
	32%		(81,053)	45,028	170,142	294,587	418,596	542,331	665,884
	34%		(107,671)	14,998	136,609	257,543	378,001	498,164	618,130
	36%		(134,390)	(15,088)	103,037	220,466	337,382	453,978	570,362
	38%		(161,233)	(45,236)	69,416	183,346	296,732	409,768	522,578
	40%		(188,217)	(75,462)	35,745	146,176	256,050	365,535	474,773
	42%		(215,357)	(105,792)	2,011	108,949	215,324	321,271	426,945
	44%		(242,688)	(136,252)	(31,797)	71,669	174,548	276,968	379,089
	46%		(274,484)	(166,881)	(65,693)	34,322	133,707	232,622	331,196
	48%		(307,156)	(197,703)	(99,711)	(3,104)	92,794	188,220	283,266
	50%		(340,277)	(228,750)	(133,891)	(40,622)	51,811	143,748	235,283

TABLE 8		Affordable Housing - % on site 40%							
Balance (RLV - BLV £ per acre (n))		35,745	10%	15%	20%	25%	30%	35%	40%
Grant (£ per unit) 13,400	-		370,306	285,782	200,758	114,892	27,746	(62,329)	(156,994)
	3,000		408,412	324,335	239,952	155,119	69,523	(17,305)	(106,804)
	6,000		446,020	362,279	278,310	194,063	109,412	24,080	(62,425)
	9,000		483,191	399,721	316,088	232,234	148,119	63,637	(21,442)
	12,000		520,041	436,749	353,359	269,833	186,105	102,118	17,797
	15,000		556,640	473,475	390,249	306,938	223,511	139,911	56,056
	18,000		593,040	509,969	426,860	343,694	260,457	177,121	93,639
	21,000		629,289	546,281	463,251	380,186	297,080	213,912	130,661
	24,000		665,412	582,448	499,470	416,475	333,454	250,402	167,299
	27,000		701,435	618,505	535,563	452,614	369,650	286,666	203,658
	30,000		737,381	654,470	571,554	488,635	405,705	322,766	239,816

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: **AAF**
 Scheme Typology: **Houses & Flats**
 Site Typology: **Milton SUE**
 Notes:

Location / Value Zone: **Higher**

No Units: **1000**
 Greenfield/Brownfield: **Greenfield**

(see Typologies Matrix)

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	1,000 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: 69.0%
	First Homes: 25.0%
	Intermediate (Affordable Home Ownership): 6.0%
	100% 100.0%
	69.0% % Rented
	12.4% % 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
1 bed House	5.0%	30.0	10.0%	40.0	7%	70.0
2 bed House	20.0%	120.0	22.0%	88.0	21%	208.0
3 bed House	40.0%	240.0	30.0%	120.0	36%	360.0
4 bed House	20.0%	120.0	10.0%	40.0	16%	160.0
5 bed House	5.0%	30.0	0.0%	0.0	3%	30.0
1 bed Flat	4.0%	24.0	13.0%	52.0	8%	76.0
2 bed Flat	6.0%	36.0	15.0%	60.0	10%	96.0
Total number of units	100.0%	600.0	100.0%	400.0	100%	1,000.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	69.0	743		69.0	743
2 bed House	75.0	807		75.0	807
3 bed House	95.0	1,023		95.0	1,023
4 bed House	120.0	1,292		120.0	1,292
5 bed House	135.0	1,453		135.0	1,453
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	65.0	700	85.0%	76.5	823

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	2,070	22,281	2,760	29,708	4,830	51,990
2 bed House	9,000	96,875	6,600	71,042	15,600	167,917
3 bed House	22,800	245,417	11,400	122,709	34,200	368,126
4 bed House	14,400	155,000	4,800	51,667	19,200	206,667
5 bed House	4,050	43,594	0	0	4,050	43,594
1 bed Flat	1,412	15,196	3,059	32,925	4,471	48,121
2 bed Flat	2,753	29,632	4,588	49,387	7,341	79,020
	56,485	607,996	33,207	357,438	89,692	965,434

AH % by floor area: 37.02% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	268,550	3,892	362	18,798,500
2 bed House	312,000	4,160	386	64,896,000
3 bed House	400,000	4,211	391	144,000,000
4 bed House	520,000	4,333	403	83,200,000
5 bed House	590,000	4,370	406	17,700,000
1 bed Flat	200,000	4,000	372	15,200,000
2 bed Flat	253,000	3,892	362	24,288,000
				368,082,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Inter. £	% of MV
1 bed House	100,706	37.5%	100,706	37.5%	187,985	70%	187,985	70%
2 bed House	117,000	37.5%	117,000	37.5%	218,400	70%	218,400	70%
3 bed House	150,000	37.5%	150,000	37.5%	250,000	70%	280,000	70%
4 bed House	195,000	37.5%	195,000	37.5%	250,000	70%	364,000	70%
5 bed House	221,250	37.5%	221,250	37.5%	250,000	70%	413,000	70%
1 bed Flat	75,000	37.5%	75,000	37.5%	140,000	70%	140,000	70%
2 bed Flat	94,875	37.5%	94,875	37.5%	177,100	70%	177,100	70%

* capped @£250K

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites

Scheme Typology: **Houses & Flats**
 Site Typology: Location / Value Zone: **Higher**
 Notes: **Milton SUE**

No Units: **1000**
 Greenfield/Brownfield: **Greenfield**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	30.0	@	268,550	8,056,500
2 bed House	120.0	@	312,000	37,440,000
3 bed House	240.0	@	400,000	96,000,000
4 bed House	120.0	@	520,000	62,400,000
5 bed House	30.0	@	590,000	17,700,000
1 bed Flat	24.0	@	200,000	4,800,000
2 bed Flat	36.0	@	253,000	9,108,000
	600.0			235,504,500
Affordable Rent GDV -				
1 bed House	0.0	@	100,706	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	150,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	221,250	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	94,875	-
	0.0			-
Social Rent GDV -				
1 bed House	27.6	@	100,706	2,779,493
2 bed House	60.7	@	117,000	7,104,240
3 bed House	82.8	@	150,000	12,420,000
4 bed House	27.6	@	195,000	5,382,000
5 bed House	0.0	@	221,250	-
1 bed Flat	35.9	@	75,000	2,691,000
2 bed Flat	41.4	@	94,875	3,927,825
	276.0			34,304,558
First Homes GDV -				
1 bed House	10.0	@	187,985	1,879,850
2 bed House	22.0	@	218,400	4,804,800
3 bed House	30.0	@	250,000	7,500,000
4 bed House	10.0	@	250,000	2,500,000
5 bed House	0.0	@	250,000	-
1 bed Flat	13.0	@	140,000	1,820,000
2 bed Flat	15.0	@	177,100	2,656,500
	100.0			21,161,150
Intermediate GDV -				
1 bed House	2.4	@	187,985	451,164
2 bed House	5.3	@	218,400	1,153,152
3 bed House	7.2	@	280,000	2,016,000
4 bed House	2.4	@	364,000	873,600
5 bed House	0.0	@	413,000	-
1 bed Flat	3.1	@	140,000	436,800
2 bed Flat	3.6	@	177,100	637,560
	24.0	400.0		5,568,276
Sub-total GDV Residential				296,538,484
AH on-site cost analysis:				
		798 £ psm (total GIA sqm)	EMV (no AH) less EGDV (inc. AH)	71,544,017
			71,544 £ per unit (total units)	
Public Sector Intervention				-
1,000 units @ 0 per unit				
Total GDV				296,538,484

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites

Scheme Typology: **Houses & Flats** No Units: **1000**
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
 Notes: **Milton SUE**

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(153,959)
Planning Application Professional Fees, Surveys and reports					(460,000)
CIL					-
CIL analysis:		56,485 sqm (Market only)	0.00 £ psm		-
		0.00% % of GDV	0 £ per unit (total units)		-
Site Specific S106 Contributions (assumes 1 yr lead-in from first land drawdown)					
Year 1			0		-
Year 2			0		-
Year 3			2,231,463		(2,231,463)
Year 4			2,027,936		(2,027,936)
Year 5			2,899,015		(2,899,015)
Year 6			2,207,320		(2,207,320)
Year 7			2,433,530		(2,433,530)
Year 8			2,566,497		(2,566,497)
Year 9			2,257,395		(2,257,395)
Year 10			1,895,705		(1,895,705)
Year 11			2,167,395		(2,167,395)
Year 12			1,664,105		(1,664,105)
Year 13			1,633,866		(1,633,866)
Year 14			0		-
Year 15			0		-
Years 1-15		1,000 units @	0 per unit		-
Sub-total					(23,984,227)
S106 analysis:		959,369 £ per ha	8.09% % of GDV	23,984 £ per unit (total units)	
AH Commuted Sum					
		89,692 sqm (total)	0 £ psm		-
Comm. Sum analysis:		0.00% % of GDV			-
cont./					

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites

Scheme Typology:

Houses & Flats

No Units:

1000

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Milton SUE

Construction Costs -

Site Clearance, Demolition & Remediation		25.00	ha @		0	£ per ha (if brownfield)	-
Site Infrastructure costs -	Year 1				0		-
	Year 2				0		-
	Year 3				1,845,507		(1,845,507)
	Year 4				1,987,254		(1,987,254)
	Year 5				772,854		(772,854)
	Year 6				3,922,854		(3,922,854)
	Year 7				3,172,854		(3,172,854)
	Year 8				4,356,874		(4,356,874)
	Year 9				3,794,374		(3,794,374)
	Year 10				3,756,874		(3,756,874)
	Year 11				794,374		(794,374)
	Year 12				794,374		(794,374)
	Year 13				713,267		(713,267)
	Year 14				0		-
	Year 15				0		-
	Years 1-15		1,000	units @		0	per unit
	Sub-total						(25,911,460)
Infra. Costs analysis:	1,036,458	£ per ha	8.74%	% of GDV	25,911	£ per unit (total units)	
1 bed House			4,830	sqm @	1,377	psm	(6,650,910)
2 bed House			15,600	sqm @	1,377	psm	(21,481,200)
3 bed House			34,200	sqm @	1,377	psm	(47,093,400)
4 bed House			19,200	sqm @	1,377	psm	(26,438,400)
5 bed House			4,050	sqm @	1,377	psm	(5,576,850)
1 bed Flat			4,471	sqm @	1,530	psm	(6,840,000)
2 bed Flat			89,692	sqm @	1,530	psm	(11,232,000)
Garages for 3 bed House	(OMS only)	240	units @	50%	@	8,500	£ per garage
Garages for 4 bed House	(OMS only)	120	units @	100%	@	8,500	£ per garage
Garages for 5 bed House	(OMS only)	30	units @	100%	@	8,500	£ per garage
							(255,000)
External works			127,607,760	@	15.0%		(19,141,164)
Ext. Works analysis:					19,141	£ per unit (total units)	
Policy Costs on design -							
Net Biodiversity costs			1,000	units @	1,003	£ per unit	(1,003,000)
M4(2) Category 2 Housing	Aff units	400	units @	95%	@	625	£ per unit
M4(3) Category 3 Housing	Aff units (>20 uni	400	units @	5%	@	12,133	£ per unit
							(242,660)
M4(2) Category 2 Housing	OMS units	600	units @	95%	@	625	£ per unit
							(356,250)
M4(3) Category 3 Housing	OMS units (>20 u	-	units @	5%	@	12,133	£ per unit
							-
Part L/FHS (houses)		828	units @			5,816	£ per unit
							(4,815,648)
Part L/FHS (flats)		172	units @			2,712	£ per unit
							(466,464)
Additional Low Carbon/Energy Reduction (houses)		828	units @			0	£ per unit
							-
Additional Low Carbon/Energy Reduction (flats)		172	units @			0	£ per unit
							-
EV Charging Points - Houses		828	units @			0	£ per unit
							-
EV Charging Points - Flats		172	units @			0	£ per unit
							-
Water Efficiency (houses)		828	units @			2,683	£ per unit
							(2,221,524)
Water Efficiency (flats)		172	units @			909	£ per unit
							(156,348)
Broadband infrastructure	(< 20 units only)		units @			747	£ per unit
							-
Sub-total							(9,499,394)
Policy Costs analysis: (design costs only)					9,499	£ per unit (total units)	
Contingency (on construction)		182,159,778	@	7.5%			(13,661,983)
Professional Fees		182,159,778	@	6.5%			(11,840,386)
Disposal Costs -						0	
OMS Marketing and Promotion		235,504,500	OMS @	3.00%		0	£ per unit
							(7,065,135)
Residential Sales Agent Costs		235,504,500	OMS @	1.00%		2,355	£ per unit
							(2,355,045)
Residential Sales Legal Costs		235,504,500	OMS @	0.50%		1,178	£ per unit
							(1,177,523)
Affordable Sale Legal Costs		61,033,984	AH @	0.25%		153	£ per unit
							(152,585)
Disposal Cost analysis:					10,750	£ per unit	
Interest (on Development Costs) -			7.00%	APR	0.565%	pcm	(2,427,082)
Developers Profit -							
Profit on OMS		235,504,500		17.33%			(40,818,734)
Margin on AH		61,033,984		6.00%	on AH values		(3,662,039)
Profit analysis:		296,538,484		15.00%	blended GDV	(44,480,773)	
		245,437,702		18.12%	on costs	(44,480,773)	
TOTAL COSTS							(289,918,475)

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites

Scheme Typology: **Houses & Flats** No Units: **1000**
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
 Notes: **Milton SUE**

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				6,620,009
SDLT	6,620,009	@	HMRC formula	(320,500)
Acquisition Agent fees	6,620,009	@	1.0%	(66,200)
Acquisition Legal fees	6,620,009	@	0.5%	(33,100)
Interest on Land	6,620,009	@	7.00%	(463,401)
Residual Land Value				5,736,808
RLV analysis:	5,737 £ per plot	229,472 £ per ha (net)	92,866 £ per acre (net)	
		65,191 £ per ha (gross)	26,382 £ per acre (gross)	
			1.93% % RLV / GDV	

BENCHMARK LAND VALUE (BLV)				
Residential Density		40.0	dph (net)	
Site Area (net)		25.00	ha (net)	61.78 acres (net)
Net to Gross ratio		28%		
Site Area (gross)		88.00	ha (gross)	217.45 acres (gross)
Benchmark Land Value (net)	15,444 £ per plot	617,750	£ per ha (net)	250,000 £ per acre (net)
BLV analysis:	Density	3,588	sqm/ha (net)	15,628 sqft/ac (net)
		11	dph (gross)	
		175,496	£ per ha (gross)	71,022 £ per acre (gross)
				15,443,750

BALANCE				
Surplus/(Deficit)	[RLV - BLV]	(388,278) £ per ha (net)	(157,134) £ per acre (net)	(9,706,942)

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))	(157,134)	10%	15%	20%	25%	30%	35%	40%	
CIL £ psm 0.00	0.00	442,810	343,721	244,450	144,927	45,058	(55,331)	(157,134)	
	10.00	430,639	332,188	233,559	134,680	35,439	(64,356)	(165,707)	
	20.00	418,453	320,656	222,668	124,419	25,801	(73,399)	(174,309)	
	30.00	406,262	309,113	211,766	114,152	16,162	(82,464)	(182,942)	
	40.00	394,071	297,561	200,856	103,880	6,508	(91,551)	(191,613)	
	50.00	381,871	286,009	189,945	93,594	(3,151)	(100,660)	(200,320)	
	60.00	369,660	274,445	179,018	83,308	(12,825)	(109,798)	(209,068)	
	70.00	357,449	262,874	168,087	73,002	(22,505)	(118,962)	(217,857)	
	80.00	345,230	251,302	157,150	62,695	(32,200)	(128,156)	(226,697)	
	90.00	332,998	239,713	146,199	52,373	(41,914)	(137,379)	(235,605)	
	100.00	320,767	228,120	135,248	42,046	(51,649)	(146,639)	(244,637)	
	110.00	308,525	216,524	124,278	31,705	(61,405)	(155,931)	(254,609)	
	120.00	296,272	204,910	113,306	21,356	(71,184)	(165,254)	(265,378)	
	130.00	284,020	193,297	102,320	10,994	(80,987)	(174,613)	(276,275)	
	140.00	271,751	181,668	91,326	623	(90,816)	(184,011)	(287,319)	
	150.00	259,477	170,033	80,323	(9,762)	(100,673)	(193,447)	(298,525)	
	160.00	247,199	158,390	69,307	(20,168)	(110,562)	(202,931)	(309,890)	
	170.00	234,902	146,732	58,283	(30,594)	(120,484)	(212,459)	(321,425)	
	180.00	222,605	135,073	47,244	(41,043)	(130,438)	(222,039)	(333,148)	
	190.00	210,293	123,393	36,197	(51,516)	(140,428)	(231,695)	(345,053)	
	200.00	197,973	111,712	25,134	(62,014)	(150,455)	(241,474)	(357,059)	
	210.00	185,645	100,010	14,061	(72,540)	(160,518)	(251,811)	(369,169)	
	220.00	173,302	88,306	2,968	(83,095)	(170,617)	(263,451)	(381,384)	
	230.00	160,956	76,581	(8,147)	(93,680)	(180,762)	(275,225)	(393,712)	
	240.00	148,588	64,852	(19,286)	(104,299)	(190,950)	(287,149)	(406,161)	
	250.00	136,220	53,102	(30,450)	(114,956)	(201,188)	(299,240)	(418,738)	

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites

Scheme Typology:

Houses & Flats

No Units: 1000

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Milton SUE

TABLE 2		Affordable Housing - % on site 40%							
Balance (RLV - BLV)	(157,134)	10%	15%	20%	25%	30%	35%	40%	
Site Specific S106 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	0%	782,031	683,350	584,595	485,741	386,772	287,632	188,300	
	5%	765,096	666,403	567,630	468,759	369,755	270,594	171,212	
	10%	748,162	649,453	550,664	451,777	352,738	253,538	154,112	
	15%	731,227	632,504	533,699	434,780	335,721	236,481	137,006	
	20%	714,292	615,554	516,728	417,781	318,691	219,415	119,882	
	25%	697,358	598,599	499,746	400,781	301,654	202,337	102,752	
	30%	680,408	581,634	482,764	383,771	284,618	185,258	85,605	
	35%	663,458	564,669	465,783	366,754	267,567	168,158	68,446	
	40%	646,509	547,703	448,789	349,736	250,510	151,058	51,272	
	45%	629,559	530,734	431,790	332,713	233,452	133,938	34,079	
	50%	612,604	513,752	414,791	315,677	216,375	116,815	16,875	
	55%	595,638	496,770	397,786	298,640	199,297	99,671	(353)	
	60%	578,673	479,788	380,769	281,596	182,205	82,523	(17,601)	
	65%	561,707	462,799	363,752	264,540	165,105	65,350	(34,869)	
	70%	544,740	445,800	346,735	247,483	147,994	48,169	(52,158)	
	75%	527,758	428,800	329,699	230,412	130,871	30,969	(69,490)	
	80%	510,776	411,801	312,662	213,335	113,737	13,749	(86,875)	
	85%	493,794	394,785	295,626	196,251	96,590	(3,486)	(104,322)	
	90%	476,808	377,767	278,569	179,151	79,427	(20,743)	(121,840)	
	95%	459,809	360,750	261,513	162,050	62,254	(38,026)	(139,440)	
	100%	442,810	343,721	244,450	144,927	45,058	(55,331)	(157,134)	
	105%	425,811	326,684	227,372	127,804	27,851	(72,686)	(174,931)	
	110%	408,800	309,648	210,294	110,656	10,623	(90,092)	(192,832)	
	115%	391,783	292,599	193,198	93,505	(6,627)	(107,560)	(210,862)	
	120%	374,766	275,542	176,098	76,332	(23,896)	(125,096)	(229,039)	
	125%	357,743	258,486	158,983	59,148	(41,186)	(142,710)	(247,449)	

TABLE 3		Profit (on OMS) 17%						
Balance (RLV - BLV)	(157,134)	15%	16%	17%	18%	19%	20%	21%
AH % on site 40%	0%	640,612	640,612	640,612	640,612	640,612	640,612	640,612
	2%	601,080	601,080	601,080	601,080	601,080	601,080	601,080
	4%	561,547	561,547	561,547	561,547	561,547	561,547	561,547
	6%	521,981	521,981	521,981	521,981	521,981	521,981	521,981
	8%	482,412	482,412	482,412	482,412	482,412	482,412	482,412
	10%	442,810	442,810	442,810	442,810	442,810	442,810	442,810
	12%	403,194	403,194	403,194	403,194	403,194	403,194	403,194
	14%	363,553	363,553	363,553	363,553	363,553	363,553	363,553
	16%	323,880	323,880	323,880	323,880	323,880	323,880	323,880
	18%	284,181	284,181	284,181	284,181	284,181	284,181	284,181
	20%	244,450	244,450	244,450	244,450	244,450	244,450	244,450
	22%	204,679	204,679	204,679	204,679	204,679	204,679	204,679
	24%	164,861	164,861	164,861	164,861	164,861	164,861	164,861
	26%	124,991	124,991	124,991	124,991	124,991	124,991	124,991
	28%	85,058	85,058	85,058	85,058	85,058	85,058	85,058
	30%	45,058	45,058	45,058	45,058	45,058	45,058	45,058
	32%	4,982	4,982	4,982	4,982	4,982	4,982	4,982
	34%	(35,200)	(35,200)	(35,200)	(35,200)	(35,200)	(35,200)	(35,200)
	36%	(75,522)	(75,522)	(75,522)	(75,522)	(75,522)	(75,522)	(75,522)
	38%	(116,123)	(116,123)	(116,123)	(116,123)	(116,123)	(116,123)	(116,123)
	40%	(157,134)	(157,134)	(157,134)	(157,134)	(157,134)	(157,134)	(157,134)
	42%	(198,710)	(198,710)	(198,710)	(198,710)	(198,710)	(198,710)	(198,710)
	44%	(241,129)	(241,129)	(241,129)	(241,129)	(241,129)	(241,129)	(241,129)
	46%	(292,032)	(292,032)	(292,032)	(292,032)	(292,032)	(292,032)	(292,032)
	48%	(348,489)	(348,489)	(348,489)	(348,489)	(348,489)	(348,489)	(348,489)
	50%	(408,438)	(408,438)	(408,438)	(408,438)	(408,438)	(408,438)	(408,438)

Scheme Typology:

Houses & Flats

No Units: 1000

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Milton SUE

TABLE 4		BLV (per acre)		250,000					
	Balance (RLV - BLV)	(157,134)	150,000	200,000	250,000	300,000	350,000	400,000	450,000
AH % on site 40%	0%		640,612	640,612	640,612	640,612	640,612	640,612	640,612
	2%		601,080	601,080	601,080	601,080	601,080	601,080	601,080
	4%		561,547	561,547	561,547	561,547	561,547	561,547	561,547
	6%		521,981	521,981	521,981	521,981	521,981	521,981	521,981
	8%		482,412	482,412	482,412	482,412	482,412	482,412	482,412
	10%		442,810	442,810	442,810	442,810	442,810	442,810	442,810
	12%		403,194	403,194	403,194	403,194	403,194	403,194	403,194
	14%		363,553	363,553	363,553	363,553	363,553	363,553	363,553
	16%		323,880	323,880	323,880	323,880	323,880	323,880	323,880
	18%		284,181	284,181	284,181	284,181	284,181	284,181	284,181
	20%		244,450	244,450	244,450	244,450	244,450	244,450	244,450
	22%		204,679	204,679	204,679	204,679	204,679	204,679	204,679
	24%		164,861	164,861	164,861	164,861	164,861	164,861	164,861
	26%		124,991	124,991	124,991	124,991	124,991	124,991	124,991
	28%		85,058	85,058	85,058	85,058	85,058	85,058	85,058
	30%		45,058	45,058	45,058	45,058	45,058	45,058	45,058
	32%		4,982	4,982	4,982	4,982	4,982	4,982	4,982
	34%		(35,200)	(35,200)	(35,200)	(35,200)	(35,200)	(35,200)	(35,200)
	36%		(75,522)	(75,522)	(75,522)	(75,522)	(75,522)	(75,522)	(75,522)
	38%		(116,123)	(116,123)	(116,123)	(116,123)	(116,123)	(116,123)	(116,123)
	40%		(157,134)	(157,134)	(157,134)	(157,134)	(157,134)	(157,134)	(157,134)
	42%		(198,710)	(198,710)	(198,710)	(198,710)	(198,710)	(198,710)	(198,710)
	44%		(241,129)	(241,129)	(241,129)	(241,129)	(241,129)	(241,129)	(241,129)
	46%		(292,032)	(292,032)	(292,032)	(292,032)	(292,032)	(292,032)	(292,032)
	48%		(348,489)	(348,489)	(348,489)	(348,489)	(348,489)	(348,489)	(348,489)
	50%		(408,438)	(408,438)	(408,438)	(408,438)	(408,438)	(408,438)	(408,438)
TABLE 5		Density (dph)		40					
	Balance (RLV - BLV)	(157,134)	25	30	35	40	45	50	55
AH % on site 40%	0%		640,612	640,612	640,612	640,612	640,612	640,612	640,612
	2%		601,203	601,203	601,203	601,203	601,203	601,203	601,203
	4%		561,795	561,795	561,795	561,795	561,795	561,795	561,795
	6%		522,354	522,354	522,354	522,354	522,354	522,354	522,354
	8%		482,912	482,912	482,912	482,912	482,912	482,912	482,912
	10%		443,436	443,436	443,436	443,436	443,436	443,436	443,436
	12%		403,949	403,949	403,949	403,949	403,949	403,949	403,949
	14%		364,434	364,434	364,434	364,434	364,434	364,434	364,434
	16%		324,892	324,892	324,892	324,892	324,892	324,892	324,892
	18%		285,326	285,326	285,326	285,326	285,326	285,326	285,326
	20%		245,729	245,729	245,729	245,729	245,729	245,729	245,729
	22%		206,087	206,087	206,087	206,087	206,087	206,087	206,087
	24%		166,405	166,405	166,405	166,405	166,405	166,405	166,405
	26%		126,675	126,675	126,675	126,675	126,675	126,675	126,675
	28%		86,890	86,890	86,890	86,890	86,890	86,890	86,890
	30%		47,032	47,032	47,032	47,032	47,032	47,032	47,032
	32%		7,100	7,100	7,100	7,100	7,100	7,100	7,100
	34%		(32,924)	(32,924)	(32,924)	(32,924)	(32,924)	(32,924)	(32,924)
	36%		(73,074)	(73,074)	(73,074)	(73,074)	(73,074)	(73,074)	(73,074)
	38%		(113,479)	(113,479)	(113,479)	(113,479)	(113,479)	(113,479)	(113,479)
	40%		(154,267)	(154,267)	(154,267)	(154,267)	(154,267)	(154,267)	(154,267)
	42%		(195,599)	(195,599)	(195,599)	(195,599)	(195,599)	(195,599)	(195,599)
	44%		(237,693)	(237,693)	(237,693)	(237,693)	(237,693)	(237,693)	(237,693)
	46%		(287,374)	(287,374)	(287,374)	(287,374)	(287,374)	(287,374)	(287,374)
	48%		(343,175)	(343,175)	(343,175)	(343,175)	(343,175)	(343,175)	(343,175)
	50%		(402,574)	(402,574)	(402,574)	(402,574)	(402,574)	(402,574)	(402,574)

Scheme Typology:

Houses & Flats

No Units: 1000

Site Typology:

Location / Value Zone:

Higher

Greenfield/Brownfield:

Greenfield

Notes:

Milton SUE

TABLE 6		Build cost 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV)	(157,134)	90%	95%	100%	105%	110%	115%	120%
AH % on site 40%	0%	640,612	640,612	640,612	640,612	640,612	640,612	640,612
	2%	601,080	601,080	601,080	601,080	601,080	601,080	601,080
	4%	561,547	561,547	561,547	561,547	561,547	561,547	561,547
	6%	521,981	521,981	521,981	521,981	521,981	521,981	521,981
	8%	482,412	482,412	482,412	482,412	482,412	482,412	482,412
	10%	442,810	442,810	442,810	442,810	442,810	442,810	442,810
	12%	403,194	403,194	403,194	403,194	403,194	403,194	403,194
	14%	363,553	363,553	363,553	363,553	363,553	363,553	363,553
	16%	323,880	323,880	323,880	323,880	323,880	323,880	323,880
	18%	284,181	284,181	284,181	284,181	284,181	284,181	284,181
	20%	244,450	244,450	244,450	244,450	244,450	244,450	244,450
	22%	204,679	204,679	204,679	204,679	204,679	204,679	204,679
	24%	164,861	164,861	164,861	164,861	164,861	164,861	164,861
	26%	124,991	124,991	124,991	124,991	124,991	124,991	124,991
	28%	85,058	85,058	85,058	85,058	85,058	85,058	85,058
	30%	45,058	45,058	45,058	45,058	45,058	45,058	45,058
	32%	4,982	4,982	4,982	4,982	4,982	4,982	4,982
	34%	(35,200)	(35,200)	(35,200)	(35,200)	(35,200)	(35,200)	(35,200)
	36%	(75,522)	(75,522)	(75,522)	(75,522)	(75,522)	(75,522)	(75,522)
	38%	(116,123)	(116,123)	(116,123)	(116,123)	(116,123)	(116,123)	(116,123)
40%	(157,134)	(157,134)	(157,134)	(157,134)	(157,134)	(157,134)	(157,134)	
42%	(198,710)	(198,710)	(198,710)	(198,710)	(198,710)	(198,710)	(198,710)	
44%	(241,129)	(241,129)	(241,129)	(241,129)	(241,129)	(241,129)	(241,129)	
46%	(292,032)	(292,032)	(292,032)	(292,032)	(292,032)	(292,032)	(292,032)	
48%	(348,489)	(348,489)	(348,489)	(348,489)	(348,489)	(348,489)	(348,489)	
50%	(408,438)	(408,438)	(408,438)	(408,438)	(408,438)	(408,438)	(408,438)	

TABLE 7		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV)	(157,134)	90%	95%	100%	105%	110%	115%	120%
AH % on site 40%	0%	203,777	422,853	640,612	857,565	1,074,011	1,290,096	1,505,952
	2%	172,659	387,546	601,080	813,785	1,025,959	1,237,775	1,449,339
	4%	141,500	352,231	561,547	770,004	977,906	1,185,454	1,392,726
	6%	110,308	316,882	521,981	726,194	929,850	1,133,113	1,336,113
	8%	79,077	281,512	482,412	682,383	881,768	1,080,765	1,279,501
	10%	47,801	246,119	442,810	638,552	833,686	1,028,417	1,222,863
	12%	16,475	210,689	403,194	594,707	785,590	976,055	1,166,223
	14%	(14,919)	175,222	363,553	550,843	737,476	923,677	1,109,582
	16%	(46,426)	139,717	323,880	506,963	689,358	871,298	1,052,927
	18%	(78,076)	104,166	284,181	463,053	641,208	818,895	996,256
	20%	(109,911)	68,565	244,450	419,126	593,053	766,483	939,584
	22%	(141,985)	32,905	204,679	375,166	544,866	714,054	882,889
	24%	(174,350)	(2,829)	164,861	331,171	496,660	661,605	826,183
	26%	(207,086)	(38,647)	124,991	287,143	448,432	609,136	769,462
	28%	(240,423)	(74,626)	85,058	243,075	400,162	556,648	712,720
	30%	(279,360)	(110,832)	45,058	198,959	351,861	504,124	655,958
	32%	(321,705)	(147,352)	4,982	154,787	303,519	451,575	599,175
	34%	(366,525)	(184,278)	(35,200)	110,551	255,131	398,992	542,356
	36%	(413,199)	(221,744)	(75,522)	66,244	206,689	346,367	485,511
	38%	(462,031)	(262,300)	(116,123)	21,836	158,184	293,690	428,630
40%	(513,064)	(309,890)	(157,134)	(22,676)	109,607	240,954	371,704	
42%	(564,876)	(360,848)	(198,710)	(67,323)	60,930	188,151	314,724	
44%	(617,479)	(414,364)	(241,129)	(112,236)	12,149	135,271	257,678	
46%	(671,046)	(470,842)	(292,032)	(157,628)	(36,771)	82,297	200,560	
48%	(725,817)	(529,562)	(348,489)	(203,740)	(85,865)	29,204	143,360	
50%	(781,903)	(589,193)	(408,438)	(251,430)	(135,346)	(24,041)	86,044	

TABLE 8		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre (n))	(157,134)	10%	15%	20%	25%	30%	35%	40%
Grant (£ per unit)	-	442,810	343,721	244,450	144,927	45,058	(55,331)	(157,134)
	3,000	485,507	386,516	287,366	188,014	88,369	(11,681)	(112,477)
	6,000	528,151	429,243	330,197	230,981	131,534	31,749	(68,535)
	9,000	570,750	471,909	372,957	273,860	174,568	75,009	(24,956)
	12,000	613,296	514,522	415,652	316,660	217,505	118,118	18,418
	15,000	655,806	557,089	458,291	359,390	260,341	161,111	61,621
	18,000	698,289	599,618	500,881	402,054	303,104	203,999	104,685
	21,000	740,733	642,112	543,427	444,662	345,797	246,805	147,635
	24,000	783,151	684,563	585,925	487,220	388,431	289,537	190,486
	27,000	825,548	726,994	628,392	529,737	431,013	332,199	233,250
30,000	867,914	769,392	670,836	572,222	473,550	374,801	275,942	

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

241219 SWC_Whole Plan Viability Appraisals_v20_Strat Sites - Summary Table

Appraisal Ref:	AAC	AAD	AAE	AAF
Scheme Typology:	Houses & Flats	Houses & Flats	Houses & Flats	Houses & Flats
No Units:	1000	5000	10000	1000
Location / Value Zone:	Higher	Higher	Higher	Higher
Greenfield/Brownfield:	Greenfield	Greenfield / Brownfield	Greenfield	Greenfield
Notes:	Rushwick Strategic Site	Throckmorton New Settlement	Worcestershire Parkway Garden Village	Mitton SUE
Total GDV (£)	296,538,484	1,641,878,358	3,173,514,835	296,538,484
Policy Assumptions				
AH Target % (& mix):	40%	40%	40%	40%
Affordable Rent:	0%	0%	0%	0%
Social Rent:	69%	69%	69%	69%
First Homes:	25%	25%	25%	25%
Intermediate (Affordable Home Ownership):	6%	6%	6%	6%
CIL (£ psm)	-	-	-	-
CIL (£ per unit)	-	-	-	-
Site Specific S106 (£ per unit)	49,275	43,659	37,732	23,984
Sub-total CIL+S106 (£ per unit)	49,275	43,659	37,732	23,984
Site Infrastructure (£ per unit)	18,890	14,492	18,295	25,911
Sub-total CIL+S106+Infrastructure (£ per unit)	68,165	58,151	56,027	49,896
Profit KPI's	-	-	-	-
Developers Profit (% on OMS)	17.3%	17.3%	17.3%	17.3%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	15.00%	15.00%	15.00%	15.00%
Developers Profit (% on costs)	16.86%	17.54%	17.85%	18.12%
Developers Profit Total (£)	44,480,773	222,403,863	444,749,689	44,480,773
Land Value KPI's	-	-	-	-
RLV (£/acre (net))	(166,078)	424,972	279,745	92,866
RLV (£/ha (net))	(410,378)	1,050,106	691,250	229,472
RLV (% of GDV)	-3.95%	8.85%	6.92%	1.93%
RLV Total (£)	(11,725,094)	131,263,312	205,301,375	5,736,808
BLV (£/acre (net))	300,000	481,949	244,000	250,000
BLV (£/ha (net))	741,300	1,190,896	602,924	617,750
BLV Total (£)	21,180,000	148,862,059	179,068,429	15,443,750
Surplus/Deficit (£/acre) [RLV-BLV]	(466,078)	(56,977)	35,745	(157,134)
Surplus/Deficit (£/ha)	(1,151,678)	(140,790)	88,326	(388,278)
Surplus/Deficit Total (£)	(32,905,094)	(17,598,747)	26,232,946	(9,706,942)
Plan Viability comments	Not Viable (exc. Grant)	Maringally unviable - inc.Grant (£60m)	Viable - inc.Grant (£134m)	Marginal (Excl. Grant)

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