Vale of White Horse District Council

Viability Update

Local Plan Part 2

February 2017

HDH Planning & Development

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Issued 23th February 2017

THIS DOCUMENT HAS BEEN FORMATTED FOR DOUBLE SIDED PRINTING

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1. Introduction

1.1 The examination into the soundness of the Vale of White Horse District Council (VoWHDC) **Local Plan 2031, Part 1 Strategic Sites and Policies** (The Plan) concluded in 2016. The September 2016. The inspector's final report[1] was received on the 30th November 2016 (and published on the 1st December 2016), finding the Plan sound. The Plan was adopted by Full Council on Wednesday 14th December 2016.

1.2 Parallel to the plan-making process the Council pursed CIL. A second DCS has been submitted for examination and the hearings are expected in the spring of 2017.

1.3 The Council is now well on preparing the Local Plan 2031 Part 2. Local Plan Part 2 will be focused on several key areas:

a. Proposals to deliver the District's portion of unmet housing need arising from Oxford City

b. Consideration of strategic allocations if needed to replace the two sites adjacent to Harwell Campus, which have been deleted from Local Plan 2031 Part 1.

c. Allocation of non-strategic "smaller" sites if needed, to deliver up to 1,000 dwellings.

1.4 The Council has conducted a call for sites consultation, and are now preparing a new Housing and Economic Land Availability Assessment (HELAA). This will update and replace the evidence used to inform site selection for allocation in Local Plan 2031 Part 1.

1.5 This update will consider the deliverability of the sites in the Part 2 Plan.

1.6 Over the last 3 or so years, HDH Planning and Development Ltd has undertaken various viability studies in VoWH:

a. **Local Plan Viability Study** – (October 2014) to examine the cumulative impact of the policies and requirements in the Vale of White Horse Local Plan 2031, Part 1.

b. **Strategic Sites Viability, Interim Paper** – (March 2013) to make a high level assessment of the five broad locations / strategic sites initially included in the Local Plan.

c. **SHLAA Viability Assessment** – (February 2014) The Strategic Housing Land Availability Assessment (SHLAA) was divided into two parts. The first was based on developing and viability testing a number of site typologies that were representative of sites in the SHLAA. The second was to consider a number of new potential strategic

[1] Report to Vale of White Horse District Council by Malcolm Rivett BA (Hons) MSc MRTPI, an Inspector appointed by the Secretary of State for Communities and Local Government. Date 30 November 2016.

sites / broad locations for development to ensure that the Council was able to ensure that only viable sites were taken further into the plan-making process.

d. **The CIL Viability Assessment** – (October 2014) The final element of the core viability work. This study included much of the analysis from the Local Plan Viability Study which will be built on and used to inform the CIL setting process.

e. **CIL – Additional Viability Note** – A brief note dated 19th February 2015, prepared following the consultation on the Council's PDCS to address the effect on viability of the national changes in relation to affordable housing thresholds and concern raised by the promoters of the Didcot A development site.

f. **CIL – Pre-hearing Viability Update** (December 2015). An update to consider the comments of stakeholders, the changes to national policy, the updated strategic infrastructure and mitigation costs in relation to the strategic sites that have been further developed through the Local Plan process. In addition the update considered student housing as the earlier viability work has not considered student housing.

g. **CIL – Pre-Hearing Viability Update** (December 2016). A further update report prepared in the run up to the rescheduled CIL Examination. The principal purpose is to consider the updated strategic infrastructure and mitigation costs relating to the strategic sites. The opportunity has also been taken to update the costs and values in the residential appraisals.

1.7 The Local Plan Viability Study forms the 'root' document for the October 2014 CIL Viability Assessment and sets out the detailed methodology and assumptions used. This current report should be read as an update to the earlier documents.

Scope

1.8 This report considers the viability aspects of deliverability of the following new sites that have not previously been considered. Initially the Council considered 30 or so sites:

Table 1.1 Potential Development Sites (September 2016)			
VOWHDC CODE		**Area ha**	**Capacity Units**
HASC_A	Harwell Campus	34.45	861
EACH_A	West of Wantage	87.84	2,196
GROV_A	North West of Grove	28.35	709
GROV_B	East of Grove	92.85	2,321
HARW_A	West of Harwell Village	30.19	755
SUCT_A	South East of Sutton Courtenay	17.75	444
ROWS_A	Rowstock	85.61	2,140
MIHE_A	Milton Heights	77.44	1,936
APPF_A	Appleford	69.49	1,737
ABIG_A	North Abingdon	82.27	2,057
ABIG_B	South Abingdon	61.35	1,534
DRAY_A	North East of Drayton	43.83	1,096
DRAY_B	West of Drayton	34.27	857
DRAY_C	South of Drayton	9.6	240
BOTL_A	South West of Botley	53.95	1,349
CUMN_A	South of Cumnor	8	200
RADL_A	North of Radley	24.94	624
RADL_B	South of Radley	9.82	246
WOOT_A	South of Wootton	32.19	805
WOOT_B	East of Wootton	16.71	418
WOOT_C	North of Wootton	31.6	790
SHIP_A	Dalton Barracks (Shippon)	288.67	7,217
EHAN_A	East of East Hanney	15.03	376
EHAN_B	South of East Hanney	20.2	505
MRCM_A	North of Marcham	43.08	1,077
STEV_A	North of Steventon	10.46	262
KBAG_A	East of Kingston Bagpuize	34.73	868
KBAG_B	South of Kingston Bagpuize	25.14	629
KBAG_C	West of Kingston Bagpuize	28.81	720
FYFL_A	Fyfield	381.02	9,526

Source: VoWHDC (September 2017)

1.9 The initial list of 30 (larger) sites was the starting point of sites put forward for detailed testing by the Council. Following the site selection process and informal consultation and feedback, officers are recommending 9 sites to be allocated in the Local Plan Part 2 as listed in the following table. Six of these sites stem from the original list of 30 and the remaining three sites have emerged from a separate selection process looking at smaller sites. Two of the larger sites (West of Harwell; North of Marcham) have been reduced in size following consultation feedback. The entire area of Dalton Barracks is included although it is recognised that a substantial part of it will not be developed due to constraints.

Table 1.2 Proposed Allocations (February 2017)

VOWHDC CODE		Area ha	Capacity Units
HASC_A	Harwell Campus	34.45	1,000
GROV_A	North West of Grove	28.35	700
HARW_A	West of Harwell Village	7.86	150
SHIP_A	Dalton Barracks (Shippon)	288.67	2,200
KBAG_A	East of Kingston Bagpuize	34.73	600
MRCM_A	North East of Marcham	29.07	400
MRCM_B	South East of Marcham	4.96	120
EHAN_C	North of East Hanney	3.44	80
EHAN_D	North East of East Hanney	2.39	50

Source: VoWHDC (February 2017)

1.10 In addition, this report will update the SHLAA Viability Assessment (February 2014), considering the deliverability of the sites in the updated HELAA (as at 6th October 2016).

Report Structure

1.11 This report is an update and follows the methodology used in the earlier work, as set out in detail in Chapters 2 and 3 of the Local Plan Viability Study (October 2014). This will not be repeated here. The earlier work has been examined through the Local Plan Part 1 plan-making process and therefore makes an appropriate starting point for this process.

1.12 The main income and costs assumptions have been updated through the **CIL – Pre-Hearing Viability Update** (December 2016) so those changed assumptions will be carried into this report and not repeated here. The updated analysis of the residential market is summarised in Chapter 2, the update of development costs is set out in Chapter 3 of the December 2016 update[2].

[2] The notable difference to the assumptions used in the December 2016 update is that the s106 strategic infrastructure and mitigation costs for Milton Heights have been increased £793,792 to £5,201,828 so the site was remodelled as 400/458th of £5,201,828 = £4,543,081. In addition, the Valley Park assumptions were increased from £31,688,642 to £81,904,188. These changes were based on discussions with OCC.

1.13 This report follows the following format:

Chapter 2 Updates Chapter 8 of the Local Plan Viability Study – (October 2014) in the context of the policies on the Local Plan Part 2.

Chapter 3 Consideration of the modelling of the new sites and the typologies representing the sites in the updated HELAA.

Chapter 4 Results of the updated appraisals for a range of scenarios (using the assumptions set out in the CIL – Pre-Hearing Viability Update (December 2016). At the time of this update the Council is in the process of establishing the strategic infrastructure and mitigation costs associated with the new sites, however this work is not complete. In this update the sites are tested against a range of costs.

Chapter 5 Conclusions and recommendations.

HDH Planning and Development Ltd

1.14 HDH is a specialist planning consultancy providing evidence to support planning and housing authorities. The firm was founded in the summer of 2011. Previously the HDH team worked for Fordham Research. The firm's main areas of expertise are:

a. District wide and site specific viability analysis

b. Community Infrastructure Levy testing

c. Local and Strategic Housing Market Assessments and Housing Needs Assessments

d. Viability and Planning Assessments and Inquiries.

Metric or imperial

1.15 The property industry uses both imperial and metric data – often working out costings in metric (£/m^2) and values in imperial (£/acre and £/sqft). This is confusing so we have used metric measurements throughout this report. The following conversion rates may assist readers.

1m	=	3.28ft (3' and 3.37")	1ft	=	0.30m
1m^2	=	10.76 sqft	1sqft	=	0.092903 m^2

1.16 A useful broad rule of thumb to convert m^2 to sqft is simply to add a final zero.

2. Policy Review

2.1 Chapter 8 of the Local Plan Viability Study – (October 2014) included a review of the of the policies and requirements in the Vale of White Horse Local Plan 2031, Part 1. This was in the context of the various saved policies. The purpose of this study is to assess the effectiveness of the emerging Local Plan Part2. In this chapter we have reviewed the new development management policies (as being the draft policies at 27th January 2017 – it is important to note that this is a working document and may be subject to further changes) to consider those policies that may have an impact on development viability. We have considered the cumulative impact of these policies.

2.2 It is important to note that the new policies have been prepared by the Council to replace the existing policies on a like for like basis. It is however appropriate to check the impact on development. Having said this 3 new requirements have been included:

a. Housing Policy: Space Standards (potentially all development to meet national space standards and 20% of very large developments to provide Part M (2) of the Building Regulations).

b. Environment Policy: Wilts and Berks Canal (potentially development to assist in delivering the canal)

c. Environment Policy: Provision of Open Space (15% of total site to be provided as open space).

2.3 In this assessment, we considered each of the development management policies. In each case, we have considered whether or not they add to the costs of development over and above the base costs (derived from the BCIS costs etc.).

2.4 In the following sections, we have made selective quotations from the Council's policies to highlight those parts of the policy that are costly to the developer and for the purpose of assessing the cumulative impact of the policies. The policies are often wider than the selected quotations.

Leisure and Recreation

2.5 New LEISURE POLICY 3: OPEN SPACE AND LEISURE PROVISION FOR NEW HOUSING DEVELOPMENTS includes a new provision for '… 15% of the site area laid out as public open space …'. On sites of less than 15 dwellings, or less than 0.5 of a hectare, or where on-site provision is not appropriate, financial contributions towards providing or improving off-site provision.

2.6 Whilst this is a new provision it is one that is largely reflected in the modelling. The work to date is based on 25 units/ gross ha on the greenfield sites / 35 units / net ha. The modelling has been updated to reflect this small change.

Community Services and Facilities

2.7 The policies under this section are largely about protecting and enabling provision of facilities and does not add additional burdens to developers over and above those in the base modelling.

Supporting Economic Prosperity

2.8 The policies under this section do not add additional burdens to developers over and above those in the base modelling.

Employment

2.9 The policies under this section are largely about enabling ancillary uses on larger employment sites, enabling rural diversification and clarifying the equestrian and camping development. These policies do not add additional burdens to developers of the development required to deliver the Plan over and above those in the base modelling.

Retail

2.10 The policies under this section are largely about protecting and enabling provision of facilities and does not add additional burdens to developers over and above those in the base modelling.

Environmental Policies

2.11 These policies are similar to those saved polices and the requirements of the Local Plan Part 1. The main new policy is GREEN CORRIDORS POLICY 4: WILTS & BERKS CANAL concerns development schemes to enable the restoration of the canal. These are enabling policies rather than policies restricting development or imposing additional requirements of the development needed to deliver the Plan.

Historic Environment

2.12 The policies under this section bring forward the provisions of the saved policies and providing detail of those in the Local Plan Part 1. They do not add additional burdens to developers over and above those in the base modelling.

Environmental Health

2.13 The policies under this section bring forward the provisions of the saved policies and providing detail of those in the Local Plan Part 1. They do not add additional burdens to developers over and above those in the base modelling.

Development Management Policies

2.14 Most of the policies under this section bring forward the provisions of the saved policies and providing detail of those in the Local Plan Part 1. They do not add additional burdens to developers over and above those in the base modelling. The Council is however seeking to include a new policy HOUSING POLICY 2: SPACE STANDARDS in the Plan.

2.15 In March 2015, the Government published *Nationally Described Space Standard – technical requirements*. These have the effect of replacing local space standards. If introduced, this would allow the Council to include a policy within their plan with regard to the minimum size of dwelling. This says:

This standard deals with internal space within new dwellings and is suitable for application across all tenures. It sets out requirements for the Gross Internal (floor) Area of new dwellings at a defined level of occupancy as well as floor areas and dimensions for key parts of the home, notably bedrooms, storage and floor to ceiling height.

2.16 The following unit sizes are set out[3]:

Table 2.1 National Space Standards. Minimum gross internal floor areas and storage (m^2)

Number of bedrooms	number of bed spaces	1 storey dwellings	2 storey dwellings	3 storey dwellings	built-in storage
1b	1p	39(37)*			1
	2p	50	58		1.5
2b	3p	61	70		2
	4p	70	79		
3b	4p	74	84	90	2.5
	5p	86	93	99	
	6p	95	102	108	
4b	5p	90	97	103	3
	6p	99	106	112	
	7p	108	115	121	
	8p	117	124	130	
5b	6p	103	110	116	3.5
	7p	112	119	125	
	8p	121	128	134	
6b	7p	116	123	129	4
	8p	125	132	138	

Source: Table 1, Technical housing standards – nationally described space standard (March 2015)

3 https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/524531/160519_Nationally_Described_Space_Standard____Final_Web_version.pdf

2.17 We understand from the Council that most new development is above these standards but there is a concern that some recent development of small units is just below these thresholds. The modelling in this study is based on these National Space Standards[4].

Sustainable Transport and Accessibility

2.18 The policies under this section bring forward the provisions of the saved policies and providing detail of those in the Local Plan Part 1. They do not add additional burdens to developers over and above those in the base modelling.

[4] At the time of this update the Council is exploring the requirements for additional accessibility, adaptability and wheelchair standards (as per PPG paragraphs ID: 56-005-20150327 to ID: 56-010-20150327). This work is an early stage however if such standards are to introduced it may be necessary to consider their impact on viability.

3. Updated Modelling

3.1 The analysis set out in the SHLAA Viability Assessment (February 2014) and the Local Plan Viability Study (October 2014) was based on modelling informed by the range of sites set out in the SHLAA. Other than the new sites now being considered (as set out in Table 1.2 above) the new HELAA remains largely unchanged (although some sites have come forward). It is therefore not considered to be necessary to revisit the development of the typologies. The distribution of the typologies remains as out in the VoWH Pre-hearing Viability Update (December 2015):

Table 3.1 VoWHDC Price Areas

	Units	% of SHLAA
Area 1 - Higher Rural	**18,188**	**66%**
East Hanney Marcham Wootton Milton Harwell Drayton	Sutton Courtenay Kingston Bagpuize with Southmoor Stanford in the Vale Steventon Uffington	
Area 2 - Lower Rural	**2,258**	**8%**
Shrivenham	East Challow	
Area 3 - Higher main settlement	**4,547**	**16%**
Botley	Abingdon	
Area 4 - Lower Main Settlement	**2,744**	**10%**
Faringdon Grove	Wantage	

Source: Table 3.4 VoWH Pre-hearing Viability Update – December 2015 (HDH)

3.2 As summarised in Tables 9.2 and 9.3 of the Local Plan Viability Study (October 2014) the following typologies formed the basis of the appraisals:

Table 3.2 2014 SHLAA Site Modelling Assumptions									
		Alternative Use	Units	Area Ha		Density Units/ha		Average Unit Size	Density
				Gross	Net	Gross	Net	m²	m²/ha
1	Green	Paddock	42	1.20	1.20	35.00	35.00	88.38	3,093
2	Green	Paddock	78	3.10	2.17	25.16	35.94	87.46	3,144
3	Green	Agricultural	155	7.15	4.65	21.68	33.33	86.54	2,885
4	Green	Agricultural	181	7.23	5.06	25.03	35.77	86.57	3,097
5	Green	Agricultural	308	12.31	8.60	25.02	35.81	86.48	3,097
6	Green	Paddock	76	2.10	1.78	36.19	42.70	87.39	3,731
7	Green	Agricultural	71	2.85	1.99	24.91	35.68	85.92	3,065
8	Brown	Part Rec	78	3.12	2.25	25.00	34.67	87.46	3,032

Source: Tables 9.2 of the Local Plan Viability Study (HDH October 2014)

3.3 The SHLAA only considered sites of 10 units and greater so the Local Plan Viability Study also considered the following smaller sites:

Table 3.3 2014 SHLAA Site Modelling Assumptions – small sites									
	Green/ Brown	**Alternative Use**	Units	Area Ha		Density Units/ha		Average Unit Size	Density
				Gross	Net	Gross	Net	m²	m²/ha
1	Green	Paddock	1	0.05	0.05	20.00	20.00	135.00	2,700
2	Green	Paddock	3	0.10	0.10	30.00	30.00	81.67	2,450
3	Green	Paddock	5	0.20	0.20	25.00	25.00	86.40	2,160
4	Green	Paddock	7	0.25	0.25	28.00	28.00	81.71	2,288
5	Green	Paddock	1	0.05	0.05	20.00	20.00	135.00	2,700
6	Green	Paddock	3	0.10	0.10	30.00	30.00	81.67	2,450
7	Green	Paddock	5	0.20	0.20	25.00	25.00	94.40	2,360
8	Green	Paddock	7	0.25	0.25	28.00	28.00	81.71	2,288
9	Brown	Infill	2	0.05	0.05	40.00	40.00	95.00	3,800
10	Brown	Infill	4	0.10	0.10	40.00	40.00	91.25	3,650
11	Brown	Infill	6	0.17	0.17	35.29	35.29	87.83	3,100
12	Brown	Infill	9	0.30	0.30	30.00	30.00	95.22	2,857
13	Brown	Infill	2	0.05	0.05	40.00	40.00	111.00	4,440
14	Brown	Infill	4	0.10	0.10	40.00	40.00	91.25	3,650
15	Brown	Infill	6	0.17	0.17	35.29	35.29	87.83	3,100
16	Brown	Infill	9	0.30	0.30	30.00	30.00	95.22	2,857

Source: Table 9.3 of the Local Plan Viability Study (HDH, October 2014)

3.4 The above modelling has been updated to allow 15% open space[5] and to ensure that all the units modelled are greater than the National Space Standards:

Table 3.4 2017 HELAA Site Modelling Assumptions

		Alternative Use	Units	Area Ha		Density Units/ha		Average Unit Size	Density
				Gross	Net	Gross	Net	m²	m²/ha
1	Green	Paddock	42	1.41	1.20	29.79	35.00	88.50	3,098
2	Green	Paddock	78	3.10	2.17	25.16	35.94	87.44	3,143
3	Green	Agricultural	155	7.15	4.65	21.68	33.33	86.89	2,896
4	Green	Agricultural	181	7.23	5.06	25.03	35.77	86.83	3,106
5	Green	Agricultural	308	12.31	8.60	25.02	35.81	86.86	3,111
6	Green	Paddock	76	2.10	1.78	36.19	42.70	87.51	3,737
7	Green	Agricultural	71	2.85	1.99	24.91	35.68	86.15	3,074
8	Brown	Part Rec	78	3.12	2.25	25.00	34.67	87.44	3,031

Source: February 2017

[5] This change only applies to HELAA typology 1.

Table 3.5 <u>2017</u> HELAA Site Modelling Assumptions – small sites

	Green/ Brown	**Alternative Use**	Units	Area Ha		Density Units/ha		Average Unit Size	Density
				Gross	Net	Gross	Net	m^2	m^2/ha
1	Green	Paddock	1	0.05	0.05	20.00	20.00	118.00	2,360
2	Green	Paddock	3	0.10	0.10	30.00	30.00	78.67	2,360
3	Green	Paddock	5	0.20	0.20	25.00	25.00	87.00	2,175
4	Green	Paddock	7	0.25	0.25	28.00	28.00	83.14	2,328
5	Green	Paddock	1	0.05	0.05	20.00	20.00	118.00	2,360
6	Green	Paddock	3	0.10	0.10	30.00	30.00	78.67	2,360
7	Green	Paddock	5	0.20	0.20	25.00	25.00	87.00	2,175
8	Green	Paddock	7	0.25	0.25	28.00	28.00	83.14	2,328
9	Brown	Infill	2	0.05	0.05	40.00	40.00	95.50	3,820
10	Brown	Infill	4	0.10	0.10	40.00	40.00	92.13	3,685
11	Brown	Infill	6	0.17	0.17	35.29	35.29	88.42	3,121
12	Brown	Infill	9	0.30	0.30	30.00	30.00	92.39	2,772
13	Brown	Infill	2	0.05	0.05	40.00	40.00	95.50	3,820
14	Brown	Infill	4	0.10	0.10	40.00	40.00	92.13	3,685
15	Brown	Infill	6	0.17	0.17	35.29	35.29	88.42	3,121
16	Brown	Infill	9	0.30	0.30	30.00	30.00	92.39	2,772

Source: February 2017

3.5 The new sites (as set out in Table 1.2 above) range from 50 units to over 2,000 units. The sites under 400 units are represented in the typologies so in this study the sites of 400 and larger have been modelled.

3.6 The details of the sites (as provided by VOWHDC) are set out in the appendices of Local Plan 2031 Part.

3.7 In this modelling the net development area has been calculated assuming 35 units/ha and on the full area of the allocation.

Table 3.6 New Site Modelling

				Current Use	Units	Area Ha		Density Units/ha		Density
						Gross	Net	Gross	Net	m2/ha
HASC_A	Harwell Campus	Higher Rural	Brown	Campus	1,000	34.45	28.57	29.03	35.00	3,078
GROV_	North West of Grove	Lower Main Settlemen	Green	Agricultural	700	28.35	20.00	24.69	35.00	3,082
SHIP_A	Dalton Barracks	Higher Rural	Mixed	Ag / Ind	2,200	288.67	62.86	7.62	35.00	3,080
KBAG_A	East of Kingston Bagpuize	Higher Rural	Green	Agricultural	600	34.73	17.14	17.28	35.00	3,077
MRCH_	North East of Marcham	Higher Rural	Green	Agricultural	400	29.07	11.43	13.76	35.00	3,078

Source: February 2017

3.8 In the above table the net development area has been calculated assuming 35 units/ha and on the full area of the allocation has been used. On this basis the net developable area is as follows:

Table 3.7 Net Developable Area		
HASC_A	Harwell Campus	82.94%
GROV_A	North West of Grove	70.55%
SHIP_A	Dalton Barracks	21.77%
KBAG_A	East of Kingston Bagpuize	49.36%
MRCH_A	North East of Marcham	39.31%

Source: February 2017

3.9 The modelling elsewhere in the viability evidence base follows the Council's assumption of a 60% net developable area. For those sites where the net developable area is less than 60% of the allocation area, the gross area in the modelling has been calculated to assume 60% net developable area. The areas used are as follows:

Table 3.8 Areas for Modelling							
	Units	Area Ha			Density Units/ha		
		Allocation	Assumed Gross	Net	On Allocation	Assume 60% Net Dev	Net
Harwell Campus	1,000	34.45	**34.45**	28.57	29.03	21.00	35.00
North West of Grove	700	28.35	**33.33**	20.00	24.69	21.00	35.00
Dalton Barracks	2,200	288.67	**104.76**	62.86	7.62	21.00	35.00
East of Kingston Bagpuize	600	34.73	**28.57**	17.14	17.28	21.00	35.00
North East of Marcham	400	29.07	**19.05**	11.43	13.76	21.00	35.00

Source: February 2017

3.10 The Strategic Sites that are allocated under the Local Plan Part 1 are not included here – although up to date appraisals can be found in the CIL – Pre-Hearing Viability Update (December 2016).

4. Updated Appraisals

4.1 In this chapter the appraisals have been run for the new sites and the appraisals that relate to HELAA site typologies.

4.2 The market value assumptions used are as per the CIL – Pre-Hearing Viability Update (December 2016):

Table 4.1 Residential Property, Market Values (£/m²)

	2014	2015 Update	2016 Update
Area 1 - Higher Rural	3,400	3,900	3,900
Area 2 - Lower Rural	3,000	3,400	3,400
Area 3 - Higher Main Settlement	3,200	4,000	4,000
Area 4 - Lower Main Settlement	2,800	3,250	3,350

Source: Table 2.8 CIL – Pre-Hearing Viability Update (December 2016)

4.3 The values of affordable housing have also been carried forward.

4.4 The maid cost assumptions are summarised as follows:

Table 4.2 Summary of main modelling assumptions

Heading		Changes from earlier reports
Construction	Based on BCIS Increased by 1.5% to cover increased environmental standards Small Site Adjustments of 13% / 6%	BCIS updated. No other changes.
Site Costs	20% to 10% of BCIS	No Change
Abnormal Costs	10% on Brownfield Sites	No Change
Fees	10%	No Change
Contingencies	5% Brownfield 2.5% Greenfield	No Change
S106	£2,500 per unit on typologies. As per Pre-hearing Viability Update (December 2015) on Strategic Sites (see below) Tested range on New Sites	No Change No Change Fresh Modelling
Interest	6% on debit balances Additional 1% of peak borrowing (capped at £5,000,000)	No Change No Change
Developers' Profit	20% GDV	No Change
Phasing	Up to 50/outlet/year	No Change
Acquisition	1.5% to cover agents and legal fees	No Change
Stamp Duty	As per prevailing rates	Updated to new rates
Disposals	3.5%	No Change
CIL	As per the submitted Draft Charging Schedule	No Change

Source: Table 3.1 CIL – Pre-Hearing Viability Update (December 2016)

4.5 As in the earlier work, the appraisals use the Residual Valuation approach – that is, they are designed to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents and an appropriate amount of developers' profit. The Residual Value represents the maximum bid for the site where the payment is made in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the Existing Use Value by a satisfactory margin.

4.6 At the time of this update, the Council does not have a robust estimate of the full s106 strategic infrastructure and mitigation for the new sites, so multiple sets of appraisals have been run against different levels of developer contribution. This will enable the Council to understand the scale of developer contributions that the sites may be able to bear. For the remaining sites the appraisals are run to update Tables 6.1a to Table 6.2d of the Pre-hearing Viability Update (December 2015).

4.7 The initial appraisals are based on the full policy requirements of the Plan (as amended). For each development type we calculated the Residual Value. In the tables the results are colour coded using a simple traffic light system:

a) **Green** Viable – where the Residual Value per hectare exceeds the indicative Viability Threshold Value per hectare (being the Existing Use Value (EUV) plus the appropriate uplift to provide a competitive return for the landowner).

b) **Amber** Marginal – where the Residual Value per hectare exceeds the EUV, but not the Viability Threshold Value per hectare. These sites should not be considered as viable when measured against the test set out – however, depending on the nature of the site and the owner, they may come forward.

c) **Red** Non-viable – where the Residual Value does not exceed the EUV.

4.8 The results are set out and presented for each site and per gross hectare to allow comparison between sites.

Appraisal Results

New Sites - Full VoWH Policy Requirements (including CIL)

4.9 The following table shows the Residual Value for each of the sites over 400 units, for the whole site and by the gross and net site areas. The full appraisals are set out in **Appendix 2**. These base appraisals assume CIL at the prevailing rate (£120/m^2 on all the sites) and a s106 contribution od £2,500/unit:

Table 4.3 Residual Value, Full Policy Requirements – NEW SITES

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
HASC_A	Harwell Campus	Higher Rural	Brown	Campus	34.45	28.57	1,000	1,581,335	1,906,694	54,476,979
GROV_A	North West of Grove	Lower Main Settleme	Green	Agricultural	28.35	20.00	700	686,619	973,282	19,465,639
SHIP_A	Dalton Barracks	Higher Rural	Mixed	Ag / Ind	104.76	62.86	2,200	892,532	1,487,526	93,501,654
KBAG_A	East of Kingston Bagpuiz	Higher Rural	Green	Agricultural	28.57	17.14	600	1,247,726	2,079,439	35,647,518
MRCH_A	North East of Marcham	Higher Rural	Green	Agricultural	19.05	11.43	400	1,254,715	2,091,453	23,902,324

Source: February 2017

4.10 The Residual Value does not give a good indication of viability on its own. In the following table the Residual Value is compared with the Viability Threshold (using the same methodology as in the earlier studies and updates):

Table 4.4 Residual Value compared to Viability Thresholds, Full Policy Requirements – NEW SITES

			Alternative Use Value	Viability Threshold	Residual Value
HASC_A	Harwell Campus	Higher Rural	750,000	900,000	1,581,335
GROV_A	North West of Grove	Lower Main Settlement	20,000	374,000	686,619
SHIP_A	Dalton Barracks	Higher Rural	400,000	480,000	892,532
KBAG_A	East of Kingston Bagpuize	Higher Rural	20,000	374,000	1,247,726
MRCH_A	North East of Marcham	Higher Rural	20,000	374,000	1,254,715

Source: February 2017

4.11 All the potential sites are assessed as being viable having delivered the 35% affordable housing requirement, the appropriate rates of CIL and developer contributions at £2,500/unit. Some of these sites are very large and are likely to have substantial strategic infrastructure and mitigation requirements. The following analysis shows the results of appraisals with a range of developer contributions:

Table 4.5 Residual Value compared to Viability Thresholds, Full Policy Requirements with varied Developer Contributions – NEW SITES

			Alternative Use Value	Viability Threshold	Residual Value												
			£/ha	**£/ha**	**£0**	**£2,500**	**£5,000**	**£7,500**	**£10,000**	**£12,500**	**£15,000**	**£17,500**	**£20,000**	**£22,500**	**£25,000**	**£27,500**	**£30,000**
HASC_A	Harwell Campus	Higher Rural	750,000	900,000	1,801,778	1,746,609	1,691,441	1,636,273	1,581,104	1,525,936	1,470,768	1,415,599	1,360,431	1,305,263	1,250,094	1,194,028	1,137,770
GROV_A	North West of Grove	Lower Main Settlement	20,000	374,000	887,818	837,715	787,612	737,510	686,487	635,246	584,005	532,764	481,524	430,283	379,042	327,801	276,560
SHIP_A	Dalton Barracks	Higher Rural	400,000	480,000	1,018,481	987,094	955,707	924,226	892,403	860,579	828,756	796,932	765,109	733,285	701,239	668,897	636,554
KBAG_A	East of Kingston Bagpuize	Higher Rural	20,000	374,000	1,420,903	1,377,800	1,334,697	1,291,437	1,247,552	1,203,667	1,159,782	1,115,897	1,072,012	1,028,127	984,242	940,358	896,473
MRCH_A	North East of Marcham	Higher Rural	20,000	374,000	1,427,232	1,384,055	1,340,877	1,297,699	1,254,521	1,211,343	1,168,165	1,124,987	1,081,809	1,038,632	995,454	952,276	908,873

Source: February 2017

4.12 The analysis shows that, on the whole, the sites that are under consideration are all likely to be deliverable with Developer Contributions up to £30,000/unit. The exception to this is the site in the lower value settlement of Grove where meeting obligations that come to over £25,000/unit is likely to be challenging.

HELAA Rural - Full VoWH Policy Requirements (including CIL)

4.13 The following table shows the Residual Value for each of the typologies that represent the HELAA sites in the rural areas and are directly comparable with the results set out in Table 6.1a of the CIL Pre-hearing Viability Update (December 2015):

Table 4.6 Residual Value, Full Policy Requirements – HELAA RURAL SITES

					Area		Units	Residual Value		
					Gross ha	Net ha		Gross ha	Net ha	£ site
Site 1	1 - Small	Higher Rural	Green	Paddock	1.41	1.2	42	1,940,371	2,279,935	2,735,923
Site 2	2 - Medium	Higher Rural	Green	Paddock	3.1	2.17	78	1,577,242	2,253,203	4,889,450
Site 3	3 - Medium Flood	Higher Rural	Green	Agricultural	7.15	4.65	155	1,259,384	1,936,473	9,004,598
Site 4	4 - Larger	Higher Rural	Green	Agricultural	7.23	5.06	181	1,433,807	2,048,700	10,366,424
Site 5	5 - Large	Higher Rural	Green	Agricultural	12.31	8.6	308	1,453,711	2,080,835	17,895,180
Site 6	6 - Medium Density	Higher Rural	Green	Paddock	2.1	1.78	76	2,155,379	2,542,863	4,526,297
Site 7	7 - Medium Sensitive	Higher Rural	Green	Agricultural	2.85	1.99	71	1,452,763	2,080,590	4,140,374
Site 8	8 - Part Brownfield	Higher Rural	Brown	Part Rec	3.12	2.25	78	1,105,868	1,533,470	3,450,308
Site 9	1 - Small	Lower Rural	Green	Paddock	1.41	1.2	42	1,172,275	1,377,423	1,652,908
Site 10	2 - Medium	Lower Rural	Green	Paddock	3.1	2.17	78	962,058	1,374,368	2,982,379
Site 11	3 - Medium Flood	Lower Rural	Green	Agricultural	7.15	4.65	155	730,894	1,123,848	5,225,893
Site 12	4 - Larger	Lower Rural	Green	Agricultural	7.23	5.06	181	829,833	1,185,710	5,999,692
Site 13	5 - Large	Lower Rural	Green	Agricultural	12.31	8.6	308	842,561	1,206,038	10,371,927
Site 14	6 - Medium Density	Lower Rural	Green	Paddock	2.1	1.78	76	1,255,475	1,481,178	2,636,497
Site 15	7 - Medium Sensitive	Lower Rural	Green	Agricultural	2.85	1.99	71	835,927	1,197,182	2,382,391
Site 16	8 - Part Brownfield	Lower Rural	Brown	Part Rec	3.12	2.25	78	489,343	678,556	1,526,750

Source: February 2017

4.14 The Residual Value does not give a good indication of viability on its own. In the following table the Residual Value is compared with the Viability Threshold (using the same methodology as in the earlier studies and updates). The results are directly comparable with the results set out in Table 6.2b of the CIL Pre-hearing Viability Update (December 2015)

Table 4.7 Residual Value compared to Viability Thresholds, Full Policy Requirements – HELAA RURAL

			Alternative Use Value	Viability Threshold	Residual Value
Site 1	1 - Small	Higher Rural	50,000	410,000	1,940,371
Site 2	2 - Medium	Higher Rural	50,000	410,000	1,577,242
Site 3	3 - Medium Flood	Higher Rural	20,000	374,000	1,259,384
Site 4	4 - Larger	Higher Rural	20,000	374,000	1,433,807
Site 5	5 - Large	Higher Rural	20,000	374,000	1,453,711
Site 6	6 - Medium Density	Higher Rural	50,000	410,000	2,155,379
Site 7	7 - Medium Sensitive	Higher Rural	20,000	374,000	1,452,763
Site 8	8 - Part Brownfield	Higher Rural	75,000	440,000	1,105,868
Site 9	1 - Small	Lower Rural	50,000	410,000	1,172,275
Site 10	2 - Medium	Lower Rural	50,000	410,000	962,058
Site 11	3 - Medium Flood	Lower Rural	20,000	374,000	730,894
Site 12	4 - Larger	Lower Rural	20,000	374,000	829,833
Site 13	5 - Large	Lower Rural	20,000	374,000	842,561
Site 14	6 - Medium Density	Lower Rural	50,000	410,000	1,255,475
Site 15	7 - Medium Sensitive	Lower Rural	20,000	374,000	835,927
Site 16	8 - Part Brownfield	Lower Rural	75,000	440,000	489,343

Source: February 2017

4.15 As in the earlier analysis all the sites are shown as viable, and in spite of the increase in construction costs over the last year or so, the Council can continue to have confidence that these types of site will come forward and will be able to bear the rates of CIL set out in the January 2017 version of the Draft Charging Schedule.

HELAA Settlement - Full VoWH Policy Requirements (including CIL)

4.16 The following table shows the Residual Value for each of the typologies that represent the HELAA sites in the settlements and are directly comparable with the results set out in Table 6.1b of the CIL Pre-hearing Viability Update (December 2015):

Table 4.8 Residual Value, Full Policy Requirements – HELAA SETTLEMENT SITES

					Area		Units	Residual Value		
					Gross ha	Net ha		Gross ha	Net ha	£ site
Site 1	1 - Small	Higher Main Settlement	Green	Paddock	1.41	1.2	42	2,063,990	2,425,188	2,910,226
Site 2	2 - Medium	Higher Main Settlement	Green	Paddock	3.1	2.17	78	1,676,716	2,395,308	5,197,818
Site 3	3 - Medium Flood	Higher Main Settlement	Green	Agricultural	7.15	4.65	155	1,344,838	2,067,870	9,615,593
Site 4	4 - Larger	Higher Main Settlement	Green	Agricultural	7.23	5.06	181	1,531,488	2,188,273	11,072,660
Site 5	5 - Large	Higher Main Settlement	Green	Agricultural	12.31	8.6	308	1,552,425	2,222,134	19,110,357
Site 6	6 - Medium Density	Higher Main Settlement	Green	Paddock	2.1	1.78	76	2,300,690	2,714,298	4,831,450
Site 7	7 - Medium Sensitive	Higher Main Settlement	Green	Agricultural	2.85	1.99	71	1,552,331	2,223,188	4,424,143
Site 8	8 - Part Brownfield	Higher Main Settlement	Brown	Part Rec	3.12	2.25	78	1,205,460	1,671,571	3,761,034
Site 9	1 - Small	Lower Main Settlement	Green	Paddock	1.41	1.2	42	985,308	1,157,737	1,389,284
Site 10	2 - Medium	Lower Main Settlement	Green	Paddock	3.1	2.17	78	912,321	1,303,316	2,828,195
Site 11	3 - Medium Flood	Lower Main Settlement	Green	Agricultural	7.15	4.65	155	688,167	1,058,150	4,920,395
Site 12	4 - Larger	Lower Main Settlement	Green	Agricultural	7.23	5.06	181	780,992	1,115,924	5,646,574
Site 13	5 - Large	Lower Main Settlement	Green	Agricultural	12.31	8.6	308	793,204	1,135,388	9,764,339
Site 14	6 - Medium Density	Lower Main Settlement	Green	Paddock	2.1	1.78	76	1,182,819	1,395,461	2,483,920
Site 15	7 - Medium Sensitive	Lower Main Settlement	Green	Agricultural	2.85	1.99	71	786,143	1,125,883	2,240,507
Site 16	8 - Part Brownfield	Lower Main Settlement	Brown	Part Rec	3.12	2.25	78	439,527	609,477	1,371,324

Source: February 2017

4.17 The Residual Value does not give a good indication of viability on its own. In the following table the Residual Value is compared with the Viability Threshold (using the same methodology as in the earlier studies and updates). The results are directly comparable with the results set out in Table 6.2c of the CIL Pre-hearing Viability Update (December 2015).

Table 4.9 Residual Value compared to Viability Thresholds, Full Policy Requirements – HELAA SETTLEMENT

			Alternative Use Value	Viability Threshold	Residual Value
Site 1	1 - Small	Higher Main Settlement	50,000	410,000	2,063,990
Site 2	2 - Medium	Higher Main Settlement	50,000	410,000	1,676,716
Site 3	3 - Medium Flood	Higher Main Settlement	20,000	374,000	1,344,838
Site 4	4 - Larger	Higher Main Settlement	20,000	374,000	1,531,488
Site 5	5 - Large	Higher Main Settlement	20,000	374,000	1,552,425
Site 6	6 - Medium Density	Higher Main Settlement	50,000	410,000	2,300,690
Site 7	7 - Medium Sensitive	Higher Main Settlement	20,000	374,000	1,552,331
Site 8	8 - Part Brownfield	Higher Main Settlement	75,000	440,000	1,205,460
Site 9	1 - Small	Lower Main Settlement	50,000	410,000	985,308
Site 10	2 - Medium	Lower Main Settlement	50,000	410,000	912,321
Site 11	3 - Medium Flood	Lower Main Settlement	20,000	374,000	688,167
Site 12	4 - Larger	Lower Main Settlement	20,000	374,000	780,992
Site 13	5 - Large	Lower Main Settlement	20,000	374,000	793,204
Site 14	6 - Medium Density	Lower Main Settlement	50,000	410,000	1,182,819
Site 15	7 - Medium Sensitive	Lower Main Settlement	20,000	374,000	786,143
Site 16	8 - Part Brownfield	Lower Main Settlement	75,000	440,000	439,527

Source: February 2017

4.18 All the sites, other than the mixed use site in the lower main settlement areas are shown as viable. As above, in spite of the increase in construction costs over the last year or so, the Council can continue to have confidence that these types of site will come forward and will be able to bear the proposed rates of CIL.

Small Sites - Full VoWH Policy Requirements (including CIL)

4.19 The following table shows the Residual Value for each of the typologies that represent the small sites and are directly comparable with the results set out in Table 6.1b of the CIL Pre-hearing Viability Update (December 2015). These incorporate CIL at the rates of £120/m^2 and £85/m^2 as per the January 2017 version of the Draft Charging Schedule.

Table 4.10 Residual Value, Full Policy Requirements – SMALL SITES

					Area		Units	Residual Value		
					Gross	Net		Gross ha	Net ha	£ site
Site 1	Single Rural	Higher Rural	Green	Paddock	0.05	0.05	1	2,143,046	2,143,046	107,152
Site 2	Three Rural	Higher Rural	Green	Paddock	0.1	0.1	3	2,378,869	2,378,869	237,887
Site 3	Five Rural	Higher Rural	Green	Paddock	0.2	0.2	5	2,283,885	2,283,885	456,777
Site 4	Seven Rural	Higher Rural	Green	Paddock	0.25	0.25	7	2,723,356	2,723,356	680,839
Site 5	Single Rural	Lower Rural	Green	Paddock	0.05	0.05	1	1,416,699	1,416,699	70,835
Site 6	Three Rural	Lower Rural	Green	Paddock	0.1	0.1	3	1,654,277	1,654,277	165,428
Site 7	Five Rural	Lower Rural	Green	Paddock	0.2	0.2	5	1,623,945	1,623,945	324,789
Site 8	Seven Rural	Lower Rural	Green	Paddock	0.25	0.25	7	1,993,640	1,993,640	498,410
Site 9	Pair Urban	Higher Main Settlement	Brown	Infill	0.05	0.05	2	3,304,092	3,304,092	165,205
Site 10	2 Semi Urban	Higher Main Settlement	Brown	Infill	0.1	0.1	4	3,432,721	3,432,721	343,272
Site 11	Urban infill	Higher Main Settlement	Brown	Infill	0.17	0.17	6	3,255,968	3,255,968	553,515
Site 12	Terraces	Higher Main Settlement	Brown	Infill	0.3	0.3	9	2,901,368	2,901,368	870,410
Site 13	Pair Urban	Lower Main Settlement	Brown	Infill	0.05	0.05	2	1,476,120	1,476,120	73,806
Site 14	2 Semi Urban	Lower Main Settlement	Brown	Infill	0.1	0.1	4	1,682,213	1,682,213	168,221
Site 15	Urban infill	Lower Main Settlement	Brown	Infill	0.17	0.17	6	1,788,929	1,788,929	304,118
Site 16	Terraces	Lower Main Settlement	Brown	Infill	0.3	0.3	9	1,594,268	1,594,268	478,280

Source: February 2017

4.20 The Residual Value does not give a good indication of viability on its own. In the following table the Residual Value is compared with the Viability Threshold (using the same methodology as in the earlier studies and updates). The results are directly comparable with the results set out in Table 6.2d of the CIL Pre-hearing Viability Update (December 2015).

Table 4.11 Residual Value compared to Viability Thresholds, Full Policy Requirements – SMALL SITES

			Alternative Use Value	Viability Threshold	Residual Value
Site 1	Single Rural	Higher Rural	50,000	410,000	2,143,046
Site 2	Three Rural	Higher Rural	50,000	410,000	2,378,869
Site 3	Five Rural	Higher Rural	50,000	410,000	2,283,885
Site 4	Seven Rural	Higher Rural	50,000	410,000	2,723,356
Site 5	Single Rural	Lower Rural	50,000	410,000	1,416,699
Site 6	Three Rural	Lower Rural	50,000	410,000	1,654,277
Site 7	Five Rural	Lower Rural	50,000	410,000	1,623,945
Site 8	Seven Rural	Lower Rural	50,000	410,000	1,993,640
Site 9	Pair Urban	Higher Main Settlement	750,000	900,000	3,304,092
Site 10	2 Semi Urban	Higher Main Settlement	750,000	900,000	3,432,721
Site 11	Urban infill	Higher Main Settlement	750,000	900,000	3,255,968
Site 12	Terraces	Higher Main Settlement	750,000	900,000	2,901,368
Site 13	Pair Urban	Lower Main Settlement	750,000	900,000	1,476,120
Site 14	2 Semi Urban	Lower Main Settlement	750,000	900,000	1,682,213
Site 15	Urban infill	Lower Main Settlement	750,000	900,000	1,788,929
Site 16	Terraces	Lower Main Settlement	750,000	900,000	1,594,268

Source: February 2017

4.21 As in the earlier analysis, all the sites are shown as viable, and in spite of the increase in construction costs over the last year, the Council can continue to have confidence that these types of site will come forward and will be able to bear the proposed rates of CIL.

5. Conclusions and Recommendations

5.1 This report is a brief update to the Vale of White Horse Council's viability evidence. The principal purpose is to consider the viability of the new sites as set out in Table 1.1 that the Council is considering as part of the preparation of the Part 2 Local Plan.

5.2 This study must be read as an update to the Local Plan Viability Assessment, building on the CIL – Pre-Hearing Viability Update (December 2016). The detailed methodology and assumptions used are not repeated in this document.

5.3 Three groups of sites have been tested:

The New Sites

5.4 The analysis shows that the sites that are under consideration are all likely to be deliverable with Developer Contributions up to £25,000/unit. There are two exceptions to this.

5.5 It is recommended that the Council continues to work with Oxfordshire County Council and the other statutory providers to better understand the actual level of the strategic infrastructure and mitigation requirements for the sites.

5.6 In this context we also highlight the importance of the Council working with the site owners and promoters as set out in the Harman Guidance (page 23):

Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage, rather than waiting until the development management stage. This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability.

HELAA Sites

5.7 All but one of the site typologies are shown as viable, and in spite of the increase in construction costs over the last year, the Council can continue to have confidence that these types of site will come forward and will be able to bear the proposed rates of CIL.

Small Sites

As in the earlier analysis, all the sites are shown as viable, and in spite of the increase in construction costs over the last year, the Council can continue to have confidence that these types of site will come forward and will be able to bear the rates of CIL that are proposed

Appendix 1 – New Sites Appraisals

THE PAGES IN THIS APPENDIX ARE NOT NUMBERED

Number	1	Units	NET Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	een/ Brown	lternative Use
HASC_A				Units/ha	m2	m2	m2/ha		£/m2			
Harwell Campus		**1,000**	**28.57**	**35.00**	**88**	**87,931**	**3,078**	**96,339,487**	**1,095.63**	Higher Rura	Brown	Campus

Area	Gross	34.450
	Net	28.571

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		51.5	0.00	10%	1,220	0
	2	0		63.0	0.00	10%	1,220	0
Terrace	2	130		72.0	9,360.00		1,074	10,052,640
	3	130		86.5	11,245.00		1,074	12,077,130
Semi	2	52		82.0	4,264.00		1,074	4,579,536
	3	143		95.5	13,656.50		1,074	14,667,081
Det	3	0		104.5	0.00		1,074	0
	4	130		118.0	15,340.00		1,074	16,475,160
	5	65		131.5	8,547.50		1,074	9,180,015
Flat 1 High*	1	0		51.5	0.00	10%	1,630	0
Flat 2 High*	2	0		63.0	0.00	10%	1,630	0
Flat 3 High*	3	0		76.5	0.00	10%	1,630	0
Affordable								
Flat	1	95		51.5	4,892.50	10%	1,220	6,565,735
	2	35		63.0	2,205.00	10%	1,220	2,959,110
Terrace	2	88		72.0	6,336.00		1,074	6,804,864
	3	88		86.5	7,612.00		1,074	8,175,288
Semi	2	0		82.0	0.00		1,074	0
	3	32		95.5	3,056.00		1,074	3,282,144
Det	3	0		104.5	0.00		1,074	0
	4	12		118.0	1,416.00		1,074	1,520,784
	5	0		131.5	0.00		1,074	0
Flat 1 High*	1	0		51.5	0.00	10%	1,630	0
Flat 2 High*	2	0		63.0	0.00	10%	1,630	0
Flat 3 High*	3	0		76.5	0.00	10%	1,630	0

Number	2	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	lternative Use
GROV_A			ha	Units/ha	m2	m2	m2/ha		£/m2			
North West of Grove		**700**	**20.00**	**35.00**	**88**	**61,636**	**3,082**	**67,530,096**	**1,095.63**	Lower Main	Green	Agricultural

Area	Gross	28.350
	Net	20.000

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		51.50	0.00	10%	1,220	0
	2	0		63.00	0.00	10%	1,220	0
Terrace	2	91		72.00	6,552.00		1,074	7,036,848
	3	91		86.50	7,871.50		1,074	8,453,991
Semi	2	36		82.00	2,952.00		1,074	3,170,448
	3	100		95.50	9,550.00		1,074	10,256,700
Det	3	0		104.50	0.00		1,074	0
	4	91		118.00	10,738.00		1,074	11,532,612
	5	46		131.50	6,049.00		1,074	6,496,626
Flat 1 High*	1	0		58.00	0.00	10%	1,630	0
Flat 2 High*	2	0		70.00	0.00	10%	1,630	0
Flat 3 High*	3	0		84.00	0.00	10%	1,630	0
Affordable								
Flat	1	66		51.50	3,399.00	10%	1,220	4,561,458
	2	25		63.00	1,575.00	10%	1,220	2,113,650
Terrace	2	61		72.00	4,392.00		1,074	4,717,008
	3	61		86.50	5,276.50		1,074	5,666,961
Semi	2	0		82.00	0.00		1,074	0
	3	22		95.50	2,101.00		1,074	2,256,474
Det	3	0		104.50	0.00		1,074	0
	4	10		118.00	1,180.00		1,074	1,267,320
	5	0		131.50	0.00		1,074	0
Flat 1 High*	1	0		51.50	0.00	10%	1,630	0
Flat 2 High*	2	0		63.00	0.00	10%	1,630	0
Flat 3 High*	3	0		76.50	0.00	10%	1,630	0

Number	3	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate
SHIP_A			ha	Units/ha	m2	m2	m2/ha		£/m2
Dalton Barracks		**2,200**	**62.86**	**35.00**	**88**	**193,597**	**3,080**	**212,094,062**	**1,095.54**

Locality	een/Brown	lternative Use
Higher Rura	Mixed	Ag / Ind

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		51.50	0.00	10%	1,220	0
	2	0		63.00	0.00	10%	1,220	0
Terrace	2	286		72.00	20,592.00		1,074	22,115,808
	3	286		86.50	24,739.00		1,074	26,569,686
Semi	2	114		82.00	9,348.00		1,074	10,039,752
	3	315		95.50	30,082.50		1,074	32,308,605
Det	3	0		104.50	0.00		1,074	0
	4	286		118.00	33,748.00		1,074	36,245,352
	5	143		131.50	18,804.50		1,074	20,196,033
Flat 1 High*	1	0		58.00	0.00	10%	1,630	0
Flat 2 High*	2	0		70.00	0.00	10%	1,630	0
Flat 3 High*	3	0		84.00	0.00	10%	1,630	0
Affordable								
Flat	1	208		51.50	10,712.00	10%	1,220	14,375,504
	2	77		63.00	4,851.00	10%	1,220	6,510,042
Terrace	2	193		72.00	13,896.00		1,074	14,924,304
	3	193		86.50	16,694.50		1,074	17,929,893
Semi	2	0		82.00	0.00		1,074	0
	3	69		95.50	6,589.50		1,074	7,077,123
Det	3	0		104.50	0.00		1,074	0
	4	30		118.00	3,540.00		1,074	3,801,960
	5	0		131.50	0.00		1,074	0
Flat 1 High*	1	0		51.50	0.00	10%	1,630	0
Flat 2 High*	2	0		63.00	0.00	10%	1,630	0
Flat 3 High*	3	0		76.50	0.00	10%	1,630	0

Area	Gross	104.760
	Net	62.857

Number	4	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate
KBAG_A			ha	Units/ha	m2	m2	m2/ha		£/m2
East of Kingston Bagpuize		**600**	**17.14**	**35.00**	**88**	**52,750**	**3,077**	**57,794,778**	**1,095.64**

Locality	een/Brown	lternative Use
Higher Rura	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		51.50	0.00	10%	1,220	0
	2	0		63.00	0.00	10%	1,220	0
Terrace	2	78		72.00	5,616.00		1,074	6,031,584
	3	78		86.50	6,747.00		1,074	7,246,278
Semi	2	31		82.00	2,542.00		1,074	2,730,108
	3	86		95.50	8,213.00		1,074	8,820,762
Det	3	0		104.50	0.00		1,074	0
	4	78		118.00	9,204.00		1,074	9,885,096
	5	39		131.50	5,128.50		1,074	5,508,009
Flat 1 High*	1	0		58.00	0.00	10%	1,630	0
Flat 2 High*	2	0		70.00	0.00	10%	1,630	0
Flat 3 High*	3	0		84.00	0.00	10%	1,630	0
Affordable								
Flat	1	57		51.50	2,935.50	10%	1,220	3,939,441
	2	21		63.00	1,323.00	10%	1,220	1,775,466
Terrace	2	53		72.00	3,816.00		1,074	4,098,384
	3	53		86.50	4,584.50		1,074	4,923,753
Semi	2	0		82.00	0.00		1,074	0
	3	19		95.50	1,814.50		1,074	1,948,773
Det	3	0		104.50	0.00		1,074	0
	4	7		118.00	826.00		1,074	887,124
	5	0		131.50	0.00		1,074	0
Flat 1 High*	1	0		51.50	0.00	10%	1,630	0
Flat 2 High*	2	0		63.00	0.00	10%	1,630	0
Flat 3 High*	3	0		76.50	0.00	10%	1,630	0

Area	Gross	28.570
	Net	17.143

Number	5	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate
MRCH_A			ha	Units/ha	m2	m2	m2/ha		£/m2
North East of Marcham		**400**	**11.43**	**35.00**	**88**	**35,181**	**3,078**	**38,544,709**	**1,095.63**

Locality	een/Brown	lternative Use
Higher Rura	Green	Agricultural

Area	Gross	19.050
	Net	11.429

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		51.50	0.00	10%	1,220	0
	2	0		63.00	0.00	10%	1,220	0
Terrace	2	52		72.00	3,744.00		1,074	4,021,056
	3	52		86.50	4,498.00		1,074	4,830,852
Semi	2	21		82.00	1,722.00		1,074	1,849,428
	3	57		95.50	5,443.50		1,074	5,846,319
Det	3	0		104.50	0.00		1,074	0
	4	52		118.00	6,136.00		1,074	6,590,064
	5	26		131.50	3,419.00		1,074	3,672,006
Flat 1 High*	1	0		58.00	0.00	10%	1,630	0
Flat 2 High*	2	0		70.00	0.00	10%	1,630	0
Flat 3 High*	3	0		84.00	0.00	10%	1,630	0
Affordable								
Flat	1	38		51.50	1,957.00	10%	1,220	2,626,294
	2	14		63.00	882.00	10%	1,220	1,183,644
Terrace	2	35		72.00	2,520.00		1,074	2,706,480
	3	35		86.50	3,027.50		1,074	3,251,535
Semi	2	0		82.00	0.00		1,074	0
	3	13		95.50	1,241.50		1,074	1,333,371
Det	3	0		104.50	0.00		1,074	0
	4	5		118.00	590.00		1,074	633,660
	5	0		131.50	0.00		1,074	0
Flat 1 High*	1	0		51.50	0.00	10%	1,630	0
Flat 2 High*	2	0		63.00	0.00	10%	1,630	0
Flat 3 High*	3	0		76.50	0.00	10%	1,630	0

v1
For Apps

			Site 1	Site 2	Site 3	Site 4	Site 5
			Harwell Campus	North West of Grove	Dalton Barracks	East of Kingston	North East of Marcham
	Green/brown field		Brown	Green	Mixed	Green	Green
	Use		Campus	Agricultural	Ag / Ind	Agricultural	Agricultural
	Locality		Higher Rural	Lower Main Settlement	Higher Rural	Higher Rural	Higher Rural
Site Area	**Gross**	**ha**	34.45	28.35	104.76	28.57	19.05
	Net	ha	28.57	20.00	62.86	17.14	11.43
Units			1,000	700	2,200	600	400
Average Unit Size		m2	87.93	88.05	88.00	87.92	87.95
Mix	Intermediate to Buy		8.75%	8.75%	8.75%	8.75%	8.75%
	Affordable Rent		26.25%	26.25%	26.25%	26.25%	26.25%
	Social Rent			0.00%	0.00%	0.00%	0.00%
Price	Market	£/m2	3,900	3,250	3,900	3,900	3,900
	Intermedia	£/m2	2,535	2,113	2,535	2,535	2,535
	Affordable	£/m2	1,805	1,216	1,805	1,805	1,805
	Social Rent	£/m2	1,075	1,075	1,075	1,075	1,075
Grant and Subsi	Intermedia	£/unit					
	Affordable	£/unit					
	Social Rent	£/unit					
Sales per Quarter							
Unit Build Time			3	3	3	3	3
Alternative Use Value		£/ha	750,000	20,000	400,000	20,000	20,000
Up Lift %		%	20%	20%	20%	20%	20%
Additional Uplift		£/ha		350,000		350,000	350,000
Easements etc		£	0	0	0	0	0
Legals / Acquisition		% land	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50	£/unit	385	385	385	385	385
	>50	£/unit	115	115	115	115	115
Architects		%	6.00%	6.00%	6.00%	6.00%	6.00%
QS / PM		%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Consultants		%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Professional		%	2.50%	2.50%	2.50%	2.50%	2.50%
Build Cost - BCIS Based		£/m2	1,096	1,096	1,096	1,096	1,096
CfSH		%	1.50%	1.50%	1.50%	1.50%	1.50%
Energy		£/m2					
Design		£/m2					
Lifetime		£/m2					
Over-extra 3		£/m2					
Small Sites		%					
Site Costs		%	20.0%	20.0%	20.0%	20.0%	20.0%
Pre CIL s106		£/Unit	2,500	2,500	2,500	2,500	2,500
Post CIL s106		£/Unit	2,500	2,500	2,500	2,500	2,500
		£/m2	120	120	120	120	120
Contingency		%	2.50%	2.50%	2.50%	2.50%	2.50%
Abnormals		%					
		£/site					
FINANCE	Fees	£	750,000	300,000	1,400,000	500,000	300,000
	Interest	%	6.00%	6.00%	6.00%	6.00%	6.00%
	Legal and \	£	50,000	50,000	50,000	50,000	50,000
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%
	Legals	%	0.50%	0.50%	0.50%	0.50%	0.50%
	Misc.	£		0	0	0	0
Developers Profi	% of costs (before interest)			0%	0%	0%	0%
	% of GDV		20%	20%	20%	20%	20%

SITE NAME	Site 1

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		1,000		£/m2	£	m2
Market Housing	96.0	65%	650		3,900	243,410,700	62,413
Shared Ownership	72.9	9%	88		2,535	16,171,716	6,379
Affordable Rent	72.9	26%	263		1,805	34,544,316	19,138
Social Rent	72.9	0%	0		1,075	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	28.57 ha		35	/ha		**294,126,731**	**87,931**
SITE AREA - Gross	34.45 ha		29	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**54,476,979**	**1,906,694**	**1,581,335**
Alternative Use Value		25,837,500		750,000
Uplift	20%	5,167,500		150,000
Plus /ha	0	0		0
Viability Threshold		**31,005,000**		**900,000**
			£/m2	
Additional Profit		**39,343,959**	**630**	

RUN Residual MACRO ctrl+r

Closing balance = 0

RUN CIL MACRO ctrl+l

Closing balance = 0

Check on phasing dwgs nos

correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	54,477		54,476,979	
	Stamp Duty		2,713,349		
	Easements etc.		0		
	Legals Acquisition	1.50%	817,155	3,530,504	
PLANNING					
	Planning Fee		475,000		
	Architects	6.00%	7,798,101		
	QS / PM	0.50%	649,842		
	Planning Consultants	1.00%	1,299,683		
	Other Professional	2.50%	3,249,209	13,471,835	
CONSTRUCTION					
	Build Cost - BCIS Based	1,331	117,052,477		
	s106 / CIL		9,989,560		
	Contingency	2.50%	2,926,312		
	Abnormals		0	129,968,349	
FINANCE					
	Fees		750,000		
	Interest	6.00%			
	Legal and Valuation		50,000	800,000	
SALES					
	Agents	3.0%	8,823,802		
	Legals	0.5%	1,470,634		
	Misc.		0	10,294,436	**212,542,101**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	**58,825,346**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	1000		
No dwgs under	950	385	365,750
No dwgs over !	950	115	109,250
		Total	475,000

Stamp duty calc - Residual	
Land payment	54,476,979
Total	2,713,349

Stamp duty calc - Add Profit	
Land payment	31,005,000
Total	1,539,750

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**2,500,000**

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	**9,989,560**

Build Cost	/m2	
BCIS	1,096	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Small Site	0	0%
Infrastructure	219	20%
	1,331	

RESIDUAL CASH FLOW FOR INTEREST

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME												
UNITS Started	25	50	100	100	100	100	100	100	100	100	100	25
Market Housing		6,085,268	12,170,535	24,341,070	24,341,070	24,341,070	24,341,070	24,341,070	24,341,070	24,341,070	24,341,070	24,341,070
Shared Ownership		404,293	808,586	1,617,172	1,617,172	1,617,172	1,617,172	1,617,172	1,617,172	1,617,172	1,617,172	1,617,172
Affordable Rent		863,608	1,727,216	3,454,432	3,454,432	3,454,432	3,454,432	3,454,432	3,454,432	3,454,432	3,454,432	3,454,432
Social Rent		0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**7,353,168**	**14,706,337**	**29,412,673**	**29,412,673**	**29,412,673**	**29,412,673**	**29,412,673**	**29,412,673**	**29,412,673**	**29,412,673**	**29,412,673**
EXPENDITURE												
Stamp Duty	2,713,349											
Easements etc.	0											
Legals Acquisition	817,155											
Planning Fee	475,000											
Architects	7,798,101		0									
QS	649,842		0									
Planning Consultants	1,299,683		0									
Other Professional	3,249,209		0									
Build Cost - BCIS Base		2,926,312	5,852,624	11,705,248	11,705,248	11,705,248	11,705,248	11,705,248	11,705,248	11,705,248	11,705,248	11,705,248
s106/CIL		249,739	499,478	998,956	998,956	998,956	998,956	998,956	998,956	998,956	998,956	998,956
Contingency		73,158	146,316	292,631	292,631	292,631	292,631	292,631	292,631	292,631	292,631	292,631
Abnormals		0	0	0	0	0	0	0	0	0	0	0
Finance Fees	750,000											
Legal and Valuation	50,000											
Agents	0	220,595	441,190	882,380	882,380	882,380	882,380	882,380	882,380	882,380	882,380	882,380
Legals	0	36,766	73,532	147,063	147,063	147,063	147,063	147,063	147,063	147,063	147,063	147,063
Misc.			0									
COSTS BEFORE LAND INT AND PROF	**17,802,338**	**3,506,570**	**7,013,139**	**14,026,278**	**14,026,278**	**14,026,278**	**14,026,278**	**14,026,278**	**14,026,278**	**14,026,278**	**14,026,278**	**14,026,278**
For Residual Valuation Land	54,476,979											
Interest		4,336,759	4,366,169	4,166,547	3,493,356	2,779,774	2,023,376	1,221,595	371,707	0	0	0
Profit on Costs												
Profit on GDV												
Cash Flow	-72,279,317	-490,160	3,327,029	11,219,848	11,893,039	12,606,621	13,363,018	14,164,799	15,014,687	15,386,395	15,386,395	15,386,395
Opening Balance	0											
Closing Balance	-72,279,317	-72,769,477	-69,442,449	-58,222,601	-46,329,562	-33,722,941	-20,359,923	-6,195,124	8,819,563	24,205,958	39,592,353	54,978,748

	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME												
UNITS Started												
Market Housing	6,085,268	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	404,293	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	863,608	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**7,353,168**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Build Cost - BCIS Base	2,926,312	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	249,739	0	0	0	0	0	0	0	0	0	0	0
Contingency	73,158	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Agents	220,595	0	0	0	0	0	0	0	0	0	0	0
Legals	36,766	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**3,506,570**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs												0
Profit on GDV												58,825,346
Cash Flow	3,846,599	0	0	0	0	0	0	0	0	0	0	-58,825,346
Closing Balance	58,825,346	58,825,346	58,825,346	58,825,346	58,825,346	58,825,346	58,825,346	58,825,346	58,825,346	58,825,346	58,825,346	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME As Above												
INCOME	**0**	**7,353,168**	**14,706,337**	**29,412,673**	**29,412,673**	**29,412,673**	**29,412,673**	**29,412,673**	**29,412,673**	**29,412,673**	**29,412,673**	**29,412,673**
EXPENDITURE												
Land	31,005,000											
Stamp Duty	1,539,750	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	465,075	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	475,000	0	0	0	0	0	0	0	0	0	0	0
Architects	7,798,101	0	0	0	0	0	0	0	0	0	0	0
QS	649,842	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	1,299,683	0	0	0	0	0	0	0	0	0	0	0
Other Professional	3,249,209	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	2,926,312	5,852,624	11,705,248	11,705,248	11,705,248	11,705,248	11,705,248	11,705,248	11,705,248	11,705,248	11,705,248
POTENTIAL CIL	3,576,724	3,576,724	3,576,724	3,576,724	3,576,724	3,576,724	3,576,724	3,576,724	3,576,724	3,576,724	3,576,724	
Post CIL s106		62,500	125,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000
Contingency	0	73,158	146,316	292,631	292,631	292,631	292,631	292,631	292,631	292,631	292,631	292,631
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	750,000	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	50,000	0	0	0	0	0	0	0	0	0	0	0
Agents	0	220,595	441,190	882,380	882,380	882,380	882,380	882,380	882,380	882,380	882,380	882,380
Legals	0	36,766	73,532	147,063	147,063	147,063	147,063	147,063	147,063	147,063	147,063	147,063
Misc.	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**50,858,383**	**6,896,054**	**10,215,385**	**16,854,046**	**16,854,046**	**16,854,046**	**16,854,046**	**16,854,046**	**16,854,046**	**16,854,046**	**16,854,046**	**13,277,322**
For CIL calculation Interest		3,051,503	3,207,166	3,130,139	2,564,430	1,964,778	1,329,147	655,378	0	0	0	0
Profit on cost												
Profit on GDV												
Cash Flow	-50,858,383	-2,594,389	1,283,785	9,428,488	9,994,197	10,593,849	11,229,480	11,903,249	12,558,627	12,558,627	12,558,627	16,135,351
Opening Balance	0											
Closing Balance	-50,858,383	-53,452,772	-52,168,987	-42,740,499	-32,746,302	-22,152,452	-10,922,972	980,276	13,538,904	26,097,531	38,656,158	54,791,509

	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME	**7,353,168**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	0	0	0	0	0	0	0	0	0	0	0	0
Architects	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	2,926,312	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL												
Post CIL s106	62,500	0	0	0	0	0	0	0	0	0	0	0
Contingency	73,158	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0
Agents	220,595	0	0	0	0	0	0	0	0	0	0	0
Legals	36,766	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**3,319,331**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost												0
Profit on GDV												58,825,346
Cash Flow	4,033,838	0	0	0	0	0	0	0	0	0	0	-58,825,346
Closing Balance	58,825,346	58,825,346	58,825,346	58,825,346	58,825,346	58,825,346	58,825,346	58,825,346	58,825,346	58,825,346	58,825,346	0

SITE NAME	Site 2					
INCOME	Av Size m2	%	Number 700	Price £/m2	GDV £	GIA m2
Market Housing	96.1	65%	455	3,250	142,065,625	43,713
Shared Ownership	73.2	9%	61	2,113	9,465,848	4,481
Affordable Rent	73.2	26%	184	1,216	16,346,232	13,443
Social Rent	73.2	0%	0	1,075	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	20.00 ha		35 /ha		167,877,705	61,636
SITE AREA - Gross	28.35 ha		25 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		19,465,639	973,282	686,619
Alternative Use Value		567,000		20,000
Uplift	20%	113,400		4,000
Plus /ha	350,000	9,922,500		350,000
Viability Threshold		10,602,900		374,000
			£/m2	
Additional Profit		17,027,914	390	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS				
LAND		/unit or m2	Total	
	Land	27,808		19,465,639
	Stamp Duty		962,782	
	Easements etc.		0	
	Legals Acquisition	1.50%	291,985	1,254,767
PLANNING				
	Planning Fee		325,000	
	Architects	6.00%	5,465,748	
	QS / PM	0.50%	455,479	
	Planning Consultants	1.00%	910,958	
	Other Professional	2.50%	2,277,395	9,434,579
CONSTRUCTION				
	Build Cost - BCIS Based	1,331	82,049,067	
	s106 / CIL		6,995,500	
	Contingency	2.50%	2,051,227	
	Abnormals		0	91,095,793
FINANCE				
	Fees		300,000	
	Interest	6.00%		
	Legal and Valuation		50,000	350,000
SALES				
	Agents	3.0%	5,036,331	
	Legals	0.5%	839,389	
	Misc.		0	5,875,720 127,476,498
Developers Profit				
	% of costs (before interest)	0.00%		0
	% of GDV	20.00%		33,575,541

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	700		
No dwgs under	650	385	250,250
No dwgs over 6	650	115	74,750
		Total	325,000

Stamp duty calc - Residual	
Land payment	19,465,639
Total	962,782

Stamp duty calc - Add Profit	
Land payment	10,602,900
Total	519,645

Pre CIL s106	2,500	£/ Unit (all)	
		Total	1,750,000

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	6,995,500

Build Cost	/m2	
BCIS	1,096	1.50%
CfSH	16	
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Small Site	0	0%
Infrastructure	219	20%
	1,331	

RESIDUAL CASH FLOW FOR INTEREST

	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	Year 22	Year 23	Year 24
INCOME																								
UNITS Started	25	50	100	100	100	100	100	100	25															
Market Housing		5,073,772	10,147,545	20,295,089	20,295,089	20,295,089	20,295,089	20,295,089	20,295,089	5,073,772	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		338,066	676,132	1,352,264	1,352,264	1,352,264	1,352,264	1,352,264	1,352,264	338,066	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		583,794	1,167,588	2,335,176	2,335,176	2,335,176	2,335,176	2,335,176	2,335,176	583,794	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**5,995,632**	**11,991,265**	**23,982,529**	**23,982,529**	**23,982,529**	**23,982,529**	**23,982,529**	**23,982,529**	**5,995,632**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	962,782																							
Easements etc.	0																							
Legals Acquisition	291,985																							
Planning Fee	325,000																							
Architects	5,465,748		0																					
QS	455,479		0																					
Planning Consultants	910,958		0																					
Other Professional	2,277,395		0																					
Build Cost - BCIS Base		2,930,324	5,860,648	11,721,295	11,721,295	11,721,295	11,721,295	11,721,295	11,721,295	2,930,324	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		249,839	499,679	999,357	999,357	999,357	999,357	999,357	999,357	249,839	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		73,258	146,516	293,032	293,032	293,032	293,032	293,032	293,032	73,258	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	300,000																							
Legal and Valuation	50,000																							
Agents	0	179,869	359,738	719,476	719,476	719,476	719,476	719,476	719,476	179,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	29,978	59,956	119,913	119,913	119,913	119,913	119,913	119,913	29,978	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROF	**11,039,346**	**3,463,268**	**6,926,537**	**13,853,073**	**13,853,073**	**13,853,073**	**13,853,073**	**13,853,073**	**13,853,073**	**3,463,268**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**19,465,639**																							
Interest		1,830,299	1,788,175	1,591,582	1,079,310	536,301	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								33,575,541
Cash Flow	-30,504,985	702,065	3,276,553	8,537,874	9,050,146	9,593,155	10,129,456	10,129,456	10,129,456	2,532,364	0	0	0	0	0	0	0	0	0	0	0	0	0	-33,575,541
Opening Balanc	0																							
Closing Balanc	-30,504,985	-29,802,920	-26,526,367	-17,988,493	-8,938,346	654,809	10,784,265	20,913,721	31,043,177	33,575,541	33,575,541	33,575,541	33,575,541	33,575,541	33,575,541	33,575,541	33,575,541	33,575,541	33,575,541	33,575,541	33,575,541	33,575,541	33,575,541	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	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	Year 22	Year 23	Year 24
INCOME As Above																								
INCOME	**0**	**5,995,632**	**11,991,265**	**23,982,529**	**23,982,529**	**23,982,529**	**23,982,529**	**23,982,529**	**23,982,529**	**5,995,632**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	10,602,900																							
Stamp Duty	519,645	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	159,044	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	325,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	5,465,748	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	455,479	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	910,958	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	2,277,395	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	2,930,324	5,860,648	11,721,295	11,721,295	11,721,295	11,721,295	11,721,295	11,721,295	2,930,324	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	1,135,194	1,135,194	1,135,194	1,135,194	1,135,194	1,135,194	1,135,194	1,135,194	1,135,194	1,135,194	1,135,194	1,135,194	1,135,194	1,135,194	1,135,194									
Post CIL s106		62,500	125,000	250,000	250,000	250,000	250,000	250,000	250,000	62,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	73,258	146,516	293,032	293,032	293,032	293,032	293,032	293,032	73,258	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	300,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	179,869	359,738	719,476	719,476	719,476	719,476	719,476	719,476	179,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	29,978	59,956	119,913	119,913	119,913	119,913	119,913	119,913	29,978	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**22,201,362**	**4,411,123**	**7,687,052**	**14,238,910**	**14,238,910**	**14,238,910**	**14,238,910**	**14,238,910**	**14,238,910**	**4,411,123**	**1,135,194**	**1,135,194**	**1,135,194**	**1,135,194**	**1,135,194**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		1,332,082	1,316,936	1,137,700	621,344	74,008	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								33,575,541
Cash Flow	-22,201,362	252,427	2,987,276	8,605,919	9,122,275	9,669,611	9,743,619	9,743,619	9,743,619	1,584,509	-1,135,194	-1,135,194	-1,135,194	-1,135,194	-1,135,194	0	0	0	0	0	0	0	0	-33,575,541
Opening Balanc	0																							
Closing Balanc	-22,201,362	-21,948,935	-18,961,659	-10,355,739	-1,233,465	8,436,147	18,179,765	27,923,384	37,667,003	39,251,512	38,116,318	36,981,124	35,845,930	34,710,735	33,575,541	33,575,541	33,575,541	33,575,541	33,575,541	33,575,541	33,575,541	33,575,541	33,575,541	0

SITE NAME	Site 3

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		2,200		£/m2	£	m2
Market Housing	96.0	65%	1,430		3,900	535,524,600	137,314
Shared Ownership	73.1	9%	193		2,535	35,669,351	14,071
Affordable Rent	73.1	26%	578		1,805	76,193,111	42,212
Social Rent	73.1	0%	0		1,075	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	62.86 ha		35	/ha		647,387,063	193,597
SITE AREA - Gross	104.76 ha		21	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		93,501,654	1,487,526	892,532
Alternative Use Value		41,904,000		400,000
Uplift	20%	8,380,800		80,000
Plus /ha	0	0		0
Viability Threshold		50,284,800		480,000

		£/m2
Additional Profit	68,567,247	499

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	42,501		93,501,654	
	Stamp Duty		4,664,583		
	Easements etc.		0		
	Legals Acquisition	1.50%	1,402,525	6,067,107	
PLANNING					
	Planning Fee		1,075,000		
	Architects	6.00%	17,166,859		
	QS / PM	0.50%	1,430,572		
	Planning Consultants	1.00%	2,861,143		
	Other Professional	2.50%	7,152,858	29,686,432	
CONSTRUCTION					
	Build Cost - BCIS Based	1,331	257,694,285		
	s106 / CIL		21,977,680		
	Contingency	2.50%	6,442,357		
	Abnormals		0	286,114,322	
FINANCE					
	Fees		1,400,000		
	Interest	6.00%			
	Legal and Valuation		50,000	1,450,000	
SALES					
	Agents	3.0%	19,421,612		
	Legals	0.5%	3,236,935		
	Misc.		0	22,658,547	439,478,063

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	129,477,413

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	2200		
No dwgs under	2150	385	827,750
No dwgs over 5	2150	115	247,250
		Total	1,075,000

Stamp duty calc - Residual	
Land payment	93,501,654
Total	4,664,583

Stamp duty calc - Add Profit	
Land payment	50,284,800
Total	2,503,740

Pre CIL s106	2,500	£/ Unit (all)
	Total	5,500,000

Post CIL s106	2,500	£/ Unit (all)
CIL	120	£/m2
	Total	21,977,680

Build Cost	/m2	
BCIS	1,096	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Small Site	0	0%
Infrastructure	219	20%
	1,331	

RESIDUAL CASH FLOW FOR INTEREST

	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	Year 22	Year 23	Year 24
INCOME																								
UNITS Started	25	50	100	100	100	100	100	100	100	100	100	100	100	100	100	100	150	150	125	100	100	100		
Market Housing		6,085,507	12,171,014	24,342,027	24,342,027	24,342,027	24,342,027	24,342,027	24,342,027	24,342,027	24,342,027	24,342,027	24,342,027	24,342,027	24,342,027	24,342,027	24,342,027	36,513,041	36,513,041	30,427,534	24,342,027	24,342,027	24,342,027	0
Shared Ownership		405,334	810,667	1,621,334	1,621,334	1,621,334	1,621,334	1,621,334	1,621,334	1,621,334	1,621,334	1,621,334	1,621,334	1,621,334	1,621,334	1,621,334	1,621,334	2,432,001	2,432,001	2,026,668	1,621,334	1,621,334	1,621,334	0
Affordable Rent		865,831	1,731,662	3,463,323	3,463,323	3,463,323	3,463,323	3,463,323	3,463,323	3,463,323	3,463,323	3,463,323	3,463,323	3,463,323	3,463,323	3,463,323	3,463,323	5,194,985	5,194,985	4,329,154	3,463,323	3,463,323	3,463,323	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	7,356,671	14,713,342	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	44,140,027	44,140,027	36,783,356	29,426,685	29,426,685	29,426,685	0
EXPENDITURE																								
Stamp Duty	4,664,583																							
Easements etc.	0																							
Legals Acquisition	1,402,525																							
Planning Fee	1,075,000																							
Architects	17,166,859		0																					
QS	1,430,572		0																					
Planning Consultants	2,861,143		0																					
Other Professional	7,152,858		0																					
Build Cost - BCIS Base		2,928,344	5,856,688	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	17,570,065	17,570,065	14,641,721	11,713,377	11,713,377	11,713,377	0
s106/CIL		249,746	499,493	998,985	998,985	998,985	998,985	998,985	998,985	998,985	998,985	998,985	998,985	998,985	998,985	998,985	998,985	1,498,478	1,498,478	1,248,732	998,985	998,985	998,985	0
Contingency		73,209	146,417	292,834	292,834	292,834	292,834	292,834	292,834	292,834	292,834	292,834	292,834	292,834	292,834	292,834	292,834	439,252	439,252	366,043	292,834	292,834	292,834	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	1,400,000																							
Legal and Valuation	50,000																							
Agents	0	220,700	441,400	882,801	882,801	882,801	882,801	882,801	882,801	882,801	882,801	882,801	882,801	882,801	882,801	882,801	882,801	1,324,201	1,324,201	1,103,501	882,801	882,801	882,801	0
Legals	0	36,783	73,567	147,133	147,133	147,133	147,133	147,133	147,133	147,133	147,133	147,133	147,133	147,133	147,133	147,133	147,133	220,700	220,700	183,917	147,133	147,133	147,133	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROF	37,203,540	3,508,783	7,017,565	14,035,130	14,035,130	14,035,130	14,035,130	14,035,130	14,035,130	14,035,130	14,035,130	14,035,130	14,035,130	14,035,130	14,035,130	14,035,130	14,035,130	21,052,696	21,052,696	17,543,913	14,035,130	14,035,130	14,035,130	0
For Residual Valuation — Land	93,501,654																							
Interest		7,842,312	8,081,977	8,105,149	7,667,965	7,204,549	6,713,329	6,192,635	5,640,700	5,055,649	4,435,495	3,778,131	3,081,326	2,342,712	1,559,782	729,875	0	0	0	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								129,477,413
Cash Flow	-130,705,194	-3,994,423	-386,200	7,286,405	7,723,590	8,187,005	8,678,225	9,198,919	9,750,854	10,335,905	10,956,059	11,613,423	12,310,228	13,048,842	13,831,773	14,661,679	15,391,554	23,087,331	23,087,331	19,239,443	15,391,554	15,391,554	15,391,554	-129,477,413
Opening Balanc	0																							
Closing Balanc	-130,705,194	-134,699,617	-135,085,816	-127,799,411	-120,075,822	-111,888,817	-103,210,592	-94,011,673	-84,260,819	-73,924,914	-62,968,855	-51,355,432	-39,045,203	-25,996,361	-12,164,589	2,497,090	17,888,644	40,975,976	64,063,307	83,302,750	98,694,304	114,085,858	129,477,413	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	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	Year 22	Year 23	Year 24
INCOME — As Above																								
INCOME	0	7,356,671	14,713,342	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	29,426,685	44,140,027	44,140,027	36,783,356	29,426,685	29,426,685	29,426,685	0
EXPENDITURE																								
Land	50,284,800																							
Stamp Duty	2,503,740	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	754,272	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,075,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	17,166,859	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,430,572	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	2,861,143	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	7,152,858	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	2,928,344	5,856,688	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	11,713,377	17,570,065	17,570,065	14,641,721	11,713,377	11,713,377	11,713,377	0
POTENTIAL CIL	7,618,583	7,618,583	7,618,583	7,618,583	7,618,583	7,618,583	7,618,583	7,618,583	7,618,583															
Post CIL s106		62,500	125,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	375,000	375,000	312,500	250,000	250,000	250,000	0
Contingency	0	73,209	146,417	292,834	292,834	292,834	292,834	292,834	292,834	292,834	292,834	292,834	292,834	292,834	292,834	292,834	292,834	439,252	439,252	366,043	292,834	292,834	292,834	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	1,400,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	220,700	441,400	882,801	882,801	882,801	882,801	882,801	882,801	882,801	882,801	882,801	882,801	882,801	882,801	882,801	882,801	1,324,201	1,324,201	1,103,501	882,801	882,801	882,801	0
Legals	0	36,783	73,567	147,133	147,133	147,133	147,133	147,133	147,133	147,133	147,133	147,133	147,133	147,133	147,133	147,133	147,133	220,700	220,700	183,917	147,133	147,133	147,133	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	92,297,827	10,940,119	14,261,655	20,904,728	20,904,728	20,904,728	20,904,728	20,904,728	20,904,728	13,286,145	13,286,145	13,286,145	13,286,145	13,286,145	13,286,145	13,286,145	13,286,145	19,929,217	19,929,217	16,607,681	13,286,145	13,286,145	13,286,145	0
For CIL calculation — Interest		5,537,870	6,085,149	6,423,156	6,297,228	6,163,745	6,022,252	5,872,270	5,713,288	5,544,768	4,909,022	4,235,131	3,520,807	2,763,623	1,961,008	1,110,236	208,417	0	0	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								129,477,413
Cash Flow	-92,297,827	-9,121,318	-5,633,462	2,098,800	2,224,728	2,358,212	2,499,705	2,649,687	2,808,668	10,595,771	11,231,518	11,905,409	12,619,733	13,376,917	14,179,532	15,030,304	15,932,122	24,210,810	24,210,810	20,175,675	16,140,540	16,140,540	16,140,540	-129,477,413
Opening Balanc	0																							
Closing Balanc	-92,297,827	-101,419,145	-107,052,607	-104,953,807	-102,729,078	-100,370,866	-97,871,162	-95,221,475	-92,412,806	-81,817,035	-70,585,518	-58,680,109	-46,060,376	-32,683,459	-18,503,927	-3,473,622	12,458,500	36,669,309	60,880,119	81,055,793	97,196,333	113,336,873	129,477,413	0

SITE NAME	Site 4

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		600		£/m2	£	m2
Market Housing	96.0	65%	390		3,900	146,056,950	37,451
Shared Ownership	72.9	9%	53		2,535	9,696,058	3,825
Affordable Rent	72.9	26%	158		1,805	20,711,698	11,475
Social Rent	72.9	0%	0		1,075	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	17.14 ha		35	/ha		176,464,706	52,750
SITE AREA - Gross	28.57 ha		21	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		35,647,518	2,079,439	1,247,726
Alternative Use Value		571,400		20,000
Uplift	20%	114,280		4,000
Plus /ha	350,000	9,999,500		350,000
Viability Threshold		10,685,180		374,000

		£/m2
Additional Profit	37,427,034	999

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	59,413		35,647,518	
	Stamp Duty		1,771,876		
	Easements etc.		0		
	Legals Acquisition	1.50%	534,713	2,306,589	
PLANNING					
	Planning Fee		275,000		
	Architects	6.00%	4,678,214		
	QS / PM	0.50%	389,851		
	Planning Consultants	1.00%	779,702		
	Other Professional	2.50%	1,949,256	8,072,023	
CONSTRUCTION					
	Build Cost - BCIS Based	1,331	70,220,655		
	s106 / CIL		5,994,060		
	Contingency	2.50%	1,755,516		
	Abnormals		0	77,970,232	
FINANCE					
	Fees		500,000		
	Interest	6.00%			
	Legal and Valuation		50,000	550,000	
SALES					
	Agents	3.0%	5,293,941		
	Legals	0.5%	882,324		
	Misc.		0	6,176,265	130,722,627

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	35,292,941

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	600		
No dwgs under	550	385	211,750
No dwgs over 5	550	115	63,250
		Total	275,000

Stamp duty calc - Residual	
Land payment	35,647,518
Total	1,771,876

Stamp duty calc - Add Profit	
Land payment	10,685,180
Total	523,759

Pre CIL s106	2,500	£/ Unit (all)	
		Total	1,500,000

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	5,994,060

Build Cost	/m2	
BCIS	1,096	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Small Site	0	0%
Infrastructure	219	20%
	1,331	

RESIDUAL CASH FLOW FOR INTEREST

	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	Year 22	Year 23	Year 24
INCOME																								
UNITS Started	25	50	100	100	100	100	100	25																
Market Housing		6,085,706	12,171,413	24,342,825	24,342,825	24,342,825	24,342,825	24,342,825	6,085,706	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		404,002	808,005	1,616,010	1,616,010	1,616,010	1,616,010	1,616,010	404,002	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		862,987	1,725,975	3,451,950	3,451,950	3,451,950	3,451,950	3,451,950	862,987	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**7,352,696**	**14,705,392**	**29,410,784**	**29,410,784**	**29,410,784**	**29,410,784**	**29,410,784**	**7,352,696**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	1,771,876																							
Easements etc.	0																							
Legals Acquisition	534,713																							
Planning Fee	275,000																							
Architects	4,678,214		0																					
QS	389,851		0																					
Planning Consultants	779,702		0																					
Other Professional	1,949,256		0																					
Build Cost - BCIS Base		2,925,861	5,851,721	11,703,443	11,703,443	11,703,443	11,703,443	11,703,443	2,925,861	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		249,753	499,505	999,010	999,010	999,010	999,010	999,010	249,753	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		73,147	146,293	292,586	292,586	292,586	292,586	292,586	73,147	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	500,000																							
Legal and Valuation	50,000																							
Agents	0	220,581	441,162	882,324	882,324	882,324	882,324	882,324	220,581	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	36,763	73,527	147,054	147,054	147,054	147,054	147,054	36,763	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**10,928,612**	**3,506,104**	**7,012,208**	**14,024,416**	**14,024,416**	**14,024,416**	**14,024,416**	**14,024,416**	**3,506,104**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	35,647,518																							
Interest		2,794,568	2,731,446	2,433,742	1,656,585	832,797	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								35,292,941
Cash Flow	-46,576,130	1,052,024	4,961,738	12,952,626	13,729,784	14,553,571	15,386,368	15,386,368	3,846,592	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-35,292,941
Opening Balance	0																							
Closing Balance	-46,576,130	-45,524,106	-40,562,368	-27,609,742	-13,879,958	673,613	16,059,981	31,446,349	35,292,941	35,292,941	35,292,941	35,292,941	35,292,941	35,292,941	35,292,941	35,292,941	35,292,941	35,292,941	35,292,941	35,292,941	35,292,941	35,292,941	35,292,941	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	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	Year 22	Year 23	Year 24
INCOME As Above																								
INCOME	**0**	**7,352,696**	**14,705,392**	**29,410,784**	**29,410,784**	**29,410,784**	**29,410,784**	**29,410,784**	**7,352,696**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	10,685,180																							
Stamp Duty	523,759	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	160,278	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	275,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	4,678,214	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	389,851	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	779,702	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	1,949,256	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	2,925,861	5,851,721	11,703,443	11,703,443	11,703,443	11,703,443	11,703,443	2,925,861	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	2,495,136	2,495,136	2,495,136	2,495,136	2,495,136	2,495,136	2,495,136	2,495,136	2,495,136	2,495,136	2,495,136	2,495,136	2,495,136	2,495,136	2,495,136									
Post CIL s106		62,500	125,000	250,000	250,000	250,000	250,000	250,000	62,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	73,147	146,293	292,586	292,586	292,586	292,586	292,586	73,147	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	500,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	220,581	441,162	882,324	882,324	882,324	882,324	882,324	220,581	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	36,763	73,527	147,054	147,054	147,054	147,054	147,054	36,763	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**22,486,375**	**5,813,987**	**9,132,839**	**15,770,542**	**15,770,542**	**15,770,542**	**15,770,542**	**15,770,542**	**5,813,987**	**2,495,136**	**2,495,136**	**2,495,136**	**2,495,136**	**2,495,136**	**2,495,136**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		1,349,183	1,337,811	1,083,726	330,335	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								35,292,941
Cash Flow	-22,486,375	189,526	4,234,743	12,556,516	13,309,907	13,640,243	13,640,243	13,640,243	1,538,709	-2,495,136	-2,495,136	-2,495,136	-2,495,136	-2,495,136	-2,495,136	0	0	0	0	0	0	0	0	-35,292,941
Opening Balance	0																							
Closing Balance	-22,486,375	-22,296,849	-18,062,106	-5,505,590	7,804,317	21,444,560	35,084,803	48,725,046	50,263,755	47,768,619	45,273,484	42,778,348	40,283,212	37,788,077	35,292,941	35,292,941	35,292,941	35,292,941	35,292,941	35,292,941	35,292,941	35,292,941	35,292,941	0

SITE NAME	Site 5

INCOME	Av Size m2	%	Number 400	Price £/m2	GDV £	GIA m2
Market Housing	96.0	65%	260	3,900	97,353,750	24,963
Shared Ownership	73.0	9%	35	2,535	6,475,658	2,555
Affordable Rent	73.0	26%	105	1,805	13,832,618	7,664
Social Rent	73.0	0%	0	1,075	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	11.43 ha		35 /ha		117,662,025	35,181
SITE AREA - Gross	19.05 ha		21 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		23,902,324	2,091,453	1,254,715
Alternative Use Value		381,000		20,000
Uplift	20%	76,200		4,000
Plus /ha	350,000	6,667,500		350,000
Viability Threshold		7,124,700		374,000
			£/m2	
Additional Profit		24,863,659	996	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS				
LAND		/unit or m2	Total	
	Land	59,756		23,902,324
	Stamp Duty		1,184,616	
	Easements etc.		0	
	Legals Acquisition	1.50%	358,535	1,543,151
PLANNING				
	Planning Fee		175,000	
	Architects	6.00%	3,119,887	
	QS / PM	0.50%	259,991	
	Planning Consultants	1.00%	519,981	
	Other Professional	2.50%	1,299,953	5,374,812
CONSTRUCTION				
	Build Cost - BCIS Based	1,331	46,831,821	
	s106 / CIL		3,995,500	
	Contingency	2.50%	1,170,796	
	Abnormals		0	51,998,117
FINANCE				
	Fees		300,000	
	Interest	6.00%		
	Legal and Valuation		50,000	350,000
SALES				
	Agents	3.0%	3,529,861	
	Legals	0.5%	588,310	
	Misc.		0	4,118,171	87,286,575

Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	23,532,405

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	400		
No dwgs under	350	385	134,750
No dwgs over 5	350	115	40,250
		Total	175,000

Stamp duty calc - Residual	
Land payment	23,902,324
Total	1,184,616

Stamp duty calc - Add Profit	
Land payment	7,124,700
Total	345,735

Pre CIL s106	2,500	£/ Unit (all)	
		Total	1,000,000

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	3,995,500

Build Cost	/m2	
BCIS	1,096	1.50%
CfSH	16	
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Small Site	0	0%
Infrastructure	219	20%
	1,331	

RESIDUAL CASH FLOW FOR INTEREST

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME												
UNITS Started	25	50	50	50	50	50	50	50	25			
Market Housing		6,084,609	12,169,219	12,169,219	12,169,219	12,169,219	12,169,219	12,169,219	12,169,219	6,084,609	0	0
Shared Ownership		404,729	809,457	809,457	809,457	809,457	809,457	809,457	809,457	404,729	0	0
Affordable Rent		864,539	1,729,077	1,729,077	1,729,077	1,729,077	1,729,077	1,729,077	1,729,077	864,539	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**7,353,877**	**14,707,753**	**14,707,753**	**14,707,753**	**14,707,753**	**14,707,753**	**14,707,753**	**14,707,753**	**7,353,877**	**0**	**0**
EXPENDITURE												
Stamp Duty	1,184,616											
Easements etc.	0											
Legals Acquisition	358,535											
Planning Fee	175,000											
Architects	3,119,887		0									
QS	259,991		0									
Planning Consultants	519,981		0									
Other Professional	1,299,953		0									
Build Cost - BCIS Base		2,926,989	5,853,978	5,853,978	5,853,978	5,853,978	5,853,978	5,853,978	5,853,978	2,926,989	0	0
s106/CIL		249,719	499,438	499,438	499,438	499,438	499,438	499,438	499,438	249,719	0	0
Contingency		73,175	146,349	146,349	146,349	146,349	146,349	146,349	146,349	73,175	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0
Finance Fees	300,000											
Legal and Valuation	50,000											
Agents	0	220,616	441,233	441,233	441,233	441,233	441,233	441,233	441,233	220,616	0	0
Legals	0	36,769	73,539	73,539	73,539	73,539	73,539	73,539	73,539	36,769	0	0
Misc.			0									
COSTS BEFORE LAND INT AND PROF	**7,267,963**	**3,507,268**	**7,014,536**	**7,014,536**	**7,014,536**	**7,014,536**	**7,014,536**	**7,014,536**	**7,014,536**	**3,507,268**	**0**	**0**
For Residual Valuation Land	**23,902,324**											
Interest		1,870,217	1,751,634	1,395,139	1,017,254	616,696	192,105	0	0	0	0	0
Profit on Costs												
Profit on GDV												
Cash Flow	-31,170,287	1,976,391	5,941,583	6,298,078	6,675,963	7,076,521	7,501,112	7,693,217	7,693,217	3,846,609	0	0
Opening Balanc	0											
Closing Balanc	-31,170,287	-29,193,896	-23,252,312	-16,954,234	-10,278,271	-3,201,750	4,299,362	11,992,579	19,685,796	23,532,405	23,532,405	23,532,405

	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME												
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs												0
Profit on GDV												23,532,405
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-23,532,405
Closing Balanc	23,532,405	23,532,405	23,532,405	23,532,405	23,532,405	23,532,405	23,532,405	23,532,405	23,532,405	23,532,405	23,532,405	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME As Above												
INCOME	**0**	**7,353,877**	**14,707,753**	**14,707,753**	**14,707,753**	**14,707,753**	**14,707,753**	**14,707,753**	**14,707,753**	**7,353,877**	**0**	**0**
EXPENDITURE												
Land	7,124,700											
Stamp Duty	345,735	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	106,871	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	175,000	0	0	0	0	0	0	0	0	0	0	0
Architects	3,119,887	0	0	0	0	0	0	0	0	0	0	0
QS	259,991	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	519,981	0	0	0	0	0	0	0	0	0	0	0
Other Professional	1,299,953	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	2,926,989	5,853,978	5,853,978	5,853,978	5,853,978	5,853,978	5,853,978	5,853,978	2,926,989	0	0
POTENTIAL CIL	2,486,366	2,486,366	2,486,366	2,486,366	2,486,366	2,486,366	2,486,366	2,486,366	2,486,366	2,486,366		
Post CIL s106		62,500	125,000	125,000	125,000	125,000	125,000	125,000	125,000	62,500	0	0
Contingency	0	73,175	146,349	146,349	146,349	146,349	146,349	146,349	146,349	73,175	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	300,000	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	50,000	0	0	0	0	0	0	0	0	0	0	0
Agents	0	220,616	441,233	441,233	441,233	441,233	441,233	441,233	441,233	220,616	0	0
Legals	0	36,769	73,539	73,539	73,539	73,539	73,539	73,539	73,539	36,769	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**15,788,483**	**5,806,415**	**9,126,464**	**9,126,464**	**9,126,464**	**9,126,464**	**9,126,464**	**9,126,464**	**9,126,464**	**5,806,415**	**0**	**0**
For CIL calculation												
Interest		947,309	911,300	631,101	334,089	19,257	0	0	0	0	0	0
Profit on cost												
Profit on GDV												
Cash Flow	-15,788,483	600,152	4,669,989	4,950,188	5,247,200	5,562,031	5,581,289	5,581,289	5,581,289	1,547,461	0	0
Opening Balanc	0											
Closing Balanc	-15,788,483	-15,188,331	-10,518,342	-5,568,154	-320,954	5,241,077	10,822,366	16,403,655	21,984,944	23,532,405	23,532,405	23,532,405

	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	0	0	0	0	0	0	0	0	0	0	0	0
Architects	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL												
Post CIL s106	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost												0
Profit on GDV												23,532,405
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-23,532,405
Closing Balanc	23,532,405	23,532,405	23,532,405	23,532,405	23,532,405	23,532,405	23,532,405	23,532,405	23,532,405	23,532,405	23,532,405	0

			Site 1	Site 2	Site 3	Site 4	Site 5
	0		Harwell Campus	North West of Grove	Dalton Barracks	East of Kingston Bagpuize	North East of Marcham
	Green/brown field		Brown	Green	Mixed	Green	Green
	Use		Campus	Agricultural	Ag / Ind	Agricultural	Agricultural
Site Area	Gross	ha	34.45	28.35	104.76	28.57	19.05
	Net	ha	28.57142857	20	62.85714286	17.14285714	11.42857143
Units			1000	700	2200	600	400
Mix	Market		65.00%	65.00%	65.00%	65.00%	65.00%
	Intermediate to Buy		8.75%	8.75%	8.75%	8.75%	8.75%
	Affordable Rent		26.25%	26.25%	26.25%	26.25%	26.25%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value		£/ha	750,000	20,000	400,000	20,000	20,000
		£ site	25,837,500	567,000	41,904,000	571,400	381,000
Uplift		£/ha	150,000	354,000	80,000	354,000	354,000
		£ site	5,167,500	10,035,900	8,380,800	10,113,780	6,743,700
Viability Threshold		£/ha	900,000	374,000	480,000	374,000	374,000
		£ site	31,005,000	10,602,900	50,284,800	10,685,180	7,124,700
Residual Val	Gross	£/ha	1,581,335	686,619	892,532	1,247,726	1,254,715
	Net	£/ha	1,906,694	973,282	1,487,526	2,079,439	2,091,453
		£ site	54,476,979	19,465,639	93,501,654	35,647,518	23,902,324
Additional Profit		£ site	39,343,959	17,027,914	68,567,247	37,427,034	24,863,659
		£/m2	630	390	499	999	996

Appendix 2 – HELAA Sites Appraisals

THE PAGES IN THIS APPENDIX ARE NOT NUMBERED

SHLAA Rural with CIL

Cover

22/02/2017

16:57

Number	Units	NET Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	een/ Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
1 - Small	**42**	**1.20**	**35.00**	**89**	**3,717**	**3,098**	**4,027,715**	**1,083.59**	Higher Rura	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	4		72.00	288.00		1,074	309,312
	3	5		86.50	432.50		1,074	464,505
Semi	2	2		82.00	164.00		1,074	176,136
	3	6		95.50	573.00		1,074	615,402
Det	3	0		104.50	0.00		1,074	0
	4	5		118.00	590.00		1,074	633,660
	5	3		131.50	394.50		1,074	423,693
Affordable								
Flat	1	4		51.50	206.00	10%	1,074	243,368
	2	2		63.00	126.00	10%	1,074	148,856
Terrace	2	4		72.00	288.00		1,074	309,312
	3	4		86.50	346.00		1,074	371,604
Semi	2	0		82.00	0.00		1,074	0
	3	2		95.50	191.00		1,074	205,134
Det	3	0		104.50	0.00		1,074	0
	4	1		118.00	118.00		1,074	126,732
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	·een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
2 - Medium	**78**	**2.17**	**35.94**	**87**	**6,821**	**3,143**	**7,389,764**	**1,083.46**	Higher Rura	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	9		72.00	648.00		1,074	695,952
	3	9		86.50	778.50		1,074	836,109
Semi	2	4		82.00	328.00		1,074	352,272
	3	10		95.50	955.00		1,074	1,025,670
Det	3	0		104.50	0.00		1,074	0
	4	10		118.00	1,180.00		1,074	1,267,320
	5	5		131.50	657.50		1,074	706,155
Affordable								
Flat	1	8		51.50	412.00	10%	1,074	486,737
	2	3		63.00	189.00	10%	1,074	223,285
Terrace	2	8		72.00	576.00		1,074	618,624
	3	8		86.50	692.00		1,074	743,208
Semi	2	0		82.00	0.00		1,074	0
	3	3		95.50	286.50		1,074	307,701
Det	3	0		104.50	0.00		1,074	0
	4	1		118.00	118.00		1,074	126,732
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
3 - Medium Flood	**155**	**4.65**	**33.33**	**87**	**13,468**	**2,896**	**14,593,727**	**1,083.59**	Higher Rura	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	19		72.00	1,368.00		1,074	1,469,232
	3	19		86.50	1,643.50		1,074	1,765,119
Semi	2	7		82.00	574.00		1,074	616,476
	3	20		95.50	1,910.00		1,074	2,051,340
Det	3	0		104.50	0.00		1,074	0
	4	19		118.00	2,242.00		1,074	2,407,908
	5	9		131.50	1,183.50		1,074	1,271,079
Affordable								
Flat	1	16		51.50	824.00	10%	1,074	973,474
	2	6		63.00	378.00	10%	1,074	446,569
Terrace	2	16		72.00	1,152.00		1,074	1,237,248
	3	16		86.50	1,384.00		1,074	1,486,416
Semi	2	0		82.00	0.00		1,074	0
	3	6		95.50	573.00		1,074	615,402
Det	3	0		104.50	0.00		1,074	0
	4	2		118.00	236.00		1,074	253,464
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
4 - Larger	**181**	**5.06**	**35.77**	**87**	**15,716**	**3,106**	**17,036,969**	**1,084.05**	Higher Rura	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	21		72.00	1,512.00		1,074	1,623,888
	3	22		86.50	1,903.00		1,074	2,043,822
Semi	2	9		82.00	738.00		1,074	792,612
	3	24		95.50	2,292.00		1,074	2,461,608
Det	3	0		104.50	0.00		1,074	0
	4	22		118.00	2,596.00		1,074	2,788,104
	5	11		131.50	1,446.50		1,074	1,553,541
Affordable								
Flat	1	20		51.50	1,030.00	10%	1,074	1,216,842
	2	7		63.00	441.00	10%	1,074	520,997
Terrace	2	18		72.00	1,296.00		1,074	1,391,904
	3	18		86.50	1,557.00		1,074	1,672,218
Semi	2	0		82.00	0.00		1,074	0
	3	7		95.50	668.50		1,074	717,969
Det	3	0		104.50	0.00		1,074	0
	4	2		118.00	236.00		1,074	253,464
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
5 - Large	**308**	**8.60**	**35.81**	**87**	**26,753**	**3,111**	**28,995,906**	**1,083.86**	Higher Rura	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	37		72.00	2,664.00		1,074	2,861,136
	3	37		86.50	3,200.50		1,074	3,437,337
Semi	2	15		82.00	1,230.00		1,074	1,321,020
	3	41		95.50	3,915.50		1,074	4,205,247
Det	3	0		104.50	0.00		1,074	0
	4	37		118.00	4,366.00		1,074	4,689,084
	5	18		131.50	2,367.00		1,074	2,542,158
Affordable							0	
Flat	1	33		51.50	1,699.50	10%	1,074	2,007,789
	2	12		63.00	756.00	10%	1,074	893,138
Terrace	2	31		72.00	2,232.00		1,074	2,397,168
	3	31		86.50	2,681.50		1,074	2,879,931
Semi	2	0		82.00	0.00		1,074	0
	3	11		95.50	1,050.50		1,074	1,128,237
Det	3	0		104.50	0.00		1,074	0
	4	5		118.00	590.00		1,074	633,660
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
6 - Medium Density	**76**	**1.78**	**42.70**	**88**	**6,651**	**3,737**	**7,202,190**	**1,082.87**	Higher Rura	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	9		72.00	648.00		1,074	695,952
	3	9		86.50	778.50		1,074	836,109
Semi	2	4		82.00	328.00		1,074	352,272
	3	10		95.50	955.00		1,074	1,025,670
Det	3	0		104.50	0.00		1,074	0
	4	9		118.00	1,062.00		1,074	1,140,588
	5	5		131.50	657.50		1,074	706,155
Affordable								
Flat	1	7		51.50	360.50	10%	1,074	425,895
	2	3		63.00	189.00	10%	1,074	223,285
Terrace	2	8		72.00	576.00		1,074	618,624
	3	8		86.50	692.00		1,074	743,208
Semi	2	0		82.00	0.00		1,074	0
	3	3		95.50	286.50		1,074	307,701
Det	3	0		104.50	0.00		1,074	0
	4	1		118.00	118.00		1,074	126,732
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha			£/m2			
7 - Medium Sensitive	**71**	**1.99**	**35.68**	**86**	**6,117**	**3,074**		**6,634,205**	**1,084.55**	Higher Rura	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	9		72.00	648.00		1,074	695,952
	3	9		86.50	778.50		1,074	836,109
Semi	2	3		82.00	246.00		1,074	264,204
	3	9		95.50	859.50		1,074	923,103
Det	3	0		104.50	0.00		1,074	0
	4	9		118.00	1,062.00		1,074	1,140,588
	5	4		131.50	526.00		1,074	564,924
Affordable								
Flat	1	8		51.50	412.00	10%	1,074	486,737
	2	3		63.00	189.00	10%	1,074	223,285
Terrace	2	7		72.00	504.00		1,074	541,296
	3	7		86.50	605.50		1,074	650,307
Semi	2	0		82.00	0.00		1,074	0
	3	3		95.50	286.50		1,074	307,701
Det	3	0		104.50	0.00		1,074	0
	4	0		118.00	0.00		1,074	0
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha			£/m2			
8 - Part Brownfield	**78**	**2.25**	**34.67**	**87**	**6,821**	**3,031**		**7,389,764**	**1,083.46**	Higher Rura	Brown	Part Rec

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	9		72.00	648.00		1,074	695,952
	3	9		86.50	778.50		1,074	836,109
Semi	2	4		82.00	328.00		1,074	352,272
	3	10		95.50	955.00		1,074	1,025,670
Det	3	0		104.50	0.00		1,074	0
	4	10		118.00	1,180.00		1,074	1,267,320
	5	5		131.50	657.50		1,074	706,155
Affordable								
Flat	1	8		51.50	412.00	10%	1,074	486,737
	2	3		63.00	189.00	10%	1,074	223,285
Terrace	2	8		72.00	576.00		1,074	618,624
	3	8		86.50	692.00		1,074	743,208
Semi	2	0		82.00	0.00		1,074	0
	3	3		95.50	286.50		1,074	307,701
Det	3	0		104.50	0.00		1,074	0
	4	1		118.00	118.00		1,074	126,732
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	NET Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
1 - Small	**42**	**1.20**	**35.00**	**89**	**3,717**	**3,098**	**4,027,715**	**1,083.59**	Lower Rura	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	4		72.00	288.00		1,074	309,312
	3	5		86.50	432.50		1,074	464,505
Semi	2	2		82.00	164.00		1,074	176,136
	3	6		95.50	573.00		1,074	615,402
Det	3	0		104.50	0.00		1,074	0
	4	5		118.00	590.00		1,074	633,660
	5	3		131.50	394.50		1,074	423,693
Affordable								
Flat	1	4		51.50	206.00	10%	1,074	243,368
	2	2		63.00	126.00	10%	1,074	148,856
Terrace	2	4		72.00	288.00		1,074	309,312
	3	4		86.50	346.00		1,074	371,604
Semi	2	0		82.00	0.00		1,074	0
	3	2		95.50	191.00		1,074	205,134
Det	3	0		104.50	0.00		1,074	0
	4	1		118.00	118.00		1,074	126,732
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
2 - Medium	**78**	**2.17**	**35.94**	**87**	**6,821**	**3,143**	**7,389,764**	**1,083.46**	Lower Rura	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	9		72.00	648.00		1,074	695,952
	3	9		86.50	778.50		1,074	836,109
Semi	2	4		82.00	328.00		1,074	352,272
	3	10		95.50	955.00		1,074	1,025,670
Det	3	0		104.50	0.00		1,074	0
	4	10		118.00	1,180.00		1,074	1,267,320
	5	5		131.50	657.50		1,074	706,155
Affordable								
Flat	1	8		51.50	412.00	10%	1,074	486,737
	2	3		63.00	189.00	10%	1,074	223,285
Terrace	2	8		72.00	576.00		1,074	618,624
	3	8		86.50	692.00		1,074	743,208
Semi	2	0		82.00	0.00		1,074	0
	3	3		95.50	286.50		1,074	307,701
Det	3	0		104.50	0.00		1,074	0
	4	1		118.00	118.00		1,074	126,732
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
3 - Medium Flood	**155**	**4.65**	**33.33**	**87**	**13,468**	**2,896**	**14,593,727**	**1,083.59**	Lower Rura	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	19		72.00	1,368.00		1,074	1,469,232
	3	19		86.50	1,643.50		1,074	1,765,119
Semi	2	7		82.00	574.00		1,074	616,476
	3	20		95.50	1,910.00		1,074	2,051,340
Det	3	0		104.50	0.00		1,074	0
	4	19		118.00	2,242.00		1,074	2,407,908
	5	9		131.50	1,183.50		1,074	1,271,079
Affordable								
Flat	1	16		51.50	824.00	10%	1,074	973,474
	2	6		63.00	378.00	10%	1,074	446,569
Terrace	2	16		72.00	1,152.00		1,074	1,237,248
	3	16		86.50	1,384.00		1,074	1,486,416
Semi	2	0		82.00	0.00		1,074	0
	3	6		95.50	573.00		1,074	615,402
Det	3	0		104.50	0.00		1,074	0
	4	2		118.00	236.00		1,074	253,464
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
4 - Larger	**181**	**5.06**	**35.77**	**87**	**15,716**	**3,106**	**17,036,969**	**1,084.05**	Lower Rura	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	21		72.00	1,512.00		1,074	1,623,888
	3	22		86.50	1,903.00		1,074	2,043,822
Semi	2	9		82.00	738.00		1,074	792,612
	3	24		95.50	2,292.00		1,074	2,461,608
Det	3	0		104.50	0.00		1,074	0
	4	22		118.00	2,596.00		1,074	2,788,104
	5	11		131.50	1,446.50		1,074	1,553,541
Affordable								
Flat	1	20		51.50	1,030.00	10%	1,074	1,216,842
	2	7		63.00	441.00	10%	1,074	520,997
Terrace	2	18		72.00	1,296.00		1,074	1,391,904
	3	18		86.50	1,557.00		1,074	1,672,218
Semi	2	0		82.00	0.00		1,074	0
	3	7		95.50	668.50		1,074	717,969
Det	3	0		104.50	0.00		1,074	0
	4	2		118.00	236.00		1,074	253,464
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Lower Main	een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
5 - Large	**308**	**8.60**	**35.81**	**87**	**26,753**	**3,111**	**28,995,906**	**1,083.86**	Lower Rura	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	37		72.00	2,664.00		1,074	2,861,136
	3	37		86.50	3,200.50		1,074	3,437,337
Semi	2	15		82.00	1,230.00		1,074	1,321,020
	3	41		95.50	3,915.50		1,074	4,205,247
Det	3	0		104.50	0.00		1,074	0
	4	37		118.00	4,366.00		1,074	4,689,084
	5	18		131.50	2,367.00		1,074	2,542,158
Affordable								
Flat	1	33		51.50	1,699.50	10%	1,074	2,007,789
	2	12		63.00	756.00	10%	1,074	893,138
Terrace	2	31		72.00	2,232.00		1,074	2,397,168
	3	31		86.50	2,681.50		1,074	2,879,931
Semi	2	0		82.00	0.00		1,074	0
	3	11		95.50	1,050.50		1,074	1,128,237
Det	3	0		104.50	0.00		1,074	0
	4	5		118.00	590.00		1,074	633,660
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
6 - Medium Density	**76**	**1.78**	**42.70**	**88**	**6,651**	**3,737**	**7,202,190**	**1,082.87**	Lower Rura	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	9		72.00	648.00		1,074	695,952
	3	9		86.50	778.50		1,074	836,109
Semi	2	4		82.00	328.00		1,074	352,272
	3	10		95.50	955.00		1,074	1,025,670
Det	3	0		104.50	0.00		1,074	0
	4	9		118.00	1,062.00		1,074	1,140,588
	5	5		131.50	657.50		1,074	706,155
Affordable								
Flat	1	7		51.50	360.50	10%	1,074	425,895
	2	3		63.00	189.00	10%	1,074	223,285
Terrace	2	8		72.00	576.00		1,074	618,624
	3	8		86.50	692.00		1,074	743,208
Semi	2	0		82.00	0.00		1,074	0
	3	3		95.50	286.50		1,074	307,701
Det	3	0		104.50	0.00		1,074	0
	4	1		118.00	118.00		1,074	126,732
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
7 - Medium Sensitive	**71**	**1.99**	**35.68**	**86**	**6,117**	**3,074**	**6,634,205**	**1,084.55**	Lower Rura	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	9		72.00	648.00		1,074	695,952
	3	9		86.50	778.50		1,074	836,109
Semi	2	3		82.00	246.00		1,074	264,204
	3	9		95.50	859.50		1,074	923,103
Det	3	0		104.50	0.00		1,074	0
	4	9		118.00	1,062.00		1,074	1,140,588
	5	4		131.50	526.00		1,074	564,924
Affordable								
Flat	1	8		51.50	412.00	10%	1,074	486,737
	2	3		63.00	189.00	10%	1,074	223,285
Terrace	2	7		72.00	504.00		1,074	541,296
	3	7		86.50	605.50		1,074	650,307
Semi	2	0		82.00	0.00		1,074	0
	3	3		95.50	286.50		1,074	307,701
Det	3	0		104.50	0.00		1,074	0
	4	0		118.00	0.00		1,074	0
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
8 - Part Brownfield	**78**	**2.25**	**34.67**	**87**	**6,821**	**3,031**	**7,389,764**	**1,083.46**	Lower Rura	Brown	Part Rec

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	9		72.00	648.00		1,074	695,952
	3	9		86.50	778.50		1,074	836,109
Semi	2	4		82.00	328.00		1,074	352,272
	3	10		95.50	955.00		1,074	1,025,670
Det	3	0		104.50	0.00		1,074	0
	4	10		118.00	1,180.00		1,074	1,267,320
	5	5		131.50	657.50		1,074	706,155
Affordable								
Flat	1	8		51.50	412.00	10%	1,074	486,737
	2	3		63.00	189.00	10%	1,074	223,285
Terrace	2	8		72.00	576.00		1,074	618,624
	3	8		86.50	692.00		1,074	743,208
Semi	2	0		82.00	0.00		1,074	0
	3	3		95.50	286.50		1,074	307,701
Det	3	0		104.50	0.00		1,074	0
	4	1		118.00	118.00		1,074	126,732
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

SHLAA Rural with CIL
For Apps

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	
	Location		Higher Rural	igher Rural	igher Rural	igher Rural	igher Rural	igher Rural	igher Rural	igher Rural	ower Rural	ower Rural	ower Rural	ower Rural	ower Rural	ower Rural	ower Rural	ower Rural	
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Brown	Green	Green	Green	Green	Green	Green	Green	Brown	
	Use		Paddock	Paddock	\gricultural	\gricultural	\gricultural	Paddock	\gricultural	Part Rec	Paddock	Paddock	\gricultural	\gricultural	\gricultural	Paddock	\gricultural	Part Rec	
Site Area	**Gross**	**ha**	**1.41**	**3.10**	**7.15**	**7.23**	**12.31**	**2.10**	**2.85**	**3.12**	**1.41**	**3.10**	**7.15**	**7.23**	**12.31**	**2.10**	**2.85**	**3.12**	
	Net	ha	1.20	2.17	4.65	5.06	8.60	1.78	1.99	2.25	1.20	2.17	4.65	5.06	8.60	1.78	1.99	2.25	
Units			42	78	155	181	308	76	71	78	42	78	155	181	308	76	71	78	
Average Unit Size		m2	88.50	87.44	86.89	86.83	86.86	87.51	86.15	87.44	88.50	87.44	86.89	86.83	86.86	87.51	86.15	87.44	
Mix	Intermediate to Buy		8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	
	Affordable Rent		26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	
	STARTER HOMES																		
Price	Market	£/m2	3,900	3,900	3,900	3,900	3,900	3,900	3,900	3,900	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	
	Intermedia	£/m2	2,535	2,535	2,535	2,535	2,535	2,535	2,535	2,535	2,210	2,210	2,210	2,210	2,210	2,210	2,210	2,210	65.00%
	Affordable	£/m2	1,805	1,805	1,805	1,805	1,805	1,805	1,805	1,805	1,216	1,216	1,216	1,216	1,216	1,216	1,216	1,216	55.00%
	STARTER H	£/m2	3,120	3,120	3,120	3,120	3,120	3,120	3,120	3,120	2,720	2,720	2,720	2,720	2,720	2,720	2,720	2,720	80.00%
Grant and	Intermedia	£/unit																	
	Affordable	£/unit																	
	STARTER H	£/unit																	
Sales per Quarter																			
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	
Alternative Use Value		£/ha	50,000	50,000	20,000	20,000	20,000	50,000	20,000	75,000	50,000	50,000	20,000	20,000	20,000	50,000	20,000	75,000	
Up Lift %		%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	
Additional Uplift		£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	
Easements etc		£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition		% land	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	
Planning F	<50	£/unit	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	
	>50	£/unit	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	
Architects		%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	
QS / PM		%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	
Planning Consultants		%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	
Other Professional		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	
Build Cost - BCIS Basec		£/m2	1,084	1,083	1,084	1,084	1,084	1,083	1,085	1,083	1,084	1,083	1,084	1,084	1,084	1,083	1,085	1,083	
CfSH		%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	
Energy		£/m2		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Design		£/m2		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Over-extra 2		£/m2		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Over-extra 3		£/m2		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Over-extra 4		£/m2		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Infrastructure		%	15%	15%	20%	20%	20%	20%	20%	20%	15%	15%	20%	20%	20%	20%	20%	20%	
Pre CIL s106		£/Unit	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	
Post CIL s106		£/Unit	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	
		£/m2	120	120	120	120	120	120	120	120	85	85	85	85	85	85	85	85	
Contingency		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	
Abnormals		%								10.00%								10.00%	
		£/site							50,000	150,000							50,000	150,000	
FINANCE	Fees	£	50,000	50,000	100,000	100,000	200,000	50,000	50,000	50,000	50,000	50,000	100,000	100,000	200,000	50,000	50,000	50,000	
	Interest	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	
	Legal and \	£	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	
	Legals	%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	
	Misc.	£	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	
Developer:	% of costs (before inte		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
	% of GDV		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	

SITE NAME	Site 1

INCOME		Av Size	%	Number		Price	GDV	GIA
		m2		42		£/m2	£	m2
Market Housing		96.7	65%	27		3,900	10,294,830	2,640
Shared Ownership		75.8	9%	4		2,535	706,395	279
Affordable Rent		75.8	26%	11		1,805	1,508,927	836
Social Rent		75.8	0%	0		3,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net		1.20 ha		35	/ha		12,510,152	3,754
SITE AREA - Gross		1.41 ha		30	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		2,735,923	2,279,935	1,940,371
Alternative Use Value		70,500		50,000
Uplift	20%	14,100		10,000
Plus /ha	350,000	493,500		350,000
Viability Threshold		578,100		410,000

		£/m2
Additional Profit	2,555,120	968

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	65,141		2,735,923	
	Stamp Duty		126,296		
	Easements etc.		0		
	Legals Acquisition	1.50%	41,039	167,335	
PLANNING					
	Planning Fee		16,170		
	Architects	6.00%	316,780		
	QS / PM	0.50%	26,398		
	Planning Consultants	1.00%	52,797		
	Other Professional	2.50%	131,991	544,136	
CONSTRUCTION					
	Build Cost - BCIS Based	1,262	4,739,409		
	s106 / CIL		421,764		
	Contingency	2.50%	118,485		
	Abnormals		0	5,279,659	
FINANCE					
	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES					
	Agents	3.0%	375,305		
	Legals	0.5%	62,551		
	Misc.		25,000	462,855	9,247,407

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	2,502,030

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	42		
No dwgs unde	42	385	16,170
No dwgs over	0	115	0
		Total	16,170

Stamp duty calc - Residual	
Land payment	2,735,923
Total	126,296

Stamp duty calc - Add Profit	
Land payment	578,100
Total	18,405

Pre CIL s106	2,500	£/ Unit (all)	
		Total	105,000

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	421,764

Build Cost	/m2	
BCIS	1,084	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	163	15%
	1,262	

RESIDUAL CASH FLOW FOR INTEREST

		Y1 Q1	Y1 Q2	Y1 Q3	Y1 Q4	Y2 Q1	Y2 Q2	Y2 Q3	Y2 Q4	Y3 Q1	Y3 Q2	Y3 Q3	Y3 Q4	Y4 Q1	Y4 Q2	Y4 Q3	Y4 Q4	Y5 Q1	Y5 Q2	Y5 Q3	Y5 Q4	Y6 Q1	Y6 Q2	Y6 Q3	Y6 Q4
INCOME																									
UNITS Started				2	4	4	4	4	4	4	4	4	4	4											
Market Housing					0	0	0	490,230	980,460	980,460	980,460	980,460	980,460	980,460	980,460	980,460	980,460	980,460	0	0	0	0	0	0	0
Shared Ownership					0	0	0	33,638	67,276	67,276	67,276	67,276	67,276	67,276	67,276	67,276	67,276	67,276	0	0	0	0	0	0	0
Affordable Rent					0	0	0	71,854	143,707	143,707	143,707	143,707	143,707	143,707	143,707	143,707	143,707	143,707	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	595,722	1,191,443	1,191,443	1,191,443	1,191,443	1,191,443	1,191,443	1,191,443	1,191,443	1,191,443	1,191,443	0	0	0	0	0	0	0
EXPENDITURE																									
Stamp Duty		126,296																							
Easements etc.		0																							
Legals Acquisition		41,039																							
Planning Fee		16,170																							
Architects		158,390		158,390																					
QS		13,199		13,199																					
Planning Consultants		26,398		26,398																					
Other Professional		65,996		65,996																					
Build Cost - BCIS Base			0	75,229	225,686	376,144	451,372	451,372	451,372	451,372	451,372	451,372	451,372	451,372	300,915	150,457	0	0	0	0	0	0	0	0	0
s106/CIL				421,764																					
Contingency			0	1,881	5,642	9,404	11,284	11,284	11,284	11,284	11,284	11,284	11,284	11,284	7,523	3,761	0	0	0	0	0	0	0	0	0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		50,000																							
Legal and Valuation		7,500																							
Agents		0	0	0	0	0	0	17,872	35,743	35,743	35,743	35,743	35,743	35,743	35,743	35,743	35,743	35,743	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	2,979	5,957	5,957	5,957	5,957	5,957	5,957	5,957	5,957	5,957	5,957	0	0	0	0	0	0	0
Misc.				25,000																					
COSTS BEFORE LAND INT AND P		504,988	0	787,856	231,328	385,547	462,657	483,507	504,357	504,357	504,357	504,357	504,357	504,357	350,138	195,919	41,701	41,701	0	0	0	0	0	0	0
For Residual Valuation	Land	2,735,923																							
	Interest		48,614	49,343	61,901	66,299	73,077	81,113	80,646	71,550	62,317	52,945	43,433	33,778	23,979	11,719	0	0	0	0	0	0	0	0	0
	Profit on Costs																								0
	Profit on GDV																								2,502,030
	Cash Flow	-3,240,910	-48,614	-837,199	-293,229	-451,846	-535,734	31,102	606,439	615,536	624,769	634,141	643,653	653,308	817,326	983,805	1,149,743	1,149,743	0	0	0	0	0	0	-2,502,030
	Opening Balance	0																							
	Closing Balance	-3,240,910	-3,289,524	-4,126,723	-4,419,952	-4,871,799	-5,407,533	-5,376,431	-4,769,991	-4,154,455	-3,529,686	-2,895,546	-2,251,893	-1,598,585	-781,259	202,545	1,352,288	2,502,030	2,502,030	2,502,030	2,502,030	2,502,030	2,502,030	2,502,030	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Y1 Q1	Y1 Q2	Y1 Q3	Y1 Q4	Y2 Q1	Y2 Q2	Y2 Q3	Y2 Q4	Y3 Q1	Y3 Q2	Y3 Q3	Y3 Q4	Y4 Q1	Y4 Q2	Y4 Q3	Y4 Q4	Y5 Q1	Y5 Q2	Y5 Q3	Y5 Q4	Y6 Q1	Y6 Q2	Y6 Q3	Y6 Q4
INCOME	As Above																								
INCOME		0	0	0	0	0	0	595,722	1,191,443	1,191,443	1,191,443	1,191,443	1,191,443	1,191,443	1,191,443	1,191,443	1,191,443	1,191,443	0	0	0	0	0	0	0
EXPENDITURE																									
Land		578,100																							
Stamp Duty		18,405	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		8,672	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		16,170	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		158,390	0	158,390	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		13,199	0	13,199	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		26,398	0	26,398	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		65,996	0	65,996	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	75,229	225,686	376,144	451,372	451,372	451,372	451,372	451,372	451,372	451,372	451,372	300,915	150,457	0	0	0	0	0	0	0	0	0
POTENTIAL CIL				851,707				851,707				851,707													
Post CIL s106						20,084	40,168	40,168	40,168	40,168	40,168	40,168	40,168	40,168	40,168	40,168	0	0	0	0	0	0	0	0	0
Contingency		0	0	1,881	5,642	9,404	11,284	11,284	11,284	11,284	11,284	11,284	11,284	11,284	7,523	3,761	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	17,872	35,743	35,743	35,743	35,743	35,743	35,743	35,743	35,743	35,743	35,743	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	2,979	5,957	5,957	5,957	5,957	5,957	5,957	5,957	5,957	5,957	5,957	0	0	0	0	0	0	0
Misc.		0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P		942,829	0	1,217,799	231,328	405,631	502,825	1,375,382	544,525	544,525	544,525	1,396,232	544,525	544,525	390,306	236,087	41,701	41,701	0	0	0	0	0	0	0
For CIL calculation																									
	Interest		14,142	14,355	32,837	36,799	43,436	51,630	64,099	55,357	46,483	37,477	41,111	32,024	22,800	11,125	0	0	0	0	0	0	0	0	0
	Profit on cost																								0
	Profit on GDV																								2,502,030
	Cash Flow	-942,829	-14,142	-1,232,154	-264,165	-442,431	-546,260	-831,290	582,819	591,561	600,435	-242,266	605,807	614,894	778,336	944,230	1,149,743	1,149,743	0	0	0	0	0	0	-2,502,030
	Opening Balance	0																							
	Closing Balance	-942,829	-956,972	-2,189,126	-2,453,291	-2,895,721	-3,441,982	-4,273,272	-3,690,453	-3,098,892	-2,498,457	-2,740,723	-2,134,916	-1,520,022	-741,685	202,545	1,352,288	2,502,030	2,502,030	2,502,030	2,502,030	2,502,030	2,502,030	2,502,030	0

SITE NAME	Site 2

INCOME		Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
				78			
Market Housing		96.3	65%	51	3,900	19,037,960	4,882
Shared Ownership		75.3	9%	7	2,535	1,302,403	514
Affordable Rent		75.3	26%	20	1,805	2,782,056	1,541
Social Rent		75.3	0%	0	3,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net		2.17 ha		36 /ha		23,122,419	6,937
SITE AREA - Gross		3.10 ha		25 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		4,889,450	2,253,203	1,577,242
Alternative Use Value		155,000		50,000
Uplift	20%	31,000		10,000
Plus /ha	350,000	1,085,000		350,000
Viability Threshold		1,271,000		410,000
			£/m2	
Additional Profit		4,584,217	939	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	62,685		4,889,450	
	Stamp Duty		233,973		
	Easements etc.		0		
	Legals Acquisition	1.50%	73,342	307,314	
PLANNING					
	Planning Fee		14,000		
	Architects	6.00%	585,318		
	QS / PM	0.50%	48,776		
	Planning Consultants	1.00%	97,553		
	Other Professional	2.50%	243,882	989,530	
CONSTRUCTION					
	Build Cost - BCIS Based	1,262	8,755,623		
	s106 / CIL		780,783		
	Contingency	2.50%	218,891		
	Abnormals		0	9,755,297	
FINANCE					
	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES					
	Agents	3.0%	693,673		
	Legals	0.5%	115,612		
	Misc.		25,000	834,285	16,833,376
Developers Profit					
	% of costs (before interest)	0.00%			0
	% of GDV	20.00%			4,624,484

Planning fee calc			
Planning app	dwgs	rate	
No dwgs	78		
No dwgs unde	28	385	10,780
No dwgs over	28	115	3,220
		Total	14,000

Stamp duty calc - Residual	
Land payment	4,889,450
Total	233,973

Stamp duty calc - Add Profit	
Land payment	1,271,000
Total	53,050

Pre CIL s106	2,500	£/ Unit (all)	
		Total	195,000

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	780,783

Build Cost	/m2	
BCIS	1,083	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	163	15%
	1,262	

RESIDUAL CASH FLOW FOR INTEREST

		Year 1 Q1	Year 1 Q2	Year 1 Q3	Year 1 Q4	Year 2 Q1	Year 2 Q2	Year 2 Q3	Year 2 Q4	Year 3 Q1	Year 3 Q2	Year 3 Q3	Year 3 Q4
INCOME													
UNITS Started				2	3	3	4	5	5	5	5	5	5
Market Housing					0	0	0	488,153	732,229	732,229	976,306	1,220,382	1,220,382
Shared Ownership					0	0	0	33,395	50,092	50,092	66,790	83,487	83,487
Affordable Rent					0	0	0	71,335	107,002	107,002	142,670	178,337	178,337
Social Rent					0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	592,883	889,324	889,324	1,185,765	1,482,206	1,482,206
EXPENDITURE													
Stamp Duty		233,973											
Easements etc.		0											
Legals Acquisition		73,342											
Planning Fee		14,000											
Architects		292,659		292,659									
QS		24,388		24,388									
Planning Consultants		48,776		48,776									
Other Professional		121,941		121,941									
Build Cost - BCIS Base			0	74,834	187,086	299,338	374,172	449,006	523,841	561,258	561,258	561,258	561,258
s106/CIL				780,783									
Contingency			0	1,871	4,677	7,483	9,354	11,225	13,096	14,031	14,031	14,031	14,031
Abnormals			0	0	0	0	0	0	0	0	0	0	0
Finance Fees		50,000											
Legal and Valuation		7,500											
Agents		0	0	0	0	0	0	17,786	26,680	26,680	35,573	44,466	44,466
Legals		0	0	0	0	0	0	2,964	4,447	4,447	5,929	7,411	7,411
Misc.				25,000									
COSTS BEFORE LAND INT AND P		866,579	0	1,370,254	191,763	306,821	383,526	480,982	568,063	606,416	616,791	627,167	627,167
For Residual Valuation	Land	4,889,450											
	Interest		86,340	87,636	109,504	114,023	120,336	127,893	128,133	125,236	122,871	116,180	105,097
	Profit on Costs												
	Profit on GDV												
	Cash Flow	-5,756,030	-86,340	-1,457,889	-301,267	-420,844	-503,862	-15,993	193,127	157,672	446,103	738,860	749,943
	Opening Balance	0											
	Closing Balance	-5,756,030	-5,842,370	-7,300,259	-7,601,526	-8,022,370	-8,526,232	-8,542,225	-8,349,098	-8,191,426	-7,745,324	-7,006,464	-6,256,521

		Year 4 Q1	Year 4 Q2	Year 4 Q3	Year 4 Q4	Year 5 Q1	Year 5 Q2	Year 5 Q3	Year 5 Q4	Year 6 Q1	Year 6 Q2	Year 6 Q3	Year 6 Q4
INCOME													
UNITS Started		5	5	5	5	5	5	5	1				
Market Housing		1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	244,076
Shared Ownership		83,487	83,487	83,487	83,487	83,487	83,487	83,487	83,487	83,487	83,487	83,487	16,697
Affordable Rent		178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	35,667
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0
INCOME		1,482,206	1,482,206	1,482,206	1,482,206	1,482,206	1,482,206	1,482,206	1,482,206	1,482,206	1,482,206	1,482,206	296,441
EXPENDITURE													
Build Cost - BCIS Base		561,258	561,258	561,258	561,258	561,258	561,258	561,258	411,589	224,503	37,417	0	0
Contingency		14,031	14,031	14,031	14,031	14,031	14,031	14,031	10,290	5,613	935	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Agents		44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	8,893
Legals		7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	1,482
COSTS BEFORE LAND INT AND P		627,167	627,167	627,167	627,167	627,167	627,167	627,167	473,756	281,993	90,230	51,877	10,375
For Residual Valuation	Interest	93,848	82,430	70,841	59,078	47,138	35,020	22,720	10,235	0	0	0	0
	Profit on Costs												0
	Profit on GDV												4,624,484
	Cash Flow	761,192	772,610	784,199	795,962	807,901	820,020	832,320	998,216	1,200,213	1,391,976	1,430,329	-4,338,418
	Closing Balance	-5,495,329	-4,722,719	-3,938,520	-3,142,558	-2,334,657	-1,514,637	-682,317	315,899	1,516,112	2,908,089	4,338,418	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1 Q1	Year 1 Q2	Year 1 Q3	Year 1 Q4	Year 2 Q1	Year 2 Q2	Year 2 Q3	Year 2 Q4	Year 3 Q1	Year 3 Q2	Year 3 Q3	Year 3 Q4
INCOME	As Above												
INCOME		0	0	0	0	0	0	592,883	889,324	889,324	1,185,765	1,482,206	1,482,206
EXPENDITURE													
Land		1,271,000											
Stamp Duty		53,050	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		19,065	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		14,000	0	0	0	0	0	0	0	0	0	0	0
Architects		292,659	0	292,659	0	0	0	0	0	0	0	0	0
QS		24,388	0	24,388	0	0	0	0	0	0	0	0	0
Planning Consultants		48,776	0	48,776	0	0	0	0	0	0	0	0	0
Other Professional		121,941	0	121,941	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	74,834	187,086	299,338	374,172	449,006	523,841	561,258	561,258	561,258	561,258
POTENTIAL CIL				916,843				916,843				916,843	
Post CIL s106						20,020	30,030	30,030	40,040	50,050	50,050	50,050	50,050
Contingency		0	0	1,871	4,677	7,483	9,354	11,225	13,096	14,031	14,031	14,031	14,031
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		50,000	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		7,500	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	17,786	26,680	26,680	35,573	44,466	44,466
Legals		0	0	0	0	0	0	2,964	4,447	4,447	5,929	7,411	7,411
Misc.		0	0	25,000	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P		1,902,380	0	1,506,314	191,763	326,841	413,556	1,427,856	608,103	656,466	666,841	1,594,060	677,217
For CIL calculation	Interest		28,536	28,964	51,993	55,649	61,387	68,511	82,063	79,076	76,769	70,137	72,866
	Profit on cost												
	Profit on GDV												
	Cash Flow	-1,902,380	-28,536	-1,535,277	-243,756	-382,490	-474,943	-903,484	199,158	153,782	442,155	-181,990	732,123
	Opening Balance	0											
	Closing Balance	-1,902,380	-1,930,916	-3,466,193	-3,709,949	-4,092,439	-4,567,382	-5,470,866	-5,271,709	-5,117,926	-4,675,772	-4,857,762	-4,125,639

		Year 4 Q1	Year 4 Q2	Year 4 Q3	Year 4 Q4	Year 5 Q1	Year 5 Q2	Year 5 Q3	Year 5 Q4	Year 6 Q1	Year 6 Q2	Year 6 Q3	Year 6 Q4
INCOME		1,482,206	1,482,206	1,482,206	1,482,206	1,482,206	1,482,206	1,482,206	1,482,206	1,482,206	1,482,206	1,482,206	296,441
Stamp Duty		0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		0	0	0	0	0	0	0	0	0	0	0	0
Architects		0	0	0	0	0	0	0	0	0	0	0	0
QS		0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		561,258	561,258	561,258	561,258	561,258	561,258	561,258	411,589	224,503	37,417	0	0
POTENTIAL CIL				916,843				916,843					
Post CIL s106		50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	10,010	0	0
Contingency		14,031	14,031	14,031	14,031	14,031	14,031	14,031	10,290	5,613	935	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0
Agents		44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	8,893
Legals		7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	1,482
Misc.		0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P		677,217	677,217	1,594,060	677,217	677,217	677,217	1,594,060	523,806	332,043	100,240	51,877	10,375
For CIL calculation	Interest	61,885	50,738	39,424	41,693	30,244	18,623	6,827	8,607	0	0	0	0
	Profit on cost												0
	Profit on GDV												4,624,484
	Cash Flow	743,105	754,252	-151,278	763,296	774,746	786,367	-118,681	949,793	1,150,163	1,381,966	1,430,329	-4,338,418
	Closing Balance	-3,382,534	-2,628,282	-2,779,561	-2,016,264	-1,241,519	-455,152	-573,833	375,959	1,526,122	2,908,089	4,338,418	0

SITE NAME	Site 3

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		155		£/m2	£	m2
Market Housing	95.9	65%	101		3,900	37,691,225	9,664
Shared Ownership	75.0	9%	14		2,535	2,577,943	1,017
Affordable Rent	75.0	26%	41		1,805	5,506,730	3,051
Social Rent	75.0	0%	0		3,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	4.65 ha		33	/ha		45,775,897	13,732
SITE AREA - Gross	7.15 ha		22	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		9,004,598	1,936,473	1,259,384
Alternative Use Value		143,000		20,000
Uplift	20%	28,600		4,000
Plus /ha	350,000	2,502,500		350,000
Viability Threshold		2,674,100		374,000

		£/m2
Additional Profit	8,048,297	833

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	58,094		9,004,598	
	Stamp Duty		439,730		
	Easements etc.		0		
	Legals Acquisition	1.50%	135,069	574,799	
PLANNING					
	Planning Fee		52,500		
	Architects	6.00%	1,204,703		
	QS / PM	0.50%	100,392		
	Planning Consultants	1.00%	200,784		
	Other Professional	2.50%	501,960	2,060,339	
CONSTRUCTION					
	Build Cost - BCIS Based	1,317	18,079,181		
	s106 / CIL		1,547,230		
	Contingency	2.50%	451,980		
	Abnormals		0	20,078,391	
FINANCE					
	Fees		100,000		
	Interest	6.00%			
	Legal and Valuation		7,500	107,500	
SALES					
	Agents	3.0%	1,373,277		
	Legals	0.5%	228,879		
	Misc.		25,000	1,627,156	33,452,783

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	9,155,179

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	155		
No dwgs unde	105	385	40,425
No dwgs over	105	115	12,075
		Total	52,500

Build Cost	/m2	
BCIS	1,084	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,317	

Stamp duty calc - Residual		
Land payment		9,004,598
	Total	439,730

Stamp duty calc - Add Profit		
Land payment		2,674,100
	Total	123,205

Pre CIL s106	2,500	£/ Unit (all)	
		Total	387,500

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	1,547,230

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	4	9	10	10	10	10	10	10	10	10	10	10	10	10	10	10					
Market Housing				0	0	0	486,338	972,677	2,188,523	2,431,692	2,431,692	2,431,692	2,431,692	2,431,692	2,431,692	2,431,692	2,431,692	2,431,692	2,431,692	2,431,692	2,431,692	2,431,692	2,431,692	0
Shared Ownership				0	0	0	33,264	66,528	149,687	166,319	166,319	166,319	166,319	166,319	166,319	166,319	166,319	166,319	166,319	166,319	166,319	166,319	166,319	0
Affordable Rent				0	0	0	71,055	142,109	319,746	355,273	355,273	355,273	355,273	355,273	355,273	355,273	355,273	355,273	355,273	355,273	355,273	355,273	355,273	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	590,657	1,181,313	2,657,955	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	0
EXPENDITURE																								
Stamp Duty	439,730																							
Easements etc.	0																							
Legals Acquisition	135,069																							
Planning Fee	52,500																							
Architects	602,352		602,352																					
QS	50,196		50,196																					
Planning Consultants	100,392		100,392																					
Other Professional	250,980		250,980																					
Build Cost - BCIS Base		0	77,760	233,280	583,199	894,239	1,127,519	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	777,599	388,800	0	0	0
s106/CIL			1,547,230																					
Contingency		0	1,944	5,832	14,580	22,356	28,188	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	19,440	9,720	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	100,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	17,720	35,439	79,739	88,599	88,599	88,599	88,599	88,599	88,599	88,599	88,599	88,599	88,599	88,599	88,599	88,599	88,599	0
Legals	0	0	0	0	0	0	2,953	5,907	13,290	14,766	14,766	14,766	14,766	14,766	14,766	14,766	14,766	14,766	14,766	14,766	14,766	14,766	14,766	0
Misc.			25,000																					
COSTS BEFORE LAND INT AND P	1,738,718	0	2,655,853	239,112	597,779	916,595	1,176,380	1,236,905	1,288,587	1,298,924	1,298,924	1,298,924	1,298,924	1,298,924	1,298,924	1,298,924	1,298,924	1,298,924	1,298,924	900,404	501,885	103,365	103,365	0
For Residual Valuati Land	9,004,598																							
Interest		161,150	163,567	205,858	212,533	224,688	241,807	254,220	258,867	242,209	221,027	199,527	177,705	155,555	133,073	110,253	87,092	63,583	39,721	15,502	0	0	0	0
Profit on Costs																								0
Profit on GDV																								9,155,179
Cash Flow	-10,743,316	-161,150	-2,819,420	-444,970	-810,312	-1,141,283	-827,530	-309,811	1,110,501	1,412,151	1,433,333	1,454,833	1,476,655	1,498,805	1,521,287	1,544,107	1,567,268	1,590,777	1,614,639	2,037,378	2,451,399	2,849,919	2,849,919	-9,155,179
Opening Balai	0																							
Closing Balan	-10,743,316	-10,904,466	-13,723,886	-14,168,857	-14,979,169	-16,120,451	-16,947,981	-17,257,792	-16,147,291	-14,735,140	-13,301,807	-11,846,974	-10,370,319	-8,871,514	-7,350,226	-5,806,120	-4,238,852	-2,648,074	-1,033,435	1,003,943	3,455,342	6,305,261	9,155,179	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	0	0	0	0	0	0	590,657	1,181,313	2,657,955	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	2,953,284	0
EXPENDITURE																								
Land	2,674,100																							
Stamp Duty	123,205	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	40,112	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	52,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	602,352	0	602,352	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	50,196	0	50,196	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	100,392	0	100,392	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	250,980	0	250,980	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	77,760	233,280	583,199	894,239	1,127,519	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	777,599	388,800	0	0	0
POTENTIAL CIL			1,609,659				1,609,659				1,609,659				1,609,659				1,609,659					
Post CIL s106					19,964	39,929	89,839	99,821	99,821	99,821	99,821	99,821	99,821	99,821	99,821	99,821	99,821	99,821	99,821	99,821	99,821	0	0	0
Contingency	0	0	1,944	5,832	14,580	22,356	28,188	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	19,440	9,720	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	100,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	17,720	35,439	79,739	88,599	88,599	88,599	88,599	88,599	88,599	88,599	88,599	88,599	88,599	88,599	88,599	88,599	88,599	0
Legals	0	0	0	0	0	0	2,953	5,907	13,290	14,766	14,766	14,766	14,766	14,766	14,766	14,766	14,766	14,766	14,766	14,766	14,766	14,766	14,766	0
Misc.	0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P	4,001,336	0	2,718,283	239,112	617,744	956,524	2,875,878	1,336,726	1,388,408	1,398,745	3,008,404	1,398,745	1,398,745	1,398,745	3,008,404	1,398,745	1,398,745	1,398,745	3,008,404	1,000,225	601,706	103,365	103,365	0
For CIL calculation																								
Interest		60,020	60,920	102,608	107,734	118,616	134,743	171,043	175,940	159,536	138,611	141,517	120,321	98,808	76,972	78,953	56,820	34,354	11,551	12,551	0	0	0	0
Profit on cost																								0
Profit on GDV																								9,155,179
Cash Flow	-4,001,336	-60,020	-2,779,203	-341,720	-725,478	-1,075,140	-2,419,965	-326,455	1,093,607	1,395,003	-193,731	1,413,022	1,434,217	1,455,731	-132,093	1,475,585	1,497,719	1,520,185	-66,672	1,940,507	2,351,578	2,849,919	2,849,919	-9,155,179
Opening Balai	0																							
Closing Balan	-4,001,336	-4,061,356	-6,840,559	-7,182,279	-7,907,757	-8,982,897	-11,402,862	-11,729,318	-10,635,710	-9,240,707	-9,434,439	-8,021,416	-6,587,199	-5,131,468	-5,263,561	-3,787,975	-2,290,256	-770,071	-836,743	1,103,764	3,455,342	6,305,261	9,155,179	0

SITE NAME	Site 4

INCOME	Av Size m2	%	Number 181	Price £/m2	GDV £	GIA m2
Market Housing	96.0	65%	118	3,900	44,046,074	11,294
Shared Ownership	75.3	9%	16	2,535	3,021,334	1,192
Affordable Rent	75.3	26%	48	1,805	6,453,856	3,576
Social Rent	75.3	0%	0	3,120	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	5.06 ha		36 /ha		53,521,264	16,061
SITE AREA - Gross	7.23 ha		25 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		10,366,424	2,048,700	1,433,807
Alternative Use Value		144,600		20,000
Uplift	20%	28,920		4,000
Plus /ha	350,000	2,530,500		350,000
Viability Threshold		2,704,020		374,000

		£/m2
Additional Profit	9,750,396	863

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	57,273		10,366,424	
	Stamp Duty		507,821		
	Easements etc.		0		
	Legals Acquisition	1.50%	155,496	663,318	
PLANNING					
	Planning Fee		65,500		
	Architects	6.00%	1,409,478		
	QS / PM	0.50%	117,456		
	Planning Consultants	1.00%	234,913		
	Other Professional	2.50%	587,282	2,414,629	
CONSTRUCTION					
	Build Cost - BCIS Based	1,317	21,154,663		
	s106 / CIL		1,807,764		
	Contingency	2.50%	528,867		
	Abnormals		0	23,491,294	
FINANCE					
	Fees		100,000		
	Interest	6.00%			
	Legal and Valuation		7,500	107,500	
SALES					
	Agents	3.0%	1,605,638		
	Legals	0.5%	267,606		
	Misc.		25,000	1,898,244	38,941,409
Developers Profit					
	% of costs (before interest)	0.00%			0
	% of GDV	20.00%			10,704,253

Planning fee calc			
Planning app	dwgs	rate	
No dwgs	181		
No dwgs under	131	385	50,435
No dwgs over	131	115	15,065
		Total	65,500

Stamp duty calc - Residual	
Land payment	10,366,424
Total	507,821

Stamp duty calc - Add Profit	
Land payment	2,704,020
Total	124,701

Pre CIL s106	2,500	£/ Unit (all)	
		Total	452,500

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	1,807,764

Build Cost	/m2	
BCIS	1,084	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,317	

RESIDUAL CASH FLOW FOR INTEREST		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started				2	4	6	8	10	12	12	12	12	12	12	12	12	12	12	12	12	7				
Market Housing					0	0	0	486,697	973,394	1,460,091	1,946,788	2,433,485	2,920,182	2,920,182	2,920,182	2,920,182	2,920,182	2,920,182	2,920,182	2,920,182	2,920,182	2,920,182	2,920,182	2,920,182	1,703,439
Shared Ownership					0	0	0	33,385	66,770	100,155	133,540	166,925	200,309	200,309	200,309	200,309	200,309	200,309	200,309	200,309	200,309	200,309	200,309	200,309	116,847
Affordable Rent					0	0	0	71,313	142,627	213,940	285,253	356,567	427,880	427,880	427,880	427,880	427,880	427,880	427,880	427,880	427,880	427,880	427,880	427,880	249,597
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**591,395**	**1,182,790**	**1,774,186**	**2,365,581**	**2,956,976**	**3,548,371**	**3,548,371**	**3,548,371**	**3,548,371**	**3,548,371**	**3,548,371**	**3,548,371**	**3,548,371**	**3,548,371**	**3,548,371**	**3,548,371**	**3,548,371**	**2,069,883**
EXPENDITURE																									
Stamp Duty		507,821																							
Easements etc.		0																							
Legals Acquisition		155,496																							
Planning Fee		65,500																							
Architects		704,739		704,739																					
QS		58,728		58,728																					
Planning Consultants		117,456		117,456																					
Other Professional		293,641		293,641																					
Build Cost - BCIS Base			0	77,918	233,753	467,506	701,260	935,013	1,168,766	1,324,601	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,207,725	740,218	272,712	0	0
s106/CIL				1,807,764																					
Contingency			0	1,948	5,844	11,688	17,531	23,375	29,219	33,115	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	30,193	18,505	6,818	0	0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		100,000																							
Legal and Valuation		7,500																							
Agents		0	0	0	0	0	0	17,742	35,484	53,226	70,967	88,709	106,451	106,451	106,451	106,451	106,451	106,451	106,451	106,451	106,451	106,451	106,451	106,451	62,096
Legals		0	0	0	0	0	0	2,957	5,914	8,871	11,828	14,785	17,742	17,742	17,742	17,742	17,742	17,742	17,742	17,742	17,742	17,742	17,742	17,742	10,349
Misc.				25,000																					
COSTS BEFORE LAND INT AND P		**2,010,882**	**0**	**3,087,194**	**239,597**	**479,194**	**718,791**	**979,087**	**1,239,383**	**1,419,813**	**1,520,377**	**1,541,076**	**1,561,775**	**1,561,775**	**1,561,775**	**1,561,775**	**1,561,775**	**1,561,775**	**1,561,775**	**1,561,775**	**1,362,111**	**882,917**	**403,723**	**124,193**	**72,446**
For Residual Valuation	Land	**10,366,424**																							
	Interest		185,660	188,444	237,579	244,737	255,596	270,211	280,080	285,130	284,091	275,675	258,571	232,651	206,342	179,638	152,534	125,023	97,099	68,757	39,989	7,795	0	0	0
	Profit on Costs																								0
	Profit on GDV																								10,704,253
	Cash Flow	-12,377,307	-185,660	-3,275,639	-477,176	-723,931	-974,387	-657,903	-336,672	69,243	561,112	1,140,225	1,728,025	1,753,945	1,780,254	1,806,958	1,834,062	1,861,573	1,889,497	1,917,839	2,146,271	2,657,659	3,144,648	3,424,178	-8,706,816
	Opening Balance	0																							
	Closing Balance	-12,377,307	-12,562,966	-15,838,605	-16,315,781	-17,039,712	-18,014,098	-18,672,002	-19,008,674	-18,939,431	-18,378,320	-17,238,095	-15,510,070	-13,756,125	-11,975,871	-10,168,913	-8,334,851	-6,473,277	-4,583,780	-2,665,941	-519,670	2,137,989	5,282,638	8,706,816	0

CASH FLOW FOR CIL ADDITIONAL PROFIT		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above																								
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**591,395**	**1,182,790**	**1,774,186**	**2,365,581**	**2,956,976**	**3,548,371**	**3,548,371**	**3,548,371**	**3,548,371**	**3,548,371**	**3,548,371**	**3,548,371**	**3,548,371**	**3,548,371**	**3,548,371**	**3,548,371**	**3,548,371**	**2,069,883**
EXPENDITURE																									
Land		2,704,020																							
Stamp Duty		124,701	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		40,560	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		65,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		704,739	0	704,739	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		58,728	0	58,728	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		117,456	0	117,456	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		293,641	0	293,641	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	77,918	233,753	467,506	701,260	935,013	1,168,766	1,324,601	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,207,725	740,218	272,712	0	0
POTENTIAL CIL				**1,950,079**				1,950,079				1,950,079				1,950,079				1,950,079					
Post CIL s106						19,975	39,951	59,926	79,901	99,876	119,852	119,852	119,852	119,852	119,852	119,852	119,852	119,852	119,852	119,852	119,852	119,852	69,914	0	0
Contingency		0	0	1,948	5,844	11,688	17,531	23,375	29,219	33,115	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	30,193	18,505	6,818	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		100,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	17,742	35,484	53,226	70,967	88,709	106,451	106,451	106,451	106,451	106,451	106,451	106,451	106,451	106,451	106,451	106,451	106,451	62,096
Legals		0	0	0	0	0	0	2,957	5,914	8,871	11,828	14,785	17,742	17,742	17,742	17,742	17,742	17,742	17,742	17,742	17,742	17,742	17,742	17,742	10,349
Misc.		0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P		**4,216,846**	**0**	**3,229,510**	**239,597**	**499,169**	**758,742**	**2,989,092**	**1,319,284**	**1,519,689**	**1,640,229**	**3,611,007**	**1,681,627**	**1,681,627**	**1,681,627**	**3,631,706**	**1,681,627**	**1,681,627**	**1,681,627**	**3,631,706**	**1,481,963**	**1,002,769**	**473,636**	**124,193**	**72,446**
For CIL calculation																									
	Interest		63,253	64,201	113,607	118,905	128,176	141,480	179,568	184,309	183,256	175,124	187,562	162,374	136,808	110,859	113,772	87,478	60,789	33,699	35,455	4,991	0	0	0
	Profit on cost																								0
	Profit on GDV																								10,704,253
	Cash Flow	-4,216,846	-63,253	-3,293,711	-353,204	-618,075	-886,918	-2,539,177	-316,061	70,188	542,096	-829,156	1,679,183	1,704,370	1,729,936	-194,194	1,752,972	1,779,267	1,805,956	-117,034	2,030,954	2,540,612	3,074,735	3,424,178	-8,706,816
	Opening Balance	0																							
	Closing Balance	-4,216,846	-4,280,099	-7,573,810	-7,927,014	-8,545,088	-9,432,006	-11,971,183	-12,287,244	-12,217,057	-11,674,961	-12,504,117	-10,824,934	-9,120,564	-7,390,628	-7,584,822	-5,831,850	-4,052,584	-2,246,628	-2,363,663	-332,709	2,207,903	5,282,638	8,706,816	0

SITE NAME	Site 5

INCOME		Av Size	%	Number		Price	GDV	GIA
		m2		308		£/m2	£	m2
Market Housing		95.9	65%	200		3,900	74,883,133	19,201
Shared Ownership		75.2	9%	27		2,535	5,140,560	2,028
Affordable Rent		75.2	26%	81		1,805	10,980,722	6,084
Social Rent		75.2	0%	0		3,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net		8.60 ha		36	/ha		91,004,414	27,312
SITE AREA - Gross		12.31 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		17,895,180	2,080,835	1,453,711
Alternative Use Value		246,200		20,000
Uplift	20%	49,240		4,000
Plus /ha	350,000	4,308,500		350,000
Viability Threshold		4,603,940		374,000

		£/m2
Additional Profit	16,867,092	878

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	58,101		17,895,180	
	Stamp Duty		884,259		
	Easements etc.		0		
	Legals Acquisition	1.50%	268,428	1,152,687	
PLANNING					
	Planning Fee		129,000		
	Architects	6.00%	2,396,417		
	QS / PM	0.50%	199,701		
	Planning Consultants	1.00%	399,403		
	Other Professional	2.50%	998,507	4,123,028	
CONSTRUCTION					
	Build Cost - BCIS Based	1,317	35,967,008		
	s106 / CIL		3,074,096		
	Contingency	2.50%	899,175		
	Abnormals		0	39,940,279	
FINANCE					
	Fees		200,000		
	Interest	6.00%			
	Legal and Valuation		7,500	207,500	
SALES					
	Agents	3.0%	2,730,132		
	Legals	0.5%	455,022		
	Misc.		25,000	3,210,154	66,528,828

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	18,200,883

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	308		
No dwgs unde	258	385	99,330
No dwgs over	258	115	29,670
		Total	129,000

Stamp duty calc - Residual		
Land payment		17,895,180
	Total	884,259

Stamp duty calc - Add Profit		
Land payment		4,603,940
	Total	219,697

Pre CIL s106	2,500	£/ Unit (all)	
		Total	770,000

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	3,074,096

Build Cost	/m2	
BCIS	1,084	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,317	

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started				5	10	15	20	20	20	20	20	20	20	20	20	20	20	20	20	18					
Market Housing					0	0	0	1,215,635	2,431,271	3,646,906	4,862,541	4,862,541	4,862,541	4,862,541	4,862,541	4,862,541	4,862,541	4,862,541	4,862,541	4,862,541	4,862,541	4,862,541	4,862,541	4,376,287	0
Shared Ownership					0	0	0	83,451	166,901	250,352	333,803	333,803	333,803	333,803	333,803	333,803	333,803	333,803	333,803	333,803	333,803	333,803	333,803	300,422	0
Affordable Rent					0	0	0	178,258	356,517	534,775	713,034	713,034	713,034	713,034	713,034	713,034	713,034	713,034	713,034	713,034	713,034	713,034	713,034	641,730	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	1,477,344	2,954,689	4,432,033	5,909,378	5,909,378	5,909,378	5,909,378	5,909,378	5,909,378	5,909,378	5,909,378	5,909,378	5,909,378	5,909,378	5,909,378	5,909,378	5,318,440	0
EXPENDITURE																									
Stamp Duty		884,259																							
Easements etc.		0																							
Legals Acquisition		268,428																							
Planning Fee		129,000																							
Architects		1,198,208		1,198,208																					
QS		99,851		99,851																					
Planning Consultants		199,701		199,701																					
Other Professional		499,253		499,253																					
Build Cost - BCIS Base			0	194,627	583,880	1,167,760	1,751,640	2,140,893	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,257,669	1,479,163	700,656	0	0	0
s106/CIL				3,074,096																					
Contingency			0	4,866	14,597	29,194	43,791	53,522	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	56,442	36,979	17,516	0	0	0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		200,000																							
Legal and Valuation		7,500																							
Agents		0	0	0	0	0	0	44,320	88,641	132,961	177,281	177,281	177,281	177,281	177,281	177,281	177,281	177,281	177,281	177,281	177,281	177,281	177,281	159,553	0
Legals		0	0	0	0	0	0	7,387	14,773	22,160	29,547	29,547	29,547	29,547	29,547	29,547	29,547	29,547	29,547	29,547	29,547	29,547	29,547	26,592	0
Misc.				25,000																					
COSTS BEFORE LAND INT AND F		3,486,201	0	5,295,603	598,477	1,196,954	1,795,431	2,246,123	2,497,322	2,549,029	2,600,736	2,600,736	2,600,736	2,600,736	2,600,736	2,600,736	2,600,736	2,600,736	2,600,736	2,520,939	1,722,970	925,001	206,828	186,145	0
For Residual Valuati	Land	17,895,180																							
	Interest		320,721	325,532	409,849	424,973	449,302	482,973	501,750	502,415	481,707	439,302	396,262	352,577	308,236	263,230	217,548	171,182	124,120	76,352	26,671	0	0	0	0
	Profit on Costs																								0
	Profit on GDV																								18,200,883
	Cash Flow	-21,381,381	-320,721	-5,621,134	-1,008,326	-1,621,927	-2,244,733	-1,251,752	-44,383	1,380,589	2,826,935	2,869,339	2,912,379	2,956,065	3,000,406	3,045,412	3,091,093	3,137,459	3,184,521	3,312,086	4,159,736	4,984,377	5,702,549	5,132,294	-18,200,883
	Opening Balar	0																							
	Closing Balan	-21,381,381	-21,702,101	-27,323,235	-28,331,561	-29,953,488	-32,198,222	-33,449,973	-33,494,356	-32,113,768	-29,286,833	-26,417,494	-23,505,115	-20,549,051	-17,548,645	-14,503,233	-11,412,140	-8,274,681	-5,090,160	-1,778,074	2,381,662	7,366,039	13,068,588	18,200,883	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above																								
INCOME		0	0	0	0	0	0	1,477,344	2,954,689	4,432,033	5,909,378	5,909,378	5,909,378	5,909,378	5,909,378	5,909,378	5,909,378	5,909,378	5,909,378	5,909,378	5,909,378	5,909,378	5,909,378	5,318,440	0
EXPENDITURE																									
Land		4,603,940																							
Stamp Duty		219,697	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		69,059	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		129,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		1,198,208	0	1,198,208	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		99,851	0	99,851	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		199,701	0	199,701	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		499,253	0	499,253	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	194,627	583,880	1,167,760	1,751,640	2,140,893	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,257,669	1,479,163	700,656	0	0	0
POTENTIAL CIL				3,373,418				3,373,418				3,373,418				3,373,418				3,373,418					
Post CIL s106						49,904	99,808	149,712	199,617	199,617	199,617	199,617	199,617	199,617	199,617	199,617	199,617	199,617	199,617	199,617	199,617	179,655	0	0	0
Contingency		0	0	4,866	14,597	29,194	43,791	53,522	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	56,442	36,979	17,516	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		200,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	44,320	88,641	132,961	177,281	177,281	177,281	177,281	177,281	177,281	177,281	177,281	177,281	177,281	177,281	177,281	177,281	159,553	0
Legals		0	0	0	0	0	0	7,387	14,773	22,160	29,547	29,547	29,547	29,547	29,547	29,547	29,547	29,547	29,547	29,547	29,547	29,547	29,547	26,592	0
Misc.		0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F		7,226,210	0	5,594,925	598,477	1,246,858	1,895,239	5,769,254	2,696,939	2,748,646	2,800,353	6,173,771	2,800,353	2,800,353	2,800,353	6,173,771	2,800,353	2,800,353	2,800,353	6,093,974	1,922,587	1,104,656	206,828	186,145	0
For CIL calculation																									
	Interest		108,393	110,019	195,593	207,504	229,320	261,188	329,485	330,561	310,268	268,287	276,277	233,786	190,657	146,882	153,051	108,711	63,707	18,027	21,066	0	0	0	0
	Profit on cost																								0
	Profit on GDV																								18,200,883
	Cash Flow	-7,226,210	-108,393	-5,704,944	-794,070	-1,454,362	-2,124,559	-4,553,097	-71,735	1,352,827	2,798,757	-532,681	2,832,748	2,875,239	2,918,367	-411,276	2,955,974	3,000,313	3,045,318	-202,624	3,965,725	4,804,722	5,702,549	5,132,294	-18,200,883
	Opening Balar	0																							
	Closing Balan	-7,226,210	-7,334,603	-13,039,547	-13,833,617	-15,287,980	-17,412,539	-21,965,636	-22,037,371	-20,684,544	-17,885,787	-18,418,468	-15,585,720	-12,710,481	-9,792,114	-10,203,389	-7,247,416	-4,247,102	-1,201,784	-1,404,408	2,561,317	7,366,039	13,068,588	18,200,883	0

SITE NAME	Site 6

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		76		£/m2	£	m2
Market Housing	96.3	65%	49		3,900	18,549,807	4,756
Shared Ownership	75.3	9%	7		2,535	1,269,008	501
Affordable Rent	75.3	26%	20		1,805	2,710,721	1,502
Social Rent	75.3	0%	0		3,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	1.78 ha		43	/ha		**22,529,536**	**6,759**
SITE AREA - Gross	2.10 ha		36	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		4,526,297	2,542,863	2,155,379
Alternative Use Value		105,000		50,000
Uplift	20%	21,000		10,000
Plus /ha	350,000	735,000		350,000
Viability Threshold		**861,000**		**410,000**

		£/m2
Additional Profit	4,497,114	945

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	59,557		4,526,297	
	Stamp Duty		215,815		
	Easements etc.		0		
	Legals Acquisition	1.50%	67,894	283,709	
PLANNING					
	Planning Fee		13,000		
	Architects	6.00%	592,529		
	QS / PM	0.50%	49,377		
	Planning Consultants	1.00%	98,755		
	Other Professional	2.50%	246,887	1,000,549	
CONSTRUCTION					
	Build Cost - BCIS Based	1,316	8,892,414		
	s106 / CIL		760,763		
	Contingency	2.50%	222,310		
	Abnormals		0	9,875,488	
FINANCE					
	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES					
	Agents	3.0%	675,886		
	Legals	0.5%	112,648		
	Misc.		25,000	813,534	**16,557,076**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	4,505,907

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	76		
No dwgs unde	26	385	10,010
No dwgs over	26	115	2,990
		Total	13,000

Stamp duty calc - Residual	
Land payment	4,526,297
Total	215,815

Stamp duty calc - Add Profit	
Land payment	861,000
Total	32,550

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**190,000**

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	**760,763**

Build Cost	/m2	
BCIS	1,083	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,316	

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started				2	5	5	5	5	5	5	5	5	5	5	5	5	5	5	4						
Market Housing					0	0	0	488,153	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	976,306	0	0
Shared Ownership					0	0	0	33,395	83,487	83,487	83,487	83,487	83,487	83,487	83,487	83,487	83,487	83,487	83,487	83,487	83,487	83,487	66,790	0	0
Affordable Rent					0	0	0	71,335	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	142,670	0	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**592,883**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,185,765**	**0**	**0**
EXPENDITURE																									
Stamp Duty		215,815																							
Easements etc.		0																							
Legals Acquisition		67,894																							
Planning Fee		13,000																							
Architects		296,265		296,265																					
QS		24,689		24,689																					
Planning Consultants		49,377		49,377																					
Other Professional		123,444		123,444																					
Build Cost - BCIS Base			0	78,004	273,013	468,022	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	546,025	351,016	156,007	0	0	0	0
s106/CIL				760,763																					
Contingency			0	1,950	6,825	11,701	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	13,651	8,775	3,900	0	0	0	0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		50,000																							
Legal and Valuation		7,500																							
Agents		0	0	0	0	0	0	17,786	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	35,573	0	0
Legals		0	0	0	0	0	0	2,964	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	5,929	0	0
Misc.				25,000																					
COSTS BEFORE LAND INT AND P		**847,984**	**0**	**1,359,491**	**279,838**	**479,722**	**599,653**	**620,404**	**651,530**	**651,530**	**651,530**	**651,530**	**651,530**	**651,530**	**651,530**	**651,530**	**651,530**	**651,530**	**611,553**	**411,669**	**211,785**	**51,877**	**41,502**	**0**	**0**
For Residual Valuation	Land	4,526,297																							
	Interest		80,614	81,823	103,443	109,192	118,026	128,791	131,136	120,643	109,992	99,182	88,210	77,073	65,769	54,295	42,649	30,829	18,831	6,054	0	0	0	0	0
	Profit on Costs																								0
	Profit on GDV																								4,505,907
	Cash Flow	-5,374,280	-80,614	-1,441,315	-383,281	-588,915	-717,679	-156,313	699,540	710,033	720,684	731,494	742,467	753,604	764,908	776,381	788,027	799,847	851,822	1,064,484	1,270,422	1,430,329	1,144,263	0	-4,505,907
	Opening Balance	0																							
	Closing Balance	-5,374,280	-5,454,894	-6,896,209	-7,279,490	-7,868,405	-8,586,084	-8,742,397	-8,042,856	-7,332,823	-6,612,139	-5,880,645	-5,138,179	-4,384,575	-3,619,668	-2,843,286	-2,055,259	-1,255,412	-403,590	660,893	1,931,315	3,361,644	4,505,907	4,505,907	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above																								
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**592,883**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,185,765**	**0**	**0**
EXPENDITURE																									
Land		861,000																							
Stamp Duty		32,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		12,915	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		13,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		296,265	0	296,265	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		24,689	0	24,689	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		49,377	0	49,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		123,444	0	123,444	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	78,004	273,013	468,022	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	546,025	351,016	156,007	0	0	0	0
POTENTIAL CIL				1,124,278				1,124,278				1,124,278				1,124,278									
Post CIL s106						20,020	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	40,040	0	0	0	0
Contingency		0	0	1,950	6,825	11,701	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	13,651	8,775	3,900	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	17,786	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	35,573	0	0
Legals		0	0	0	0	0	0	2,964	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	5,929	0	0
Misc.		0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P		**1,470,739**	**0**	**1,723,007**	**279,838**	**499,742**	**649,703**	**1,794,732**	**701,580**	**701,580**	**701,580**	**1,825,859**	**701,580**	**701,580**	**701,580**	**1,825,859**	**701,580**	**701,580**	**661,603**	**461,719**	**251,825**	**51,877**	**41,502**	**0**	**0**
For CIL calculation																									
	Interest		22,061	22,392	48,573	53,499	61,798	72,470	91,585	81,249	70,759	60,111	66,167	55,450	44,573	33,532	39,190	28,068	16,780	4,722	0	0	0	0	0
	Profit on cost																								0
	Profit on GDV																								4,505,907
	Cash Flow	-1,470,739	-22,061	-1,745,399	-328,411	-553,242	-711,501	-1,274,320	689,041	699,377	709,867	-403,763	714,459	725,176	736,053	-377,184	741,436	752,558	803,823	1,015,765	1,230,381	1,430,329	1,144,263	0	-4,505,907
	Opening Balance	0																							
	Closing Balance	-1,470,739	-1,492,800	-3,238,199	-3,566,610	-4,119,852	-4,831,353	-6,105,673	-5,416,632	-4,717,255	-4,007,388	-4,411,151	-3,696,693	-2,971,517	-2,235,464	-2,612,648	-1,871,212	-1,118,654	-314,831	700,933	1,931,315	3,361,644	4,505,907	4,505,907	0

SITE NAME	**Site 7**

INCOME	**Av Size**	**%**	**Number**		**Price**	**GDV**	**GIA**
	m2		71		**£/m2**	**£**	**m2**
Market Housing	95.8	65%	46		3,900	17,245,074	4,422
Shared Ownership	75.0	9%	6		2,535	1,181,206	466
Affordable Rent	75.0	26%	19		1,805	2,523,168	1,398
Social Rent	75.0	0%	0		3,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	1.99 ha		36	/ha		**20,949,448**	**6,286**
SITE AREA - Gross	2.85 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		4,140,374	2,080,590	1,452,763
Alternative Use Value		57,000		20,000
Uplift	20%	11,400		4,000
Plus /ha	350,000	997,500		350,000
Viability Threshold		**1,065,900**		**374,000**

		£/m2
Additional Profit	3,880,759	878

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		**/unit or m2**	**Total**		
	Land	58,315		4,140,374	
	Stamp Duty		196,519		
	Easements etc.		0		
	Legals Acquisition	1.50%	62,106	258,624	
PLANNING					
	Planning Fee		10,500		
	Architects	6.00%	554,879		
	QS / PM	0.50%	46,240		
	Planning Consultants	1.00%	92,480		
	Other Professional	2.50%	231,200	935,298	
CONSTRUCTION					
	Build Cost - BCIS Based	1,318	8,282,794		
	s106 / CIL		708,118		
	Contingency	2.50%	207,070		
	Abnormals		50,000	9,247,982	
FINANCE					
	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES					
	Agents	3.0%	628,483		
	Legals	0.5%	104,747		
	Misc.		25,000	758,231	**15,398,009**

Developers Profit			
	% of costs (before interest)	0.00%	**0**
	% of GDV	20.00%	**4,189,890**

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	71		
No dwgs unde	21	385	8,085
No dwgs over	21	115	2,415
		Total	10,500

Stamp duty calc - Residual		
Land payment		4,140,374
	Total	196,519

Stamp duty calc - Add Profit		
Land payment		1,065,900
	Total	42,795

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**177,500**

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	**708,118**

Build Cost	**/m2**	
BCIS	1,085	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,318	

RESIDUAL CASH FLOW FOR INTEREST

	Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4	Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	3	5	5	5	5	5	5	5	5	5	5	5	5	5	1						
Market Housing				0	0	0	485,777	728,665	1,214,442	1,214,442	1,214,442	1,214,442	1,214,442	1,214,442	1,214,442	1,214,442	1,214,442	1,214,442	1,214,442	1,214,442	1,214,442	242,888	0	0
Shared Ownership				0	0	0	33,273	49,910	83,184	83,184	83,184	83,184	83,184	83,184	83,184	83,184	83,184	83,184	83,184	83,184	83,184	16,637	0	0
Affordable Rent				0	0	0	71,075	106,613	177,688	177,688	177,688	177,688	177,688	177,688	177,688	177,688	177,688	177,688	177,688	177,688	177,688	35,538	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**590,125**	**885,188**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**295,063**	**0**	**0**
EXPENDITURE																								
Stamp Duty	196,519																							
Easements etc.	0																							
Legals Acquisition	62,106																							
Planning Fee	10,500																							
Architects	277,439		277,439																					
QS	23,120		23,120																					
Planning Consultants	46,240		46,240																					
Other Professional	115,600		115,600																					
Build Cost - BCIS Base		0	77,773	194,432	388,864	505,523	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	427,750	233,318	38,886	0	0	0	0
s106/CIL			708,118																					
Contingency		0	1,944	4,861	9,722	12,638	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	10,694	5,833	972	0	0	0	0
Abnormals		0	469	1,174	2,347	3,052	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	2,582	1,408	235	0	0	0	0
Finance Fees	50,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	17,704	26,556	44,259	44,259	44,259	44,259	44,259	44,259	44,259	44,259	44,259	44,259	44,259	44,259	44,259	8,852	0	0
Legals	0	0	0	0	0	0	2,951	4,426	7,377	7,377	7,377	7,377	7,377	7,377	7,377	7,377	7,377	7,377	7,377	7,377	7,377	1,475	0	0
Misc.			25,000																					
COSTS BEFORE LAND INT AND P	**789,023**	**0**	**1,275,703**	**200,466**	**400,933**	**521,212**	**622,053**	**632,380**	**653,035**	**653,035**	**653,035**	**653,035**	**653,035**	**653,035**	**653,035**	**653,035**	**653,035**	**492,662**	**292,196**	**91,729**	**51,636**	**10,327**	**0**	**0**
For Residual Valuation Land	4,140,374																							
Interest		73,941	75,050	95,311	99,748	107,258	116,685	118,915	116,906	106,326	95,586	84,686	73,622	62,392	50,994	39,425	27,682	15,763	1,259	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								4,189,890
Cash Flow	-4,929,398	-73,941	-1,350,753	-295,778	-500,681	-628,471	-148,613	133,893	705,372	715,953	726,692	737,593	748,656	759,886	771,285	782,854	794,597	966,889	1,181,858	1,383,584	1,423,677	284,735	0	-4,189,890
Opening Balance	0																							
Closing Balance	-4,929,398	-5,003,339	-6,354,092	-6,649,870	-7,150,550	-7,779,021	-7,927,634	-7,793,741	-7,088,369	-6,372,416	-5,645,724	-4,908,132	-4,159,475	-3,399,589	-2,628,304	-1,845,451	-1,050,854	-83,965	1,097,893	2,481,477	3,905,154	4,189,890	4,189,890	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4	Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**590,125**	**885,188**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**1,475,313**	**295,063**	**0**	**0**
EXPENDITURE																								
Land	1,065,900																							
Stamp Duty	42,795	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	15,989	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	10,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	277,439	0	277,439	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	23,120	0	23,120	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	46,240	0	46,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	115,600	0	115,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	77,773	194,432	388,864	505,523	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	427,750	233,318	38,886	0	0	0	0
POTENTIAL CIL			776,152				776,152				776,152				776,152				776,152					
Post CIL s106					19,947	29,920	49,867	49,867	49,867	49,867	49,867	49,867	49,867	49,867	49,867	49,867	49,867	49,867	49,867	9,973	0	0	0	0
Contingency	0	0	1,944	4,861	9,722	12,638	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	10,694	5,833	972	0	0	0	0
Abnormals	0	0	469	1,174	2,347	3,052	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	2,582	1,408	235	0	0	0	0
Finance Fees	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	17,704	26,556	44,259	44,259	44,259	44,259	44,259	44,259	44,259	44,259	44,259	44,259	44,259	44,259	44,259	8,852	0	0
Legals	0	0	0	0	0	0	2,951	4,426	7,377	7,377	7,377	7,377	7,377	7,377	7,377	7,377	7,377	7,377	7,377	7,377	7,377	1,475	0	0
Misc.	0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P	**1,655,083**	**0**	**1,343,737**	**200,466**	**420,880**	**551,133**	**1,448,073**	**682,248**	**702,902**	**702,902**	**1,479,054**	**702,902**	**702,902**	**702,902**	**1,479,054**	**702,902**	**702,902**	**542,529**	**1,118,215**	**101,703**	**51,636**	**10,327**	**0**	**0**
For CIL calculation																								
Interest		24,826	25,199	45,733	49,426	56,480	65,594	79,448	77,595	67,173	56,594	57,499	46,776	35,891	24,843	25,272	14,065	2,690	0	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								4,189,890
Cash Flow	-1,655,083	-24,826	-1,368,936	-246,199	-470,305	-607,613	-923,542	123,492	694,816	705,238	-60,335	714,912	725,635	736,520	-28,584	747,139	758,346	930,094	357,098	1,373,611	1,423,677	284,735	0	-4,189,890
Opening Balance	0																							
Closing Balance	-1,655,083	-1,679,909	-3,048,845	-3,295,044	-3,765,349	-4,372,962	-5,296,504	-5,173,011	-4,478,196	-3,772,958	-3,833,293	-3,118,381	-2,392,746	-1,656,226	-1,684,811	-937,672	-179,326	750,768	1,107,866	2,481,477	3,905,154	4,189,890	4,189,890	0

SITE NAME	Site 8

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		78		£/m2	£	m2
Market Housing	96.3	65%	51		3,900	19,037,960	4,882
Shared Ownership	75.3	9%	7		2,535	1,302,403	514
Affordable Rent	75.3	26%	20		1,805	2,782,056	1,541
Social Rent	75.3	0%	0		3,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	2.25 ha		35	/ha		**23,122,419**	**6,937**
SITE AREA - Gross	3.12 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		3,450,308	1,533,470	1,105,868
Alternative Use Value		234,000		75,000
Uplift	20%	46,800		15,000
Plus /ha	350,000	1,092,000		350,000
Viability Threshold		1,372,800		440,000

		£/m2
Additional Profit	2,680,222	549

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	44,235		3,450,308	
	Stamp Duty		162,015		
	Easements etc.		0		
	Legals Acquisition	1.50%	51,755	213,770	
PLANNING					
	Planning Fee		14,000		
	Architects	6.00%	685,914		
	QS / PM	0.50%	57,159		
	Planning Consultants	1.00%	114,319		
	Other Professional	2.50%	285,797	1,157,189	
CONSTRUCTION					
	Build Cost - BCIS Based	1,316	9,131,401		
	s106 / CIL		780,783		
	Contingency	5.00%	456,570		
	Abnormals		1,063,140	11,431,895	
FINANCE					
	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES					
	Agents	3.0%	693,673		
	Legals	0.5%	115,612		
	Misc.		25,000	834,285	**17,144,947**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	4,624,484

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	78		
No dwgs unde	28	385	10,780
No dwgs over	28	115	3,220
		Total	14,000

Stamp duty calc - Residual	
Land payment	3,450,308
Total	162,015

Stamp duty calc - Add Profit	
Land payment	1,372,800
Total	58,140

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**195,000**

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	**780,783**

Build Cost	/m2	
BCIS	1,083	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,316	

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	3	5	5	5	5	5	5	5	5	5	5	5	5	5	5	3					
Market Housing				0	0	0	488,153	732,229	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	1,220,382	732,229	0
Shared Ownership				0	0	0	33,395	50,092	83,487	83,487	83,487	83,487	83,487	83,487	83,487	83,487	83,487	83,487	83,487	83,487	83,487	83,487	50,092	0
Affordable Rent				0	0	0	71,335	107,002	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	107,002	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**592,883**	**889,324**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**889,324**	**0**
EXPENDITURE																								
Stamp Duty	162,015																							
Easements etc.	0																							
Legals Acquisition	51,755																							
Planning Fee	14,000																							
Architects	342,957		342,957																					
QS	28,580		28,580																					
Planning Consultants	57,159		57,159																					
Other Professional	142,899		142,899																					
Build Cost - BCIS Base		0	78,046	195,115	390,231	507,300	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	507,300	312,185	117,069	0	0	0
s106/CIL			780,783																					
Contingency		0	3,902	9,756	19,512	25,365	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	25,365	15,609	5,853	0	0	0
Abnormals		0	9,087	22,717	45,433	59,063	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	59,063	36,347	13,630	0	0	0
Finance Fees	50,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	17,786	26,680	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	26,680	0
Legals	0	0	0	0	0	0	2,964	4,447	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	4,447	0
Misc.			25,000																					
COSTS BEFORE LAND INT AND F	**856,865**	**0**	**1,468,413**	**227,588**	**455,176**	**591,728**	**703,514**	**713,890**	**734,641**	**734,641**	**734,641**	**734,641**	**734,641**	**734,641**	**734,641**	**734,641**	**734,641**	**734,641**	**643,606**	**416,018**	**188,430**	**51,877**	**31,126**	**0**
For Residual Valuati Land	3,450,308																							
Interest		64,608	65,577	88,587	93,329	101,557	111,956	115,295	114,393	104,895	95,255	85,470	75,539	65,459	55,227	44,842	34,301	23,602	12,743	355	0	0	0	0
Profit on Costs																								0
Profit on GDV																								4,624,484
Cash Flow	-4,307,173	-64,608	-1,533,990	-316,174	-548,505	-693,285	-222,588	60,139	633,173	642,670	652,310	662,095	672,027	682,107	692,339	702,724	713,264	723,963	825,858	1,065,834	1,293,776	1,430,329	858,197	-4,624,484
Opening Balar	0																							
Closing Balan	-4,307,173	-4,371,780	-5,905,770	-6,221,945	-6,770,449	-7,463,735	-7,686,323	-7,626,183	-6,993,011	-6,350,340	-5,698,030	-5,035,935	-4,363,908	-3,681,801	-2,989,463	-2,286,739	-1,573,474	-849,511	-23,653	1,042,181	2,335,957	3,766,286	4,624,484	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**592,883**	**889,324**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**1,482,206**	**889,324**	**0**
EXPENDITURE																								
Land	1,372,800																							
Stamp Duty	58,140	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	20,592	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	14,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	342,957	0	342,957	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	28,580	0	28,580	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	57,159	0	57,159	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	142,899	0	142,899	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	78,046	195,115	390,231	507,300	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	507,300	312,185	117,069	0	0	0
POTENTIAL CIL			536,044				536,044				536,044				536,044				536,044					
Post CIL s106					20,020	30,030	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	30,030	0	0	0
Contingency	0	0	3,902	9,756	19,512	25,365	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	25,365	15,609	5,853	0	0	0
Abnormals	0	0	9,087	22,717	45,433	59,063	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	59,063	36,347	13,630	0	0	0
Finance Fees	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	17,786	26,680	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	44,466	26,680	0
Legals	0	0	0	0	0	0	2,964	4,447	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	7,411	4,447	0
Misc.	0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	**2,094,627**	**0**	**1,223,674**	**227,588**	**475,196**	**621,759**	**1,289,609**	**763,940**	**784,691**	**784,691**	**1,320,735**	**784,691**	**784,691**	**784,691**	**1,320,735**	**784,691**	**784,691**	**784,691**	**1,229,700**	**466,068**	**218,460**	**51,877**	**31,126**	**0**
For CIL calculation																								
Interest		31,419	31,891	50,724	54,899	62,850	73,119	84,667	84,056	74,854	65,515	64,075	54,574	44,929	35,141	33,246	23,282	13,168	2,903	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								4,624,484
Cash Flow	-2,094,627	-31,419	-1,255,565	-278,312	-530,095	-684,609	-769,846	40,717	613,459	622,661	95,956	633,440	642,942	652,586	126,330	664,270	674,234	684,347	249,603	1,016,138	1,263,746	1,430,329	858,197	-4,624,484
Opening Balar	0																							
Closing Balan	-2,094,627	-2,126,046	-3,381,611	-3,659,923	-4,190,018	-4,874,626	-5,644,472	-5,603,756	-4,990,297	-4,367,636	-4,271,679	-3,638,239	-2,995,297	-2,342,711	-2,216,381	-1,552,111	-877,878	-193,531	56,073	1,072,211	2,335,957	3,766,286	4,624,484	0

SITE NAME Site 9

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		42		£/m2	£	m2
Market Housing	96.7	65%	27		3,400	8,974,980	2,640
Shared Ownership	75.8	9%	4		2,210	615,832	279
Affordable Rent	75.8	26%	11		1,216	1,016,540	836
Social Rent	75.8	0%	0		2,720	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	1.20 ha		35	/ha		**10,607,352**	**3,754**
SITE AREA - Gross	1.41 ha		30	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		1,652,908	1,377,423	1,172,275
Alternative Use Value		70,500		50,000
Uplift	20%	14,100		10,000
Plus /ha	350,000	493,500		350,000
Viability Threshold		**578,100**		**410,000**

		£/m2
Additional Profit	1,285,505	487

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	39,355		1,652,908	
	Stamp Duty		72,145		
	Easements etc.		0		
	Legals Acquisition	1.50%	24,794	96,939	
PLANNING					
	Planning Fee		16,170		
	Architects	6.00%	311,236		
	QS / PM	0.50%	25,936		
	Planning Consultants	1.00%	51,873		
	Other Professional	2.50%	129,682	534,897	
CONSTRUCTION					
	Build Cost - BCIS Based	1,262	4,739,409		
	s106 / CIL		329,375		
	Contingency	2.50%	118,485		
	Abnormals		0	5,187,269	
FINANCE					
	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES					
	Agents	3.0%	318,221		
	Legals	0.5%	53,037		
	Misc.		25,000	396,257	**7,925,770**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	2,121,470

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	42		
No dwgs unde	42	385	16,170
No dwgs over	0	115	0
		Total	16,170

Stamp duty calc - Residual	
Land payment	1,652,908
Total	72,145

Stamp duty calc - Add Profit	
Land payment	578,100
Total	18,405

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**105,000**

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	**329,375**

Build Cost	/m2	
BCIS	1,084	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	163	15%
	1,262	

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started				2	4	4	4	4	4	4	4	4	4	4											
Market Housing					0	0	0	427,380	854,760	854,760	854,760	854,760	854,760	854,760	854,760	854,760	854,760	854,760	0	0	0	0	0	0	0
Shared Ownership					0	0	0	29,325	58,651	58,651	58,651	58,651	58,651	58,651	58,651	58,651	58,651	58,651	0	0	0	0	0	0	0
Affordable Rent					0	0	0	48,407	96,813	96,813	96,813	96,813	96,813	96,813	96,813	96,813	96,813	96,813	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**505,112**	**1,010,224**	**1,010,224**	**1,010,224**	**1,010,224**	**1,010,224**	**1,010,224**	**1,010,224**	**1,010,224**	**1,010,224**	**1,010,224**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		72,145																							
Easements etc.		0																							
Legals Acquisition		24,794																							
Planning Fee		16,170																							
Architects		155,618		155,618																					
QS		12,968		12,968																					
Planning Consultants		25,936		25,936																					
Other Professional		64,841		64,841																					
Build Cost - BCIS Base			0	75,229	225,686	376,144	451,372	451,372	451,372	451,372	451,372	451,372	451,372	451,372	300,915	150,457	0	0	0	0	0	0	0	0	0
s106/CIL				329,375																					
Contingency			0	1,881	5,642	9,404	11,284	11,284	11,284	11,284	11,284	11,284	11,284	11,284	7,523	3,761	0	0	0	0	0	0	0	0	0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		50,000																							
Legal and Valuation		7,500																							
Agents		0	0	0	0	0	0	15,153	30,307	30,307	30,307	30,307	30,307	30,307	30,307	30,307	30,307	30,307	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	2,526	5,051	5,051	5,051	5,051	5,051	5,051	5,051	5,051	5,051	5,051	0	0	0	0	0	0	0
Misc.				25,000																					
COSTS BEFORE LAND INT AND P		**429,972**	**0**	**690,847**	**231,328**	**385,547**	**462,657**	**480,336**	**498,014**	**498,014**	**498,014**	**498,014**	**498,014**	**498,014**	**343,796**	**189,577**	**35,358**	**35,358**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuati	Land	**1,652,908**																							
	Interest		31,243	31,712	42,550	46,658	53,142	60,878	61,420	54,658	47,795	40,829	33,758	26,581	19,297	9,590	0	0	0	0	0	0	0	0	0
	Profit on Costs																								0
	Profit on GDV																								2,121,470
	Cash Flow	-2,082,880	-31,243	-722,559	-273,879	-432,206	-515,798	-36,102	450,790	457,551	464,415	471,381	478,452	485,628	647,132	811,057	974,866	974,866	0	0	0	0	0	0	-2,121,470
	Opening Bala	0																							
	Closing Balan	-2,082,880	-2,114,124	-2,836,683	-3,110,561	-3,542,767	-4,058,565	-4,094,667	-3,643,878	-3,186,326	-2,721,912	-2,250,531	-1,772,079	-1,286,451	-639,319	171,738	1,146,604	2,121,470	2,121,470	2,121,470	2,121,470	2,121,470	2,121,470	2,121,470	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above																								
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**505,112**	**1,010,224**	**1,010,224**	**1,010,224**	**1,010,224**	**1,010,224**	**1,010,224**	**1,010,224**	**1,010,224**	**1,010,224**	**1,010,224**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Land		578,100																							
Stamp Duty		18,405	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		8,672	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		16,170	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		155,618	0	155,618	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		12,968	0	12,968	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		25,936	0	25,936	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		64,841	0	64,841	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	75,229	225,686	376,144	451,372	451,372	451,372	451,372	451,372	451,372	451,372	451,372	300,915	150,457	0	0	0	0	0	0	0	0	0
POTENTIAL CIL				428,502				428,502				428,502													
Post CIL s106						15,685	31,369	31,369	31,369	31,369	31,369	31,369	31,369	31,369	31,369	31,369	0	0	0	0	0	0	0	0	0
Contingency		0	0	1,881	5,642	9,404	11,284	11,284	11,284	11,284	11,284	11,284	11,284	11,284	7,523	3,761	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	15,153	30,307	30,307	30,307	30,307	30,307	30,307	30,307	30,307	30,307	30,307	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	2,526	5,051	5,051	5,051	5,051	5,051	5,051	5,051	5,051	5,051	5,051	0	0	0	0	0	0	0
Misc.		0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P		**938,210**	**0**	**789,975**	**231,328**	**401,232**	**494,026**	**940,206**	**529,383**	**529,383**	**529,383**	**957,885**	**529,383**	**529,383**	**375,165**	**220,946**	**35,358**	**35,358**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																									
	Interest		14,073	14,284	26,348	30,213	36,685	44,646	51,842	45,407	38,875	32,246	31,944	25,211	18,376	9,126	0	0	0	0	0	0	0	0	0
	Profit on cost																								0
	Profit on GDV																								2,121,470
	Cash Flow	-938,210	-14,073	-804,259	-257,676	-431,445	-530,711	-479,740	428,999	435,434	441,965	20,093	448,896	455,630	616,683	780,152	974,866	974,866	0	0	0	0	0	0	-2,121,470
	Opening Bala	0																							
	Closing Balan	-938,210	-952,283	-1,756,542	-2,014,218	-2,445,663	-2,976,374	-3,456,114	-3,027,115	-2,591,681	-2,149,716	-2,129,623	-1,680,727	-1,225,097	-608,414	171,738	1,146,604	2,121,470	2,121,470	2,121,470	2,121,470	2,121,470	2,121,470	2,121,470	0

SITE NAME	Site 10

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		78		£/m2	£	m2
Market Housing	96.3	65%	51		3,400	16,597,196	4,882
Shared Ownership	75.3	9%	7		2,210	1,135,428	514
Affordable Rent	75.3	26%	20		1,216	1,874,227	1,541
Social Rent	75.3	0%	0		2,720	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	2.17 ha		36	/ha		**19,606,851**	**6,937**
SITE AREA - Gross	3.10 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**2,982,379**	**1,374,368**	**962,058**
Alternative Use Value		155,000		50,000
Uplift	20%	31,000		10,000
Plus /ha	350,000	1,085,000		350,000
Viability Threshold		**1,271,000**		**410,000**

		£/m2
Additional Profit	**2,207,513**	**452**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	38,236		2,982,379	
	Stamp Duty		138,619		
	Easements etc.		0		
	Legals Acquisition	1.50%	44,736	183,355	
PLANNING					
	Planning Fee		14,000		
	Architects	6.00%	575,067		
	QS / PM	0.50%	47,922		
	Planning Consultants	1.00%	95,844		
	Other Professional	2.50%	239,611	972,444	
CONSTRUCTION					
	Build Cost - BCIS Based	1,262	8,755,623		
	s106 / CIL		609,930		
	Contingency	2.50%	218,891		
	Abnormals		0	9,584,444	
FINANCE					
	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES					
	Agents	3.0%	588,206		
	Legals	0.5%	98,034		
	Misc.		25,000	711,240	**14,491,362**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	3,921,370

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	78		
No dwgs unde	28	385	10,780
No dwgs over	28	115	3,220
		Total	14,000

Stamp duty calc - Residual	
Land payment	2,982,379
Total	138,619

Stamp duty calc - Add Profit	
Land payment	1,271,000
Total	53,050

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**195,000**

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	**609,930**

Build Cost	/m2	
BCIS	1,083	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	163	15%
	1,262	

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	3	3	4	5	5	5	5	5	5	5	5	5	5	5	5	5	1				
Market Housing				0	0	0	425,569	638,354	638,354	851,138	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	212,785
Shared Ownership				0	0	0	29,114	43,670	43,670	58,227	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	14,557
Affordable Rent				0	0	0	48,057	72,086	72,086	96,114	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	24,029
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**502,740**	**754,110**	**754,110**	**1,005,480**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**251,370**
EXPENDITURE																								
Stamp Duty	138,619																							
Easements etc.	0																							
Legals Acquisition	44,736																							
Planning Fee	14,000																							
Architects	287,533		287,533																					
QS	23,961		23,961																					
Planning Consultants	47,922		47,922																					
Other Professional	119,806		119,806																					
Build Cost - BCIS Base		0	74,834	187,086	299,338	374,172	449,006	523,841	561,258	561,258	561,258	561,258	561,258	561,258	561,258	561,258	561,258	561,258	561,258	411,589	224,503	37,417	0	0
s106/CIL			609,930																					
Contingency		0	1,871	4,677	7,483	9,354	11,225	13,096	14,031	14,031	14,031	14,031	14,031	14,031	14,031	14,031	14,031	14,031	14,031	10,290	5,613	935	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	50,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	15,082	22,623	22,623	30,164	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	7,541
Legals	0	0	0	0	0	0	2,514	3,771	3,771	5,027	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	1,257
Misc.			25,000																					
COSTS BEFORE LAND INT AND P	**734,077**	**0**	**1,190,857**	**191,763**	**306,821**	**383,526**	**477,827**	**563,331**	**601,683**	**610,481**	**619,279**	**619,279**	**619,279**	**619,279**	**619,279**	**619,279**	**619,279**	**619,279**	**619,279**	**465,869**	**274,105**	**82,342**	**43,990**	**8,798**
For Residual Valuation Land	**2,982,379**																							
Interest		55,747	56,583	75,295	79,301	85,092	92,122	93,130	91,665	90,754	86,190	77,919	69,524	61,004	52,355	43,577	34,667	25,624	16,444	7,127	0	0	0	0
Profit on Costs																								0
Profit on GDV																								3,921,370
Cash Flow	-3,716,456	-55,747	-1,247,440	-267,058	-386,121	-468,619	-67,209	97,649	60,761	304,245	551,380	559,651	568,046	576,567	585,215	593,993	602,903	611,947	621,126	783,853	982,744	1,174,507	1,212,860	-3,678,798
Opening Balance	0																							
Closing Balance	-3,716,456	-3,772,203	-5,019,643	-5,286,701	-5,672,822	-6,141,441	-6,208,650	-6,111,001	-6,050,239	-5,745,994	-5,194,614	-4,634,963	-4,066,917	-3,490,350	-2,905,135	-2,311,142	-1,708,239	-1,096,292	-475,166	308,688	1,291,432	2,465,939	3,678,798	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**502,740**	**754,110**	**754,110**	**1,005,480**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**251,370**
EXPENDITURE																								
Land	1,271,000																							
Stamp Duty	53,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	19,065	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	14,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	287,533	0	287,533	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	23,961	0	23,961	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	47,922	0	47,922	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	119,806	0	119,806	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	74,834	187,086	299,338	374,172	449,006	523,841	561,258	561,258	561,258	561,258	561,258	561,258	561,258	561,258	561,258	561,258	561,258	411,589	224,503	37,417	0	0
POTENTIAL CIL			441,503				441,503				441,503				441,503				441,503					
Post CIL s106					15,639	23,459	23,459	31,278	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	7,820	0	0
Contingency	0	0	1,871	4,677	7,483	9,354	11,225	13,096	14,031	14,031	14,031	14,031	14,031	14,031	14,031	14,031	14,031	14,031	14,031	10,290	5,613	935	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	15,082	22,623	22,623	30,164	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	7,541
Legals	0	0	0	0	0	0	2,514	3,771	3,771	5,027	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	1,257
Misc.	0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P	**1,893,837**	**0**	**1,022,430**	**191,763**	**322,460**	**406,985**	**942,789**	**594,609**	**640,781**	**649,579**	**1,099,880**	**658,377**	**658,377**	**658,377**	**1,099,880**	**658,377**	**658,377**	**658,377**	**1,099,880**	**504,967**	**313,204**	**90,162**	**43,990**	**8,798**
For CIL calculation																								
Interest		28,408	28,834	44,603	48,148	53,707	60,618	68,128	66,757	66,058	61,711	60,282	52,209	44,015	35,698	33,879	25,410	16,814	8,090	5,856	0	0	0	0
Profit on cost																								0
Profit on GDV																								3,921,370
Cash Flow	-1,893,837	-28,408	-1,051,264	-236,366	-370,608	-460,692	-500,667	91,373	46,571	289,842	95,259	538,190	546,263	554,457	121,271	564,593	573,062	581,658	148,880	746,026	943,646	1,166,687	1,212,860	-3,678,798
Opening Balance	0																							
Closing Balance	-1,893,837	-1,922,245	-2,973,508	-3,209,874	-3,580,483	-4,041,175	-4,541,842	-4,450,469	-4,403,897	-4,114,055	-4,018,796	-3,480,606	-2,934,343	-2,379,886	-2,258,614	-1,694,021	-1,120,959	-539,301	-390,421	355,605	1,299,251	2,465,939	3,678,798	0

SITE NAME	Site 11

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		155		£/m2	£	m2
Market Housing	95.9	65%	101		3,400	32,859,017	9,664
Shared Ownership	75.0	9%	14		2,210	2,247,437	1,017
Affordable Rent	75.0	26%	41		1,216	3,709,797	3,051
Social Rent	75.0	0%	0		2,720	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	4.65 ha		33	/ha		**38,816,251**	**13,732**
SITE AREA - Gross	7.15 ha		22	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		5,225,893	1,123,848	730,894
Alternative Use Value		143,000		20,000
Uplift	20%	28,600		4,000
Plus /ha	350,000	2,502,500		350,000
Viability Threshold		**2,674,100**		**374,000**

		£/m2
Additional Profit	3,339,419	346

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	33,715		5,225,893	
	Stamp Duty		250,795		
	Easements etc.		0		
	Legals Acquisition	1.50%	78,388	329,183	
PLANNING					
	Planning Fee		52,500		
	Architects	6.00%	1,184,408		
	QS / PM	0.50%	98,701		
	Planning Consultants	1.00%	197,401		
	Other Professional	2.50%	493,503	2,026,514	
CONSTRUCTION					
	Build Cost - BCIS Based	1,317	18,079,181		
	s106 / CIL		1,208,975		
	Contingency	2.50%	451,980		
	Abnormals		0	19,740,136	
FINANCE					
	Fees		100,000		
	Interest	6.00%			
	Legal and Valuation		7,500	107,500	
SALES					
	Agents	3.0%	1,164,488		
	Legals	0.5%	194,081		
	Misc.		25,000	1,383,569	**28,812,795**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	7,763,250

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	155		
No dwgs unde	105	385	40,425
No dwgs over	105	115	12,075
		Total	52,500

Stamp duty calc - Residual		
Land payment		5,225,893
	Total	250,795

Stamp duty calc - Add Profit		
Land payment		2,674,100
	Total	123,205

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**387,500**

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	**1,208,975**

Build Cost	/m2	
BCIS	1,084	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,317	

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started				2	4	9	10	10	10	10	10	10	10	10	10	10	10	10	10	10					
Market Housing					0	0	0	423,987	847,975	1,907,943	2,119,937	2,119,937	2,119,937	2,119,937	2,119,937	2,119,937	2,119,937	2,119,937	2,119,937	2,119,937	2,119,937	2,119,937	2,119,937	2,119,937	0
Shared Ownership					0	0	0	28,999	57,998	130,496	144,996	144,996	144,996	144,996	144,996	144,996	144,996	144,996	144,996	144,996	144,996	144,996	144,996	144,996	0
Affordable Rent					0	0	0	47,868	95,737	215,408	239,342	239,342	239,342	239,342	239,342	239,342	239,342	239,342	239,342	239,342	239,342	239,342	239,342	239,342	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**500,855**	**1,001,710**	**2,253,847**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**0**
EXPENDITURE																									
Stamp Duty		250,795																							
Easements etc.		0																							
Legals Acquisition		78,388																							
Planning Fee		52,500																							
Architects		592,204		592,204																					
QS		49,350		49,350																					
Planning Consultants		98,701		98,701																					
Other Professional		246,752		246,752																					
Build Cost - BCIS Base			0	77,760	233,280	583,199	894,239	1,127,519	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	777,599	388,800	0	0	0
s106/CIL				1,208,975																					
Contingency			0	1,944	5,832	14,580	22,356	28,188	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	19,440	9,720	0	0	0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		100,000																							
Legal and Valuation		7,500																							
Agents		0	0	0	0	0	0	15,026	30,051	67,615	75,128	75,128	75,128	75,128	75,128	75,128	75,128	75,128	75,128	75,128	75,128	75,128	75,128	75,128	0
Legals		0	0	0	0	0	0	2,504	5,009	11,269	12,521	12,521	12,521	12,521	12,521	12,521	12,521	12,521	12,521	12,521	12,521	12,521	12,521	12,521	0
Misc.				25,000																					
COSTS BEFORE LAND INT AND F		**1,476,190**	**0**	**2,300,686**	**239,112**	**597,779**	**916,595**	**1,173,237**	**1,230,619**	**1,274,443**	**1,283,208**	**1,283,208**	**1,283,208**	**1,283,208**	**1,283,208**	**1,283,208**	**1,283,208**	**1,283,208**	**1,283,208**	**1,283,208**	**884,689**	**486,169**	**87,650**	**87,650**	**0**
For Residual Valuatio	Land	5,225,893																							
	Interest		100,531	102,039	138,080	143,738	154,861	170,933	183,582	189,770	177,925	162,278	146,396	130,276	113,914	97,307	80,451	63,341	45,976	28,349	10,458	0	0	0	0
	Profit on Costs																								0
	Profit on GDV																								7,763,250
	Cash Flow	-6,702,083	-100,531	-2,402,725	-377,192	-741,517	-1,071,456	-843,314	-412,491	789,634	1,043,141	1,058,788	1,074,670	1,090,790	1,107,152	1,123,759	1,140,615	1,157,724	1,175,090	1,192,717	1,609,127	2,018,105	2,416,625	2,416,625	-7,763,250
	Opening Bala	0																							
	Closing Balan	-6,702,083	-6,802,614	-9,205,340	-9,582,531	-10,324,049	-11,395,504	-12,238,819	-12,651,310	-11,861,676	-10,818,536	-9,759,748	-8,685,078	-7,594,288	-6,487,137	-5,363,378	-4,222,763	-3,065,038	-1,889,948	-697,231	911,896	2,930,001	5,346,626	7,763,250	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above																								
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**500,855**	**1,001,710**	**2,253,847**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**2,504,274**	**0**
EXPENDITURE																									
Land		2,674,100																							
Stamp Duty		123,205	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		40,112	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		52,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		592,204	0	592,204	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		49,350	0	49,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		98,701	0	98,701	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		246,752	0	246,752	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	77,760	233,280	583,199	894,239	1,127,519	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	777,599	388,800	0	0	0
POTENTIAL CIL				667,884				667,884				667,884				667,884				667,884					
Post CIL s106						15,600	31,199	70,199	77,998	77,998	77,998	77,998	77,998	77,998	77,998	77,998	77,998	77,998	77,998	77,998	77,998	77,998	0	0	0
Contingency		0	0	1,944	5,832	14,580	22,356	28,188	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	19,440	9,720	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		100,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	15,026	30,051	67,615	75,128	75,128	75,128	75,128	75,128	75,128	75,128	75,128	75,128	75,128	75,128	75,128	75,128	75,128	0
Legals		0	0	0	0	0	0	2,504	5,009	11,269	12,521	12,521	12,521	12,521	12,521	12,521	12,521	12,521	12,521	12,521	12,521	12,521	12,521	12,521	0
Misc.		0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F		**3,984,423**	**0**	**1,759,594**	**239,112**	**613,379**	**947,794**	**1,911,319**	**1,308,617**	**1,352,442**	**1,361,207**	**2,029,091**	**1,361,207**	**1,361,207**	**1,361,207**	**2,029,091**	**1,361,207**	**1,361,207**	**1,361,207**	**2,029,091**	**962,687**	**564,168**	**87,650**	**87,650**	**0**
For CIL calculation																									
	Interest		59,766	60,663	87,967	92,873	103,467	119,236	142,181	148,917	137,630	122,549	117,259	101,872	86,254	70,402	64,330	48,149	31,725	15,055	8,153	0	0	0	0
	Profit on cost																								0
	Profit on GDV																								7,763,250
	Cash Flow	-3,984,423	-59,766	-1,820,257	-327,078	-706,252	-1,051,261	-1,529,700	-449,088	752,488	1,005,437	352,635	1,025,808	1,041,196	1,056,814	404,782	1,078,737	1,094,919	1,111,342	460,129	1,533,434	1,940,107	2,416,625	2,416,625	-7,763,250
	Opening Bala	0																							
	Closing Balan	-3,984,423	-4,044,190	-5,864,447	-6,191,525	-6,897,777	-7,949,038	-9,478,738	-9,927,827	-9,175,339	-8,169,902	-7,817,266	-6,791,458	-5,750,262	-4,693,449	-4,288,667	-3,209,929	-2,115,011	-1,003,668	-543,540	989,894	2,930,001	5,346,626	7,763,250	0

SITE NAME	Site 12

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		181		£/m2	£	m2
Market Housing	96.0	65%	118		3,400	38,399,142	11,294
Shared Ownership	75.3	9%	16		2,210	2,633,984	1,192
Affordable Rent	75.3	26%	48		1,216	4,347,861	3,576
Social Rent	75.3	0%	0		2,720	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	5.06 ha		36	/ha		45,380,986	16,061
SITE AREA - Gross	7.23 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		5,999,692	1,185,710	829,833
Alternative Use Value		144,600		20,000
Uplift	20%	28,920		4,000
Plus /ha	350,000	2,530,500		350,000
Viability Threshold		2,704,020		374,000

		£/m2
Additional Profit	4,303,795	381

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	33,147		5,999,692	
	Stamp Duty		289,485		
	Easements etc.		0		
	Legals Acquisition	1.50%	89,995	379,480	
PLANNING					
	Planning Fee		65,500		
	Architects	6.00%	1,385,761		
	QS / PM	0.50%	115,480		
	Planning Consultants	1.00%	230,960		
	Other Professional	2.50%	577,400	2,375,101	
CONSTRUCTION					
	Build Cost - BCIS Based	1,317	21,154,663		
	s106 / CIL		1,412,479		
	Contingency	2.50%	528,867		
	Abnormals		0	23,096,008	
FINANCE					
	Fees		100,000		
	Interest	6.00%			
	Legal and Valuation		7,500	107,500	
SALES					
	Agents	3.0%	1,361,430		
	Legals	0.5%	226,905		
	Misc.		25,000	1,613,335	**33,571,115**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	9,076,197

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	181		
No dwgs unde	131	385	50,435
No dwgs over	131	115	15,065
		Total	65,500

Stamp duty calc - Residual	
Land payment	5,999,692
Total	289,485

Stamp duty calc - Add Profit	
Land payment	2,704,020
Total	124,701

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**452,500**

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	**1,412,479**

Build Cost	/m2	
BCIS	1,084	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,317	

RESIDUAL CASH FLOW FOR INTEREST		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started				2	4	6	8	10	12	12	12	12	12	12	12	12	12	12	12	12	7				
Market Housing					0	0	0	424,300	848,600	1,272,900	1,697,200	2,121,500	2,545,799	2,545,799	2,545,799	2,545,799	2,545,799	2,545,799	2,545,799	2,545,799	2,545,799	2,545,799	2,545,799	2,545,799	1,485,050
Shared Ownership					0	0	0	29,105	58,210	87,314	116,419	145,524	174,629	174,629	174,629	174,629	174,629	174,629	174,629	174,629	174,629	174,629	174,629	174,629	101,867
Affordable Rent					0	0	0	48,043	96,085	144,128	192,171	240,213	288,256	288,256	288,256	288,256	288,256	288,256	288,256	288,256	288,256	288,256	288,256	288,256	168,149
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	501,447	1,002,895	1,504,342	2,005,789	2,507,237	3,008,684	3,008,684	3,008,684	3,008,684	3,008,684	3,008,684	3,008,684	3,008,684	3,008,684	3,008,684	3,008,684	3,008,684	1,755,066
EXPENDITURE																									
Stamp Duty		289,485																							
Easements etc.		0																							
Legals Acquisition		89,995																							
Planning Fee		65,500																							
Architects		692,880		692,880																					
QS		57,740		57,740																					
Planning Consultants		115,480		115,480																					
Other Professional		288,700		288,700																					
Build Cost - BCIS Base			0	77,918	233,753	467,506	701,260	935,013	1,168,766	1,324,601	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,207,725	740,218	272,712	0	0
s106/CIL				1,412,479																					
Contingency			0	1,948	5,844	11,688	17,531	23,375	29,219	33,115	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	30,193	18,505	6,818	0	0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		100,000																							
Legal and Valuation		7,500																							
Agents		0	0	0	0	0	0	15,043	30,087	45,130	60,174	75,217	90,261	90,261	90,261	90,261	90,261	90,261	90,261	90,261	90,261	90,261	90,261	90,261	52,652
Legals		0	0	0	0	0	0	2,507	5,014	7,522	10,029	12,536	15,043	15,043	15,043	15,043	15,043	15,043	15,043	15,043	15,043	15,043	15,043	15,043	8,775
Misc.				25,000																					
COSTS BEFORE LAND INT AND F		1,707,280	0	2,672,145	239,597	479,194	718,791	975,939	1,233,086	1,410,368	1,507,785	1,525,335	1,542,886	1,542,886	1,542,886	1,542,886	1,542,886	1,542,886	1,542,886	1,542,886	1,343,222	864,028	384,834	105,304	61,427
For Residual Valuatio	Land	5,999,692																							
	Interest		115,605	117,339	159,181	165,163	174,828	188,232	198,173	204,599	206,258	201,882	190,181	171,047	151,626	131,913	111,905	91,597	70,984	50,061	28,825	4,276	0	0	0
	Profit on Costs																								0
	Profit on GDV																								9,076,197
	Cash Flow	-7,706,972	-115,605	-2,789,483	-398,778	-644,357	-893,619	-662,724	-428,365	-110,625	291,747	780,020	1,275,617	1,294,751	1,314,172	1,333,885	1,353,893	1,374,201	1,394,815	1,415,737	1,636,637	2,140,381	2,623,850	2,903,380	-7,382,559
	Opening Balan	0																							
	Closing Balan	-7,706,972	-7,822,577	-10,612,060	-11,010,838	-11,655,194	-12,548,813	-13,211,537	-13,639,902	-13,750,527	-13,458,780	-12,678,760	-11,403,143	-10,108,392	-8,794,220	-7,460,335	-6,106,442	-4,732,241	-3,337,426	-1,921,689	-285,052	1,855,328	4,479,179	7,382,559	0

CASH FLOW FOR CIL ADDITIONAL PROFIT		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above																								
INCOME		0	0	0	0	0	0	501,447	1,002,895	1,504,342	2,005,789	2,507,237	3,008,684	3,008,684	3,008,684	3,008,684	3,008,684	3,008,684	3,008,684	3,008,684	3,008,684	3,008,684	3,008,684	3,008,684	1,755,066
EXPENDITURE																									
Land		2,704,020																							
Stamp Duty		124,701	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		40,560	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		65,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		692,880	0	692,880	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		57,740	0	57,740	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		115,480	0	115,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		288,700	0	288,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	77,918	233,753	467,506	701,260	935,013	1,168,766	1,324,601	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,207,725	740,218	272,712	0	0
POTENTIAL CIL				860,759				860,759				860,759				860,759				860,759					
Post CIL s106						15,607	31,215	46,822	62,430	78,037	93,645	93,645	93,645	93,645	93,645	93,645	93,645	93,645	93,645	93,645	93,645	93,645	54,626	0	0
Contingency		0	0	1,948	5,844	11,688	17,531	23,375	29,219	33,115	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	30,193	18,505	6,818	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		100,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	15,043	30,087	45,130	60,174	75,217	90,261	90,261	90,261	90,261	90,261	90,261	90,261	90,261	90,261	90,261	90,261	90,261	52,652
Legals		0	0	0	0	0	0	2,507	5,014	7,522	10,029	12,536	15,043	15,043	15,043	15,043	15,043	15,043	15,043	15,043	15,043	15,043	15,043	15,043	8,775
Misc.		0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F		4,197,082	0	2,120,425	239,597	494,802	750,006	1,883,520	1,295,516	1,488,406	1,601,430	2,479,739	1,636,531	1,636,531	1,636,531	2,497,290	1,636,531	1,636,531	1,636,531	2,497,290	1,436,867	957,673	439,460	105,304	61,427
For CIL calculation																									
	Interest		62,956	63,901	96,665	101,709	110,657	123,567	146,152	152,733	154,785	151,042	152,895	134,606	116,043	97,201	90,988	71,771	52,265	32,467	25,283	2,085	0	0	0
	Profit on cost																								0
	Profit on GDV																								9,076,197
	Cash Flow	-4,197,082	-62,956	-2,184,326	-336,262	-596,511	-860,663	-1,505,640	-438,773	-136,797	249,575	-123,544	1,219,258	1,237,547	1,256,111	414,193	1,281,165	1,300,383	1,319,888	478,928	1,546,535	2,048,927	2,569,224	2,903,380	-7,382,559
	Opening Balan	0																							
	Closing Balan	-4,197,082	-4,260,038	-6,444,364	-6,780,626	-7,377,137	-8,237,800	-9,743,440	-10,182,213	-10,319,010	-10,069,436	-10,192,980	-8,973,722	-7,736,174	-6,480,064	-6,065,871	-4,784,705	-3,484,323	-2,164,435	-1,685,507	-138,972	1,909,954	4,479,179	7,382,559	0

SITE NAME	Site 13

INCOME	Av Size		%	Number		Price	GDV	GIA
	m2			308		£/m2	£	m2
Market Housing	95.9		65%	200		3,400	65,282,731	19,201
Shared Ownership	75.2		9%	27		2,210	4,481,513	2,028
Affordable Rent	75.2		26%	81		1,216	7,397,539	6,084
Social Rent	75.2		0%	0		2,720	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	8.60	ha		36	/ha		**77,161,783**	**27,312**
SITE AREA - Gross	12.31	ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		10,371,927	1,206,038	842,561
Alternative Use Value		246,200		20,000
Uplift	20%	49,240		4,000
Plus /ha	350,000	4,308,500		350,000
Viability Threshold		4,603,940		374,000
			£/m2	
Additional Profit		7,492,658	390	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	33,675		10,371,927	
	Stamp Duty		508,096		
	Easements etc.		0		
	Legals Acquisition	1.50%	155,579	663,675	
PLANNING					
	Planning Fee		129,000		
	Architects	6.00%	2,356,095		
	QS / PM	0.50%	196,341		
	Planning Consultants	1.00%	392,683		
	Other Professional	2.50%	981,706	4,055,825	
CONSTRUCTION					
	Build Cost - BCIS Based	1,317	35,967,008		
	s106 / CIL		2,402,068		
	Contingency	2.50%	899,175		
	Abnormals		0	39,268,251	
FINANCE					
	Fees		200,000		
	Interest	6.00%			
	Legal and Valuation		7,500	207,500	
SALES					
	Agents	3.0%	2,314,854		
	Legals	0.5%	385,809		
	Misc.		25,000	2,725,662	**57,292,841**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	15,432,357

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	308		
No dwgs unde	258	385	99,330
No dwgs over	258	115	29,670
		Total	129,000

Stamp duty calc - Residual	
Land payment	10,371,927
Total	508,096

Stamp duty calc - Add Profit	
Land payment	4,603,940
Total	219,697

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**770,000**

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	**2,402,068**

Build Cost	/m2	
BCIS	1,084	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,317	

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			5	10	15	20	20	20	20	20	20	20	20	20	20	20	20	20	18					
Market Housing				0	0	0	1,059,785	2,119,569	3,179,354	4,239,138	4,239,138	4,239,138	4,239,138	4,239,138	4,239,138	4,239,138	4,239,138	4,239,138	4,239,138	4,239,138	4,239,138	4,239,138	3,815,225	0
Shared Ownership				0	0	0	72,752	145,504	218,256	291,007	291,007	291,007	291,007	291,007	291,007	291,007	291,007	291,007	291,007	291,007	291,007	291,007	261,907	0
Affordable Rent				0	0	0	120,090	240,180	360,270	480,360	480,360	480,360	480,360	480,360	480,360	480,360	480,360	480,360	480,360	480,360	480,360	480,360	432,324	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,252,626**	**2,505,253**	**3,757,879**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**4,509,455**	**0**
EXPENDITURE																								
Stamp Duty	508,096																							
Easements etc.	0																							
Legals Acquisition	155,579																							
Planning Fee	129,000																							
Architects	1,178,048		1,178,048																					
QS	98,171		98,171																					
Planning Consultants	196,341		196,341																					
Other Professional	490,853		490,853																					
Build Cost - BCIS Base		0	194,627	583,880	1,167,760	1,751,640	2,140,893	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,257,669	1,479,163	700,656	0	0	0
s106/CIL			2,402,068																					
Contingency		0	4,866	14,597	29,194	43,791	53,522	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	56,442	36,979	17,516	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	200,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	37,579	75,158	112,736	150,315	150,315	150,315	150,315	150,315	150,315	150,315	150,315	150,315	150,315	150,315	150,315	150,315	135,284	0
Legals	0	0	0	0	0	0	6,263	12,526	18,789	25,053	25,053	25,053	25,053	25,053	25,053	25,053	25,053	25,053	25,053	25,053	25,053	25,053	22,547	0
Misc.			25,000																					
COSTS BEFORE LAND INT AND F	**2,963,588**	**0**	**4,589,973**	**598,477**	**1,196,954**	**1,795,431**	**2,238,258**	**2,481,592**	**2,525,434**	**2,569,276**	**2,569,276**	**2,569,276**	**2,569,276**	**2,569,276**	**2,569,276**	**2,569,276**	**2,569,276**	**2,569,276**	**2,489,479**	**1,691,509**	**893,540**	**175,368**	**157,831**	**0**
For Residual Valuati Land	10,371,927																							
Interest		200,033	203,033	274,928	288,029	310,304	341,890	361,803	366,875	353,892	322,581	290,802	258,545	225,805	192,574	158,844	124,608	89,859	54,588	17,592	0	0	0	0
Profit on Costs																								0
Profit on GDV																								15,432,357
Cash Flow	-13,335,515	-200,033	-4,793,006	-873,405	-1,484,983	-2,105,735	-1,327,521	-338,142	865,570	2,087,338	2,118,648	2,150,428	2,182,684	2,215,425	2,248,656	2,282,386	2,316,622	2,351,371	2,466,438	3,301,404	4,116,965	4,835,138	4,351,624	-15,432,357
Opening Balai	0																							
Closing Balan	-13,335,515	-13,535,548	-18,328,554	-19,201,959	-20,686,943	-22,792,678	-24,120,199	-24,458,341	-23,592,771	-21,505,433	-19,386,785	-17,236,357	-15,053,672	-12,838,248	-10,589,592	-8,307,206	-5,990,584	-3,639,213	-1,172,775	2,128,630	6,245,595	11,080,733	15,432,357	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,252,626**	**2,505,253**	**3,757,879**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**5,010,505**	**4,509,455**	**0**
EXPENDITURE																								
Land	4,603,940																							
Stamp Duty	219,697	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	69,059	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	129,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	1,178,048	0	1,178,048	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	98,171	0	98,171	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	196,341	0	196,341	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	490,853	0	490,853	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	194,627	583,880	1,167,760	1,751,640	2,140,893	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,257,669	1,479,163	700,656	0	0	0
POTENTIAL CIL			1,498,532				1,498,532				1,498,532				1,498,532				1,498,532					
Post CIL s106					38,995	77,989	116,984	155,978	155,978	155,978	155,978	155,978	155,978	155,978	155,978	155,978	155,978	155,978	155,978	155,978	140,381	0	0	0
Contingency	0	0	4,866	14,597	29,194	43,791	53,522	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	56,442	36,979	17,516	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	200,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	37,579	75,158	112,736	150,315	150,315	150,315	150,315	150,315	150,315	150,315	150,315	150,315	150,315	150,315	150,315	150,315	135,284	0
Legals	0	0	0	0	0	0	6,263	12,526	18,789	25,053	25,053	25,053	25,053	25,053	25,053	25,053	25,053	25,053	25,053	25,053	25,053	25,053	22,547	0
Misc.	0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	**7,192,609**	**0**	**3,686,436**	**598,477**	**1,235,949**	**1,873,420**	**3,853,773**	**2,637,570**	**2,681,412**	**2,725,254**	**4,223,786**	**2,725,254**	**2,725,254**	**2,725,254**	**4,223,786**	**2,725,254**	**2,725,254**	**2,725,254**	**4,143,989**	**1,847,488**	**1,033,921**	**175,368**	**157,831**	**0**
For CIL calculation																								
Interest		107,889	109,507	166,447	177,920	199,129	230,217	272,687	278,762	266,797	236,520	228,267	197,412	166,095	134,307	124,521	92,110	59,213	25,822	13,212	0	0	0	0
Profit on cost																								0
Profit on GDV																								15,432,357
Cash Flow	-7,192,609	-107,889	-3,795,944	-764,924	-1,413,869	-2,072,549	-2,831,363	-405,005	797,705	2,018,455	550,200	2,056,984	2,087,839	2,119,157	652,413	2,160,730	2,193,141	2,226,038	840,694	3,149,806	3,976,585	4,835,138	4,351,624	-15,432,357
Opening Balai	0																							
Closing Balan	-7,192,609	-7,300,498	-11,096,442	-11,861,365	-13,275,234	-15,347,783	-18,179,147	-18,584,151	-17,786,447	-15,767,992	-15,217,792	-13,160,808	-11,072,969	-8,953,812	-8,301,400	-6,140,669	-3,947,528	-1,721,490	-880,795	2,269,010	6,245,595	11,080,733	15,432,357	0

SITE NAME	Site 14

INCOME	Av Size m2	%	Number 76		Price £/m2	GDV £	GIA m2
Market Housing	96.3	65%	49		3,400	16,171,627	4,756
Shared Ownership	75.3	9%	7		2,210	1,106,315	501
Affordable Rent	75.3	26%	20		1,216	1,826,170	1,502
Social Rent	75.3	0%	0		2,720	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	1.78 ha		43	/ha		19,104,112	6,759
SITE AREA - Gross	2.10 ha		36	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	2,636,497	1,481,178	1,255,475
Alternative Use Value	105,000		50,000
Uplift 20%	21,000		10,000
Plus /ha 350,000	735,000		350,000
Viability Threshold	861,000		410,000

		£/m2
Additional Profit	2,210,942	465

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	34,691		2,636,497	
	Stamp Duty		121,325		
	Easements etc.		0		
	Legals Acquisition	1.50%	39,547	160,872	
PLANNING	Planning Fee		13,000		
	Architects	6.00%	582,541		
	QS / PM	0.50%	48,545		
	Planning Consultants	1.00%	97,090		
	Other Professional	2.50%	242,725	983,902	
CONSTRUCTION	Build Cost - BCIS Based	1,316	8,892,414		
	s106 / CIL		594,291		
	Contingency	2.50%	222,310		
	Abnormals		0	9,709,015	
FINANCE	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES	Agents	3.0%	573,123		
	Legals	0.5%	95,521		
	Misc.		25,000	693,644	14,241,429

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	3,820,822

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	76		
No dwgs unde	26	385	10,010
No dwgs over	26	115	2,990
		Total	13,000

Stamp duty calc - Residual		
Land payment		2,636,497
	Total	121,325

Stamp duty calc - Add Profit		
Land payment		861,000
	Total	32,550

Pre CIL s106	2,500	£/ Unit (all)	
		Total	190,000

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	594,291

Build Cost	/m2	
BCIS	1,083	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,316	

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	5	5	5	5	5	5	5	5	5	5	5	5	5	5	4						
Market Housing				0	0	0	425,569	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	851,138	0	0
Shared Ownership				0	0	0	29,114	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	58,227	0	0
Affordable Rent				0	0	0	48,057	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	96,114	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**502,740**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,005,480**	**0**	**0**
EXPENDITURE																								
Stamp Duty	121,325																							
Easements etc.	0																							
Legals Acquisition	39,547																							
Planning Fee	13,000																							
Architects	291,270		291,270																					
QS	24,273		24,273																					
Planning Consultants	48,545		48,545																					
Other Professional	121,363		121,363																					
Build Cost - BCIS Base		0	78,004	273,013	468,022	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	546,025	351,016	156,007	0	0	0	0
s106/CIL			594,291																					
Contingency		0	1,950	6,825	11,701	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	13,651	8,775	3,900	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	50,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	15,082	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	30,164	0	0
Legals	0	0	0	0	0	0	2,514	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	5,027	0	0
Misc.			25,000																					
COSTS BEFORE LAND INT AND P	**716,823**	**0**	**1,184,695**	**279,838**	**479,722**	**599,653**	**617,249**	**643,643**	**643,643**	**643,643**	**643,643**	**643,643**	**643,643**	**643,643**	**643,643**	**643,643**	**643,643**	**603,666**	**403,781**	**203,897**	**43,990**	**35,192**	**0**	**0**
For Residual Valuation Land	2,636,497																							
Interest		50,300	51,054	69,591	74,832	83,150	93,392	96,511	88,760	80,894	72,909	64,805	56,579	48,229	39,754	31,153	22,422	13,560	3,966	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								3,820,822
Cash Flow	-3,353,320	-50,300	-1,235,749	-349,429	-554,554	-682,803	-207,901	516,696	524,446	532,313	540,298	548,402	556,628	564,978	573,452	582,054	590,785	639,624	849,102	1,052,952	1,212,860	970,288	0	-3,820,822
Opening Balance	0																							
Closing Balance	-3,353,320	-3,403,619	-4,639,369	-4,988,797	-5,543,352	-6,226,155	-6,434,056	-5,917,360	-5,392,914	-4,860,601	-4,320,303	-3,771,901	-3,215,272	-2,650,295	-2,076,842	-1,494,788	-904,003	-264,380	584,723	1,637,675	2,850,535	3,820,822	3,820,822	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**502,740**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,005,480**	**0**	**0**
EXPENDITURE																								
Land	861,000																							
Stamp Duty	32,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	12,915	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	13,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	291,270	0	291,270	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	24,273	0	24,273	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	48,545	0	48,545	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	121,363	0	121,363	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	78,004	273,013	468,022	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	546,025	351,016	156,007	0	0	0	0
POTENTIAL CIL			552,735				552,735				552,735				552,735									
Post CIL s106					15,639	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	31,278	0	0	0	0
Contingency	0	0	1,950	6,825	11,701	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	13,651	8,775	3,900	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	15,082	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	30,164	0	0
Legals	0	0	0	0	0	0	2,514	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	5,027	0	0
Misc.	0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P	**1,462,416**	**0**	**1,143,140**	**279,838**	**495,362**	**638,751**	**1,209,082**	**682,741**	**682,741**	**682,741**	**1,235,476**	**682,741**	**682,741**	**682,741**	**1,235,476**	**682,741**	**682,741**	**642,764**	**442,880**	**235,176**	**43,990**	**35,192**	**0**	**0**
For CIL calculation																								
Interest		21,936	22,265	39,746	44,540	52,639	63,009	74,550	67,056	59,451	51,731	52,186	44,357	36,411	28,346	28,450	20,265	11,958	2,926	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								3,820,822
Cash Flow	-1,462,416	-21,936	-1,165,405	-319,584	-539,902	-691,390	-769,352	499,559	507,052	514,658	-30,357	521,923	529,751	537,698	-6,972	545,659	553,843	602,128	811,044	1,021,674	1,212,860	970,288	0	-3,820,822
Opening Balance	0																							
Closing Balance	-1,462,416	-1,484,352	-2,649,757	-2,969,342	-3,509,243	-4,200,633	-4,969,985	-4,470,426	-3,963,374	-3,448,716	-3,479,073	-2,957,150	-2,427,399	-1,889,701	-1,896,673	-1,351,015	-797,171	-195,043	616,001	1,637,675	2,850,535	3,820,822	3,820,822	0

SITE NAME	Site 15

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		71		£/m2	£	m2
Market Housing	95.8	65%	46		3,400	15,034,167	4,422
Shared Ownership	75.0	9%	6		2,210	1,029,769	466
Affordable Rent	75.0	26%	19		1,216	1,699,818	1,398
Social Rent	75.0	0%	0		2,720	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	1.99 ha		36	/ha		17,763,755	6,286
SITE AREA - Gross	2.85 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		2,382,391	1,197,182	835,927
Alternative Use Value		57,000		20,000
Uplift	20%	11,400		4,000
Plus /ha	350,000	997,500		350,000
Viability Threshold		1,065,900		374,000
			£/m2	
Additional Profit		1,654,830	374	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS				
LAND		/unit or m2	Total	
Land		33,555		2,382,391
Stamp Duty			108,620	
Easements etc.			0	
Legals Acquisition	1.50%		35,736	144,355
PLANNING				
Planning Fee			10,500	
Architects	6.00%		545,593	
QS / PM	0.50%		45,466	
Planning Consultants	1.00%		90,932	
Other Professional	2.50%		227,330	919,822
CONSTRUCTION				
Build Cost - BCIS Based		1,318	8,282,794	
s106 / CIL			553,354	
Contingency	2.50%		207,070	
Abnormals			50,000	9,093,218
FINANCE				
Fees			50,000	
Interest	6.00%			
Legal and Valuation			7,500	57,500
SALES				
Agents	3.0%		532,913	
Legals	0.5%		88,819	
Misc.			25,000	646,731	13,244,018
Developers Profit				
% of costs (before interest)	0.00%			0
% of GDV	20.00%			3,552,751

Planning fee calc			
Planning app	dwgs	rate	
No dwgs	71		
No dwgs unde	21	385	8,085
No dwgs over	21	115	2,415
		Total	10,500

Stamp duty calc - Residual	
Land payment	2,382,391
Total	108,620

Stamp duty calc - Add Profit	
Land payment	1,065,900
Total	42,795

Pre CIL s106	2,500	£/ Unit (all)	
		Total	177,500
Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	553,354

Build Cost	/m2	
BCIS	1,085	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,318	

RESIDUAL CASH FLOW FOR INTEREST

	Y1 Q1	Y1 Q2	Y1 Q3	Y1 Q4	Y2 Q1	Y2 Q2	Y2 Q3	Y2 Q4	Y3 Q1	Y3 Q2	Y3 Q3	Y3 Q4	Y4 Q1	Y4 Q2	Y4 Q3	Y4 Q4	Y5 Q1	Y5 Q2	Y5 Q3	Y5 Q4	Y6 Q1	Y6 Q2	Y6 Q3	Y6 Q4
INCOME																								
UNITS Started			2	3	5	5	5	5	5	5	5	5	5	5	5	5	5	1						
Market Housing				0	0	0	423,498	635,247	1,058,744	1,058,744	1,058,744	1,058,744	1,058,744	1,058,744	1,058,744	1,058,744	1,058,744	1,058,744	1,058,744	1,058,744	1,058,744	211,749	0	0
Shared Ownership				0	0	0	29,008	43,511	72,519	72,519	72,519	72,519	72,519	72,519	72,519	72,519	72,519	72,519	72,519	72,519	72,519	14,504	0	0
Affordable Rent				0	0	0	47,882	71,823	119,706	119,706	119,706	119,706	119,706	119,706	119,706	119,706	119,706	119,706	119,706	119,706	119,706	23,941	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**500,387**	**750,581**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**250,194**	**0**	**0**
EXPENDITURE																								
Stamp Duty	108,620																							
Easements etc.	0																							
Legals Acquisition	35,736																							
Planning Fee	10,500																							
Architects	272,797		272,797																					
QS	22,733		22,733																					
Planning Consultants	45,466		45,466																					
Other Professional	113,665		113,665																					
Build Cost - BCIS Base		0	77,773	194,432	388,864	505,523	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	427,750	233,318	38,886	0	0	0	0
s106/CIL			553,354																					
Contingency		0	1,944	4,861	9,722	12,638	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	10,694	5,833	972	0	0	0	0
Abnormals		0	469	1,174	2,347	3,052	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	2,582	1,408	235	0	0	0	0
Finance Fees	50,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	15,012	22,517	37,529	37,529	37,529	37,529	37,529	37,529	37,529	37,529	37,529	37,529	37,529	37,529	37,529	7,506	0	0
Legals	0	0	0	0	0	0	2,502	3,753	6,255	6,255	6,255	6,255	6,255	6,255	6,255	6,255	6,255	6,255	6,255	6,255	6,255	1,251	0	0
Misc.			25,000																					
COSTS BEFORE LAND INT AND I	**667,016**	**0**	**1,113,202**	**200,466**	**400,933**	**521,212**	**618,912**	**627,669**	**645,183**	**645,183**	**645,183**	**645,183**	**645,183**	**645,183**	**645,183**	**645,183**	**645,183**	**484,810**	**284,343**	**83,877**	**43,784**	**8,757**	**0**	**0**
For Residual Valuati Land	**2,382,391**																							
Interest		45,741	46,427	63,822	67,786	74,817	83,757	86,791	86,250	78,457	70,547	62,518	54,369	46,098	37,702	29,181	20,532	11,753	437	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								3,552,751
Cash Flow	-3,049,408	-45,741	-1,159,629	-264,288	-468,719	-596,029	-202,282	36,121	519,536	527,329	535,239	543,268	551,417	559,688	568,083	576,605	585,254	754,406	966,188	1,167,091	1,207,185	241,437	0	-3,552,751
Opening Balan	0																							
Closing Balan	-3,049,408	-3,095,149	-4,254,778	-4,519,065	-4,987,784	-5,583,813	-5,786,095	-5,749,975	-5,230,439	-4,703,109	-4,167,870	-3,624,602	-3,073,186	-2,513,497	-1,945,414	-1,368,809	-783,556	-29,150	937,038	2,104,129	3,311,314	3,552,751	3,552,751	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Y1 Q1	Y1 Q2	Y1 Q3	Y1 Q4	Y2 Q1	Y2 Q2	Y2 Q3	Y2 Q4	Y3 Q1	Y3 Q2	Y3 Q3	Y3 Q4	Y4 Q1	Y4 Q2	Y4 Q3	Y4 Q4	Y5 Q1	Y5 Q2	Y5 Q3	Y5 Q4	Y6 Q1	Y6 Q2	Y6 Q3	Y6 Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**500,387**	**750,581**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**1,250,969**	**250,194**	**0**	**0**
EXPENDITURE																								
Land	1,065,900																							
Stamp Duty	42,795	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	15,989	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	10,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	272,797	0	272,797	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	22,733	0	22,733	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	45,466	0	45,466	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	113,665	0	113,665	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	77,773	194,432	388,864	505,523	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	427,750	233,318	38,886	0	0	0	0
POTENTIAL CIL			413,708				413,708				413,708				413,708									
Post CIL s106					15,587	23,381	38,969	38,969	38,969	38,969	38,969	38,969	38,969	38,969	38,969	38,969	38,969	38,969	38,969	7,794	0	0	0	0
Contingency	0	0	1,944	4,861	9,722	12,638	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	10,694	5,833	972	0	0	0	0
Abnormals	0	0	469	1,174	2,347	3,052	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	2,582	1,408	235	0	0	0	0
Finance Fees	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	15,012	22,517	37,529	37,529	37,529	37,529	37,529	37,529	37,529	37,529	37,529	37,529	37,529	37,529	37,529	7,506	0	0
Legals	0	0	0	0	0	0	2,502	3,753	6,255	6,255	6,255	6,255	6,255	6,255	6,255	6,255	6,255	6,255	6,255	6,255	6,255	1,251	0	0
Misc.	0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND I	**1,647,344**	**0**	**973,555**	**200,466**	**416,520**	**544,594**	**1,071,589**	**666,638**	**684,151**	**684,151**	**1,097,859**	**684,151**	**684,151**	**684,151**	**1,097,859**	**684,151**	**684,151**	**523,778**	**323,312**	**91,671**	**43,784**	**8,757**	**0**	**0**
For CIL calculation																								
Interest		24,710	25,081	40,060	43,668	50,571	59,499	68,959	68,734	61,263	53,680	52,188	44,469	36,634	28,681	26,814	18,714	10,493	0	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								3,552,751
Cash Flow	-1,647,344	-24,710	-998,636	-240,527	-460,188	-595,165	-630,700	14,984	498,083	505,554	99,430	514,629	522,348	530,184	124,429	540,003	548,103	716,697	927,657	1,159,298	1,207,185	241,437	0	-3,552,751
Opening Balan	0																							
Closing Balan	-1,647,344	-1,672,055	-2,670,690	-2,911,217	-3,371,405	-3,966,570	-4,597,270	-4,582,285	-4,084,202	-3,578,648	-3,479,218	-2,964,589	-2,442,241	-1,912,057	-1,787,628	-1,247,625	-699,523	17,175	944,832	2,104,129	3,311,314	3,552,751	3,552,751	0

SITE NAME	Site 16

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		78		£/m2	£	m2
Market Housing	96.3	65%	51		3,400	16,597,196	4,882
Shared Ownership	75.3	9%	7		2,210	1,135,428	514
Affordable Rent	75.3	26%	20		1,216	1,874,227	1,541
Social Rent	75.3	0%	0		2,720	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	2.25 ha		35	/ha		**19,606,851**	**6,937**
SITE AREA - Gross	3.12 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		1,526,750	678,556	489,343
Alternative Use Value		234,000		75,000
Uplift	20%	46,800		15,000
Plus /ha	350,000	1,092,000		350,000
Viability Threshold		**1,372,800**		**440,000**

		£/m2
Additional Profit	284,317	58

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	19,574		1,526,750	
	Stamp Duty		65,838		
	Easements etc.		0		
	Legals Acquisition	1.50%	22,901	88,739	
PLANNING					
	Planning Fee		14,000		
	Architects	6.00%	675,662		
	QS / PM	0.50%	56,305		
	Planning Consultants	1.00%	112,610		
	Other Professional	2.50%	281,526	1,140,104	
CONSTRUCTION					
	Build Cost - BCIS Based	1,316	9,131,401		
	s106 / CIL		609,930		
	Contingency	5.00%	456,570		
	Abnormals		1,063,140	11,261,041	
FINANCE					
	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES					
	Agents	3.0%	588,206		
	Legals	0.5%	98,034		
	Misc.		25,000	711,240	**14,785,374**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	3,921,370

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	78		
No dwgs unde	28	385	10,780
No dwgs over	28	115	3,220
		Total	14,000

Stamp duty calc - Residual	
Land payment	1,526,750
Total	65,838

Stamp duty calc - Add Profit	
Land payment	1,372,800
Total	58,140

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**195,000**

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	**609,930**

Build Cost	/m2	
BCIS	1,083	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,316	

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	3	5	5	5	5	5	5	5	5	5	5	5	5	5	5	3					
Market Housing				0	0	0	425,569	638,354	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	1,063,923	638,354	0
Shared Ownership				0	0	0	29,114	43,670	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	72,784	43,670	0
Affordable Rent				0	0	0	48,057	72,086	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	72,086	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**502,740**	**754,110**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**754,110**	**0**
EXPENDITURE																								
Stamp Duty	65,838																							
Easements etc.	0																							
Legals Acquisition	22,901																							
Planning Fee	14,000																							
Architects	337,831		337,831																					
QS	28,153		28,153																					
Planning Consultants	56,305		56,305																					
Other Professional	140,763		140,763																					
Build Cost - BCIS Base		0	78,046	195,115	390,231	507,300	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	507,300	312,185	117,069	0	0	0
s106/CIL			609,930																					
Contingency		0	3,902	9,756	19,512	25,365	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	25,365	15,609	5,853	0	0	0
Abnormals		0	9,087	22,717	45,433	59,063	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	59,063	36,347	13,630	0	0	0
Finance Fees	50,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	15,082	22,623	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	22,623	0
Legals	0	0	0	0	0	0	2,514	3,771	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	3,771	0
Misc.			25,000																					
COSTS BEFORE LAND INT AND P	**723,291**	**0**	**1,289,017**	**227,588**	**455,176**	**591,728**	**700,359**	**709,157**	**726,753**	**726,753**	**726,753**	**726,753**	**726,753**	**726,753**	**726,753**	**726,753**	**726,753**	**726,753**	**635,718**	**408,130**	**180,542**	**43,990**	**26,394**	**0**
For Residual Valuatio Land	1,526,750																							
Interest		33,751	34,257	54,106	58,331	66,034	75,900	80,003	80,529	73,785	66,941	59,994	52,942	45,785	38,520	31,146	23,662	16,066	8,355	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								3,921,370
Cash Flow	-2,250,041	-33,751	-1,323,274	-281,694	-513,507	-657,762	-273,520	-35,051	449,567	456,311	463,155	470,103	477,154	484,312	491,576	498,950	506,434	514,031	612,776	848,719	1,076,307	1,212,860	727,716	-3,921,370
Opening Bala	0																							
Closing Balan	-2,250,041	-2,283,792	-3,607,066	-3,888,759	-4,402,266	-5,060,029	-5,333,549	-5,368,600	-4,919,033	-4,462,722	-3,999,567	-3,529,464	-3,052,310	-2,567,998	-2,076,422	-1,577,472	-1,071,038	-557,008	55,769	904,488	1,980,795	3,193,654	3,921,370	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**502,740**	**754,110**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**1,256,849**	**754,110**	**0**
EXPENDITURE																								
Land	1,372,800																							
Stamp Duty	58,140	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	20,592	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	14,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	337,831	0	337,831	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	28,153	0	28,153	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	56,305	0	56,305	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	140,763	0	140,763	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	78,046	195,115	390,231	507,300	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	507,300	312,185	117,069	0	0	0
POTENTIAL CIL			56,863				56,863				56,863				56,863				56,863					
Post CIL s106					15,639	23,459	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	23,459	0	0	0
Contingency	0	0	3,902	9,756	19,512	25,365	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	25,365	15,609	5,853	0	0	0
Abnormals	0	0	9,087	22,717	45,433	59,063	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	59,063	36,347	13,630	0	0	0
Finance Fees	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	15,082	22,623	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	37,705	22,623	0
Legals	0	0	0	0	0	0	2,514	3,771	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	6,284	3,771	0
Misc.	0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P	**2,086,084**	**0**	**735,951**	**227,588**	**470,815**	**615,187**	**796,321**	**748,255**	**765,851**	**765,851**	**822,715**	**765,851**	**765,851**	**765,851**	**822,715**	**765,851**	**765,851**	**765,851**	**731,680**	**447,228**	**204,001**	**43,990**	**26,394**	**0**
For CIL calculation																								
Interest		31,291	31,761	43,276	47,339	55,112	65,166	70,547	71,518	65,225	58,839	53,209	46,643	39,977	33,212	27,198	20,241	13,180	6,012	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								3,921,370
Cash Flow	-2,086,084	-31,291	-767,711	-270,864	-518,154	-670,299	-358,747	-64,693	419,480	425,773	375,296	437,789	444,356	451,021	400,923	463,800	470,757	477,818	519,157	809,621	1,052,848	1,212,860	727,716	-3,921,370
Opening Bala	0																							
Closing Balan	-2,086,084	-2,117,375	-2,885,087	-3,155,951	-3,674,105	-4,344,404	-4,703,151	-4,767,844	-4,348,363	-3,922,591	-3,547,295	-3,109,506	-2,665,151	-2,214,130	-1,813,207	-1,349,407	-878,650	-400,832	118,325	927,947	1,980,795	3,193,654	3,921,370	0

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
	Location		Higher Rural	Higher Rural	Higher Rural	Higher Rural	Higher Rural	Higher Rural	Higher Rural	Higher Rural	Lower Rural	Lower Rural	Lower Rural	Lower Rural	Lower Rural	Lower Rural	Lower Rural	Lower Rural
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Brown	Green	Green	Green	Green	Green	Green	Green	Brown
	Use		Paddock	Paddock	Agricultural	Agricultural	Agricultural	Paddock	Agricultural	Part Rec	Paddock	Paddock	Agricultural	Agricultural	Agricultural	Paddock	Agricultural	Part Rec
Site Area	Gross	ha	1.41	3.1	7.15	7.23	12.31	2.1	2.85	3.12	1.41	3.1	7.15	7.23	12.31	2.1	2.85	3.12
	Net	ha	1.2	2.17	4.65	5.06	8.6	1.78	1.99	2.25	1.2	2.17	4.65	5.06	8.6	1.78	1.99	2.25
Units	0	0	42	78	155	181	308	76	71	78	42	78	155	181	308	76	71	78
Mix	Market		65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%
	Intermediate to Buy		8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%
	Affordable Rent		26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value		£/ha	50,000	50,000	20,000	20,000	20,000	50,000	20,000	75,000	50,000	50,000	20,000	20,000	20,000	50,000	20,000	75,000
		£ site	70,500	155,000	143,000	144,600	246,200	105,000	57,000	234,000	70,500	155,000	143,000	144,600	246,200	105,000	57,000	234,000
Uplift		£/ha	360,000	360,000	354,000	354,000	354,000	360,000	354,000	365,000	360,000	360,000	354,000	354,000	354,000	360,000	354,000	365,000
		£ site	507,600	1,116,000	2,531,100	2,559,420	4,357,740	756,000	1,008,900	1,138,800	507,600	1,116,000	2,531,100	2,559,420	4,357,740	756,000	1,008,900	1,138,800
Viability Threshold		£/ha	410,000	410,000	374,000	374,000	374,000	410,000	374,000	440,000	410,000	410,000	374,000	374,000	374,000	410,000	374,000	440,000
		£ site	578,100	1,271,000	2,674,100	2,704,020	4,603,940	861,000	1,065,900	1,372,800	578,100	1,271,000	2,674,100	2,704,020	4,603,940	861,000	1,065,900	1,372,800
Residual Va	Gross	£/ha	1,940,371	1,577,242	1,259,384	1,433,807	1,453,711	2,155,379	1,452,763	1,105,868	1,172,275	962,058	730,894	829,833	842,561	1,255,475	835,927	489,343
	Net	£/ha	2,279,935	2,253,203	1,936,473	2,048,700	2,080,835	2,542,863	2,080,590	1,533,470	1,377,423	1,374,368	1,123,848	1,185,710	1,206,038	1,481,178	1,197,182	678,556
		£ site	2,735,923	4,889,450	9,004,598	10,366,424	17,895,180	4,526,297	4,140,374	3,450,308	1,652,908	2,982,379	5,225,893	5,999,692	10,371,927	2,636,497	2,382,391	1,526,750
Additional Profit		£ site	2,555,120	4,584,217	8,048,297	9,750,396	16,867,092	4,497,114	3,880,759	2,680,222	1,285,505	2,207,513	3,339,419	4,303,795	7,492,658	2,210,942	1,654,830	284,317
		£/m2	968	939	833	863	878	945	878	549	487	452	346	381	390	465	374	58

SHLAA Settlement with CIL
Cover

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Number	Units	NET Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	een/ Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
1 - Small	**42**	**1.20**	**35.00**	**89**	**3,717**	**3,098**	**4,027,715**	**1,083.59**	Higher Mair	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	4		72.00	288.00		1,074	309,312
	3	5		86.50	432.50		1,074	464,505
Semi	2	2		82.00	164.00		1,074	176,136
	3	6		95.50	573.00		1,074	615,402
Det	3	0		104.50	0.00		1,074	0
	4	5		118.00	590.00		1,074	633,660
	5	3		131.50	394.50		1,074	423,693
Affordable								
Flat	1	4		51.50	206.00	10%	1,074	243,368
	2	2		63.00	126.00	10%	1,074	148,856
Terrace	2	4		72.00	288.00		1,074	309,312
	3	4		86.50	346.00		1,074	371,604
Semi	2	0		82.00	0.00		1,074	0
	3	2		95.50	191.00		1,074	205,134
Det	3	0		104.50	0.00		1,074	0
	4	1		118.00	118.00		1,074	126,732
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	·een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
2 - Medium	**78**	**2.17**	**35.94**	**87**	**6,821**	**3,143**	**7,389,764**	**1,083.46**	Higher Mair	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	9		72.00	648.00		1,074	695,952
	3	9		86.50	778.50		1,074	836,109
Semi	2	4		82.00	328.00		1,074	352,272
	3	10		95.50	955.00		1,074	1,025,670
Det	3	0		104.50	0.00		1,074	0
	4	10		118.00	1,180.00		1,074	1,267,320
	5	5		131.50	657.50		1,074	706,155
Affordable								
Flat	1	8		51.50	412.00	10%	1,074	486,737
	2	3		63.00	189.00	10%	1,074	223,285
Terrace	2	8		72.00	576.00		1,074	618,624
	3	8		86.50	692.00		1,074	743,208
Semi	2	0		82.00	0.00		1,074	0
	3	3		95.50	286.50		1,074	307,701
Det	3	0		104.50	0.00		1,074	0
	4	1		118.00	118.00		1,074	126,732
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
3 - Medium Flood	**155**	**4.65**	**33.33**	**87**	**13,468**	**2,896**	**14,593,727**	**1,083.59**	Higher Maiı	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	19		72.00	1,368.00		1,074	1,469,232
	3	19		86.50	1,643.50		1,074	1,765,119
Semi	2	7		82.00	574.00		1,074	616,476
	3	20		95.50	1,910.00		1,074	2,051,340
Det	3	0		104.50	0.00		1,074	0
	4	19		118.00	2,242.00		1,074	2,407,908
	5	9		131.50	1,183.50		1,074	1,271,079
Affordable								
Flat	1	16		51.50	824.00	10%	1,074	973,474
	2	6		63.00	378.00	10%	1,074	446,569
Terrace	2	16		72.00	1,152.00		1,074	1,237,248
	3	16		86.50	1,384.00		1,074	1,486,416
Semi	2	0		82.00	0.00		1,074	0
	3	6		95.50	573.00		1,074	615,402
Det	3	0		104.50	0.00		1,074	0
	4	2		118.00	236.00		1,074	253,464
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
4 - Larger	**181**	**5.06**	**35.77**	**87**	**15,716**	**3,106**	**17,036,969**	**1,084.05**	Higher Maiı	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	21		72.00	1,512.00		1,074	1,623,888
	3	22		86.50	1,903.00		1,074	2,043,822
Semi	2	9		82.00	738.00		1,074	792,612
	3	24		95.50	2,292.00		1,074	2,461,608
Det	3	0		104.50	0.00		1,074	0
	4	22		118.00	2,596.00		1,074	2,788,104
	5	11		131.50	1,446.50		1,074	1,553,541
Affordable								
Flat	1	20		51.50	1,030.00	10%	1,074	1,216,842
	2	7		63.00	441.00	10%	1,074	520,997
Terrace	2	18		72.00	1,296.00		1,074	1,391,904
	3	18		86.50	1,557.00		1,074	1,672,218
Semi	2	0		82.00	0.00		1,074	0
	3	7		95.50	668.50		1,074	717,969
Det	3	0		104.50	0.00		1,074	0
	4	2		118.00	236.00		1,074	253,464
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
5 - Large	**308**	**8.60**	**35.81**	**87**	**26,753**	**3,111**	**28,995,906**	**1,083.86**	Higher Mai	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	37		72.00	2,664.00		1,074	2,861,136
	3	37		86.50	3,200.50		1,074	3,437,337
Semi	2	15		82.00	1,230.00		1,074	1,321,020
	3	41		95.50	3,915.50		1,074	4,205,247
Det	3	0		104.50	0.00		1,074	0
	4	37		118.00	4,366.00		1,074	4,689,084
	5	18		131.50	2,367.00		1,074	2,542,158
Affordable								
Flat	1	33		51.50	1,699.50	10%	1,074	2,007,789
	2	12		63.00	756.00	10%	1,074	893,138
Terrace	2	31		72.00	2,232.00		1,074	2,397,168
	3	31		86.50	2,681.50		1,074	2,879,931
Semi	2	0		82.00	0.00		1,074	0
	3	11		95.50	1,050.50		1,074	1,128,237
Det	3	0		104.50	0.00		1,074	0
	4	5		118.00	590.00		1,074	633,660
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
6 - Medium Density	**76**	**1.78**	**42.70**	**88**	**6,651**	**3,737**	**7,202,190**	**1,082.87**	Higher Mai	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	9		72.00	648.00		1,074	695,952
	3	9		86.50	778.50		1,074	836,109
Semi	2	4		82.00	328.00		1,074	352,272
	3	10		95.50	955.00		1,074	1,025,670
Det	3	0		104.50	0.00		1,074	0
	4	9		118.00	1,062.00		1,074	1,140,588
	5	5		131.50	657.50		1,074	706,155
Affordable								
Flat	1	7		51.50	360.50	10%	1,074	425,895
	2	3		63.00	189.00	10%	1,074	223,285
Terrace	2	8		72.00	576.00		1,074	618,624
	3	8		86.50	692.00		1,074	743,208
Semi	2	0		82.00	0.00		1,074	0
	3	3		95.50	286.50		1,074	307,701
Det	3	0		104.50	0.00		1,074	0
	4	1		118.00	118.00		1,074	126,732
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
7 - Medium Sensitive	**71**	**1.99**	**35.68**	**86**	**6,117**	**3,074**	**6,634,205**	**1,084.55**	Higher Maiı	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	9		72.00	648.00		1,074	695,952
	3	9		86.50	778.50		1,074	836,109
Semi	2	3		82.00	246.00		1,074	264,204
	3	9		95.50	859.50		1,074	923,103
Det	3	0		104.50	0.00		1,074	0
	4	9		118.00	1,062.00		1,074	1,140,588
	5	4		131.50	526.00		1,074	564,924
Affordable								
Flat	1	8		51.50	412.00	10%	1,074	486,737
	2	3		63.00	189.00	10%	1,074	223,285
Terrace	2	7		72.00	504.00		1,074	541,296
	3	7		86.50	605.50		1,074	650,307
Semi	2	0		82.00	0.00		1,074	0
	3	3		95.50	286.50		1,074	307,701
Det	3	0		104.50	0.00		1,074	0
	4	0		118.00	0.00		1,074	0
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
8 - Part Brownfield	**78**	**2.25**	**34.67**	**87**	**6,821**	**3,031**	**7,389,764**	**1,083.46**	Higher Maiı	Brown	Part Rec

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	9		72.00	648.00		1,074	695,952
	3	9		86.50	778.50		1,074	836,109
Semi	2	4		82.00	328.00		1,074	352,272
	3	10		95.50	955.00		1,074	1,025,670
Det	3	0		104.50	0.00		1,074	0
	4	10		118.00	1,180.00		1,074	1,267,320
	5	5		131.50	657.50		1,074	706,155
Affordable								
Flat	1	8		51.50	412.00	10%	1,074	486,737
	2	3		63.00	189.00	10%	1,074	223,285
Terrace	2	8		72.00	576.00		1,074	618,624
	3	8		86.50	692.00		1,074	743,208
Semi	2	0		82.00	0.00		1,074	0
	3	3		95.50	286.50		1,074	307,701
Det	3	0		104.50	0.00		1,074	0
	4	1		118.00	118.00		1,074	126,732
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	NET Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
1 - Small	**42**	**1.20**	**35.00**	**89**	**3,717**	**3,098**	**4,027,715**	**1,083.59**	Lower Main	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	4		72.00	288.00		1,074	309,312
	3	5		86.50	432.50		1,074	464,505
Semi	2	2		82.00	164.00		1,074	176,136
	3	6		95.50	573.00		1,074	615,402
Det	3	0		104.50	0.00		1,074	0
	4	5		118.00	590.00		1,074	633,660
	5	3		131.50	394.50		1,074	423,693
Affordable								
Flat	1	4		51.50	206.00	10%	1,074	243,368
	2	2		63.00	126.00	10%	1,074	148,856
Terrace	2	4		72.00	288.00		1,074	309,312
	3	4		86.50	346.00		1,074	371,604
Semi	2	0		82.00	0.00		1,074	0
	3	2		95.50	191.00		1,074	205,134
Det	3	0		104.50	0.00		1,074	0
	4	1		118.00	118.00		1,074	126,732
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
2 - Medium	**78**	**2.17**	**35.94**	**87**	**6,821**	**3,143**	**7,389,764**	**1,083.46**	Lower Main	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	9		72.00	648.00		1,074	695,952
	3	9		86.50	778.50		1,074	836,109
Semi	2	4		82.00	328.00		1,074	352,272
	3	10		95.50	955.00		1,074	1,025,670
Det	3	0		104.50	0.00		1,074	0
	4	10		118.00	1,180.00		1,074	1,267,320
	5	5		131.50	657.50		1,074	706,155
Affordable								
Flat	1	8		51.50	412.00	10%	1,074	486,737
	2	3		63.00	189.00	10%	1,074	223,285
Terrace	2	8		72.00	576.00		1,074	618,624
	3	8		86.50	692.00		1,074	743,208
Semi	2	0		82.00	0.00		1,074	0
	3	3		95.50	286.50		1,074	307,701
Det	3	0		104.50	0.00		1,074	0
	4	1		118.00	118.00		1,074	126,732
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
3 - Medium Flood	**155**	**4.65**	**33.33**	**87**	**13,468**	**2,896**	**14,593,727**	**1,083.59**	Lower Main	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	19		72.00	1,368.00		1,074	1,469,232
	3	19		86.50	1,643.50		1,074	1,765,119
Semi	2	7		82.00	574.00		1,074	616,476
	3	20		95.50	1,910.00		1,074	2,051,340
Det	3	0		104.50	0.00		1,074	0
	4	19		118.00	2,242.00		1,074	2,407,908
	5	9		131.50	1,183.50		1,074	1,271,079
Affordable								
Flat	1	16		51.50	824.00	10%	1,074	973,474
	2	6		63.00	378.00	10%	1,074	446,569
Terrace	2	16		72.00	1,152.00		1,074	1,237,248
	3	16		86.50	1,384.00		1,074	1,486,416
Semi	2	0		82.00	0.00		1,074	0
	3	6		95.50	573.00		1,074	615,402
Det	3	0		104.50	0.00		1,074	0
	4	2		118.00	236.00		1,074	253,464
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
4 - Larger	**181**	**5.06**	**35.77**	**87**	**15,716**	**3,106**	**17,036,969**	**1,084.05**	Lower Main	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	21		72.00	1,512.00		1,074	1,623,888
	3	22		86.50	1,903.00		1,074	2,043,822
Semi	2	9		82.00	738.00		1,074	792,612
	3	24		95.50	2,292.00		1,074	2,461,608
Det	3	0		104.50	0.00		1,074	0
	4	22		118.00	2,596.00		1,074	2,788,104
	5	11		131.50	1,446.50		1,074	1,553,541
Affordable								
Flat	1	20		51.50	1,030.00	10%	1,074	1,216,842
	2	7		63.00	441.00	10%	1,074	520,997
Terrace	2	18		72.00	1,296.00		1,074	1,391,904
	3	18		86.50	1,557.00		1,074	1,672,218
Semi	2	0		82.00	0.00		1,074	0
	3	7		95.50	668.50		1,074	717,969
Det	3	0		104.50	0.00		1,074	0
	4	2		118.00	236.00		1,074	253,464
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Lower Main	een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
5 - Large	**308**	**8.60**	**35.81**	**87**	**26,753**	**3,111**	**28,995,906**	**1,083.86**	Lower Main Green		Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	37		72.00	2,664.00		1,074	2,861,136
	3	37		86.50	3,200.50		1,074	3,437,337
Semi	2	15		82.00	1,230.00		1,074	1,321,020
	3	41		95.50	3,915.50		1,074	4,205,247
Det	3	0		104.50	0.00		1,074	0
	4	37		118.00	4,366.00		1,074	4,689,084
	5	18		131.50	2,367.00		1,074	2,542,158
Affordable								
Flat	1	33		51.50	1,699.50	10%	1,074	2,007,789
	2	12		63.00	756.00	10%	1,074	893,138
Terrace	2	31		72.00	2,232.00		1,074	2,397,168
	3	31		86.50	2,681.50		1,074	2,879,931
Semi	2	0		82.00	0.00		1,074	0
	3	11		95.50	1,050.50		1,074	1,128,237
Det	3	0		104.50	0.00		1,074	0
	4	5		118.00	590.00		1,074	633,660
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
6 - Medium Density	**76**	**1.78**	**42.70**	**88**	**6,651**	**3,737**	**7,202,190**	**1,082.87**	Lower Main Green		Paddock

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	9		72.00	648.00		1,074	695,952
	3	9		86.50	778.50		1,074	836,109
Semi	2	4		82.00	328.00		1,074	352,272
	3	10		95.50	955.00		1,074	1,025,670
Det	3	0		104.50	0.00		1,074	0
	4	9		118.00	1,062.00		1,074	1,140,588
	5	5		131.50	657.50		1,074	706,155
Affordable								
Flat	1	7		51.50	360.50	10%	1,074	425,895
	2	3		63.00	189.00	10%	1,074	223,285
Terrace	2	8		72.00	576.00		1,074	618,624
	3	8		86.50	692.00		1,074	743,208
Semi	2	0		82.00	0.00		1,074	0
	3	3		95.50	286.50		1,074	307,701
Det	3	0		104.50	0.00		1,074	0
	4	1		118.00	118.00		1,074	126,732
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
7 - Medium Sensitive	**71**	**1.99**	**35.68**	**86**	**6,117**	**3,074**	**6,634,205**	**1,084.55**	Lower	Main	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	9		72.00	648.00		1,074	695,952
	3	9		86.50	778.50		1,074	836,109
Semi	2	3		82.00	246.00		1,074	264,204
	3	9		95.50	859.50		1,074	923,103
Det	3	0		104.50	0.00		1,074	0
	4	9		118.00	1,062.00		1,074	1,140,588
	5	4		131.50	526.00		1,074	564,924
Affordable								
Flat	1	8		51.50	412.00	10%	1,074	486,737
	2	3		63.00	189.00	10%	1,074	223,285
Terrace	2	7		72.00	504.00		1,074	541,296
	3	7		86.50	605.50		1,074	650,307
Semi	2	0		82.00	0.00		1,074	0
	3	3		95.50	286.50		1,074	307,701
Det	3	0		104.50	0.00		1,074	0
	4	0		118.00	0.00		1,074	0
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
8 - Part Brownfield	**78**	**2.25**	**34.67**	**87**	**6,821**	**3,031**	**7,389,764**	**1,083.46**	Lower	Main	Brown	Part Rec

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00	10%	1,074	0
	2	0		63.00	0.00	10%	1,074	0
Terrace	2	9		72.00	648.00		1,074	695,952
	3	9		86.50	778.50		1,074	836,109
Semi	2	4		82.00	328.00		1,074	352,272
	3	10		95.50	955.00		1,074	1,025,670
Det	3	0		104.50	0.00		1,074	0
	4	10		118.00	1,180.00		1,074	1,267,320
	5	5		131.50	657.50		1,074	706,155
Affordable								
Flat	1	8		51.50	412.00	10%	1,074	486,737
	2	3		63.00	189.00	10%	1,074	223,285
Terrace	2	8		72.00	576.00		1,074	618,624
	3	8		86.50	692.00		1,074	743,208
Semi	2	0		82.00	0.00		1,074	0
	3	3		95.50	286.50		1,074	307,701
Det	3	0		104.50	0.00		1,074	0
	4	1		118.00	118.00		1,074	126,732
	5	0		131.50	0.00		1,074	0
Flat 1 High	1			51.50	0.00	10%	1,630	0
Flat 2 High	2			63.00	0.00	10%	1,630	0
Flat 3 High	3			76.50	0.00	10%	1,630	0

SHLAA Settlement with CIL
For Apps

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	
	Location	igher Main	Settlement	Settlement	Settlement	Settlement	Settlement	Settlement	Settlement	Settlement	Settlement	Settlement	Settlement	Settlement	Settlement	Settlement	Settlement	Settlement	
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Brown	Green	Green	Green	Green	Green	Green	Green	Brown	
	Use		Paddock	Paddock	\gricultural	\gricultural	\gricultural	Paddock	\gricultural	Part Rec	Paddock	Paddock	\gricultural	\gricultural	\gricultural	Paddock	\gricultural	Part Rec	
Site Area	**Gross**	**ha**	**1.41**	**3.10**	**7.15**	**7.23**	**12.31**	**2.10**	**2.85**	**3.12**	**1.41**	**3.10**	**7.15**	**7.23**	**12.31**	**2.10**	**2.85**	**3.12**	
	Net	ha	1.20	2.17	4.65	5.06	8.60	1.78	1.99	2.25	1.20	2.17	4.65	5.06	8.60	1.78	1.99	2.25	
Units			42	78	155	181	308	76	71	78	42	78	155	181	308	76	71	78	
Average Unit Size		m2	88.50	87.44	86.89	86.83	86.86	87.51	86.15	87.44	88.50	87.44	86.89	86.83	86.86	87.51	86.15	87.44	
Mix	Intermediate to Buy		8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	
	Affordable Rent		26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	
	STARTER HOMES																		
Price	Market	£/m2	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	3,350	3,350	3,350	3,350	3,350	3,350	3,350	3,350	
	Intermedia	£/m2	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,178	2,178	2,178	2,178	2,178	2,178	2,178	2,178	65.00%
	Affordable	£/m2	1,805	1,805	1,805	1,805	1,805	1,805	1,805	1,805	1,216	1,216	1,216	1,216	1,216	1,216	1,216	1,216	55.00%
	STARTER H	£/m2	3,200	3,200	3,200	3,200	3,200	3,200	3,200	3,200	2,680	2,680	2,680	2,680	2,680	2,680	2,680	2,680	80.00%
Grant and	Intermedia	£/unit																	
	Affordable	£/unit																	
	STARTER H	£/unit																	
Sales per Quarter																			
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	
Alternative Use Value		£/ha	50,000	50,000	20,000	20,000	20,000	50,000	20,000	75,000	50,000	50,000	20,000	20,000	20,000	50,000	20,000	75,000	
Up Lift %		%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	
Additional Uplift		£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	
Easements etc		£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition		% land	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	
Planning F	<50	£/unit	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	
	>50	£/unit	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	
Architects		%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	
QS / PM		%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	
Planning Consultants		%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	
Other Professional		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	
Build Cost - BCIS Based		£/m2	1,084	1,083	1,084	1,084	1,084	1,083	1,085	1,083	1,084	1,083	1,084	1,084	1,084	1,083	1,085	1,083	
CfSH		%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	
Energy		£/m2		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Design		£/m2		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Over-extra 2		£/m2		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Over-extra 3		£/m2		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Over-extra 4		£/m2		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Infrastructure		%	15%	15%	20%	20%	20%	20%	20%	20%	15%	15%	20%	20%	20%	20%	20%	20%	
Pre CIL s106		£/Unit	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	
Post CIL s106		£/Unit	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	
		£/m2	120	120	120	120	120	120	120	120	85	85	85	85	85	85	85	85	
Contingency		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	
Abnormals		%								10.00%								10.00%	
		£/site							50,000	150,000							50,000	150,000	
FINANCE	Fees	£	50,000	50,000	100,000	100,000	200,000	50,000	50,000	50,000	50,000	50,000	100,000	100,000	200,000	50,000	50,000	50,000	
	Interest	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	
	Legal and \	£	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	
	Legals	%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	
	Misc.	£	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	
Developer	% of costs (before inte		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
	% of GDV		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	

SITE NAME	Site 1

INCOME	**Av Size**	**%**	**Number**		**Price**	**GDV**	**GIA**
	m2		42		**£/m2**	**£**	**m2**
Market Housing	96.7	65%	27		4,000	10,558,800	2,640
Shared Ownership	75.8	9%	4		2,600	724,508	279
Affordable Rent	75.8	26%	11		1,805	1,508,927	836
Social Rent	75.8	0%	0		3,200	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	1.20 ha		35	/ha		**12,792,235**	**3,754**
SITE AREA - Gross	1.41 ha		30	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**2,910,226**	**2,425,188**	**2,063,990**
Alternative Use Value		70,500		50,000
Uplift	20%	14,100		10,000
Plus /ha	350,000	493,500		350,000
Viability Threshold		**578,100**		**410,000**

		£/m2
Additional Profit	**2,757,859**	**1,045**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		**/unit or m2**	**Total**		
	Land	69,291		2,910,226	
	Stamp Duty		135,011		
	Easements etc.		0		
	Legals Acquisition	1.50%	43,653	178,665	
PLANNING					
	Planning Fee		16,170		
	Architects	6.00%	316,780		
	QS / PM	0.50%	26,398		
	Planning Consultants	1.00%	52,797		
	Other Professional	2.50%	131,991	544,136	
CONSTRUCTION					
	Build Cost - BCIS Based	1,262	4,739,409		
	s106 / CIL		421,764		
	Contingency	2.50%	118,485		
	Abnormals		0	5,279,659	
FINANCE					
	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES					
	Agents	3.0%	383,767		
	Legals	0.5%	63,961		
	Misc.		25,000	472,728	**9,442,913**

Developers Profit			
	% of costs (before interest)	0.00%	**0**
	% of GDV	20.00%	**2,558,447**

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	42		
No dwgs unde	42	385	16,170
No dwgs over	0	115	0
		Total	16,170

Stamp duty calc - Residual	
Land payment	2,910,226
Total	135,011

Stamp duty calc - Add Profit	
Land payment	578,100
Total	18,405

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**105,000**

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	**421,764**

Build Cost	/m2	
BCIS	1,084	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	163	15%
	1,262	

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
	Q1	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**	**Q2**	**Q3**	**Q4**
INCOME																								
UNITS Started			2	4	4	4	4	4	4	4	4	4	4											
Market Housing				0	0	0	502,800	1,005,600	1,005,600	1,005,600	1,005,600	1,005,600	1,005,600	1,005,600	1,005,600	1,005,600	1,005,600	0	0	0	0	0	0	0
Shared Ownership				0	0	0	34,500	69,001	69,001	69,001	69,001	69,001	69,001	69,001	69,001	69,001	69,001	0	0	0	0	0	0	0
Affordable Rent				0	0	0	71,854	143,707	143,707	143,707	143,707	143,707	143,707	143,707	143,707	143,707	143,707	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**609,154**	**1,218,308**	**1,218,308**	**1,218,308**	**1,218,308**	**1,218,308**	**1,218,308**	**1,218,308**	**1,218,308**	**1,218,308**	**1,218,308**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	135,011																							
Easements etc.	0																							
Legals Acquisition	43,653																							
Planning Fee	16,170																							
Architects	158,390		158,390																					
QS	13,199		13,199																					
Planning Consultants	26,398		26,398																					
Other Professional	65,996		65,996																					
Build Cost - BCIS Base		0	75,229	225,686	376,144	451,372	451,372	451,372	451,372	451,372	451,372	451,372	451,372	300,915	150,457	0	0	0	0	0	0	0	0	0
s106/CIL			421,764																					
Contingency		0	1,881	5,642	9,404	11,284	11,284	11,284	11,284	11,284	11,284	11,284	11,284	7,523	3,761	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	50,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	18,275	36,549	36,549	36,549	36,549	36,549	36,549	36,549	36,549	36,549	36,549	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,046	6,092	6,092	6,092	6,092	6,092	6,092	6,092	6,092	6,092	6,092	0	0	0	0	0	0	0
Misc.			25,000																					
COSTS BEFORE LAND INT AND P	**516,318**	**0**	**787,856**	**231,328**	**385,547**	**462,657**	**483,977**	**505,297**	**505,297**	**505,297**	**505,297**	**505,297**	**505,297**	**351,079**	**196,860**	**42,641**	**42,641**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuatio Land	**2,910,226**																							
Interest		51,398	52,169	64,770	69,211	76,032	84,113	83,497	74,054	64,470	54,742	44,867	34,845	24,673	12,035	0	0	0	0	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								2,558,447
Cash Flow	-3,426,543	-51,398	-840,025	-296,098	-454,758	-538,689	41,064	629,514	638,957	648,541	658,269	668,143	678,165	842,557	1,009,414	1,175,667	1,175,667	0	0	0	0	0	0	-2,558,447
Opening Balan	0																							
Closing Balan	-3,426,543	-3,477,941	-4,317,967	-4,614,065	-5,068,823	-5,607,512	-5,566,447	-4,936,933	-4,297,977	-3,649,436	-2,991,167	-2,323,024	-1,644,858	-802,302	207,112	1,382,780	2,558,447	2,558,447	2,558,447	2,558,447	2,558,447	2,558,447	2,558,447	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**609,154**	**1,218,308**	**1,218,308**	**1,218,308**	**1,218,308**	**1,218,308**	**1,218,308**	**1,218,308**	**1,218,308**	**1,218,308**	**1,218,308**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	578,100																							
Stamp Duty	18,405	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	8,672	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	16,170	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	158,390	0	158,390	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	13,199	0	13,199	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	26,398	0	26,398	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	65,996	0	65,996	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	75,229	225,686	376,144	451,372	451,372	451,372	451,372	451,372	451,372	451,372	451,372	300,915	150,457	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			919,286				919,286				919,286													
Post CIL s106					20,084	40,168	40,168	40,168	40,168	40,168	40,168	40,168	40,168	40,168	40,168	0	0	0	0	0	0	0	0	0
Contingency	0	0	1,881	5,642	9,404	11,284	11,284	11,284	11,284	11,284	11,284	11,284	11,284	7,523	3,761	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	18,275	36,549	36,549	36,549	36,549	36,549	36,549	36,549	36,549	36,549	36,549	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,046	6,092	6,092	6,092	6,092	6,092	6,092	6,092	6,092	6,092	6,092	0	0	0	0	0	0	0
Misc.	0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P	**942,829**	**0**	**1,285,379**	**231,328**	**405,631**	**502,825**	**1,443,431**	**545,465**	**545,465**	**545,465**	**1,464,752**	**545,465**	**545,465**	**391,247**	**237,028**	**42,641**	**42,641**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		14,142	14,355	33,851	37,828	44,480	52,690	65,994	56,892	47,652	38,274	42,545	33,091	23,494	11,441	0	0	0	0	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								2,558,447
Cash Flow	-942,829	-14,142	-1,299,733	-265,179	-443,459	-547,305	-886,967	606,848	615,951	625,190	-284,718	630,298	639,752	803,567	969,840	1,175,667	1,175,667	0	0	0	0	0	0	-2,558,447
Opening Balan	0																							
Closing Balan	-942,829	-956,972	-2,256,705	-2,521,884	-2,965,344	-3,512,648	-4,399,616	-3,792,767	-3,176,816	-2,551,626	-2,836,344	-2,206,046	-1,566,294	-762,727	207,112	1,382,780	2,558,447	2,558,447	2,558,447	2,558,447	2,558,447	2,558,447	2,558,447	0

SITE NAME	Site 2

INCOME	Av Size m2	%	Number 78		Price £/m2	GDV £	GIA m2
Market Housing	96.3	65%	51		4,000	19,526,113	4,882
Shared Ownership	75.3	9%	7		2,600	1,335,798	514
Affordable Rent	75.3	26%	20		1,805	2,782,056	1,541
Social Rent	75.3	0%	0		3,200	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	2.17 ha		36	/ha		23,643,967	6,937
SITE AREA - Gross	3.10 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		5,197,818	2,395,308	1,676,716
Alternative Use Value		155,000		50,000
Uplift	20%	31,000		10,000
Plus /ha	350,000	1,085,000		350,000
Viability Threshold		1,271,000		410,000

		£/m2
Additional Profit	4,964,004	1,017

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	66,639		5,197,818	
	Stamp Duty		249,391		
	Easements etc.		0		
	Legals Acquisition	1.50%	77,967	327,358	
PLANNING					
	Planning Fee		14,000		
	Architects	6.00%	585,318		
	QS / PM	0.50%	48,776		
	Planning Consultants	1.00%	97,553		
	Other Professional	2.50%	243,882	989,530	
CONSTRUCTION					
	Build Cost - BCIS Based	1,262	8,755,623		
	s106 / CIL		780,783		
	Contingency	2.50%	218,891		
	Abnormals		0	9,755,297	
FINANCE					
	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES					
	Agents	3.0%	709,319		
	Legals	0.5%	118,220		
	Misc.		25,000	852,539	**17,180,042**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	4,728,793

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	78		
No dwgs unde	28	385	10,780
No dwgs over	28	115	3,220
		Total	14,000

Stamp duty calc - Residual		
Land payment		5,197,818
	Total	249,391

Stamp duty calc - Add Profit		
Land payment		1,271,000
	Total	53,050

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**195,000**

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	**780,783**

Build Cost	/m2	
BCIS	1,083	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	163	15%
	1,262	

RESIDUAL CASH FLOW FOR INTEREST

	Year 1 Q1	Year 1 Q2	Year 1 Q3	Year 1 Q4	Year 2 Q1	Year 2 Q2	Year 2 Q3	Year 2 Q4	Year 3 Q1	Year 3 Q2	Year 3 Q3	Year 3 Q4
INCOME												
UNITS Started			2	3	3	4	5	5	5	5	5	5
Market Housing				0	0	0	500,670	751,004	751,004	1,001,339	1,251,674	1,251,674
Shared Ownership				0	0	0	34,251	51,377	51,377	68,502	85,628	85,628
Affordable Rent				0	0	0	71,335	107,002	107,002	142,670	178,337	178,337
Social Rent				0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**606,256**	**909,383**	**909,383**	**1,212,511**	**1,515,639**	**1,515,639**
EXPENDITURE												
Stamp Duty	249,391											
Easements etc.	0											
Legals Acquisition	77,967											
Planning Fee	14,000											
Architects	292,659		292,659									
QS	24,388		24,388									
Planning Consultants	48,776		48,776									
Other Professional	121,941		121,941									
Build Cost - BCIS Base		0	74,834	187,086	299,338	374,172	449,006	523,841	561,258	561,258	561,258	561,258
s106/CIL			780,783									
Contingency		0	1,871	4,677	7,483	9,354	11,225	13,096	14,031	14,031	14,031	14,031
Abnormals		0	0	0	0	0	0	0	0	0	0	0
Finance Fees	50,000											
Legal and Valuation	7,500											
Agents	0	0	0	0	0	0	18,188	27,281	27,281	36,375	45,469	45,469
Legals	0	0	0	0	0	0	3,031	4,547	4,547	6,063	7,578	7,578
Misc.			25,000									
COSTS BEFORE LAND INT AND F	**886,623**	**0**	**1,370,254**	**191,763**	**306,821**	**383,526**	**481,450**	**568,765**	**607,118**	**617,727**	**628,337**	**628,337**
For Residual Valuatio Land	5,197,818											
Interest		91,267	92,636	114,579	119,174	125,564	133,200	133,326	130,217	127,636	120,629	109,129
Profit on Costs												
Profit on GDV												
Cash Flow	-6,084,441	-91,267	-1,462,889	-306,342	-425,995	-509,090	-8,395	207,292	172,049	467,148	766,673	778,173
Opening Balance	0											
Closing Balance	-6,084,441	-6,175,708	-7,638,597	-7,944,939	-8,370,934	-8,880,025	-8,888,420	-8,681,128	-8,509,079	-8,041,932	-7,275,258	-6,497,085

	Year 4 Q1	Year 4 Q2	Year 4 Q3	Year 4 Q4	Year 5 Q1	Year 5 Q2	Year 5 Q3	Year 5 Q4	Year 6 Q1	Year 6 Q2	Year 6 Q3	Year 6 Q4
INCOME												
UNITS Started	5	5	5	5	5	5	5	1				
Market Housing	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	250,335
Shared Ownership	85,628	85,628	85,628	85,628	85,628	85,628	85,628	85,628	85,628	85,628	85,628	17,126
Affordable Rent	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	35,667
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**303,128**
EXPENDITURE												
Build Cost - BCIS Base	561,258	561,258	561,258	561,258	561,258	561,258	561,258	411,589	224,503	37,417	0	0
Contingency	14,031	14,031	14,031	14,031	14,031	14,031	14,031	10,290	5,613	935	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Agents	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	9,094
Legals	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	1,516
COSTS BEFORE LAND INT AND F	**628,337**	**628,337**	**628,337**	**628,337**	**628,337**	**628,337**	**628,337**	**474,926**	**283,163**	**91,400**	**53,047**	**10,609**
Interest	97,456	85,609	73,583	61,377	48,989	36,414	23,650	10,696	0	0	0	0
Profit on Costs												0
Profit on GDV												4,728,793
Cash Flow	789,846	801,694	813,719	825,925	838,314	850,888	863,652	1,030,017	1,232,476	1,424,239	1,462,592	-4,436,275
Closing Balance	-5,707,239	-4,905,546	-4,091,827	-3,265,902	-2,427,588	-1,576,700	-713,048	316,969	1,549,445	2,973,683	4,436,275	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1 Q1	Year 1 Q2	Year 1 Q3	Year 1 Q4	Year 2 Q1	Year 2 Q2	Year 2 Q3	Year 2 Q4	Year 3 Q1	Year 3 Q2	Year 3 Q3	Year 3 Q4
INCOME As Above												
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**606,256**	**909,383**	**909,383**	**1,212,511**	**1,515,639**	**1,515,639**
EXPENDITURE												
Land	1,271,000											
Stamp Duty	53,050	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	19,065	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	14,000	0	0	0	0	0	0	0	0	0	0	0
Architects	292,659	0	292,659	0	0	0	0	0	0	0	0	0
QS	24,388	0	24,388	0	0	0	0	0	0	0	0	0
Planning Consultants	48,776	0	48,776	0	0	0	0	0	0	0	0	0
Other Professional	121,941	0	121,941	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	74,834	187,086	299,338	374,172	449,006	523,841	561,258	561,258	561,258	561,258
POTENTIAL CIL			992,801				992,801				992,801	
Post CIL s106					20,020	30,030	30,030	40,040	50,050	50,050	50,050	50,050
Contingency	0	0	1,871	4,677	7,483	9,354	11,225	13,096	14,031	14,031	14,031	14,031
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	50,000	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	18,188	27,281	27,281	36,375	45,469	45,469
Legals	0	0	0	0	0	0	3,031	4,547	4,547	6,063	7,578	7,578
Misc.	0	0	25,000	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	**1,902,380**	**0**	**1,582,271**	**191,763**	**326,841**	**413,556**	**1,504,281**	**608,805**	**657,168**	**667,777**	**1,671,188**	**678,387**
For CIL calculation Interest		28,536	28,964	53,132	56,806	62,560	69,702	84,218	80,973	78,404	71,409	74,813
Profit on cost												
Profit on GDV												
Cash Flow	-1,902,380	-28,536	-1,611,235	-244,895	-383,647	-476,117	-967,728	216,360	171,243	466,330	-226,958	762,439
Opening Balance	0											
Closing Balance	-1,902,380	-1,930,916	-3,542,150	-3,787,046	-4,170,692	-4,646,809	-5,614,537	-5,398,177	-5,226,934	-4,760,605	-4,987,563	-4,225,124

	Year 4 Q1	Year 4 Q2	Year 4 Q3	Year 4 Q4	Year 5 Q1	Year 5 Q2	Year 5 Q3	Year 5 Q4	Year 6 Q1	Year 6 Q2	Year 6 Q3	Year 6 Q4
INCOME	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**303,128**
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	0	0	0	0	0	0	0	0	0	0	0	0
Architects	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	561,258	561,258	561,258	561,258	561,258	561,258	561,258	411,589	224,503	37,417	0	0
POTENTIAL CIL			992,801				992,801					
Post CIL s106	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	10,010	0	0
Contingency	14,031	14,031	14,031	14,031	14,031	14,031	14,031	10,290	5,613	935	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0
Agents	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	9,094
Legals	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	1,516
Misc.	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	**678,387**	**678,387**	**1,671,188**	**678,387**	**678,387**	**678,387**	**1,671,188**	**524,976**	**333,213**	**101,410**	**53,047**	**10,609**
Interest	63,377	51,769	39,986	42,920	31,005	18,911	6,636	9,068	0	0	0	0
Profit on cost												0
Profit on GDV												4,728,793
Cash Flow	773,875	785,483	-195,535	794,332	806,247	818,341	-162,185	981,594	1,182,426	1,414,229	1,462,592	-4,436,275
Closing Balance	-3,451,249	-2,665,766	-2,861,301	-2,066,969	-1,260,721	-442,380	-604,565	377,029	1,559,455	2,973,683	4,436,275	0

SITE NAME	Site 3

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		155		£/m2	£	m2
Market Housing	95.9	65%	101		4,000	38,657,667	9,664
Shared Ownership	75.0	9%	14		2,600	2,644,044	1,017
Affordable Rent	75.0	26%	41		1,805	5,506,730	3,051
Social Rent	75.0	0%	0		3,200	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	4.65 ha		33	/ha		**46,808,440**	**13,732**
SITE AREA - Gross	7.15 ha		22	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		9,615,593	2,067,870	1,344,838
Alternative Use Value		143,000		20,000
Uplift	20%	28,600		4,000
Plus /ha	350,000	2,502,500		350,000
Viability Threshold		2,674,100		374,000

		£/m2
Additional Profit	8,800,801	911

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	62,036		9,615,593	
	Stamp Duty		470,280		
	Easements etc.		0		
	Legals Acquisition	1.50%	144,234	614,514	
PLANNING	Planning Fee		52,500		
	Architects	6.00%	1,204,703		
	QS / PM	0.50%	100,392		
	Planning Consultants	1.00%	200,784		
	Other Professional	2.50%	501,960	2,060,339	
CONSTRUCTION	Build Cost - BCIS Based	1,317	18,079,181		
	s106 / CIL		1,547,230		
	Contingency	2.50%	451,980		
	Abnormals		0	20,078,391	
FINANCE	Fees		100,000		
	Interest	6.00%			
	Legal and Valuation		7,500	107,500	
SALES	Agents	3.0%	1,404,253		
	Legals	0.5%	234,042		
	Misc.		25,000	1,663,295	**34,139,632**

Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	9,361,688

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	155		
No dwgs unde	105	385	40,425
No dwgs over	105	115	12,075
		Total	52,500

Stamp duty calc - Residual	
Land payment	9,615,593
Total	470,280

Stamp duty calc - Add Profit	
Land payment	2,674,100
Total	123,205

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**387,500**

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	**1,547,230**

Build Cost	/m2	
BCIS	1,084	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,317	

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started				2	4	9	10	10	10	10	10	10	10	10	10	10	10	10	10	10					
Market Housing					0	0	0	498,809	997,617	2,244,639	2,494,043	2,494,043	2,494,043	2,494,043	2,494,043	2,494,043	2,494,043	2,494,043	2,494,043	2,494,043	2,494,043	2,494,043	2,494,043	2,494,043	0
Shared Ownership					0	0	0	34,117	68,233	153,525	170,583	170,583	170,583	170,583	170,583	170,583	170,583	170,583	170,583	170,583	170,583	170,583	170,583	170,583	0
Affordable Rent					0	0	0	71,055	142,109	319,746	355,273	355,273	355,273	355,273	355,273	355,273	355,273	355,273	355,273	355,273	355,273	355,273	355,273	355,273	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**603,980**	**1,207,960**	**2,717,909**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**0**
EXPENDITURE																									
Stamp Duty		470,280																							
Easements etc.		0																							
Legals Acquisition		144,234																							
Planning Fee		52,500																							
Architects		602,352		602,352																					
QS		50,196		50,196																					
Planning Consultants		100,392		100,392																					
Other Professional		250,980		250,980																					
Build Cost - BCIS Base			0	77,760	233,280	583,199	894,239	1,127,519	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	777,599	388,800	0	0	0
s106/CIL				1,547,230																					
Contingency			0	1,944	5,832	14,580	22,356	28,188	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	19,440	9,720	0	0	0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		100,000																							
Legal and Valuation		7,500																							
Agents		0	0	0	0	0	0	18,119	36,239	81,537	90,597	90,597	90,597	90,597	90,597	90,597	90,597	90,597	90,597	90,597	90,597	90,597	90,597	90,597	0
Legals		0	0	0	0	0	0	3,020	6,040	13,590	15,099	15,099	15,099	15,099	15,099	15,099	15,099	15,099	15,099	15,099	15,099	15,099	15,099	15,099	0
Misc.				25,000																					
COSTS BEFORE LAND INT AND F		**1,778,433**	**0**	**2,655,853**	**239,112**	**597,779**	**916,595**	**1,176,846**	**1,237,837**	**1,290,686**	**1,301,255**	**1,301,255**	**1,301,255**	**1,301,255**	**1,301,255**	**1,301,255**	**1,301,255**	**1,301,255**	**1,301,255**	**1,301,255**	**902,736**	**504,216**	**105,696**	**105,696**	**0**
For Residual Valuati	Land	9,615,593																							
	Interest		170,910	173,474	215,914	222,739	235,047	252,322	264,700	269,118	251,747	229,743	207,410	184,741	161,733	138,379	114,675	90,615	66,195	41,408	16,250	0	0	0	0
	Profit on Costs																								0
	Profit on GDV																								9,361,688
	Cash Flow	-11,394,026	-170,910	-2,829,328	-455,026	-820,519	-1,151,642	-825,188	-294,577	1,158,106	1,466,897	1,488,901	1,511,234	1,533,903	1,556,912	1,580,265	1,603,969	1,628,029	1,652,449	1,677,236	2,100,914	2,515,683	2,914,203	2,914,203	-9,361,688
	Opening Balai	0																							
	Closing Balan	-11,394,026	-11,564,937	-14,394,264	-14,849,290	-15,669,809	-16,821,451	-17,646,639	-17,941,216	-16,783,111	-15,316,213	-13,827,312	-12,316,078	-10,782,175	-9,225,263	-7,644,998	-6,041,029	-4,413,000	-2,760,551	-1,083,315	1,017,599	3,533,282	6,447,485	9,361,688	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above																								
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**603,980**	**1,207,960**	**2,717,909**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**3,019,899**	**0**
EXPENDITURE																									
Land		2,674,100																							
Stamp Duty		123,205	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		40,112	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		52,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		602,352	0	602,352	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		50,196	0	50,196	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		100,392	0	100,392	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		250,980	0	250,980	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	77,760	233,280	583,199	894,239	1,127,519	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	777,599	388,800	0	0	0
POTENTIAL CIL				1,760,160				1,760,160				1,760,160				1,760,160				1,760,160					
Post CIL s106						19,964	39,929	89,839	99,821	99,821	99,821	99,821	99,821	99,821	99,821	99,821	99,821	99,821	99,821	99,821	99,821	99,821	0	0	0
Contingency		0	0	1,944	5,832	14,580	22,356	28,188	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	19,440	9,720	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		100,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	18,119	36,239	81,537	90,597	90,597	90,597	90,597	90,597	90,597	90,597	90,597	90,597	90,597	90,597	90,597	90,597	90,597	0
Legals		0	0	0	0	0	0	3,020	6,040	13,590	15,099	15,099	15,099	15,099	15,099	15,099	15,099	15,099	15,099	15,099	15,099	15,099	15,099	15,099	0
Misc.		0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F		**4,001,336**	**0**	**2,868,784**	**239,112**	**617,744**	**956,524**	**3,026,845**	**1,337,659**	**1,390,507**	**1,401,077**	**3,161,237**	**1,401,077**	**1,401,077**	**1,401,077**	**3,161,237**	**1,401,077**	**1,401,077**	**1,401,077**	**3,161,237**	**1,002,557**	**604,037**	**105,696**	**105,696**	**0**
For CIL calculation																									
	Interest		60,020	60,920	104,866	110,026	120,942	137,104	175,504	180,082	162,872	141,033	145,268	123,165	100,730	77,959	81,248	58,184	34,775	11,014	13,299	0	0	0	0
	Profit on cost																								0
	Profit on GDV																								9,361,688
	Cash Flow	-4,001,336	-60,020	-2,929,704	-343,978	-727,769	-1,077,466	-2,559,970	-305,203	1,147,321	1,455,951	-282,370	1,473,555	1,495,658	1,518,093	-219,296	1,537,575	1,560,638	1,584,048	-152,351	2,004,043	2,415,862	2,914,203	2,914,203	-9,361,688
	Opening Balai	0																							
	Closing Balan	-4,001,336	-4,061,356	-6,991,060	-7,335,038	-8,062,807	-9,140,273	-11,700,242	-12,005,445	-10,858,124	-9,402,173	-9,684,543	-8,210,988	-6,715,330	-5,197,237	-5,416,533	-3,878,958	-2,318,320	-734,271	-886,623	1,117,420	3,533,282	6,447,485	9,361,688	0

SHLAA Settlement with CIL
Site 4

SITE NAME	Site 4

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		181		£/m2	£	m2
Market Housing	96.0	65%	118		4,000	45,175,461	11,294
Shared Ownership	75.3	9%	16		2,600	3,098,804	1,192
Affordable Rent	75.3	26%	48		1,805	6,453,856	3,576
Social Rent	75.3	0%	0		3,200	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	5.06 ha		36	/ha		54,728,121	16,061
SITE AREA - Gross	7.23 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		11,072,660	2,188,273	1,531,488
Alternative Use Value		144,600		20,000
Uplift	20%	28,920		4,000
Plus /ha	350,000	2,530,500		350,000
Viability Threshold		2,704,020		374,000
			£/m2	
Additional Profit		10,620,198	940	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS				
LAND		/unit or m2	Total	
	Land	61,175		11,072,660
	Stamp Duty		543,133	
	Easements etc.		0	
	Legals Acquisition	1.50%	166,090	709,223
PLANNING				
	Planning Fee		65,500	
	Architects	6.00%	1,409,478	
	QS / PM	0.50%	117,456	
	Planning Consultants	1.00%	234,913	
	Other Professional	2.50%	587,282	2,414,629
CONSTRUCTION				
	Build Cost - BCIS Based	1,317	21,154,663	
	s106 / CIL		1,807,764	
	Contingency	2.50%	528,867	
	Abnormals		0	23,491,294
FINANCE				
	Fees		100,000	
	Interest	6.00%		
	Legal and Valuation		7,500	107,500
SALES				
	Agents	3.0%	1,641,844	
	Legals	0.5%	273,641	
	Misc.		25,000	1,940,484	39,735,790
Developers Profit				
	% of costs (before interest)	0.00%		0
	% of GDV	20.00%		10,945,624

Planning fee calc			
Planning app	dwgs	rate	
No dwgs	181		
No dwgs unde	131	385	50,435
No dwgs over	131	115	15,065
		Total	65,500

Stamp duty calc - Residual	
Land payment	11,072,660
Total	543,133

Stamp duty calc - Add Profit	
Land payment	2,704,020
Total	124,701

Pre CIL s106	2,500	£/ Unit (all)	
		Total	452,500

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	1,807,764

Build Cost	/m2	
BCIS	1,084	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,317	

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	4	6	8	10	12	12	12	12	12	12	12	12	12	12	12	12	7				
Market Housing				0	0	0	499,176	998,353	1,497,529	1,996,705	2,495,882	2,995,058	2,995,058	2,995,058	2,995,058	2,995,058	2,995,058	2,995,058	2,995,058	2,995,058	2,995,058	2,995,058	2,995,058	1,747,117
Shared Ownership				0	0	0	34,241	68,482	102,723	136,964	171,205	205,446	205,446	205,446	205,446	205,446	205,446	205,446	205,446	205,446	205,446	205,446	205,446	119,843
Affordable Rent				0	0	0	71,313	142,627	213,940	285,253	356,567	427,880	427,880	427,880	427,880	427,880	427,880	427,880	427,880	427,880	427,880	427,880	427,880	249,597
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**604,731**	**1,209,461**	**1,814,192**	**2,418,922**	**3,023,653**	**3,628,384**	**3,628,384**	**3,628,384**	**3,628,384**	**3,628,384**	**3,628,384**	**3,628,384**	**3,628,384**	**3,628,384**	**3,628,384**	**3,628,384**	**3,628,384**	**2,116,557**
EXPENDITURE																								
Stamp Duty	543,133																							
Easements etc.	0																							
Legals Acquisition	166,090																							
Planning Fee	65,500																							
Architects	704,739		704,739																					
QS	58,728		58,728																					
Planning Consultants	117,456		117,456																					
Other Professional	293,641		293,641																					
Build Cost - BCIS Base		0	77,918	233,753	467,506	701,260	935,013	1,168,766	1,324,601	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,207,725	740,218	272,712	0	0
s106/CIL			1,807,764																					
Contingency		0	1,948	5,844	11,688	17,531	23,375	29,219	33,115	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	30,193	18,505	6,818	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	100,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	18,142	36,284	54,426	72,568	90,710	108,852	108,852	108,852	108,852	108,852	108,852	108,852	108,852	108,852	108,852	108,852	108,852	63,497
Legals	0	0	0	0	0	0	3,024	6,047	9,071	12,095	15,118	18,142	18,142	18,142	18,142	18,142	18,142	18,142	18,142	18,142	18,142	18,142	18,142	10,583
Misc.			25,000																					
COSTS BEFORE LAND INT AND P	**2,056,788**	**0**	**3,087,194**	**239,597**	**479,194**	**718,791**	**979,554**	**1,240,316**	**1,421,213**	**1,522,244**	**1,543,410**	**1,564,576**	**1,564,576**	**1,564,576**	**1,564,576**	**1,564,576**	**1,564,576**	**1,564,576**	**1,564,576**	**1,364,911**	**885,717**	**406,523**	**126,993**	**74,080**
For Residual Valuation Land	**11,072,660**																							
Interest		196,942	199,896	249,202	256,534	267,570	282,366	292,223	297,070	295,631	286,615	268,711	241,784	214,454	186,714	158,557	129,978	100,971	71,528	41,644	8,317	0	0	0
Profit on Costs																								0
Profit on GDV																								10,945,624
Cash Flow	-13,129,447	-196,942	-3,287,090	-488,799	-735,728	-986,361	-657,189	-323,078	95,909	601,047	1,193,628	1,795,097	1,822,024	1,849,354	1,877,095	1,905,251	1,933,830	1,962,837	1,992,280	2,221,828	2,734,350	3,221,860	3,501,390	-8,903,147
Opening Balance	0																							
Closing Balance	-13,129,447	-13,326,389	-16,613,479	-17,102,278	-17,838,006	-18,824,367	-19,481,556	-19,804,634	-19,708,725	-19,107,678	-17,914,050	-16,118,952	-14,296,929	-12,447,574	-10,570,480	-8,665,229	-6,731,399	-4,768,562	-2,776,282	-554,454	2,179,896	5,401,756	8,903,147	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**604,731**	**1,209,461**	**1,814,192**	**2,418,922**	**3,023,653**	**3,628,384**	**3,628,384**	**3,628,384**	**3,628,384**	**3,628,384**	**3,628,384**	**3,628,384**	**3,628,384**	**3,628,384**	**3,628,384**	**3,628,384**	**3,628,384**	**2,116,557**
EXPENDITURE																								
Land	2,704,020																							
Stamp Duty	124,701	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	40,560	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	65,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	704,739	0	704,739	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	58,728	0	58,728	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	117,456	0	117,456	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	293,641	0	293,641	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	77,918	233,753	467,506	701,260	935,013	1,168,766	1,324,601	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,207,725	740,218	272,712	0	0
POTENTIAL CIL			**2,124,040**				2,124,040				2,124,040				2,124,040				2,124,040					
Post CIL s106					19,975	39,951	59,926	79,901	99,876	119,852	119,852	119,852	119,852	119,852	119,852	119,852	119,852	119,852	119,852	119,852	119,852	69,914	0	0
Contingency	0	0	1,948	5,844	11,688	17,531	23,375	29,219	33,115	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	30,193	18,505	6,818	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	100,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	18,142	36,284	54,426	72,568	90,710	108,852	108,852	108,852	108,852	108,852	108,852	108,852	108,852	108,852	108,852	108,852	108,852	63,497
Legals	0	0	0	0	0	0	3,024	6,047	9,071	12,095	15,118	18,142	18,142	18,142	18,142	18,142	18,142	18,142	18,142	18,142	18,142	18,142	18,142	10,583
Misc.	0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P	**4,216,846**	**0**	**3,403,470**	**239,597**	**499,169**	**758,742**	**3,163,519**	**1,320,217**	**1,521,090**	**1,642,096**	**3,787,301**	**1,684,427**	**1,684,427**	**1,684,427**	**3,808,467**	**1,684,427**	**1,684,427**	**1,684,427**	**3,808,467**	**1,484,763**	**1,005,569**	**476,437**	**126,993**	**74,080**
For CIL calculation																								
Interest		63,253	64,201	116,217	121,554	130,865	144,209	184,754	189,186	187,628	178,790	192,926	166,661	140,001	112,942	117,337	89,938	62,128	33,900	37,110	5,512	0	0	0
Profit on cost																								0
Profit on GDV																								10,945,624
Cash Flow	-4,216,846	-63,253	-3,467,671	-355,814	-620,723	-889,606	-2,702,997	-295,510	103,916	589,199	-942,438	1,751,030	1,777,296	1,803,955	-293,025	1,826,619	1,854,018	1,881,829	-213,983	2,106,511	2,617,302	3,151,947	3,501,390	-8,903,147
Opening Balance	0																							
Closing Balance	-4,216,846	-4,280,099	-7,747,770	-8,103,584	-8,724,307	-9,613,913	-12,316,910	-12,612,420	-12,508,504	-11,919,305	-12,861,743	-11,110,712	-9,333,417	-7,529,461	-7,822,486	-5,995,867	-4,141,849	-2,260,020	-2,474,004	-367,493	2,249,809	5,401,756	8,903,147	0

SITE NAME	Site 5

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		308		£/m2	£	m2
Market Housing	95.9	65%	200		4,000	76,803,213	19,201
Shared Ownership	75.2	9%	27		2,600	5,272,369	2,028
Affordable Rent	75.2	26%	81		1,805	10,980,722	6,084
Social Rent	75.2	0%	0		3,200	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	8.60 ha		36	/ha		93,056,303	27,312
SITE AREA - Gross	12.31 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		19,110,357	2,222,134	1,552,425
Alternative Use Value		246,200		20,000
Uplift	20%	49,240		4,000
Plus /ha	350,000	4,308,500		350,000
Viability Threshold		4,603,940		374,000

		£/m2
Additional Profit	18,363,708	956

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	62,047		19,110,357	
	Stamp Duty		945,018		
	Easements etc.		0		
	Legals Acquisition	1.50%	286,655	1,231,673	
PLANNING					
	Planning Fee		129,000		
	Architects	6.00%	2,396,417		
	QS / PM	0.50%	199,701		
	Planning Consultants	1.00%	399,403		
	Other Professional	2.50%	998,507	4,123,028	
CONSTRUCTION					
	Build Cost - BCIS Based	1,317	35,967,008		
	s106 / CIL		3,074,096		
	Contingency	2.50%	899,175		
	Abnormals		0	39,940,279	
FINANCE					
	Fees		200,000		
	Interest	6.00%			
	Legal and Valuation		7,500	207,500	
SALES					
	Agents	3.0%	2,791,689		
	Legals	0.5%	465,282		
	Misc.		25,000	3,281,971	67,894,808

Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	18,611,261

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	308		
No dwgs unde	258	385	99,330
No dwgs over	258	115	29,670
		Total	129,000

Stamp duty calc - Residual	
Land payment	19,110,357
Total	945,018

Stamp duty calc - Add Profit	
Land payment	4,603,940
Total	219,697

Pre CIL s106	2,500	£/ Unit (all)	
		Total	770,000

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	3,074,096

Build Cost	/m2	
BCIS	1,084	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,317	

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			5	10	15	20	20	20	20	20	20	20	20	20	20	20	20	20	18					
Market Housing				0	0	0	1,246,805	2,493,611	3,740,416	4,987,222	4,987,222	4,987,222	4,987,222	4,987,222	4,987,222	4,987,222	4,987,222	4,987,222	4,987,222	4,987,222	4,987,222	4,987,222	4,488,499	0
Shared Ownership				0	0	0	85,590	171,181	256,771	342,362	342,362	342,362	342,362	342,362	342,362	342,362	342,362	342,362	342,362	342,362	342,362	342,362	308,125	0
Affordable Rent				0	0	0	178,258	356,517	534,775	713,034	713,034	713,034	713,034	713,034	713,034	713,034	713,034	713,034	713,034	713,034	713,034	713,034	641,730	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	1,510,654	3,021,309	4,531,963	6,042,617	6,042,617	6,042,617	6,042,617	6,042,617	6,042,617	6,042,617	6,042,617	6,042,617	6,042,617	6,042,617	6,042,617	6,042,617	5,438,355	0
EXPENDITURE																								
Stamp Duty	945,018																							
Easements etc.	0																							
Legals Acquisition	286,655																							
Planning Fee	129,000																							
Architects	1,198,208		1,198,208																					
QS	99,851		99,851																					
Planning Consultants	199,701		199,701																					
Other Professional	499,253		499,253																					
Build Cost - BCIS Base		0	194,627	583,880	1,167,760	1,751,640	2,140,893	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,257,669	1,479,163	700,656	0	0	0
s106/CIL			3,074,096																					
Contingency		0	4,866	14,597	29,194	43,791	53,522	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	56,442	36,979	17,516	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	200,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	45,320	90,639	135,959	181,279	181,279	181,279	181,279	181,279	181,279	181,279	181,279	181,279	181,279	181,279	181,279	181,279	163,151	0
Legals	0	0	0	0	0	0	7,553	15,107	22,660	30,213	30,213	30,213	30,213	30,213	30,213	30,213	30,213	30,213	30,213	30,213	30,213	30,213	27,192	0
Misc.			25,000																					
COSTS BEFORE LAND INT AND F	3,565,187	0	5,295,603	598,477	1,196,954	1,795,431	2,247,289	2,499,654	2,552,527	2,605,400	2,605,400	2,605,400	2,605,400	2,605,400	2,605,400	2,605,400	2,605,400	2,605,400	2,525,603	1,727,633	929,664	211,492	190,342	0
For Residual Valuati Land	19,110,357																							
Interest		340,133	345,235	429,848	445,273	469,906	503,886	522,494	522,506	500,652	456,604	411,895	366,515	320,454	273,703	226,250	178,086	129,199	79,579	28,017	0	0	0	0
Profit on Costs																								0
Profit on GDV																								18,611,261
Cash Flow	-22,675,544	-340,133	-5,640,838	-1,028,325	-1,642,227	-2,265,337	-1,240,520	-839	1,456,930	2,936,565	2,980,614	3,025,323	3,070,703	3,116,763	3,163,515	3,210,967	3,259,132	3,308,019	3,437,436	4,286,967	5,112,953	5,831,126	5,248,013	-18,611,261
Opening Balan	0																							
Closing Balan	-22,675,544	-23,015,677	-28,656,515	-29,684,840	-31,327,066	-33,592,403	-34,832,923	-34,833,763	-33,376,833	-30,440,268	-27,459,654	-24,434,332	-21,363,629	-18,246,866	-15,083,351	-11,872,384	-8,613,252	-5,305,234	-1,867,798	2,419,169	7,532,122	13,363,248	18,611,261	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	0	0	0	0	0	0	1,510,654	3,021,309	4,531,963	6,042,617	6,042,617	6,042,617	6,042,617	6,042,617	6,042,617	6,042,617	6,042,617	6,042,617	6,042,617	6,042,617	6,042,617	6,042,617	5,438,355	0
EXPENDITURE																								
Land	4,603,940																							
Stamp Duty	219,697	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	69,059	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	129,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	1,198,208	0	1,198,208	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	99,851	0	99,851	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	199,701	0	199,701	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	499,253	0	499,253	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	194,627	583,880	1,167,760	1,751,640	2,140,893	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,257,669	1,479,163	700,656	0	0	0
POTENTIAL CIL			3,672,742				3,672,742				3,672,742				3,672,742				3,672,742					
Post CIL s106					49,904	99,808	149,712	199,617	199,617	199,617	199,617	199,617	199,617	199,617	199,617	199,617	199,617	199,617	199,617	199,617	179,655	0	0	0
Contingency	0	0	4,866	14,597	29,194	43,791	53,522	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	56,442	36,979	17,516	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	200,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	45,320	90,639	135,959	181,279	181,279	181,279	181,279	181,279	181,279	181,279	181,279	181,279	181,279	181,279	181,279	181,279	163,151	0
Legals	0	0	0	0	0	0	7,553	15,107	22,660	30,213	30,213	30,213	30,213	30,213	30,213	30,213	30,213	30,213	30,213	30,213	30,213	30,213	27,192	0
Misc.	0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	7,226,210	0	5,894,248	598,477	1,246,858	1,895,239	6,069,743	2,699,270	2,752,143	2,805,016	6,477,758	2,805,016	2,805,016	2,805,016	6,477,758	2,805,016	2,805,016	2,805,016	6,397,961	1,927,250	1,109,319	211,492	190,342	0
For CIL calculation																								
Interest		108,393	110,019	200,083	212,061	233,945	265,883	338,258	338,501	316,881	273,070	283,693	239,385	194,412	148,764	157,522	111,321	64,427	16,829	22,412	0	0	0	0
Profit on cost																								0
Profit on GDV																								18,611,261
Cash Flow	-7,226,210	-108,393	-6,004,267	-798,560	-1,458,920	-2,129,185	-4,824,971	-16,219	1,441,319	2,920,720	-708,211	2,953,907	2,998,216	3,043,189	-583,905	3,080,079	3,126,280	3,173,174	-372,173	4,092,955	4,933,298	5,831,126	5,248,013	-18,611,261
Opening Balan	0																							
Closing Balan	-7,226,210	-7,334,603	-13,338,870	-14,137,430	-15,596,350	-17,725,534	-22,550,506	-22,566,725	-21,125,407	-18,204,687	-18,912,898	-15,958,991	-12,960,775	-9,917,585	-10,501,490	-7,421,411	-4,295,132	-1,121,958	-1,494,131	2,598,824	7,532,122	13,363,248	18,611,261	0

SITE NAME	Site 6

INCOME		Av Size m2	%	Number 76	Price £/m2	GDV £	GIA m2
Market Housing		96.3	65%	49	4,000	19,025,443	4,756
Shared Ownership		75.3	9%	7	2,600	1,301,547	501
Affordable Rent		75.3	26%	20	1,805	2,710,721	1,502
Social Rent		75.3	0%	0	3,200	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net		1.78 ha		43 /ha		23,037,711	6,759
SITE AREA - Gross		2.10 ha		36 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		4,831,450	2,714,298	2,300,690
Alternative Use Value		105,000		50,000
Uplift	20%	21,000		10,000
Plus /ha	350,000	735,000		350,000
Viability Threshold		861,000		410,000
			£/m2	
Additional Profit		4,993,982	1,050	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	63,572		4,831,450	
	Stamp Duty		231,072		
	Easements etc.		0		
	Legals Acquisition	1.50%	72,472	303,544	
PLANNING					
	Planning Fee		13,000		
	Architects	6.00%	592,529		
	QS / PM	0.50%	49,377		
	Planning Consultants	1.00%	98,755		
	Other Professional	2.50%	246,887	1,000,549	
CONSTRUCTION					
	Build Cost - BCIS Based	1,316	8,892,414		
	s106 / CIL		760,763		
	Contingency	2.50%	222,310		
	Abnormals		0	9,875,488	
FINANCE					
	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES					
	Agents	3.0%	691,131		
	Legals	0.5%	115,189		
	Misc.		25,000	831,320	16,899,850
Developers Profit					
	% of costs (before interest)	0.00%			0
	% of GDV	20.00%			4,607,542

Planning fee calc			
Planning app	dwgs	rate	
No dwgs	76		
No dwgs unde	26	385	10,010
No dwgs over	26	115	2,990
		Total	13,000

Stamp duty calc - Residual	
Land payment	4,831,450
Total	231,072

Stamp duty calc - Add Profit	
Land payment	861,000
Total	32,550

Pre CIL s106	2,500	£/ Unit (all)	
		Total	190,000

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	760,763

Build Cost	/m2	
BCIS	1,083	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,316	

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3		
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME												
UNITS Started			2	5	5	5	5	5	5	5	5	5
Market Housing				0	0	0	500,670	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674
Shared Ownership				0	0	0	34,251	85,628	85,628	85,628	85,628	85,628
Affordable Rent				0	0	0	71,335	178,337	178,337	178,337	178,337	178,337
Social Rent				0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	606,256	1,515,639	1,515,639	1,515,639	1,515,639	1,515,639
EXPENDITURE												
Stamp Duty	231,072											
Easements etc.	0											
Legals Acquisition	72,472											
Planning Fee	13,000											
Architects	296,265		296,265									
QS	24,689		24,689									
Planning Consultants	49,377		49,377									
Other Professional	123,444		123,444									
Build Cost - BCIS Base		0	78,004	273,013	468,022	585,027	585,027	585,027	585,027	585,027	585,027	585,027
s106/CIL			760,763									
Contingency		0	1,950	6,825	11,701	14,626	14,626	14,626	14,626	14,626	14,626	14,626
Abnormals		0	0	0	0	0	0	0	0	0	0	0
Finance Fees	50,000											
Legal and Valuation	7,500											
Agents	0	0	0	0	0	0	18,188	45,469	45,469	45,469	45,469	45,469
Legals	0	0	0	0	0	0	3,031	7,578	7,578	7,578	7,578	7,578
Misc.			25,000									
COSTS BEFORE LAND INT AND I	867,819	0	1,359,491	279,838	479,722	599,653	620,872	652,700	652,700	652,700	652,700	652,700
For Residual Valuati Land	4,831,450											
Interest		85,489	86,771	108,465	114,290	123,200	134,043	136,273	125,373	114,309	103,080	91,682
Profit on Costs												
Profit on GDV												
Cash Flow	-5,699,268	-85,489	-1,446,263	-388,303	-594,012	-722,853	-148,659	726,666	737,566	748,629	759,859	771,257
Opening Balar	0											
Closing Balan	-5,699,268	-5,784,757	-7,231,020	-7,619,324	-8,213,336	-8,936,189	-9,084,848	-8,358,182	-7,620,616	-6,871,987	-6,112,128	-5,340,871

	Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME												
UNITS Started	5	5	5	5	5	4						
Market Housing	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,001,339	0	0
Shared Ownership	85,628	85,628	85,628	85,628	85,628	85,628	85,628	85,628	85,628	68,502	0	0
Affordable Rent	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	142,670	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	1,515,639	1,515,639	1,515,639	1,515,639	1,515,639	1,515,639	1,515,639	1,515,639	1,515,639	1,212,511	0	0
Build Cost - BCIS Base	585,027	585,027	585,027	585,027	585,027	546,025	351,016	156,007	0	0	0	0
Contingency	14,626	14,626	14,626	14,626	14,626	13,651	8,775	3,900	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Agents	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	36,375	0	0
Legals	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	6,063	0	0
COSTS BEFORE LAND INT AND I	652,700	652,700	652,700	652,700	652,700	612,723	412,839	212,955	53,047	42,438	0	0
Interest	80,113	68,371	56,452	44,355	32,076	19,613	6,364	0	0	0	0	0
Profit on Costs												0
Profit on GDV												4,607,542
Cash Flow	782,826	794,568	806,486	818,584	830,862	883,302	1,096,436	1,302,684	1,462,592	1,170,073	0	-4,607,542
Closing Balan	-4,558,046	-3,763,478	-2,956,991	-2,138,408	-1,307,545	-424,243	672,193	1,974,877	3,437,469	4,607,542	4,607,542	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above												
INCOME	0	0	0	0	0	0	606,256	1,515,639	1,515,639	1,515,639	1,515,639	1,515,639
EXPENDITURE												
Land	861,000											
Stamp Duty	32,550	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	12,915	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	13,000	0	0	0	0	0	0	0	0	0	0	0
Architects	296,265	0	296,265	0	0	0	0	0	0	0	0	0
QS	24,689	0	24,689	0	0	0	0	0	0	0	0	0
Planning Consultants	49,377	0	49,377	0	0	0	0	0	0	0	0	0
Other Professional	123,444	0	123,444	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	78,004	273,013	468,022	585,027	585,027	585,027	585,027	585,027	585,027	585,027
POTENTIAL CIL			998,796				998,796				998,796	
Post CIL s106					20,020	50,050	50,050	50,050	50,050	50,050	50,050	50,050
Contingency	0	0	1,950	6,825	11,701	14,626	14,626	14,626	14,626	14,626	14,626	14,626
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	50,000	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	18,188	45,469	45,469	45,469	45,469	45,469
Legals	0	0	0	0	0	0	3,031	7,578	7,578	7,578	7,578	7,578
Misc.	0	0	25,000	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND I	1,470,739	0	1,597,524	279,838	499,742	649,703	1,669,718	702,751	702,751	702,751	1,701,547	702,751
For CIL calculation												
Interest		22,061	22,392	46,691	51,589	59,859	70,502	87,512	76,631	65,587	54,378	57,982
Profit on cost												
Profit on GDV												
Cash Flow	-1,470,739	-22,061	-1,619,916	-326,529	-551,331	-709,562	-1,133,965	725,377	736,257	747,301	-240,285	754,907
Opening Balar	0											
Closing Balan	-1,470,739	-1,492,800	-3,112,717	-3,439,246	-3,990,577	-4,700,139	-5,834,104	-5,108,727	-4,372,469	-3,625,168	-3,865,453	-3,110,547

	Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	1,515,639	1,515,639	1,515,639	1,515,639	1,515,639	1,515,639	1,515,639	1,515,639	1,515,639	1,212,511	0	0
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	0	0	0	0	0	0	0	0	0	0	0	0
Architects	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	585,027	585,027	585,027	585,027	585,027	546,025	351,016	156,007	0	0	0	0
POTENTIAL CIL			998,796				998,796					
Post CIL s106	50,050	50,050	50,050	50,050	50,050	50,050	50,050	40,040	0	0	0	0
Contingency	14,626	14,626	14,626	14,626	14,626	13,651	8,775	3,900	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0
Agents	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	36,375	0	0
Legals	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	6,063	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND I	702,751	702,751	1,701,547	702,751	702,751	662,774	1,461,686	252,995	53,047	42,438	0	0
Interest	46,658	35,165	23,499	26,640	14,846	2,876	0	0	0	0	0	0
Profit on cost												0
Profit on GDV												4,607,542
Cash Flow	766,230	777,724	-209,407	786,248	798,042	849,990	53,953	1,262,644	1,462,592	1,170,073	0	-4,607,542
Closing Balan	-2,344,317	-1,566,593	-1,776,000	-989,751	-191,709	658,280	712,234	1,974,877	3,437,469	4,607,542	4,607,542	0

SITE NAME	Site 7

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		71		£/m2	£	m2
Market Housing	95.8	65%	46		4,000	17,687,256	4,422
Shared Ownership	75.0	9%	6		2,600	1,211,493	466
Affordable Rent	75.0	26%	19		1,805	2,523,168	1,398
Social Rent	75.0	0%	0		3,200	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	1.99 ha		36	/ha		**21,421,917**	**6,286**
SITE AREA - Gross	2.85 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		4,424,143	2,223,188	1,552,331
Alternative Use Value		57,000		20,000
Uplift	20%	11,400		4,000
Plus /ha	350,000	997,500		350,000
Viability Threshold		**1,065,900**		**374,000**

		£/m2
Additional Profit	4,229,434	956

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	62,312		4,424,143	
	Stamp Duty		210,707		
	Easements etc.		0		
	Legals Acquisition	1.50%	66,362	277,069	
PLANNING					
	Planning Fee		10,500		
	Architects	6.00%	554,879		
	QS / PM	0.50%	46,240		
	Planning Consultants	1.00%	92,480		
	Other Professional	2.50%	231,200	935,298	
CONSTRUCTION					
	Build Cost - BCIS Based	1,318	8,282,794		
	s106 / CIL		708,118		
	Contingency	2.50%	207,070		
	Abnormals		50,000	9,247,982	
FINANCE					
	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES					
	Agents	3.0%	642,657		
	Legals	0.5%	107,110		
	Misc.		25,000	774,767	**15,716,760**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	4,284,383

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	71		
No dwgs unde	21	385	8,085
No dwgs over	21	115	2,415
		Total	10,500

Stamp duty calc - Residual	
Land payment	4,424,143
Total	210,707

Stamp duty calc - Add Profit	
Land payment	1,065,900
Total	42,795

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**177,500**

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	**708,118**

Build Cost	/m2	
BCIS	1,085	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,318	

RESIDUAL CASH FLOW FOR INTEREST		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	3	5	5	5	5	5	5	5	5	5	5	5	5	5	1						
Market Housing				0	0	0	498,233	747,349	1,245,581	1,245,581	1,245,581	1,245,581	1,245,581	1,245,581	1,245,581	1,245,581	1,245,581	1,245,581	1,245,581	1,245,581	1,245,581	249,116	0	0
Shared Ownership				0	0	0	34,127	51,190	85,316	85,316	85,316	85,316	85,316	85,316	85,316	85,316	85,316	85,316	85,316	85,316	85,316	17,063	0	0
Affordable Rent				0	0	0	71,075	106,613	177,688	177,688	177,688	177,688	177,688	177,688	177,688	177,688	177,688	177,688	177,688	177,688	177,688	35,538	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**603,434**	**905,151**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**301,717**	**0**	**0**
EXPENDITURE																								
Stamp Duty	210,707																							
Easements etc.	0																							
Legals Acquisition	66,362																							
Planning Fee	10,500																							
Architects	277,439		277,439																					
QS	23,120		23,120																					
Planning Consultants	46,240		46,240																					
Other Professional	115,600		115,600																					
Build Cost - BCIS Base		0	77,773	194,432	388,864	505,523	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	427,750	233,318	38,886	0	0	0	0
s106/CIL			708,118																					
Contingency		0	1,944	4,861	9,722	12,638	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	10,694	5,833	972	0	0	0	0
Abnormals		0	469	1,174	2,347	3,052	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	2,582	1,408	235	0	0	0	0
Finance Fees	50,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	18,103	27,155	45,258	45,258	45,258	45,258	45,258	45,258	45,258	45,258	45,258	45,258	45,258	45,258	45,258	9,052	0	0
Legals	0	0	0	0	0	0	3,017	4,526	7,543	7,543	7,543	7,543	7,543	7,543	7,543	7,543	7,543	7,543	7,543	7,543	7,543	1,509	0	0
Misc.			25,000																					
COSTS BEFORE LAND INT AND F	**807,468**	**0**	**1,275,703**	**200,466**	**400,933**	**521,212**	**622,519**	**633,079**	**654,199**	**654,199**	**654,199**	**654,199**	**654,199**	**654,199**	**654,199**	**654,199**	**654,199**	**493,826**	**293,360**	**92,894**	**52,800**	**10,560**	**0**	**0**
For Residual Valuati Land	4,424,143																							
Interest		78,474	79,651	99,982	104,488	112,070	121,569	123,679	121,453	110,459	99,300	87,974	76,477	64,809	52,965	40,944	28,742	16,357	1,381	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								4,284,383
Cash Flow	-5,231,612	-78,474	-1,355,355	-300,448	-505,421	-633,282	-140,654	148,394	732,934	743,928	755,086	766,413	777,909	789,578	801,421	813,443	825,644	998,402	1,213,844	1,415,692	1,455,785	291,157	0	-4,284,383
Opening Balai	0																							
Closing Balan	-5,231,612	-5,310,086	-6,665,440	-6,965,888	-7,471,309	-8,104,591	-8,245,245	-8,096,851	-7,363,918	-6,619,990	-5,864,904	-5,098,491	-4,320,582	-3,531,005	-2,729,584	-1,916,141	-1,090,497	-92,095	1,121,749	2,537,441	3,993,226	4,284,383	4,284,383	0

CASH FLOW FOR CIL ADDITIONAL PROFIT		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**603,434**	**905,151**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**1,508,586**	**301,717**	**0**	**0**
EXPENDITURE																								
Land	1,065,900																							
Stamp Duty	42,795	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	15,989	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	10,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	277,439	0	277,439	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	23,120	0	23,120	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	46,240	0	46,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	115,600	0	115,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	77,773	194,432	388,864	505,523	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	427,750	233,318	38,886	0	0	0	0
POTENTIAL CIL			845,887				845,887				845,887				845,887				845,887					
Post CIL s106					19,947	29,920	49,867	49,867	49,867	49,867	49,867	49,867	49,867	49,867	49,867	49,867	49,867	49,867	49,867	9,973	0	0	0	0
Contingency	0	0	1,944	4,861	9,722	12,638	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	10,694	5,833	972	0	0	0	0
Abnormals	0	0	469	1,174	2,347	3,052	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	2,582	1,408	235	0	0	0	0
Finance Fees	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	18,103	27,155	45,258	45,258	45,258	45,258	45,258	45,258	45,258	45,258	45,258	45,258	45,258	45,258	45,258	9,052	0	0
Legals	0	0	0	0	0	0	3,017	4,526	7,543	7,543	7,543	7,543	7,543	7,543	7,543	7,543	7,543	7,543	7,543	7,543	7,543	1,509	0	0
Misc.	0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	**1,655,083**	**0**	**1,413,472**	**200,466**	**420,880**	**551,133**	**1,518,273**	**682,947**	**704,067**	**704,067**	**1,549,954**	**704,067**	**704,067**	**704,067**	**1,549,954**	**704,067**	**704,067**	**543,694**	**1,189,114**	**102,867**	**52,800**	**10,560**	**0**	**0**
For CIL calculation																								
Interest		24,826	25,199	46,779	50,487	57,558	66,688	81,411	79,299	68,421	57,379	58,861	47,676	36,323	24,800	25,793	14,112	2,256	0	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								4,284,383
Cash Flow	-1,655,083	-24,826	-1,438,671	-247,245	-471,367	-608,691	-981,527	140,794	725,220	736,098	-98,748	745,658	756,843	768,196	-66,168	778,726	790,407	962,636	319,471	1,405,718	1,455,785	291,157	0	-4,284,383
Opening Balai	0																							
Closing Balan	-1,655,083	-1,679,909	-3,118,580	-3,365,825	-3,837,192	-4,445,883	-5,427,410	-5,286,616	-4,561,397	-3,825,299	-3,924,046	-3,178,388	-2,421,545	-1,653,350	-1,719,518	-940,792	-150,385	812,251	1,131,723	2,537,441	3,993,226	4,284,383	4,284,383	0

SITE NAME	Site 8

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		78		£/m2	£	m2
Market Housing	96.3	65%	51		4,000	19,526,113	4,882
Shared Ownership	75.3	9%	7		2,600	1,335,798	514
Affordable Rent	75.3	26%	20		1,805	2,782,056	1,541
Social Rent	75.3	0%	0		3,200	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	2.25 ha		35	/ha		**23,643,967**	**6,937**
SITE AREA - Gross	3.12 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		3,761,034	1,671,571	1,205,460
Alternative Use Value		234,000		75,000
Uplift	20%	46,800		15,000
Plus /ha	350,000	1,092,000		350,000
Viability Threshold		**1,372,800**		**440,000**
			£/m2	
Additional Profit		3,063,067	627	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	48,218		3,761,034	
	Stamp Duty		177,552		
	Easements etc.		0		
	Legals Acquisition	1.50%	56,416	233,967	
PLANNING					
	Planning Fee		14,000		
	Architects	6.00%	685,914		
	QS / PM	0.50%	57,159		
	Planning Consultants	1.00%	114,319		
	Other Professional	2.50%	285,797	1,157,189	
CONSTRUCTION					
	Build Cost - BCIS Based	1,316	9,131,401		
	s106 / CIL		780,783		
	Contingency	5.00%	456,570		
	Abnormals		1,063,140	11,431,895	
FINANCE					
	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES					
	Agents	3.0%	709,319		
	Legals	0.5%	118,220		
	Misc.		25,000	852,539	**17,494,124**

Developers Profit			
	% of costs (before interest)	0.00%	**0**
	% of GDV	20.00%	**4,728,793**

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	78		
No dwgs unde	28	385	10,780
No dwgs over	28	115	3,220
		Total	14,000

Stamp duty calc - Residual		
Land payment		3,761,034
	Total	177,552

Stamp duty calc - Add Profit		
Land payment		1,372,800
	Total	58,140

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**195,000**

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	**780,783**

Build Cost	/m2	
BCIS	1,083	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,316	

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started				2	3	5	5	5	5	5	5	5	5	5	5	5	5	5	5	3					
Market Housing					0	0	0	500,670	751,004	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	1,251,674	751,004	0
Shared Ownership					0	0	0	34,251	51,377	85,628	85,628	85,628	85,628	85,628	85,628	85,628	85,628	85,628	85,628	85,628	85,628	85,628	85,628	51,377	0
Affordable Rent					0	0	0	71,335	107,002	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	178,337	107,002	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**606,256**	**909,383**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**909,383**	**0**
EXPENDITURE																									
Stamp Duty		177,552																							
Easements etc.		0																							
Legals Acquisition		56,416																							
Planning Fee		14,000																							
Architects		342,957		342,957																					
QS		28,580		28,580																					
Planning Consultants		57,159		57,159																					
Other Professional		142,899		142,899																					
Build Cost - BCIS Base			0	78,046	195,115	390,231	507,300	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	507,300	312,185	117,069	0	0	0
s106/CIL				780,783																					
Contingency			0	3,902	9,756	19,512	25,365	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	25,365	15,609	5,853	0	0	0
Abnormals			0	9,087	22,717	45,433	59,063	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	59,063	36,347	13,630	0	0	0
Finance Fees		50,000																							
Legal and Valuation		7,500																							
Agents		0	0	0	0	0	0	18,188	27,281	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	27,281	0
Legals		0	0	0	0	0	0	3,031	4,547	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	4,547	0
Misc.				25,000																					
COSTS BEFORE LAND INT AND P		**877,062**	**0**	**1,468,413**	**227,588**	**455,176**	**591,728**	**703,982**	**714,592**	**735,811**	**735,811**	**735,811**	**735,811**	**735,811**	**735,811**	**735,811**	**735,811**	**735,811**	**735,811**	**644,776**	**417,188**	**189,600**	**53,047**	**31,828**	**0**
For Residual Valuati	Land	**3,761,034**																							
	Interest		69,571	70,615	93,700	98,520	106,825	117,303	120,529	119,415	109,509	99,454	89,248	78,890	68,376	57,704	46,872	35,878	24,718	13,392	530	0	0	0	0
	Profit on Costs																								0
	Profit on GDV																								4,728,793
	Cash Flow	-4,638,096	-69,571	-1,539,028	-321,288	-553,695	-698,554	-215,030	74,262	660,413	670,319	680,374	690,580	700,938	711,452	722,124	732,956	743,950	755,110	857,471	1,097,921	1,326,039	1,462,592	877,555	-4,728,793
	Opening Balan	0																							
	Closing Balan	-4,638,096	-4,707,667	-6,246,695	-6,567,984	-7,121,679	-7,820,233	-8,035,263	-7,961,001	-7,300,588	-6,630,269	-5,949,895	-5,259,315	-4,558,377	-3,846,925	-3,124,800	-2,391,844	-1,647,894	-892,785	-35,313	1,062,608	2,388,647	3,851,238	4,728,793	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above																								
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**606,256**	**909,383**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**1,515,639**	**909,383**	**0**
EXPENDITURE																									
Land		1,372,800																							
Stamp Duty		58,140	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		20,592	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		14,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		342,957	0	342,957	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		28,580	0	28,580	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		57,159	0	57,159	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		142,899	0	142,899	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	78,046	195,115	390,231	507,300	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	507,300	312,185	117,069	0	0	0
POTENTIAL CIL				612,613				612,613				612,613				612,613				612,613					
Post CIL s106						20,020	30,030	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	50,050	30,030	0	0	0
Contingency		0	0	3,902	9,756	19,512	25,365	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	25,365	15,609	5,853	0	0	0
Abnormals		0	0	9,087	22,717	45,433	59,063	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	59,063	36,347	13,630	0	0	0
Finance Fees		50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	18,188	27,281	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	45,469	27,281	0
Legals		0	0	0	0	0	0	3,031	4,547	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	7,578	4,547	0
Misc.		0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P		**2,094,627**	**0**	**1,300,243**	**227,588**	**475,196**	**621,759**	**1,366,646**	**764,642**	**785,861**	**785,861**	**1,398,475**	**785,861**	**785,861**	**785,861**	**1,398,475**	**785,861**	**785,861**	**785,861**	**1,307,439**	**467,238**	**219,630**	**53,047**	**31,828**	**0**
For CIL calculation																									
	Interest		31,419	31,891	51,873	56,065	64,034	74,320	86,841	85,973	76,315	66,514	65,754	55,793	45,684	35,422	34,196	23,762	13,172	2,423	0	0	0	0	0
	Profit on cost																								0
	Profit on GDV																								4,728,793
	Cash Flow	-2,094,627	-31,419	-1,332,134	-279,461	-531,260	-685,792	-834,711	57,900	643,805	653,462	50,651	664,024	673,984	684,094	81,742	695,582	706,015	716,606	205,776	1,048,401	1,296,009	1,462,592	877,555	-4,728,793
	Opening Balan	0																							
	Closing Balan	-2,094,627	-2,126,046	-3,458,180	-3,737,641	-4,268,901	-4,954,693	-5,789,404	-5,731,504	-5,087,699	-4,434,237	-4,383,586	-3,719,562	-3,045,578	-2,361,484	-2,279,741	-1,584,160	-878,144	-161,539	44,237	1,092,638	2,388,647	3,851,238	4,728,793	0

SITE NAME	Site 9

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		42		£/m2	£	m2
Market Housing	88.5	65%	27		3,350	8,093,768	2,416
Shared Ownership	75.8	9%	4		2,178	606,775	279
Affordable Rent	75.8	26%	11		1,216	1,016,540	836
Social Rent	75.8	0%	0		2,680	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	1.20 ha		35	/ha		**9,717,083**	**3,531**
SITE AREA - Gross	1.41 ha		30	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		1,389,284	1,157,737	985,308
Alternative Use Value		70,500		50,000
Uplift	20%	14,100		10,000
Plus /ha	350,000	493,500		350,000
Viability Threshold		578,100		410,000

		£/m2
Additional Profit	976,833	404

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	33,078		1,389,284	
	Stamp Duty		58,964		
	Easements etc.		0		
	Legals Acquisition	1.50%	20,839	79,803	
PLANNING					
	Planning Fee		16,170		
	Architects	6.00%	292,732		
	QS / PM	0.50%	24,394		
	Planning Consultants	1.00%	48,789		
	Other Professional	2.50%	121,972	504,057	
CONSTRUCTION					
	Build Cost - BCIS Based	1,262	4,457,077		
	s106 / CIL		310,364		
	Contingency	2.50%	111,427		
	Abnormals		0	4,878,868	
FINANCE					
	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES					
	Agents	3.0%	291,512		
	Legals	0.5%	48,585		
	Misc.		25,000	365,098	**7,274,610**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	1,943,417

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	42		
No dwgs unde	42	385	16,170
No dwgs over	0	115	0
		Total	16,170

Stamp duty calc - Residual		
Land payment		1,389,284
	Total	58,964

Stamp duty calc - Add Profit		
Land payment		578,100
	Total	18,405

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**105,000**

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	**310,364**

Build Cost	/m2	
BCIS	1,084	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	163	15%
	1,262	

RESIDUAL CASH FLOW FOR INTEREST

		Year 1 Q1	Year 1 Q2	Year 1 Q3	Year 1 Q4	Year 2 Q1	Year 2 Q2	Year 2 Q3	Year 2 Q4	Year 3 Q1	Year 3 Q2	Year 3 Q3	Year 3 Q4	Year 4 Q1	Year 4 Q2	Year 4 Q3	Year 4 Q4	Year 5 Q1	Year 5 Q2	Year 5 Q3	Year 5 Q4	Year 6 Q1	Year 6 Q2	Year 6 Q3	Year 6 Q4
INCOME																									
UNITS Started				2	4	4	4	4	4	4	4	4	4	4											
Market Housing					0	0	0	385,418	770,835	770,835	770,835	770,835	770,835	770,835	770,835	770,835	770,835	770,835	0	0	0	0	0	0	0
Shared Ownership					0	0	0	28,894	57,788	57,788	57,788	57,788	57,788	57,788	57,788	57,788	57,788	57,788	0	0	0	0	0	0	0
Affordable Rent					0	0	0	48,407	96,813	96,813	96,813	96,813	96,813	96,813	96,813	96,813	96,813	96,813	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**462,718**	**925,436**	**925,436**	**925,436**	**925,436**	**925,436**	**925,436**	**925,436**	**925,436**	**925,436**	**925,436**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		58,964																							
Easements etc.		0																							
Legals Acquisition		20,839																							
Planning Fee		16,170																							
Architects		146,366		146,366																					
QS		12,197		12,197																					
Planning Consultants		24,394		24,394																					
Other Professional		60,986		60,986																					
Build Cost - BCIS Base			0	70,747	212,242	353,736	424,484	424,484	424,484	424,484	424,484	424,484	424,484	424,484	282,989	141,495	0	0	0	0	0	0	0	0	0
s106/CIL				310,364																					
Contingency			0	1,769	5,306	8,843	10,612	10,612	10,612	10,612	10,612	10,612	10,612	10,612	7,075	3,537	0	0	0	0	0	0	0	0	0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		50,000																							
Legal and Valuation		7,500																							
Agents		0	0	0	0	0	0	13,882	27,763	27,763	27,763	27,763	27,763	27,763	27,763	27,763	27,763	27,763	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	2,314	4,627	4,627	4,627	4,627	4,627	4,627	4,627	4,627	4,627	4,627	0	0	0	0	0	0	0
Misc.				25,000																					
COSTS BEFORE LAND INT AND F		**397,417**	**0**	**651,824**	**217,548**	**362,580**	**435,096**	**451,291**	**467,486**	**467,486**	**467,486**	**467,486**	**467,486**	**467,486**	**322,454**	**177,422**	**32,390**	**32,390**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuati	Land	1,389,284																							
	Interest		26,801	27,203	37,388	41,212	47,269	54,504	55,150	49,108	42,976	36,751	30,433	24,020	17,511	8,729	0	0	0	0	0	0	0	0	0
	Profit on Costs																								0
	Profit on GDV																								1,943,417
	Cash Flow	-1,786,701	-26,801	-679,026	-254,936	-403,792	-482,364	-43,077	402,800	408,842	414,975	421,199	427,517	433,930	585,471	739,285	893,046	893,046	0	0	0	0	0	0	-1,943,417
	Opening Balan	0																							
	Closing Balan	-1,786,701	-1,813,501	-2,492,527	-2,747,463	-3,151,255	-3,633,619	-3,676,696	-3,273,896	-2,865,054	-2,450,079	-2,028,879	-1,601,362	-1,167,432	-581,961	157,324	1,050,370	1,943,417	1,943,417	1,943,417	1,943,417	1,943,417	1,943,417	1,943,417	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1 Q1	Year 1 Q2	Year 1 Q3	Year 1 Q4	Year 2 Q1	Year 2 Q2	Year 2 Q3	Year 2 Q4	Year 3 Q1	Year 3 Q2	Year 3 Q3	Year 3 Q4	Year 4 Q1	Year 4 Q2	Year 4 Q3	Year 4 Q4	Year 5 Q1	Year 5 Q2	Year 5 Q3	Year 5 Q4	Year 6 Q1	Year 6 Q2	Year 6 Q3	Year 6 Q4
INCOME	As Above																								
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**462,718**	**925,436**	**925,436**	**925,436**	**925,436**	**925,436**	**925,436**	**925,436**	**925,436**	**925,436**	**925,436**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Land		578,100																							
Stamp Duty		18,405	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		8,672	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		16,170	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		146,366	0	146,366	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		12,197	0	12,197	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		24,394	0	24,394	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		60,986	0	60,986	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	70,747	212,242	353,736	424,484	424,484	424,484	424,484	424,484	424,484	424,484	424,484	282,989	141,495	0	0	0	0	0	0	0	0	0
POTENTIAL CIL				325,611				325,611				325,611													
Post CIL s106						14,779	29,559	29,559	29,559	29,559	29,559	29,559	29,559	29,559	29,559	29,559	0	0	0	0	0	0	0	0	0
Contingency		0	0	1,769	5,306	8,843	10,612	10,612	10,612	10,612	10,612	10,612	10,612	10,612	7,075	3,537	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	13,882	27,763	27,763	27,763	27,763	27,763	27,763	27,763	27,763	27,763	27,763	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	2,314	4,627	4,627	4,627	4,627	4,627	4,627	4,627	4,627	4,627	4,627	0	0	0	0	0	0	0
Misc.		0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F		**922,790**	**0**	**667,070**	**217,548**	**377,359**	**464,654**	**806,460**	**497,044**	**497,044**	**497,044**	**822,655**	**497,044**	**497,044**	**352,013**	**206,981**	**32,390**	**32,390**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																									
	Interest		13,842	14,049	24,266	27,893	33,972	41,452	47,230	41,512	35,709	29,819	28,724	22,729	16,644	8,293	0	0	0	0	0	0	0	0	0
	Profit on cost																								0
	Profit on GDV																								1,943,417
	Cash Flow	-922,790	-13,842	-681,120	-241,814	-405,252	-498,626	-385,194	381,163	386,880	392,683	72,963	399,668	405,663	556,780	710,163	893,046	893,046	0	0	0	0	0	0	-1,943,417
	Opening Balan	0																							
	Closing Balan	-922,790	-936,632	-1,617,751	-1,859,565	-2,264,818	-2,763,444	-3,148,638	-2,767,475	-2,380,595	-1,987,912	-1,914,950	-1,515,282	-1,109,619	-552,839	157,324	1,050,370	1,943,417	1,943,417	1,943,417	1,943,417	1,943,417	1,943,417	1,943,417	0

SHLAA Settlement with CIL
Site 10

SITE NAME	Site 10

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		78		£/m2	£	m2
Market Housing	96.3	65%	51		3,350	16,353,120	4,882
Shared Ownership	75.3	9%	7		2,178	1,118,731	514
Affordable Rent	75.3	26%	20		1,216	1,874,227	1,541
Social Rent	75.3	0%	0		2,680	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	2.17 ha		36	/ha		19,346,077	6,937
SITE AREA - Gross	3.10 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		2,828,195	1,303,316	912,321
Alternative Use Value		155,000		50,000
Uplift	20%	31,000		10,000
Plus /ha	350,000	1,085,000		350,000
Viability Threshold		1,271,000		410,000

		£/m2
Additional Profit	2,017,620	413

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	36,259		2,828,195	
	Stamp Duty		130,910		
	Easements etc.		0		
	Legals Acquisition	1.50%	42,423	173,333	
PLANNING					
	Planning Fee		14,000		
	Architects	6.00%	575,067		
	QS / PM	0.50%	47,922		
	Planning Consultants	1.00%	95,844		
	Other Professional	2.50%	239,611	972,444	
CONSTRUCTION					
	Build Cost - BCIS Based	1,262	8,755,623		
	s106 / CIL		609,930		
	Contingency	2.50%	218,891		
	Abnormals		0	9,584,444	
FINANCE					
	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES					
	Agents	3.0%	580,382		
	Legals	0.5%	96,730		
	Misc.		25,000	702,113	14,318,029

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	3,869,215

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	78		
No dwgs unde	28	385	10,780
No dwgs over	28	115	3,220
		Total	14,000

Stamp duty calc - Residual	
Land payment	2,828,195
Total	130,910

Stamp duty calc - Add Profit	
Land payment	1,271,000
Total	53,050

Pre CIL s106	2,500	£/ Unit (all)	
		Total	195,000

Post CIL s10(	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	609,930

Build Cost	/m2	
BCIS	1,083	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	163	15%
	1,262	

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	3	3	4	5	5	5	5	5	5	5	5	5	5	5	5	5	1				
Market Housing				0	0	0	419,311	628,966	628,966	838,622	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	209,655
Shared Ownership				0	0	0	28,685	43,028	43,028	57,371	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	14,343
Affordable Rent				0	0	0	48,057	72,086	72,086	96,114	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	24,029
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	496,053	744,080	744,080	992,107	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	248,027
EXPENDITURE																								
Stamp Duty	130,910																							
Easements etc.	0																							
Legals Acquisition	42,423																							
Planning Fee	14,000																							
Architects	287,533		287,533																					
QS	23,961		23,961																					
Planning Consultants	47,922		47,922																					
Other Professional	119,806		119,806																					
Build Cost - BCIS Base		0	74,834	187,086	299,338	374,172	449,006	523,841	561,258	561,258	561,258	561,258	561,258	561,258	561,258	561,258	561,258	561,258	561,258	411,589	224,503	37,417	0	0
s106/CIL			609,930																					
Contingency		0	1,871	4,677	7,483	9,354	11,225	13,096	14,031	14,031	14,031	14,031	14,031	14,031	14,031	14,031	14,031	14,031	14,031	10,290	5,613	935	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	50,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	14,882	22,322	22,322	29,763	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	7,441
Legals	0	0	0	0	0	0	2,480	3,720	3,720	4,961	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	1,240
Misc.			25,000																					
COSTS BEFORE LAND INT AND F	724,055	0	1,190,857	191,763	306,821	383,526	477,593	562,980	601,332	610,013	618,694	618,694	618,694	618,694	618,694	618,694	618,694	618,694	618,694	465,284	273,520	81,757	43,405	8,681
For Residual Valuati Land	2,828,195																							
Interest		53,284	54,083	72,757	76,725	82,478	89,468	90,533	89,175	88,371	83,965	75,903	67,720	59,414	50,984	42,427	33,742	24,927	15,979	6,897	0	0	0	0
Profit on Costs																								0
Profit on GDV																								3,869,215
Cash Flow	-3,552,250	-53,284	-1,244,940	-264,520	-383,546	-466,004	-71,008	90,567	53,573	293,722	537,474	545,536	553,719	562,025	570,455	579,012	587,697	596,513	605,460	767,953	966,613	1,158,376	1,196,729	-3,629,870
Opening Balai	0																							
Closing Balan	-3,552,250	-3,605,534	-4,850,474	-5,114,994	-5,498,540	-5,964,544	-6,035,553	-5,944,986	-5,891,413	-5,597,690	-5,060,217	-4,514,681	-3,960,962	-3,398,937	-2,828,482	-2,249,470	-1,661,773	-1,065,260	-459,800	308,153	1,274,765	2,433,141	3,629,870	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	0	0	0	0	0	0	496,053	744,080	744,080	992,107	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	248,027
EXPENDITURE																								
Land	1,271,000																							
Stamp Duty	53,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	19,065	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	14,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	287,533	0	287,533	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	23,961	0	23,961	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	47,922	0	47,922	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	119,806	0	119,806	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	74,834	187,086	299,338	374,172	449,006	523,841	561,258	561,258	561,258	561,258	561,258	561,258	561,258	561,258	561,258	561,258	561,258	411,589	224,503	37,417	0	0
POTENTIAL CIL			403,524				403,524				403,524				403,524				403,524					
Post CIL s106					15,639	23,459	23,459	31,278	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	7,820	0	0
Contingency	0	0	1,871	4,677	7,483	9,354	11,225	13,096	14,031	14,031	14,031	14,031	14,031	14,031	14,031	14,031	14,031	14,031	14,031	10,290	5,613	935	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	14,882	22,322	22,322	29,763	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	7,441
Legals	0	0	0	0	0	0	2,480	3,720	3,720	4,961	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	1,240
Misc.	0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	1,893,837	0	984,451	191,763	322,460	406,985	904,576	594,258	640,430	649,111	1,061,316	657,792	657,792	657,792	1,061,316	657,792	657,792	657,792	1,061,316	504,382	312,618	89,577	43,405	8,681
For CIL calculation																								
Interest		28,408	28,834	44,033	47,570	53,120	60,022	67,050	65,809	65,241	61,075	59,308	51,463	43,500	35,417	33,266	25,030	16,670	8,185	5,626	0	0	0	0
Profit on cost																								0
Profit on GDV																								3,869,215
Cash Flow	-1,893,837	-28,408	-1,013,285	-235,796	-370,030	-460,105	-468,545	82,772	37,841	277,754	117,743	523,033	530,878	538,841	143,400	549,075	557,311	565,671	170,632	730,126	927,515	1,150,556	1,196,729	-3,629,870
Opening Balai	0																							
Closing Balan	-1,893,837	-1,922,245	-2,935,530	-3,171,326	-3,541,356	-4,001,461	-4,470,006	-4,387,234	-4,349,393	-4,071,639	-3,953,896	-3,430,863	-2,899,985	-2,361,144	-2,217,744	-1,668,669	-1,111,358	-545,687	-375,055	355,070	1,282,585	2,433,141	3,629,870	0

SITE NAME	Site 11

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		155		£/m2	£	m2
Market Housing	95.9	65%	101		3,350	32,375,796	9,664
Shared Ownership	75.0	9%	14		2,178	2,214,387	1,017
Affordable Rent	75.0	26%	41		1,216	3,709,797	3,051
Social Rent	75.0	0%	0		2,680	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	4.65 ha		33	/ha		38,299,979	13,732
SITE AREA - Gross	7.15 ha		22	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		4,920,395	1,058,150	688,167
Alternative Use Value		143,000		20,000
Uplift	20%	28,600		4,000
Plus /ha	350,000	2,502,500		350,000
Viability Threshold		2,674,100		374,000

		£/m2
Additional Profit	2,963,167	307

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	31,744		4,920,395	
	Stamp Duty		235,520		
	Easements etc.		0		
	Legals Acquisition	1.50%	73,806	309,326	
PLANNING	Planning Fee		52,500		
	Architects	6.00%	1,184,408		
	QS / PM	0.50%	98,701		
	Planning Consultants	1.00%	197,401		
	Other Professional	2.50%	493,503	2,026,514	
CONSTRUCTION	Build Cost - BCIS Based	1,317	18,079,181		
	s106 / CIL		1,208,975		
	Contingency	2.50%	451,980		
	Abnormals		0	19,740,136	
FINANCE	Fees		100,000		
	Interest	6.00%			
	Legal and Valuation		7,500	107,500	
SALES	Agents	3.0%	1,148,999		
	Legals	0.5%	191,500		
	Misc.		25,000	1,365,499	28,469,370

Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	7,659,996

Planning fee calc	dwgs	rate	
Planning app f			
No dwgs	155		
No dwgs unde	105	385	40,425
No dwgs over	105	115	12,075
		Total	52,500

Stamp duty calc - Residual	
Land payment	4,920,395
Total	235,520

Stamp duty calc - Add Profit	
Land payment	2,674,100
Total	123,205

Pre CIL s106	2,500	£/ Unit (all)	
		Total	387,500

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	1,208,975

Build Cost	/m2	
BCIS	1,084	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,317	

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started				2	4	9	10	10	10	10	10	10	10	10	10	10	10	10	10	10					
Market Housing					0	0	0	417,752	835,504	1,879,885	2,088,761	2,088,761	2,088,761	2,088,761	2,088,761	2,088,761	2,088,761	2,088,761	2,088,761	2,088,761	2,088,761	2,088,761	2,088,761	2,088,761	0
Shared Ownership					0	0	0	28,573	57,145	128,577	142,864	142,864	142,864	142,864	142,864	142,864	142,864	142,864	142,864	142,864	142,864	142,864	142,864	142,864	0
Affordable Rent					0	0	0	47,868	95,737	215,408	239,342	239,342	239,342	239,342	239,342	239,342	239,342	239,342	239,342	239,342	239,342	239,342	239,342	239,342	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	494,193	988,387	2,223,870	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	0
EXPENDITURE																									
Stamp Duty		235,520																							
Easements etc.		0																							
Legals Acquisition		73,806																							
Planning Fee		52,500																							
Architects		592,204		592,204																					
QS		49,350		49,350																					
Planning Consultants		98,701		98,701																					
Other Professional		246,752		246,752																					
Build Cost - BCIS Base			0	77,760	233,280	583,199	894,239	1,127,519	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	777,599	388,800	0	0	0
s106/CIL				1,208,975																					
Contingency			0	1,944	5,832	14,580	22,356	28,188	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	19,440	9,720	0	0	0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		100,000																							
Legal and Valuation		7,500																							
Agents		0	0	0	0	0	0	14,826	29,652	66,716	74,129	74,129	74,129	74,129	74,129	74,129	74,129	74,129	74,129	74,129	74,129	74,129	74,129	74,129	0
Legals		0	0	0	0	0	0	2,471	4,942	11,119	12,355	12,355	12,355	12,355	12,355	12,355	12,355	12,355	12,355	12,355	12,355	12,355	12,355	12,355	0
Misc.				25,000																					
COSTS BEFORE LAND INT AND P		1,456,333	0	2,300,686	239,112	597,779	916,595	1,173,004	1,230,152	1,273,394	1,282,043	1,282,043	1,282,043	1,282,043	1,282,043	1,282,043	1,282,043	1,282,043	1,282,043	1,282,043	883,523	485,003	86,484	86,484	0
For Residual Valuation	Land	4,920,395																							
	Interest		95,651	97,086	133,052	138,635	149,681	165,675	178,342	184,644	173,156	157,920	142,455	126,758	110,825	94,654	78,240	61,580	44,669	27,506	10,084	0	0	0	0
	Profit on Costs																								0
	Profit on GDV																								7,659,996
	Cash Flow	-6,376,728	-95,651	-2,397,772	-372,164	-736,414	-1,066,276	-844,485	-420,108	765,832	1,015,767	1,031,004	1,046,469	1,062,166	1,078,098	1,094,270	1,110,684	1,127,344	1,144,254	1,161,418	1,577,359	1,985,963	2,384,483	2,384,483	-7,659,996
	Opening Balance	0																							
	Closing Balance	-6,376,728	-6,472,379	-8,870,151	-9,242,315	-9,978,729	-11,045,005	-11,889,490	-12,309,598	-11,543,766	-10,527,999	-9,496,995	-8,450,526	-7,388,360	-6,310,262	-5,215,992	-4,105,308	-2,977,964	-1,833,710	-672,291	905,068	2,891,031	5,275,513	7,659,996	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above																								
INCOME		0	0	0	0	0	0	494,193	988,387	2,223,870	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	2,470,966	0
EXPENDITURE																									
Land		2,674,100																							
Stamp Duty		123,205	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		40,112	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		52,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		592,204	0	592,204	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		49,350	0	49,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		98,701	0	98,701	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		246,752	0	246,752	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	77,760	233,280	583,199	894,239	1,127,519	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	1,166,399	777,599	388,800	0	0	0
POTENTIAL CIL				592,633				592,633				592,633				592,633				592,633					
Post CIL s106						15,600	31,199	70,199	77,998	77,998	77,998	77,998	77,998	77,998	77,998	77,998	77,998	77,998	77,998	77,998	77,998	77,998	0	0	0
Contingency		0	0	1,944	5,832	14,580	22,356	28,188	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	29,160	19,440	9,720	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		100,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	14,826	29,652	66,716	74,129	74,129	74,129	74,129	74,129	74,129	74,129	74,129	74,129	74,129	74,129	74,129	74,129	74,129	0
Legals		0	0	0	0	0	0	2,471	4,942	11,119	12,355	12,355	12,355	12,355	12,355	12,355	12,355	12,355	12,355	12,355	12,355	12,355	12,355	12,355	0
Misc.		0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P		3,984,423	0	1,684,344	239,112	613,379	947,794	1,835,835	1,308,151	1,351,393	1,360,041	1,952,674	1,360,041	1,360,041	1,360,041	1,952,674	1,360,041	1,360,041	1,360,041	1,952,674	961,521	563,002	86,484	86,484	0
For CIL calculation																									
	Interest		59,766	60,663	86,838	91,727	102,304	118,055	139,951	146,846	135,962	121,338	115,383	100,450	85,293	69,908	63,183	47,467	31,515	15,324	7,779	0	0	0	0
	Profit on cost																								0
	Profit on GDV																								7,659,996
	Cash Flow	-3,984,423	-59,766	-1,745,007	-325,950	-705,106	-1,050,098	-1,459,697	-459,715	725,631	974,963	396,955	995,542	1,010,475	1,025,632	448,384	1,047,743	1,063,459	1,079,411	502,969	1,501,666	1,907,965	2,384,483	2,384,483	-7,659,996
	Opening Balance	0																							
	Closing Balance	-3,984,423	-4,044,190	-5,789,197	-6,115,146	-6,820,253	-7,870,351	-9,330,048	-9,789,763	-9,064,132	-8,089,169	-7,692,214	-6,696,672	-5,686,197	-4,660,564	-4,212,181	-3,164,438	-2,100,979	-1,021,568	-518,600	983,066	2,891,031	5,275,513	7,659,996	0

SITE NAME	Site 12

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		181		£/m2	£	m2
Market Housing	96.0	65%	118		3,350	37,834,449	11,294
Shared Ownership	75.3	9%	16		2,178	2,595,249	1,192
Affordable Rent	75.3	26%	48		1,216	4,347,861	3,576
Social Rent	75.3	0%	0		2,680	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	5.06 ha		36	/ha		**44,777,558**	**16,061**
SITE AREA - Gross	7.23 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		5,646,574	1,115,924	780,992
Alternative Use Value		144,600		20,000
Uplift	20%	28,920		4,000
Plus /ha	350,000	2,530,500		350,000
Viability Threshold		**2,704,020**		**374,000**

		£/m2
Additional Profit	3,868,894	343

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	31,197		5,646,574	
	Stamp Duty		271,829		
	Easements etc.		0		
	Legals Acquisition	1.50%	84,699	356,527	
PLANNING					
	Planning Fee		65,500		
	Architects	6.00%	1,385,761		
	QS / PM	0.50%	115,480		
	Planning Consultants	1.00%	230,960		
	Other Professional	2.50%	577,400	2,375,101	
CONSTRUCTION					
	Build Cost - BCIS Based	1,317	21,154,663		
	s106 / CIL		1,412,479		
	Contingency	2.50%	528,867		
	Abnormals		0	23,096,008	
FINANCE					
	Fees		100,000		
	Interest	6.00%			
	Legal and Valuation		7,500	107,500	
SALES					
	Agents	3.0%	1,343,327		
	Legals	0.5%	223,888		
	Misc.		25,000	1,592,215	**33,173,925**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	8,955,512

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	181		
No dwgs unde	131	385	50,435
No dwgs over	131	115	15,065
		Total	65,500

Stamp duty calc - Residual		
Land payment		5,646,574
	Total	271,829

Stamp duty calc - Add Profit		
Land payment		2,704,020
	Total	124,701

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**452,500**

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	**1,412,479**

Build Cost	/m2	
BCIS	1,084	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,317	

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started				2	4	6	8	10	12	12	12	12	12	12	12	12	12	12	12	12	7				
Market Housing					0	0	0	418,060	836,120	1,254,181	1,672,241	2,090,301	2,508,361	2,508,361	2,508,361	2,508,361	2,508,361	2,508,361	2,508,361	2,508,361	2,508,361	2,508,361	2,508,361	2,508,361	1,463,211
Shared Ownership					0	0	0	28,677	57,354	86,030	114,707	143,384	172,061	172,061	172,061	172,061	172,061	172,061	172,061	172,061	172,061	172,061	172,061	172,061	100,369
Affordable Rent					0	0	0	48,043	96,085	144,128	192,171	240,213	288,256	288,256	288,256	288,256	288,256	288,256	288,256	288,256	288,256	288,256	288,256	288,256	168,149
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**494,780**	**989,559**	**1,484,339**	**1,979,119**	**2,473,898**	**2,968,678**	**2,968,678**	**2,968,678**	**2,968,678**	**2,968,678**	**2,968,678**	**2,968,678**	**2,968,678**	**2,968,678**	**2,968,678**	**2,968,678**	**2,968,678**	**1,731,729**
EXPENDITURE																									
Stamp Duty		271,829																							
Easements etc.		0																							
Legals Acquisition		84,699																							
Planning Fee		65,500																							
Architects		692,880		692,880																					
QS		57,740		57,740																					
Planning Consultants		115,480		115,480																					
Other Professional		288,700		288,700																					
Build Cost - BCIS Base			0	77,918	233,753	467,506	701,260	935,013	1,168,766	1,324,601	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,207,725	740,218	272,712	0	0
s106/CIL				1,412,479																					
Contingency			0	1,948	5,844	11,688	17,531	23,375	29,219	33,115	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	30,193	18,505	6,818	0	0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		100,000																							
Legal and Valuation		7,500																							
Agents		0	0	0	0	0	0	14,843	29,687	44,530	59,374	74,217	89,060	89,060	89,060	89,060	89,060	89,060	89,060	89,060	89,060	89,060	89,060	89,060	51,952
Legals		0	0	0	0	0	0	2,474	4,948	7,422	9,896	12,369	14,843	14,843	14,843	14,843	14,843	14,843	14,843	14,843	14,843	14,843	14,843	14,843	8,659
Misc.				25,000																					
COSTS BEFORE LAND INT AND P		**1,684,328**	**0**	**2,672,145**	**239,597**	**479,194**	**718,791**	**975,705**	**1,232,620**	**1,409,668**	**1,506,851**	**1,524,169**	**1,541,486**	**1,541,486**	**1,541,486**	**1,541,486**	**1,541,486**	**1,541,486**	**1,541,486**	**1,541,486**	**1,341,822**	**862,628**	**383,434**	**103,904**	**60,611**
For Residual Valuati	Land	5,646,574																							
	Interest		109,964	111,613	153,369	159,264	168,841	182,155	192,101	198,629	200,488	196,412	185,112	166,481	147,570	128,376	108,893	89,119	69,048	48,676	27,998	4,015	0	0	0
	Profit on Costs																								0
	Profit on GDV																								8,955,512
	Cash Flow	-7,330,902	-109,964	-2,783,758	-392,966	-638,458	-887,632	-663,081	-435,162	-123,958	271,779	753,318	1,242,080	1,260,712	1,279,622	1,298,817	1,318,299	1,338,073	1,358,144	1,378,517	1,598,858	2,102,035	2,585,244	2,864,774	-7,284,393
	Opening Balai	0																							
	Closing Balan	-7,330,902	-7,440,865	-10,224,623	-10,617,589	-11,256,047	-12,143,679	-12,806,760	-13,241,922	-13,365,880	-13,094,101	-12,340,782	-11,098,702	-9,837,991	-8,558,368	-7,259,552	-5,941,253	-4,603,180	-3,245,035	-1,866,519	-267,660	1,834,375	4,419,619	7,284,393	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above																								
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**494,780**	**989,559**	**1,484,339**	**1,979,119**	**2,473,898**	**2,968,678**	**2,968,678**	**2,968,678**	**2,968,678**	**2,968,678**	**2,968,678**	**2,968,678**	**2,968,678**	**2,968,678**	**2,968,678**	**2,968,678**	**2,968,678**	**1,731,729**
EXPENDITURE																									
Land		2,704,020																							
Stamp Duty		124,701	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		40,560	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		65,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		692,880	0	692,880	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		57,740	0	57,740	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		115,480	0	115,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		288,700	0	288,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	77,918	233,753	467,506	701,260	935,013	1,168,766	1,324,601	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,402,519	1,207,725	740,218	272,712	0	0
POTENTIAL CIL				773,779				773,779				773,779				773,779				773,779					
Post CIL s106						15,607	31,215	46,822	62,430	78,037	93,645	93,645	93,645	93,645	93,645	93,645	93,645	93,645	93,645	93,645	93,645	93,645	54,626	0	0
Contingency		0	0	1,948	5,844	11,688	17,531	23,375	29,219	33,115	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	35,063	30,193	18,505	6,818	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		100,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	14,843	29,687	44,530	59,374	74,217	89,060	89,060	89,060	89,060	89,060	89,060	89,060	89,060	89,060	89,060	89,060	89,060	51,952
Legals		0	0	0	0	0	0	2,474	4,948	7,422	9,896	12,369	14,843	14,843	14,843	14,843	14,843	14,843	14,843	14,843	14,843	14,843	14,843	14,843	8,659
Misc.		0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P		**4,197,082**	**0**	**2,033,445**	**239,597**	**494,802**	**750,006**	**1,796,307**	**1,295,050**	**1,487,706**	**1,600,496**	**2,391,592**	**1,635,131**	**1,635,131**	**1,635,131**	**2,408,910**	**1,635,131**	**1,635,131**	**1,635,131**	**2,408,910**	**1,435,467**	**956,273**	**438,060**	**103,904**	**60,611**
For CIL calculation																									
	Interest		62,956	63,901	95,361	100,385	109,313	122,203	143,559	150,294	152,599	149,209	150,213	132,462	114,446	96,160	89,206	70,540	51,595	32,366	24,455	1,824	0	0	0
	Profit on cost																								0
	Profit on GDV																								8,955,512
	Cash Flow	-4,197,082	-62,956	-2,097,346	-334,958	-595,187	-859,319	-1,423,730	-449,049	-153,661	226,023	-66,903	1,183,335	1,201,085	1,219,101	463,608	1,244,341	1,263,007	1,281,952	527,402	1,508,756	2,010,582	2,530,618	2,864,774	-7,284,393
	Opening Balai	0																							
	Closing Balan	-4,197,082	-4,260,038	-6,357,384	-6,692,341	-7,287,528	-8,146,847	-9,570,577	-10,019,626	-10,173,287	-9,947,264	-10,014,167	-8,830,832	-7,629,748	-6,410,647	-5,947,039	-4,702,697	-3,439,690	-2,157,739	-1,630,337	-121,580	1,889,001	4,419,619	7,284,393	0

SITE NAME	Site 13

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		308		£/m2	£	m2
Market Housing	95.9	65%	200		3,350	64,322,691	19,201
Shared Ownership	75.2	9%	27		2,178	4,415,609	2,028
Affordable Rent	75.2	26%	81		1,216	7,397,539	6,084
Social Rent	75.2	0%	0		2,680	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	8.60 ha		36	/ha		**76,135,839**	**27,312**
SITE AREA - Gross	12.31 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		9,764,339	1,135,388	793,204
Alternative Use Value		246,200		20,000
Uplift	20%	49,240		4,000
Plus /ha	350,000	4,308,500		350,000
Viability Threshold		**4,603,940**		**374,000**
			£/m2	
Additional Profit		6,744,350	351	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	31,702		9,764,339	
	Stamp Duty		477,717		
	Easements etc.		0		
	Legals Acquisition	1.50%	146,465	624,182	
PLANNING					
	Planning Fee		129,000		
	Architects	6.00%	2,356,095		
	QS / PM	0.50%	196,341		
	Planning Consultants	1.00%	392,683		
	Other Professional	2.50%	981,706	4,055,825	
CONSTRUCTION					
	Build Cost - BCIS Based	1,317	35,967,008		
	s106 / CIL		2,402,068		
	Contingency	2.50%	899,175		
	Abnormals		0	39,268,251	
FINANCE					
	Fees		200,000		
	Interest	6.00%			
	Legal and Valuation		7,500	207,500	
SALES					
	Agents	3.0%	2,284,075		
	Legals	0.5%	380,679		
	Misc.		25,000	2,689,754	**56,609,851**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	**15,227,168**

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	308		
No dwgs unde	258	385	99,330
No dwgs over	258	115	29,670
		Total	129,000

Stamp duty calc - Residual		
Land payment		9,764,339
	Total	477,717

Stamp duty calc - Add Profit		
Land payment		4,603,940
	Total	219,697

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**770,000**

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	**2,402,068**

Build Cost	/m2	
BCIS	1,084	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,317	

RESIDUAL CASH FLOW FOR INTEREST

		Year 1 Q1	Year 1 Q2	Year 1 Q3	Year 1 Q4	Year 2 Q1	Year 2 Q2	Year 2 Q3	Year 2 Q4	Year 3 Q1	Year 3 Q2	Year 3 Q3	Year 3 Q4	Year 4 Q1	Year 4 Q2	Year 4 Q3	Year 4 Q4	Year 5 Q1	Year 5 Q2	Year 5 Q3	Year 5 Q4	Year 6 Q1	Year 6 Q2	Year 6 Q3	Year 6 Q4
INCOME																									
UNITS Started				5	10	15	20	20	20	20	20	20	20	20	20	20	20	20	20	18					
Market Housing					0	0	0	1,044,200	2,088,399	3,132,599	4,176,798	4,176,798	4,176,798	4,176,798	4,176,798	4,176,798	4,176,798	4,176,798	4,176,798	4,176,798	4,176,798	4,176,798	4,176,798	3,759,118	0
Shared Ownership					0	0	0	71,682	143,364	215,046	286,728	286,728	286,728	286,728	286,728	286,728	286,728	286,728	286,728	286,728	286,728	286,728	286,728	258,055	0
Affordable Rent					0	0	0	120,090	240,180	360,270	480,360	480,360	480,360	480,360	480,360	480,360	480,360	480,360	480,360	480,360	480,360	480,360	480,360	432,324	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**1,235,971**	**2,471,943**	**3,707,914**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,449,497**	**0**
EXPENDITURE																									
Stamp Duty		477,717																							
Easements etc.		0																							
Legals Acquisition		146,465																							
Planning Fee		129,000																							
Architects		1,178,048		1,178,048																					
QS		98,171		98,171																					
Planning Consultants		196,341		196,341																					
Other Professional		490,853		490,853																					
Build Cost - BCIS Base			0	194,627	583,880	1,167,760	1,751,640	2,140,893	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,257,669	1,479,163	700,656	0	0	0
s106/CIL				2,402,068																					
Contingency			0	4,866	14,597	29,194	43,791	53,522	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	56,442	36,979	17,516	0	0	0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		200,000																							
Legal and Valuation		7,500																							
Agents		0	0	0	0	0	0	37,079	74,158	111,237	148,317	148,317	148,317	148,317	148,317	148,317	148,317	148,317	148,317	148,317	148,317	148,317	148,317	133,485	0
Legals		0	0	0	0	0	0	6,180	12,360	18,540	24,719	24,719	24,719	24,719	24,719	24,719	24,719	24,719	24,719	24,719	24,719	24,719	24,719	22,247	0
Misc.				25,000																					
COSTS BEFORE LAND INT AND F		**2,924,095**	**0**	**4,589,973**	**598,477**	**1,196,954**	**1,795,431**	**2,237,675**	**2,480,426**	**2,523,685**	**2,566,944**	**2,566,944**	**2,566,944**	**2,566,944**	**2,566,944**	**2,566,944**	**2,566,944**	**2,566,944**	**2,566,944**	**2,487,147**	**1,689,178**	**891,208**	**173,036**	**155,732**	**0**
For Residual Valuatio	Land	**9,764,339**																							
	Interest		190,326	193,181	264,929	277,880	300,002	331,434	351,431	356,830	344,419	313,931	282,986	251,576	219,696	187,337	154,493	121,156	87,319	52,975	16,919	0	0	0	0
	Profit on Costs																								0
	Profit on GDV																								15,227,168
	Cash Flow	-12,688,433	-190,326	-4,783,155	-863,406	-1,474,834	-2,095,433	-1,333,137	-359,914	827,400	2,032,523	2,063,011	2,093,956	2,125,365	2,157,246	2,189,605	2,222,449	2,255,785	2,289,622	2,403,763	3,237,789	4,052,677	4,770,850	4,293,765	-15,227,168
	Opening Bala	0																							
	Closing Balan	-12,688,433	-12,878,760	-17,661,914	-18,525,320	-20,000,154	-22,095,587	-23,428,724	-23,788,638	-22,961,238	-20,928,715	-18,865,705	-16,771,748	-14,646,383	-12,489,137	-10,299,533	-8,077,084	-5,821,299	-3,531,676	-1,127,913	2,109,876	6,162,553	10,933,403	15,227,168	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1 Q1	Year 1 Q2	Year 1 Q3	Year 1 Q4	Year 2 Q1	Year 2 Q2	Year 2 Q3	Year 2 Q4	Year 3 Q1	Year 3 Q2	Year 3 Q3	Year 3 Q4	Year 4 Q1	Year 4 Q2	Year 4 Q3	Year 4 Q4	Year 5 Q1	Year 5 Q2	Year 5 Q3	Year 5 Q4	Year 6 Q1	Year 6 Q2	Year 6 Q3	Year 6 Q4
INCOME	As Above																								
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**1,235,971**	**2,471,943**	**3,707,914**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,943,886**	**4,449,497**	**0**
EXPENDITURE																									
Land		4,603,940																							
Stamp Duty		219,697	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		69,059	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		129,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		1,178,048	0	1,178,048	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		98,171	0	98,171	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		196,341	0	196,341	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		490,853	0	490,853	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	194,627	583,880	1,167,760	1,751,640	2,140,893	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,335,520	2,257,669	1,479,163	700,656	0	0	0
POTENTIAL CIL				1,348,870				1,348,870				1,348,870				1,348,870				1,348,870					
Post CIL s106						38,995	77,989	116,984	155,978	155,978	155,978	155,978	155,978	155,978	155,978	155,978	155,978	155,978	155,978	155,978	155,978	140,381	0	0	0
Contingency		0	0	4,866	14,597	29,194	43,791	53,522	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	58,388	56,442	36,979	17,516	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		200,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	37,079	74,158	111,237	148,317	148,317	148,317	148,317	148,317	148,317	148,317	148,317	148,317	148,317	148,317	148,317	148,317	133,485	0
Legals		0	0	0	0	0	0	6,180	12,360	18,540	24,719	24,719	24,719	24,719	24,719	24,719	24,719	24,719	24,719	24,719	24,719	24,719	24,719	22,247	0
Misc.		0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F		**7,192,609**	**0**	**3,536,775**	**598,477**	**1,235,949**	**1,873,420**	**3,703,528**	**2,636,404**	**2,679,663**	**2,722,922**	**4,071,792**	**2,722,922**	**2,722,922**	**2,722,922**	**4,071,792**	**2,722,922**	**2,722,922**	**2,722,922**	**3,991,995**	**1,845,156**	**1,031,589**	**173,036**	**155,732**	**0**
For CIL calculation																									
	Interest		107,889	109,507	164,202	175,642	196,816	227,869	268,301	274,792	263,490	234,128	224,559	194,613	164,217	133,366	122,285	90,805	58,853	26,421	12,539	0	0	0	0
	Profit on cost																								0
	Profit on GDV																								15,227,168
	Cash Flow	-7,192,609	-107,889	-3,646,282	-762,679	-1,411,590	-2,070,236	-2,695,426	-432,762	753,459	1,957,473	637,965	1,996,405	2,026,351	2,056,746	738,727	2,098,678	2,130,158	2,162,110	925,469	3,086,190	3,912,297	4,770,850	4,293,765	-15,227,168
	Opening Bala	0																							
	Closing Balan	-7,192,609	-7,300,498	-10,946,780	-11,709,459	-13,121,049	-15,191,285	-17,886,712	-18,319,474	-17,566,015	-15,608,542	-14,970,577	-12,974,173	-10,947,822	-8,891,076	-8,152,349	-6,053,671	-3,923,513	-1,761,403	-835,934	2,250,257	6,162,553	10,933,403	15,227,168	0

SITE NAME	Site 14

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		76		£/m2	£	m2
Market Housing	96.3	65%	49		3,350	15,933,809	4,756
Shared Ownership	75.3	9%	7		2,178	1,090,045	501
Affordable Rent	75.3	26%	20		1,216	1,826,170	1,502
Social Rent	75.3	0%	0		2,680	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	1.78 ha		43	/ha		18,850,024	6,759
SITE AREA - Gross	2.10 ha		36	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		2,483,920	1,395,461	1,182,819
Alternative Use Value		105,000		50,000
Uplift	20%	21,000		10,000
Plus /ha	350,000	735,000		350,000
Viability Threshold		861,000		410,000

		£/m2
Additional Profit	2,083,788	438

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	32,683		2,483,920	
	Stamp Duty		113,696		
	Easements etc.		0		
	Legals Acquisition	1.50%	37,259	150,955	
PLANNING					
	Planning Fee		13,000		
	Architects	6.00%	582,541		
	QS / PM	0.50%	48,545		
	Planning Consultants	1.00%	97,090		
	Other Professional	2.50%	242,725	983,902	
CONSTRUCTION					
	Build Cost - BCIS Based	1,316	8,892,414		
	s106 / CIL		594,291		
	Contingency	2.50%	222,310		
	Abnormals		0	9,709,015	
FINANCE					
	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES					
	Agents	3.0%	565,501		
	Legals	0.5%	94,250		
	Misc.		25,000	684,751	14,070,042

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	3,770,005

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	76		
No dwgs unde	26	385	10,010
No dwgs over	26	115	2,990
		Total	13,000

Stamp duty calc - Residual	
Land payment	2,483,920
Total	113,696

Stamp duty calc - Add Profit	
Land payment	861,000
Total	32,550

Pre CIL s106	2,500	£/ Unit (all)	
		Total	190,000

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	594,291

Build Cost	/m2	
BCIS	1,083	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,316	

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started				2	5	5	5	5	5	5	5	5	5	5	5	5	5	5	4						
Market Housing					0	0	0	419,311	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	838,622	0	0
Shared Ownership					0	0	0	28,685	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	57,371	0	0
Affordable Rent					0	0	0	48,057	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	96,114	0	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	496,053	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	992,107	0	0
EXPENDITURE																									
Stamp Duty		113,696																							
Easements etc.		0																							
Legals Acquisition		37,259																							
Planning Fee		13,000																							
Architects		291,270		291,270																					
QS		24,273		24,273																					
Planning Consultants		48,545		48,545																					
Other Professional		121,363		121,363																					
Build Cost - BCIS Base			0	78,004	273,013	468,022	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	546,025	351,016	156,007	0	0	0	0
s106/CIL				594,291																					
Contingency			0	1,950	6,825	11,701	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	13,651	8,775	3,900	0	0	0	0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		50,000																							
Legal and Valuation		7,500																							
Agents		0	0	0	0	0	0	14,882	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	29,763	0	0
Legals		0	0	0	0	0	0	2,480	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	4,961	0	0
Misc.				25,000																					
COSTS BEFORE LAND INT AND P		706,906	0	1,184,695	279,838	479,722	599,653	617,015	643,058	643,058	643,058	643,058	643,058	643,058	643,058	643,058	643,058	643,058	603,081	403,196	203,312	43,405	34,724	0	0
For Residual Valuati	Land	2,483,920																							
	Interest		47,862	48,580	67,079	72,283	80,563	90,767	93,942	86,395	78,735	70,960	63,068	55,058	46,928	38,676	30,300	21,798	13,169	3,811	0	0	0	0	0
	Profit on Costs																								0
	Profit on GDV																								3,770,005
	Cash Flow	-3,190,826	-47,862	-1,233,275	-346,917	-552,006	-680,216	-211,728	503,133	510,680	518,340	526,115	534,007	542,017	550,148	558,400	566,776	575,277	623,883	833,126	1,036,821	1,196,729	957,383	0	-3,770,005
	Opening Balai	0																							
	Closing Balan	-3,190,826	-3,238,688	-4,471,963	-4,818,881	-5,370,886	-6,051,103	-6,262,831	-5,759,698	-5,249,017	-4,730,677	-4,204,562	-3,670,555	-3,128,537	-2,578,390	-2,019,990	-1,453,214	-877,937	-254,053	579,072	1,615,894	2,812,622	3,770,005	3,770,005	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above																								
INCOME		0	0	0	0	0	0	496,053	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	1,240,133	992,107	0	0
EXPENDITURE																									
Land		861,000																							
Stamp Duty		32,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		12,915	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		13,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		291,270	0	291,270	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		24,273	0	24,273	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		48,545	0	48,545	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		121,363	0	121,363	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	78,004	273,013	468,022	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	585,027	546,025	351,016	156,007	0	0	0	0
POTENTIAL CIL				416,758				416,758				416,758				416,758				416,758					
Post CIL s106						15,639	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	31,278	0	0	0	0
Contingency		0	0	1,950	6,825	11,701	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	14,626	13,651	8,775	3,900	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	14,882	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	29,763	0	0
Legals		0	0	0	0	0	0	2,480	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	4,961	0	0
Misc.		0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P		1,462,416	0	1,007,162	279,838	495,362	638,751	1,072,870	682,156	682,156	682,156	1,098,913	682,156	682,156	682,156	1,098,913	682,156	682,156	642,179	859,052	234,591	43,405	34,724	0	0
For CIL calculation																									
	Interest		21,936	22,265	37,707	42,470	50,537	60,877	70,442	63,129	55,706	48,172	46,777	39,109	31,325	23,426	21,659	13,614	5,449	0	0	0	0	0	0
	Profit on cost																								0
	Profit on GDV																								3,770,005
	Cash Flow	-1,462,416	-21,936	-1,029,427	-317,545	-537,831	-689,288	-637,694	487,535	494,848	502,271	93,048	511,201	518,869	526,652	117,794	536,319	544,364	592,506	381,081	1,005,543	1,196,729	957,383	0	-3,770,005
	Opening Balai	0																							
	Closing Balan	-1,462,416	-1,484,352	-2,513,779	-2,831,324	-3,369,155	-4,058,444	-4,696,138	-4,208,602	-3,713,754	-3,211,482	-3,118,435	-2,607,234	-2,088,365	-1,561,713	-1,443,918	-907,600	-363,236	229,270	610,351	1,615,894	2,812,622	3,770,005	3,770,005	0

SITE NAME	Site 15

INCOME		Av Size m2	%	Number 71		Price £/m2	GDV £	GIA m2
Market Housing		95.8	65%	46		3,350	14,813,077	4,422
Shared Ownership		75.0	9%	6		2,178	1,014,626	466
Affordable Rent		75.0	26%	19		1,216	1,699,818	1,398
Social Rent		75.0	0%	0		2,680	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net		1.99 ha		36	/ha		17,527,520	6,286
SITE AREA - Gross		2.85 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		2,240,507	1,125,883	786,143
Alternative Use Value		57,000		20,000
Uplift	20%	11,400		4,000
Plus /ha	350,000	997,500		350,000
Viability Threshold		1,065,900		374,000

		£/m2
Additional Profit	1,523,740	345

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	31,556		2,240,507	
	Stamp Duty		101,525		
	Easements etc.		0		
	Legals Acquisition	1.50%	33,608	135,133	
PLANNING					
	Planning Fee		10,500		
	Architects	6.00%	545,593		
	QS / PM	0.50%	45,466		
	Planning Consultants	1.00%	90,932		
	Other Professional	2.50%	227,330	919,822	
CONSTRUCTION					
	Build Cost - BCIS Based	1,318	8,282,794		
	s106 / CIL		553,354		
	Contingency	2.50%	207,070		
	Abnormals		50,000	9,093,218	
FINANCE					
	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES					
	Agents	3.0%	525,826		
	Legals	0.5%	87,638		
	Misc.		25,000	638,463	13,084,643

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	3,505,504

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	71		
No dwgs unde	21	385	8,085
No dwgs over	21	115	2,415
		Total	10,500

Stamp duty calc - Residual		
Land payment		2,240,507
	Total	101,525

Stamp duty calc - Add Profit		
Land payment		1,065,900
	Total	42,795

Pre CIL s106	2,500	£/ Unit (all)	
		Total	177,500

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	553,354

Build Cost	/m2	
BCIS	1,085	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,318	

RESIDUAL CASH FLOW FOR INTEREST

		Year 1 Q1	Year 1 Q2	Year 1 Q3	Year 1 Q4	Year 2 Q1	Year 2 Q2	Year 2 Q3	Year 2 Q4	Year 3 Q1	Year 3 Q2	Year 3 Q3	Year 3 Q4	Year 4 Q1	Year 4 Q2	Year 4 Q3	Year 4 Q4	Year 5 Q1	Year 5 Q2	Year 5 Q3	Year 5 Q4	Year 6 Q1	Year 6 Q2	Year 6 Q3	Year 6 Q4
INCOME																									
UNITS Started				2	3	5	5	5	5	5	5	5	5	5	5	5	5	5	1						
Market Housing					0	0	0	417,270	625,905	1,043,174	1,043,174	1,043,174	1,043,174	1,043,174	1,043,174	1,043,174	1,043,174	1,043,174	1,043,174	1,043,174	1,043,174	1,043,174	208,635	0	0
Shared Ownership					0	0	0	28,581	42,872	71,453	71,453	71,453	71,453	71,453	71,453	71,453	71,453	71,453	71,453	71,453	71,453	71,453	14,291	0	0
Affordable Rent					0	0	0	47,882	71,823	119,706	119,706	119,706	119,706	119,706	119,706	119,706	119,706	119,706	119,706	119,706	119,706	119,706	23,941	0	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		0	0	0	0	0	0	493,733	740,599	1,234,332	1,234,332	1,234,332	1,234,332	1,234,332	1,234,332	1,234,332	1,234,332	1,234,332	1,234,332	1,234,332	1,234,332	1,234,332	246,866	0	0
EXPENDITURE																									
Stamp Duty		101,525																							
Easements etc.		0																							
Legals Acquisition		33,608																							
Planning Fee		10,500																							
Architects		272,797		272,797																					
QS		22,733		22,733																					
Planning Consultants		45,466		45,466																					
Other Professional		113,665		113,665																					
Build Cost - BCIS Base			0	77,773	194,432	388,864	505,523	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	427,750	233,318	38,886	0	0	0	0
s106/CIL				553,354																					
Contingency			0	1,944	4,861	9,722	12,638	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	10,694	5,833	972	0	0	0	0
Abnormals			0	469	1,174	2,347	3,052	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	2,582	1,408	235	0	0	0	0
Finance Fees		50,000																							
Legal and Valuation		7,500																							
Agents		0	0	0	0	0	0	14,812	22,218	37,030	37,030	37,030	37,030	37,030	37,030	37,030	37,030	37,030	37,030	37,030	37,030	37,030	7,406	0	0
Legals		0	0	0	0	0	0	2,469	3,703	6,172	6,172	6,172	6,172	6,172	6,172	6,172	6,172	6,172	6,172	6,172	6,172	6,172	1,234	0	0
Misc.				25,000																					
COSTS BEFORE LAND INT AND F		657,794	0	1,113,202	200,466	400,933	521,212	618,680	627,320	644,601	644,601	644,601	644,601	644,601	644,601	644,601	644,601	644,601	484,227	283,761	83,295	43,202	8,640	0	0
For Residual Valuatio	Land	2,240,507																							
	Interest		43,475	44,127	61,487	65,416	72,411	81,315	84,409	83,976	76,390	68,690	60,874	52,941	44,889	36,717	28,422	20,002	11,456	376	0	0	0	0	0
	Profit on Costs																								0
	Profit on GDV																								3,505,504
	Cash Flow	-2,898,301	-43,475	-1,157,328	-261,953	-466,348	-593,623	-206,262	28,870	505,756	513,342	521,042	528,858	536,791	544,842	553,015	561,310	569,730	738,649	950,195	1,151,038	1,191,131	238,226	0	-3,505,504
	Opening Balan	0																							
	Closing Balan	-2,898,301	-2,941,775	-4,099,103	-4,361,056	-4,827,405	-5,421,028	-5,627,290	-5,598,420	-5,092,664	-4,579,322	-4,058,280	-3,529,423	-2,992,632	-2,447,790	-1,894,774	-1,333,464	-763,734	-25,085	925,110	2,076,147	3,267,278	3,505,504	3,505,504	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1 Q1	Year 1 Q2	Year 1 Q3	Year 1 Q4	Year 2 Q1	Year 2 Q2	Year 2 Q3	Year 2 Q4	Year 3 Q1	Year 3 Q2	Year 3 Q3	Year 3 Q4	Year 4 Q1	Year 4 Q2	Year 4 Q3	Year 4 Q4	Year 5 Q1	Year 5 Q2	Year 5 Q3	Year 5 Q4	Year 6 Q1	Year 6 Q2	Year 6 Q3	Year 6 Q4
INCOME	As Above																								
INCOME		0	0	0	0	0	0	493,733	740,599	1,234,332	1,234,332	1,234,332	1,234,332	1,234,332	1,234,332	1,234,332	1,234,332	1,234,332	1,234,332	1,234,332	1,234,332	1,234,332	246,866	0	0
EXPENDITURE																									
Land		1,065,900																							
Stamp Duty		42,795	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		15,989	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		10,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		272,797	0	272,797	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		22,733	0	22,733	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		45,466	0	45,466	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		113,665	0	113,665	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	77,773	194,432	388,864	505,523	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	583,295	427,750	233,318	38,886	0	0	0	0
POTENTIAL CIL				304,748				304,748				304,748				304,748				304,748					
Post CIL s106						15,587	23,381	38,969	38,969	38,969	38,969	38,969	38,969	38,969	38,969	38,969	38,969	38,969	38,969	38,969	7,794	0	0	0	0
Contingency		0	0	1,944	4,861	9,722	12,638	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	14,582	10,694	5,833	972	0	0	0	0
Abnormals		0	0	469	1,174	2,347	3,052	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	3,521	2,582	1,408	235	0	0	0	0
Finance Fees		50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	14,812	22,218	37,030	37,030	37,030	37,030	37,030	37,030	37,030	37,030	37,030	37,030	37,030	37,030	37,030	7,406	0	0
Legals		0	0	0	0	0	0	2,469	3,703	6,172	6,172	6,172	6,172	6,172	6,172	6,172	6,172	6,172	6,172	6,172	6,172	6,172	1,234	0	0
Misc.		0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F		1,647,344	0	864,596	200,466	416,520	544,594	962,396	666,288	683,569	683,569	988,317	683,569	683,569	683,569	988,317	683,569	683,569	523,196	627,478	91,089	43,202	8,640	0	0
For CIL calculation																									
	Interest		24,710	25,081	38,426	42,009	48,887	57,790	65,686	65,557	58,279	50,892	47,965	40,423	32,768	24,998	21,682	13,746	5,691	0	0	0	0	0	0
	Profit on cost																								0
	Profit on GDV																								3,505,504
	Cash Flow	-1,647,344	-24,710	-889,676	-238,892	-458,529	-593,481	-526,453	8,625	485,206	492,484	195,124	502,799	510,341	517,996	221,018	529,081	537,017	705,445	606,855	1,143,244	1,191,131	238,226	0	-3,505,504
	Opening Balan	0																							
	Closing Balan	-1,647,344	-1,672,055	-2,561,731	-2,800,623	-3,259,153	-3,852,633	-4,379,086	-4,370,461	-3,885,255	-3,392,771	-3,197,647	-2,694,848	-2,184,508	-1,666,512	-1,445,495	-916,414	-379,397	326,049	932,903	2,076,147	3,267,278	3,505,504	3,505,504	0

SITE NAME	Site 16

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		78		£/m2	£	m2
Market Housing	96.3	65%	51		3,350	16,353,120	4,882
Shared Ownership	75.3	9%	7		2,178	1,118,731	514
Affordable Rent	75.3	26%	20		1,216	1,874,227	1,541
Social Rent	75.3	0%	0		2,680	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	2.25 ha		35	/ha		**19,346,077**	**6,937**
SITE AREA - Gross	3.12 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		1,371,324	609,477	439,527
Alternative Use Value		234,000		75,000
Uplift	20%	46,800		15,000
Plus /ha	350,000	1,092,000		350,000
Viability Threshold		**1,372,800**		**440,000**

		£/m2
Additional Profit	92,894	19

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	17,581		1,371,324	
	Stamp Duty		58,066		
	Easements etc.		0		
	Legals Acquisition	1.50%	20,570	78,636	
PLANNING					
	Planning Fee		14,000		
	Architects	6.00%	675,662		
	QS / PM	0.50%	56,305		
	Planning Consultants	1.00%	112,610		
	Other Professional	2.50%	281,526	1,140,104	
CONSTRUCTION					
	Build Cost - BCIS Based	1,316	9,131,401		
	s106 / CIL		609,930		
	Contingency	5.00%	456,570		
	Abnormals		1,063,140	11,261,041	
FINANCE					
	Fees		50,000		
	Interest	6.00%			
	Legal and Valuation		7,500	57,500	
SALES					
	Agents	3.0%	580,382		
	Legals	0.5%	96,730		
	Misc.		25,000	702,113	**14,610,719**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	3,869,215

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	78		
No dwgs unde	28	385	10,780
No dwgs over	28	115	3,220
		Total	14,000

Stamp duty calc - Residual		
Land payment		1,371,324
	Total	58,066

Stamp duty calc - Add Profit		
Land payment		1,372,800
	Total	58,140

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**195,000**

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	**609,930**

Build Cost	/m2	
BCIS	1,083	
CfSH	16	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	217	20%
	1,316	

RESIDUAL CASH FLOW FOR INTEREST

	Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4	Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	3	5	5	5	5	5	5	5	5	5	5	5	5	5	5	3					
Market Housing				0	0	0	419,311	628,966	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	1,048,277	628,966	0
Shared Ownership				0	0	0	28,685	43,028	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	71,714	43,028	0
Affordable Rent				0	0	0	48,057	72,086	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	120,143	72,086	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**496,053**	**744,080**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**744,080**	**0**
EXPENDITURE																								
Stamp Duty	58,066																							
Easements etc.	0																							
Legals Acquisition	20,570																							
Planning Fee	14,000																							
Architects	337,831		337,831																					
QS	28,153		28,153																					
Planning Consultants	56,305		56,305																					
Other Professional	140,763		140,763																					
Build Cost - BCIS Base		0	78,046	195,115	390,231	507,300	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	507,300	312,185	117,069	0	0	0
s106/CIL			609,930																					
Contingency		0	3,902	9,756	19,512	25,365	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	25,365	15,609	5,853	0	0	0
Abnormals		0	9,087	22,717	45,433	59,063	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	59,063	36,347	13,630	0	0	0
Finance Fees	50,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	14,882	22,322	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	22,322	0
Legals	0	0	0	0	0	0	2,480	3,720	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	3,720	0
Misc.			25,000																					
COSTS BEFORE LAND INT AND F	**713,188**	**0**	**1,289,017**	**227,588**	**455,176**	**591,728**	**700,125**	**708,806**	**726,168**	**726,168**	**726,168**	**726,168**	**726,168**	**726,168**	**726,168**	**726,168**	**726,168**	**726,168**	**635,133**	**407,545**	**179,957**	**43,405**	**26,043**	**0**
For Residual Valuati Land	1,371,324																							
Interest		31,268	31,737	51,548	55,735	63,399	73,226	77,385	78,017	71,478	64,840	58,103	51,265	44,325	37,280	30,130	22,873	15,506	8,029	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								3,869,215
Cash Flow	-2,084,513	-31,268	-1,320,754	-279,136	-510,911	-655,127	-277,298	-42,112	435,948	442,487	449,125	455,862	462,700	469,640	476,685	483,835	491,092	498,459	596,971	832,588	1,060,176	1,196,729	718,037	-3,869,215
Opening Balar	0																							
Closing Balan	-2,084,513	-2,115,780	-3,436,534	-3,715,670	-4,226,581	-4,881,708	-5,159,005	-5,201,117	-4,765,169	-4,322,681	-3,873,557	-3,417,695	-2,954,995	-2,485,355	-2,008,671	-1,524,836	-1,033,744	-535,285	61,686	894,274	1,954,450	3,151,178	3,869,215	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4	Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**496,053**	**744,080**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**1,240,133**	**744,080**	**0**
EXPENDITURE																								
Land	1,372,800																							
Stamp Duty	58,140	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	20,592	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	14,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	337,831	0	337,831	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	28,153	0	28,153	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	56,305	0	56,305	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	140,763	0	140,763	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	78,046	195,115	390,231	507,300	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	585,346	507,300	312,185	117,069	0	0	0
POTENTIAL CIL			18,579				18,579				18,579				18,579				18,579					
Post CIL s106					15,639	23,459	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	39,098	23,459	0	0	0
Contingency	0	0	3,902	9,756	19,512	25,365	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	29,267	25,365	15,609	5,853	0	0	0
Abnormals	0	0	9,087	22,717	45,433	59,063	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	68,150	59,063	36,347	13,630	0	0	0
Finance Fees	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	14,882	22,322	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	37,204	22,322	0
Legals	0	0	0	0	0	0	2,480	3,720	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	6,201	3,720	0
Misc.	0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	**2,086,084**	**0**	**697,666**	**227,588**	**470,815**	**615,187**	**757,802**	**747,904**	**765,266**	**765,266**	**783,845**	**765,266**	**765,266**	**765,266**	**783,845**	**765,266**	**765,266**	**765,266**	**692,810**	**446,643**	**203,416**	**43,405**	**26,043**	**0**
For CIL calculation																								
Interest		31,291	31,761	42,702	46,756	54,520	64,566	69,460	70,560	64,495	58,339	52,370	46,033	39,600	33,071	26,723	20,001	13,178	6,252	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								3,869,215
Cash Flow	-2,086,084	-31,291	-729,427	-270,290	-517,571	-669,707	-326,315	-73,285	404,307	410,372	397,949	422,497	428,834	435,267	423,217	448,144	454,866	461,689	541,071	793,490	1,036,717	1,196,729	718,037	-3,869,215
Opening Balar	0																							
Closing Balan	-2,086,084	-2,117,375	-2,846,802	-3,117,092	-3,634,663	-4,304,370	-4,630,685	-4,703,970	-4,299,662	-3,889,290	-3,491,342	-3,068,845	-2,640,011	-2,204,744	-1,781,527	-1,333,383	-878,517	-416,828	124,243	917,733	1,954,450	3,151,178	3,869,215	0

				Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
	Location			Higher Main Settlement	Main Settlement	Main Settlement	Main Settlement	Main Settlement	Main Settlement	Main Settlement	Main Settlement	Main Settlement	Main Settlement	Main Settlement	Main Settlement	Main Settlement	Main Settlement	Main Settlement	Main Settlement
	Green/brown field			Green	Green	Green	Green	Green	Green	Green	Brown	Green	Green	Green	Green	Green	Green	Green	Brown
	Use			Paddock	Paddock	Agricultural	Agricultural	Agricultural	Paddock	Agricultural	Part Rec	Paddock	Paddock	Agricultural	Agricultural	Agricultural	Paddock	Agricultural	Part Rec
Site Area	Gross	ha		1.41	3.1	7.15	7.23	12.31	2.1	2.85	3.12	1.41	3.1	7.15	7.23	12.31	2.1	2.85	3.12
	Net	ha		1.2	2.17	4.65	5.06	8.6	1.78	1.99	2.25	1.2	2.17	4.65	5.06	8.6	1.78	1.99	2.25
Units		0	0	42	78	155	181	308	76	71	78	42	78	155	181	308	76	71	78
Mix	Market			65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%
	Intermediate to Buy			8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%
	Affordable Rent			26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%	26.25%
	Social Rent			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value		£/ha		50,000	50,000	20,000	20,000	20,000	50,000	20,000	75,000	50,000	50,000	20,000	20,000	20,000	50,000	20,000	75,000
		£ site		70,500	155,000	143,000	144,600	246,200	105,000	57,000	234,000	70,500	155,000	143,000	144,600	246,200	105,000	57,000	234,000
Uplift		£/ha		360,000	360,000	354,000	354,000	354,000	360,000	354,000	365,000	360,000	360,000	354,000	354,000	354,000	360,000	354,000	365,000
		£ site		507,600	1,116,000	2,531,100	2,559,420	4,357,740	756,000	1,008,900	1,138,800	507,600	1,116,000	2,531,100	2,559,420	4,357,740	756,000	1,008,900	1,138,800
Viability Threshold		£/ha		410,000	410,000	374,000	374,000	374,000	410,000	374,000	440,000	410,000	410,000	374,000	374,000	374,000	410,000	374,000	440,000
		£ site		578,100	1,271,000	2,674,100	2,704,020	4,603,940	861,000	1,065,900	1,372,800	578,100	1,271,000	2,674,100	2,704,020	4,603,940	861,000	1,065,900	1,372,800
Residual Va	Gross	£/ha		2,063,990	1,676,716	1,344,838	1,531,488	1,552,425	2,300,690	1,552,331	1,205,460	985,308	912,321	688,167	780,992	793,204	1,182,819	786,143	439,527
	Net	£/ha		2,425,188	2,395,308	2,067,870	2,188,273	2,222,134	2,714,298	2,223,188	1,671,571	1,157,737	1,303,316	1,058,150	1,115,924	1,135,388	1,395,461	1,125,883	609,477
		£ site		2,910,226	5,197,818	9,615,593	11,072,660	19,110,357	4,831,450	4,424,143	3,761,034	1,389,284	2,828,195	4,920,395	5,646,574	9,764,339	2,483,920	2,240,507	1,371,324
Additional Profit		£ site		2,757,859	4,964,004	8,800,801	10,620,198	18,363,708	4,993,982	4,229,434	3,063,067	976,833	2,017,620	2,963,167	3,868,894	6,744,350	2,083,788	1,523,740	92,894
		£/m2		1,045	1,017	911	940	956	1,050	956	627	404	413	307	343	351	438	345	19

Appendix 3 – Small Sites, Appraisals

THE PAGES IN THIS APPENDIX ARE NOT NUMBERED

Number	Units	NET Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/ Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha			£/m2			
Single Rural	**1**	**0.05**	**20.00**	**118**	**118**	**2,360**		**143,207**	**1,213.62**	Higher Rura	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1			51.50	0.00		1,214	0
	2			63.00	0.00		1,214	0
Terrace	2			72.00	0.00		1,214	0
	3			86.50	0.00		1,214	0
Semi	2			82.00	0.00		1,214	0
	3			95.50	0.00		1,214	0
Det	3			104.50	0.00		1,214	0
	4	1		118.00	118.00		1,214	143,207
	5			131.50	0.00		1,214	0
Affordable								
Flat	1			51.50	0.00		1,214	0
	2			63.00	0.00		1,214	0
Terrace	2			72.00	0.00		1,214	0
	3			86.50	0.00		1,214	0
Semi	2			82.00	0.00		1,214	0
	3			95.50	0.00		1,214	0
Det	3			104.50	0.00		1,214	0
	4			118.00	0.00		1,214	0
	5			131.50	0.00		1,214	0
Flat 1 High	1			51.50	0.00	10%	1,842	0
Flat 2 High	2			63.00	0.00	10%	1,842	0
Flat 3 High	3			76.50	0.00	10%	1,842	0

Number	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	·een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha			£/m2			
Three Rural	**3**	**0.10**	**30.00**	**79**	**236**	**2,360**		**286,414**	**1,213.62**	Higher Rura	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1			51.50	0.00		1,214	0
	2			63.00	0.00		1,214	0
Terrace	2			72.00	0.00		1,214	0
	3			86.50	0.00		1,214	0
Semi	2	2		82.00	164.00		1,214	199,034
	3			95.50	0.00		1,214	0
Det	3			104.50	0.00		1,214	0
	4			118.00	0.00		1,214	0
	5			131.50	0.00		1,214	0
Affordable								
Flat	1			51.50	0.00		1,214	0
	2			63.00	0.00		1,214	0
Terrace	2	1		72.00	72.00		1,214	87,381
	3			86.50	0.00		1,214	0
Semi	2			82.00	0.00		1,214	0
	3			95.50	0.00		1,214	0
Det	3			104.50	0.00		1,214	0
	4			118.00	0.00		1,214	0
	5			131.50	0.00		1,214	0
Flat 1 High	1			51.50	0.00	10%	1,842	0
Flat 2 High	2			63.00	0.00	10%	1,842	0
Flat 3 High	3			76.50	0.00	10%	1,842	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
Five Rural	**5**	**0.20**	**25.00**	**87**	**435**	**2,175**	**527,925**	**1,213.62**	Higher Rura	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00		1,214	0
	2	0		63.00	0.00		1,214	0
Terrace	2	1		72.00	72.00		1,214	87,381
	3	1		86.50	86.50		1,214	104,978
Semi	2	0		82.00	0.00		1,214	0
	3			95.50	0.00		1,214	0
Det	3	0		104.50	0.00		1,214	0
	4	1		118.00	118.00		1,214	143,207
	5	0		131.50	0.00		1,214	0
Affordable								
Flat	1			51.50	0.00		1,214	0
	2	0		63.00	0.00		1,214	0
Terrace	2	1		72.00	72.00		1,214	87,381
	3	1		86.50	86.50		1,214	104,978
Semi	2	0		82.00	0.00		1,214	0
	3	0		95.50	0.00		1,214	0
Det	3	0		104.50	0.00		1,214	0
	4	0		118.00	0.00		1,214	0
	5	0		131.50	0.00		1,214	0
Flat 1 High	1			51.50	0.00	10%	1,842	0
Flat 2 High	2			63.00	0.00	10%	1,842	0
Flat 3 High	3			76.50	0.00	10%	1,842	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
Seven Rural	**7**	**0.25**	**28.00**	**83**	**582**	**2,328**	**662,572**	**1,138.44**	Higher Rura	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00		1,138	0
	2	0		63.00	0.00		1,138	0
Terrace	2	1		72.00	72.00		1,138	81,968
	3	1		86.50	86.50		1,138	98,475
Semi	2	0		82.00	0.00		1,138	0
	3	1		95.50	95.50		1,138	108,721
Det	3	0		104.50	0.00		1,138	0
	4	1		118.00	118.00		1,138	134,336
	5	0		131.50	0.00		1,138	0
Affordable								
Flat	1	1		51.50	51.50		1,138	58,630
	2	0		63.00	0.00		1,138	0
Terrace	2	1		72.00	72.00		1,138	81,968
	3	1		86.50	86.50		1,138	98,475
Semi	2	0		82.00	0.00		1,138	0
	3	0		95.50	0.00		1,138	0
Det	3	0		104.50	0.00		1,138	0
	4	0		118.00	0.00		1,138	0
	5	0		131.50	0.00		1,138	0
Flat 1 High	1			51.50	0.00	10%	1,728	0
Flat 2 High	2			63.00	0.00	10%	1,728	0
Flat 3 High	3			76.50	0.00	10%	1,728	0

Number	Units	NET Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
Single Rural	**1**	**0.05**	**20.00**	**118**	**118**	**2,360**	**143,207**	**1,213.62**	Lower Rura	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1			51.50	0.00		1,214	0
	2			63.00	0.00		1,214	0
Terrace	2			72.00	0.00		1,214	0
	3			86.50	0.00		1,214	0
Semi	2			82.00	0.00		1,214	0
	3			95.50	0.00		1,214	0
Det	3			104.50	0.00		1,214	0
	4	1		118.00	118.00		1,214	143,207
	5			131.50	0.00		1,214	0
Affordable								
Flat	1			51.50	0.00		1,214	0
	2			63.00	0.00		1,214	0
Terrace	2			72.00	0.00		1,214	0
	3			86.50	0.00		1,214	0
Semi	2			82.00	0.00		1,214	0
	3			95.50	0.00		1,214	0
Det	3			104.50	0.00		1,214	0
	4			118.00	0.00		1,214	0
	5			131.50	0.00		1,214	0
Flat 1 High	1			51.50	0.00	10%	1,842	0
Flat 2 High	2			63.00	0.00	10%	1,842	0
Flat 3 High	3			76.50	0.00	10%	1,842	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
Three Rural	**3**	**0.10**	**30.00**	**79**	**236**	**2,360**	**286,414**	**1,213.62**	Lower Rura	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1			51.50	0.00		1,214	0
	2			63.00	0.00		1,214	0
Terrace	2			72.00	0.00		1,214	0
	3			86.50	0.00		1,214	0
Semi	2	2		82.00	164.00		1,214	199,034
	3			95.50	0.00		1,214	0
Det	3			104.50	0.00		1,214	0
	4			118.00	0.00		1,214	0
	5			131.50	0.00		1,214	0
Affordable								
Flat	1			51.50	0.00		1,214	0
	2			63.00	0.00		1,214	0
Terrace	2	1		72.00	72.00		1,214	87,381
	3			86.50	0.00		1,214	0
Semi	2			82.00	0.00		1,214	0
	3			95.50	0.00		1,214	0
Det	3			104.50	0.00		1,214	0
	4			118.00	0.00		1,214	0
	5			131.50	0.00		1,214	0
Flat 1 High	1			51.50	0.00	10%	1,842	0
Flat 2 High	2			63.00	0.00	10%	1,842	0
Flat 3 High	3			76.50	0.00	10%	1,842	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
Five Rural	**5**	**0.20**	**25.00**	**87**	**435**	**2,175**	**527,925**	**1,213.62**	Lower Rura	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market							0	0
Flat	1	0		51.50	0.00		1,214	0
	2	0		63.00	0.00		1,214	0
Terrace	2	1		72.00	72.00		1,214	87,381
	3	1		86.50	86.50		1,214	104,978
Semi	2	0		82.00	0.00		1,214	0
	3			95.50	0.00		1,214	0
Det	3	0		104.50	0.00		1,214	0
	4	1		118.00	118.00		1,214	143,207
	5	0		131.50	0.00		1,214	0
Affordable								0
Flat	1			51.50	0.00		1,214	0
	2	0		63.00	0.00		1,214	0
Terrace	2	1		72.00	72.00		1,214	87,381
	3	1		86.50	86.50		1,214	104,978
Semi	2	0		82.00	0.00		1,214	0
	3	0		95.50	0.00		1,214	0
Det	3	0		104.50	0.00	10%	1,214	0
	4	0		118.00	0.00	10%	1,214	0
	5	0		131.50	0.00	10%	1,214	0
Flat 1 High	1			51.50	0.00	10%	1,842	0
Flat 2 High	2			63.00	0.00	10%	1,842	0
Flat 3 High	3			76.50	0.00	10%	1,842	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
Seven Rural	**7**	**0.25**	**28.00**	**83**	**582**	**2,328**	**662,572**	**1,138.44**	Lower Rura	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00		1,138	0
	2	0		63.00	0.00		1,138	0
Terrace	2	1		72.00	72.00		1,138	81,968
	3	1		86.50	86.50		1,138	98,475
Semi	2	0		82.00	0.00		1,138	0
	3	1		95.50	95.50		1,138	108,721
Det	3	0		104.50	0.00		1,138	0
	4	1		118.00	118.00		1,138	134,336
	5	0		131.50	0.00		1,138	0
Affordable								
Flat	1	1		51.50	51.50		1,138	58,630
	2	0		63.00	0.00		1,138	0
Terrace	2	1		72.00	72.00		1,138	81,968
	3	1		86.50	86.50		1,138	98,475
Semi	2	0		82.00	0.00		1,138	0
	3	0		95.50	0.00		1,138	0
Det	3	0		104.50	0.00		1,138	0
	4	0		118.00	0.00		1,138	0
	5	0		131.50	0.00		1,138	0
Flat 1 High	1			51.50	0.00	10%	1,728	0
Flat 2 High	2			63.00	0.00	10%	1,728	0
Flat 3 High	3			76.50	0.00	10%	1,728	0

Number	Units	NET Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
Pair Urban	**2**	**0.05**	**40.00**	**96**	**191**	**3,820**	**231,801**	**1,213.62**	Higher Maiı	Brown	Infill

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1			51.50	0.00		1,214	0
	2			63.00	0.00		1,214	0
Terrace	2			72.00	0.00		1,214	0
	3			86.50	0.00		1,214	0
Semi	2			82.00	0.00		1,214	0
	3	2		95.50	191.00		1,214	231,801
Det	3			104.50	0.00		1,214	0
	4			118.00	0.00		1,214	0
	5			131.50	0.00		1,214	0
Affordable								
Flat	1			51.50	0.00		1,214	0
	2			63.00	0.00		1,214	0
Terrace	2			72.00	0.00		1,214	0
	3			86.50	0.00		1,214	0
Semi	2			82.00	0.00		1,214	0
	3			95.50	0.00		1,214	0
Det	3			104.50	0.00		1,214	0
	4			118.00	0.00		1,214	0
	5			131.50	0.00		1,214	0
Flat 1 High	1			51.50	0.00	10%	1,842	0
Flat 2 High	2			63.00	0.00	10%	1,842	0
Flat 3 High	3			76.50	0.00	10%	1,842	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
2 Semi Urban	**4**	**0.10**	**40.00**	**92**	**369**	**3,685**	**447,219**	**1,213.62**	Higher Maiı	Brown	Infill

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1			51.50	0.00		1,214	0
	2			63.00	0.00		1,214	0
Terrace	2			72.00	0.00		1,214	0
	3			86.50	0.00		1,214	0
Semi	2			82.00	0.00		1,214	0
	3	3		95.50	286.50		1,214	347,702
Det	3			104.50	0.00		1,214	0
	4			118.00	0.00		1,214	0
	5			131.50	0.00		1,214	0
Affordable								
Flat	1			51.50	0.00		1,214	0
	2			63.00	0.00		1,214	0
Terrace	2			72.00	0.00		1,214	0
	3			86.50	0.00		1,214	0
Semi	2	1		82.00	82.00		1,214	99,517
	3			95.50	0.00		1,214	0
Det	3			104.50	0.00		1,214	0
	4			118.00	0.00		1,214	0
	5			131.50	0.00		1,214	0
Flat 1 High	1			51.50	0.00	10%	1,842	0
Flat 2 High	2			63.00	0.00	10%	1,842	0
Flat 3 High	3			76.50	0.00	10%	1,842	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
Urban infill	**6**	**0.17**	**35.29**	**88**	**531**	**3,121**	**603,942**	**1,138.44**	Higher Mair	Brown	Infill

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00		1,138	0
	2	0		63.00	0.00		1,138	0
Terrace	2	1		72.00	72.00		1,138	81,968
	3	1		86.50	86.50		1,138	98,475
Semi	2	0		82.00	0.00		1,138	0
	3	1		95.50	95.50		1,138	108,721
Det	3	0		104.50	0.00		1,138	0
	4	1		118.00	118.00		1,138	134,336
	5	0		131.50	0.00		1,138	0
Affordable								
Flat	1			51.50	0.00		1,138	0
	2	0		63.00	0.00		1,138	0
Terrace	2	1		72.00	72.00		1,138	81,968
	3	1		86.50	86.50		1,138	98,475
Semi	2	0		82.00	0.00		1,138	0
	3	0		95.50	0.00		1,138	0
Det	3	0		104.50	0.00		1,138	0
	4	0		118.00	0.00		1,138	0
	5	0		131.50	0.00		1,138	0
Flat 1 High	1			51.50	0.00	10%	1,728	0
Flat 2 High	2			63.00	0.00	10%	1,728	0
Flat 3 High	3			76.50	0.00	10%	1,728	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
Terraces	**9**	**0.30**	**30.00**	**92**	**832**	**2,772**	**946,613**	**1,138.44**	Higher Mair	Brown	Infill

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00		1,138	0
	2	0		63.00	0.00		1,138	0
Terrace	2	1		72.00	72.00		1,138	81,968
	3	1		86.50	86.50		1,138	98,475
Semi	2	0		82.00	0.00		1,138	0
	3	1		95.50	95.50		1,138	108,721
Det	3	0		104.50	0.00		1,138	0
	4	2		118.00	236.00		1,138	268,672
	5	1		131.50	131.50		1,138	149,705
Affordable								
Flat	1	1		51.50	51.50		1,138	58,630
	2	0		63.00	0.00		1,138	0
Terrace	2	1		72.00	72.00		1,138	81,968
	3	1		86.50	86.50		1,138	98,475
Semi	2	0		82.00	0.00		1,138	0
	3	0		95.50	0.00		1,138	0
Det	3	0		104.50	0.00		1,138	0
	4	0		118.00	0.00		1,138	0
	5	0		131.50	0.00		1,138	0
Flat 1 High	1			51.50	0.00	10%	1,728	0
Flat 2 High	2			63.00	0.00	10%	1,728	0
Flat 3 High	3			76.50	0.00	10%	1,728	0

Number	Units	NET Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Lower Mair	een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
Pair Urban	**2**	**0.05**	**40.00**	**96**	**191**	**3,820**	**231,801**	**1,213.62**	Lower Main	Brown	Infill

	Beds	No		m2	Total		BCIS	COST
Market							0	0
Flat	1			51.50	0.00		1,214	0
	2			63.00	0.00		1,214	0
Terrace	2			72.00	0.00		1,214	0
	3			86.50	0.00		1,214	0
Semi	2			82.00	0.00		1,214	0
	3	2		95.50	191.00		1,214	231,801
Det	3			104.50	0.00		1,214	0
	4			118.00	0.00		1,214	0
	5			131.50	0.00		1,214	0
Affordable								0
Flat	1			51.50	0.00		1,214	0
	2			63.00	0.00		1,214	0
Terrace	2			72.00	0.00		1,214	0
	3			86.50	0.00		1,214	0
Semi	2			82.00	0.00		1,214	0
	3			95.50	0.00		1,214	0
Det	3			104.50	0.00	10%	1,214	0
	4			118.00	0.00	10%	1,214	0
	5			131.50	0.00	10%	1,214	0
Flat 1 High	1			51.50	0.00	10%	1,842	0
Flat 2 High	2			63.00	0.00	10%	1,842	0
Flat 3 High	3			76.50	0.00	10%	1,842	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
2 Semi Urban	**4**	**0.10**	**40.00**	**92**	**369**	**3,685**	**447,219**	**1,213.62**	Lower Main	Brown	Infill

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1			51.50	0.00		1,214	0
	2			63.00	0.00		1,214	0
Terrace	2			72.00	0.00		1,214	0
	3			86.50	0.00		1,214	0
Semi	2			82.00	0.00		1,214	0
	3	3		95.50	286.50		1,214	347,702
Det	3			104.50	0.00		1,214	0
	4			118.00	0.00		1,214	0
	5			131.50	0.00		1,214	0
Affordable								
Flat	1			51.50	0.00		1,214	0
	2			63.00	0.00		1,214	0
Terrace	2			72.00	0.00		1,214	0
	3			86.50	0.00		1,214	0
Semi	2	1		82.00	82.00		1,214	99,517
	3			95.50	0.00		1,214	0
Det	3			104.50	0.00		1,214	0
	4			118.00	0.00		1,214	0
	5			131.50	0.00		1,214	0
Flat 1 High	1			51.50	0.00	10%	1,842	0
Flat 2 High	2			63.00	0.00	10%	1,842	0
Flat 3 High	3			76.50	0.00	10%	1,842	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
Urban infill	**6**	**0.17**	**35.29**	**88**	**531**	**3,121**	**603,942**	**1,138.44**	Lower	Main Brown	Infill

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00		1,138	0
	2	0		63.00	0.00		1,138	0
Terrace	2	1		72.00	72.00		1,138	81,968
	3	1		86.50	86.50		1,138	98,475
Semi	2	0		82.00	0.00		1,138	0
	3	1		95.50	95.50		1,138	108,721
Det	3	0		104.50	0.00		1,138	0
	4	1		118.00	118.00		1,138	134,336
	5	0		131.50	0.00		1,138	0
Affordable								
Flat	1	0		51.50	0.00		1,138	0
	2	0		63.00	0.00		1,138	0
Terrace	2	1		72.00	72.00		1,138	81,968
	3	1		86.50	86.50		1,138	98,475
Semi	2	0		82.00	0.00		1,138	0
	3	0		95.50	0.00		1,138	0
Det	3	0		104.50	0.00		1,138	0
	4	0		118.00	0.00		1,138	0
	5	0		131.50	0.00		1,138	0
Flat 1 High	1			51.50	0.00	10%	1,728	0
Flat 2 High	2			63.00	0.00	10%	1,728	0
Flat 3 High	3			76.50	0.00	10%	1,728	0

Number	Units	Area	Density	erage Unit Size	Developed	Density	Total Cost	Rate	Locality	'een/Brown	rnative Use
		ha	Units/ha	m2	m2	m2/ha		£/m2			
Terraces	**9**	**0.30**	**30.00**	**92**	**832**	**2,772**	**946,613**	**1,138.44**	Lower	Main Brown	Infill

	Beds	No		m2	Total		BCIS	COST
Market								
Flat	1	0		51.50	0.00		1,138	0
	2	0		63.00	0.00		1,138	0
Terrace	2	1		72.00	72.00		1,138	81,968
	3	1		86.50	86.50		1,138	98,475
Semi	2	0		82.00	0.00		1,138	0
	3	1		95.50	95.50		1,138	108,721
Det	3	0		104.50	0.00		1,138	0
	4	2		118.00	236.00		1,138	268,672
	5	1		131.50	131.50		1,138	149,705
Affordable								
Flat	1	1		51.50	51.50		1,138	58,630
	2	0		63.00	0.00		1,138	0
Terrace	2	1		72.00	72.00		1,138	81,968
	3	1		86.50	86.50		1,138	98,475
Semi	2	0		82.00	0.00		1,138	0
	3	0		95.50	0.00		1,138	0
Det	3	0		104.50	0.00		1,138	0
	4	0		118.00	0.00		1,138	0
	5	0		131.50	0.00		1,138	0
Flat 1 High	1			51.50	0.00	10%	1,728	0
Flat 2 High	2			63.00	0.00	10%	1,728	0
Flat 3 High	3			76.50	0.00	10%	1,728	0

Small Sites with NO AH CIL120and£85
For Apps

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	
	Location		Higher Rural	igher Rural	igher Rural	igher Rural	ower Rural	ower Rural	ower Rural	ower Rural	Settlement	Settlement	Settlement	Settlement	Settlement	Settlement	Settlement	Settlement	
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	
	Use		Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Infill	Infill	Infill	Infill	Infill	Infill	Infill	Infill	
Site Area	**Gross**	**ha**	**0.05**	**0.10**	**0.20**	**0.25**	**0.05**	**0.10**	**0.20**	**0.25**	**0.05**	**0.10**	**0.17**	**0.30**	**0.05**	**0.10**	**0.17**	**0.30**	
	Net	ha	0.05	0.10	0.20	0.25	0.05	0.10	0.20	0.25	0.05	0.10	0.17	0.30	0.05	0.10	0.17	0.30	
Units			1	3	5	7	1	3	5	7	2	4	6	9	2	4	6	9	
Average Unit Size		m2	118.00	78.67	87.00	83.14	118.00	78.67	87.00	83.14	95.50	92.13	88.42	92.39	95.50	92.13	88.42	92.39	
Mix	Intermediate to Buy																		
	Affordable Rent																		
	STARTER HOMES																		
Price	Market	£/m2	3,900	3,900	3,900	3,900	3,400	3,400	3,400	3,400	4,000	4,000	4,000	4,000	3,250	3,250	3,250	3,250	
	Intermedia	£/m2	2,535	2,535	2,535	2,535	2,210	2,210	2,210	2,210	2,600	2,600	2,600	2,600	2,113	2,113	2,113	2,113	65.00%
	Affordable	£/m2	1,805	1,805	1,805	1,805	1,216	1,216	1,216	1,216	1,805	1,805	1,805	1,805	1,216	1,216	1,216	1,216	55.00%
	STARTER H	£/m2	3,120	3,120	3,120	3,120	2,720	2,720	2,720	2,720	3,200	3,200	3,200	3,200	2,600	2,600	2,600	2,600	80.00%
Grant and	Intermedia	£/unit																	
	Affordable	£/unit																	
	STARTER H	£/unit																	
Sales per Quarter																			
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	
Alternative Use Value		£/ha	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	
Up Lift %		%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	
Additional Uplift		£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000									
Easements etc		£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition		% land	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	
Planning F	<50	£/unit	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	
	>50	£/unit	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	
Architects		%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	
QS / PM		%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	
Planning Consultants		%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	
Other Professional		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	
Build Cost - BCIS Base		£/m2	1,214	1,214	1,214	1,138	1,214	1,214	1,214	1,138	1,214	1,214	1,138	1,138	1,214	1,214	1,138	1,138	
CfSH		%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	
Energy		£/m2		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Design		£/m2		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Over-extra 2		£/m2		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Over-extra 3		£/m2		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Over-extra 4		£/m2		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Infrastructure		%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	
Pre CIL s106		£/Unit	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	
Post CIL s106		£/Unit	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	
		£/m2	120	120	120	120	85	85	85	85	120	120	120	120	85	85	85	85	
Contingency		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	
Abnormals		%									10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	
		£/site																	
FINANCE	Fees	£	10,000	10,000	10,000	20,000	10,000	10,000	10,000	20,000	10,000	10,000	10,000	20,000	10,000	10,000	10,000	20,000	
	Interest	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	
	Legal and \	£	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	
	Legals	%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	
	Misc.	£	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	
Developer	% of costs (before inte		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
	% of GDV		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	

SITE NAME	Site 1

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		1		£/m2	£	m2
Market Housing	118.0	100%	1		3,900	460,200	118
Shared Ownership	118.0	0%	0		2,535	0	0
Affordable Rent	118.0	0%	0		1,805	0	0
Social Rent	118.0	0%	0		3,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.05 ha		20	/ha		**460,200**	**118**
SITE AREA - Gross	0.05 ha		20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		107,152	2,143,046	2,143,046
Alternative Use Value		2,500		50,000
Uplift	20%	500		10,000
Plus /ha	350,000	17,500		350,000
Viability Threshold		**20,500**		**410,000**

		£/m2
Additional Profit	91,099	772

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS				
LAND		/unit or m2	Total	
	Land	107,152		107,152
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	1,607	1,607
PLANNING				
	Planning Fee		385	
	Architects	6.00%	10,820	
	QS / PM	0.50%	902	
	Planning Consultants	1.00%	1,803	
	Other Professional	2.50%	4,508	18,418
CONSTRUCTION				
	Build Cost - BCIS Based	1,353	159,676	
	s106 / CIL		16,660	
	Contingency	2.50%	3,992	
	Abnormals		0	180,328
FINANCE				
	Fees		10,000	
	Interest	6.00%		
	Legal and Valuation		7,500	17,500
SALES				
	Agents	3.0%	13,806	
	Legals	0.5%	2,301	
	Misc.		5,000	21,107	**346,112**

Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	92,040

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	1		
No dwgs unde	1	385	385
No dwgs over	0	115	0
		Total	385

Stamp duty calc - Residual	
Land payment	107,152
Total	0

Stamp duty calc - Add Profit	
Land payment	20,500
Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**2,500**

Post CIL s10€	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	**16,660**

Build Cost	/m2	
BCIS	1,214	
CfSH	18	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	121	10%
	1,353	

RESIDUAL CASH FLOW FOR INTEREST

	Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4
INCOME												
UNITS Started			1									
Market Housing				0	0	0	460,200	0	0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**460,200**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty	0											
Easements etc.	0											
Legals Acquisition	1,607											
Planning Fee	385											
Architects	5,410		5,410									
QS	451		451									
Planning Consultants	902		902									
Other Professional	2,254		2,254									
Build Cost - BCIS Base		0	53,225	53,225	53,225	0	0	0	0	0	0	0
s106/CIL			16,660									
Contingency		0	1,331	1,331	1,331	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000											
Legal and Valuation	7,500											
Agents	0	0	0	0	0	0	13,806	0	0	0	0	0
Legals	0	0	0	0	0	0	2,301	0	0	0	0	0
Misc.			5,000									
COSTS BEFORE LAND INT AND I	**28,509**	**0**	**85,232**	**54,556**	**54,556**	**0**	**16,107**	**0**	**0**	**0**	**0**	**0**
For Residual Valuati Land	107,152											
Interest		2,035	2,065	3,375	4,244	5,126	5,203	0	0	0	0	0
Profit on Costs												
Profit on GDV												
Cash Flow	-135,661	-2,035	-87,298	-57,931	-58,800	-5,126	438,890	0	0	0	0	0
Opening Balai	0											
Closing Balan	-135,661	-137,696	-224,994	-282,925	-341,724	-346,850	92,040	92,040	92,040	92,040	92,040	92,040

	Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME												
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND I	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs												0
Profit on GDV												92,040
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-92,040
Closing Balan	92,040	92,040	92,040	92,040	92,040	92,040	92,040	92,040	92,040	92,040	92,040	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4
INCOME As Above												
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**460,200**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE												
Land	20,500											
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	308	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	385	0	0	0	0	0	0	0	0	0	0	0
Architects	5,410	0	5,410	0	0	0	0	0	0	0	0	0
QS	451	0	451	0	0	0	0	0	0	0	0	0
Planning Consultants	902	0	902	0	0	0	0	0	0	0	0	0
Other Professional	2,254	0	2,254	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	53,225	53,225	53,225	0	0	0	0	0	0	0
POTENTIAL CIL			**91,099**									
Post CIL s106					16,660	0	0	0	0	0	0	0
Contingency	0	0	1,331	1,331	1,331	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	13,806	0	0	0	0	0
Legals	0	0	0	0	0	0	2,301	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND I	**47,709**	**0**	**159,672**	**54,556**	**71,216**	**0**	**16,107**	**0**	**0**	**0**	**0**	**0**
For CIL calculation												
Interest		716	726	3,132	3,998	5,126	5,203	0	0	0	0	0
Profit on cost												
Profit on GDV												
Cash Flow	-47,709	-716	-160,398	-57,688	-75,214	-5,126	438,890	0	0	0	0	0
Opening Balai	0											
Closing Balan	-47,709	-48,425	-208,822	-266,511	-341,724	-346,850	92,040	92,040	92,040	92,040	92,040	92,040

	Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	0	0	0	0	0	0	0	0	0	0	0	0
Architects	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND I	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost												0
Profit on GDV												92,040
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-92,040
Closing Balan	92,040	92,040	92,040	92,040	92,040	92,040	92,040	92,040	92,040	92,040	92,040	0

Small Sites with NO AH CIL120and£85
Site 2

SITE NAME	Site 2

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		3		£/m2	£	m2
Market Housing	82.0	100%	3		3,900	959,400	246
Shared Ownership	72.0	0%	0		2,535	0	0
Affordable Rent	72.0	0%	0		1,805	0	0
Social Rent	72.0	0%	0		3,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.10 ha		30	/ha		**959,400**	**246**
SITE AREA - Gross	0.10 ha		30	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	237,887	2,378,869	2,378,869
Alternative Use Value	5,000		50,000
Uplift 20%	1,000		10,000
Plus /ha 350,000	35,000		350,000
Viability Threshold	**41,000**		**410,000**

		£/m2
Additional Profit	216,067	878

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	79,296		237,887	
	Stamp Duty		1,758		
	Easements etc.		0		
	Legals Acquisition	1.50%	3,568	5,326	
PLANNING					
	Planning Fee		1,155		
	Architects	6.00%	22,694		
	QS / PM	0.50%	1,891		
	Planning Consultants	1.00%	3,782		
	Other Professional	2.50%	9,456	38,978	
CONSTRUCTION					
	Build Cost - BCIS Based	1,353	332,884		
	s106 / CIL		37,020		
	Contingency	2.50%	8,322		
	Abnormals		0	378,226	
FINANCE					
	Fees		10,000		
	Interest	6.00%			
	Legal and Valuation		7,500	17,500	
SALES					
	Agents	3.0%	28,782		
	Legals	0.5%	4,797		
	Misc.		5,000	38,579	**716,495**

Developers Profit			
	% of costs (before interest)	0.00%	**0**
	% of GDV	20.00%	**191,880**

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	3		
No dwgs unde	3	385	1,155
No dwgs over	0	115	0
		Total	1,155

Stamp duty calc - Residual		
Land payment		237,887
	Total	1,758

Stamp duty calc - Add Profit		
Land payment		41,000
	Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**7,500**

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	**37,020**

Build Cost	/m2	
BCIS	1,214	
CfSH	18	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	121	10%
	1,353	

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1		1		1																	
Market Housing				0	0	0	319,800	0	319,800	0	319,800	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**319,800**	**0**	**319,800**	**0**	**319,800**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	1,758																							
Easements etc.	0																							
Legals Acquisition	3,568																							
Planning Fee	1,155																							
Architects	11,347		11,347																					
QS	946		946																					
Planning Consultants	1,891		1,891																					
Other Professional	4,728		4,728																					
Build Cost - BCIS Base		0	36,987	36,987	73,974	36,987	73,974	36,987	36,987	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			37,020																					
Contingency		0	925	925	1,849	925	1,849	925	925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	9,594	0	9,594	0	9,594	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,599	0	1,599	0	1,599	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			5,000																					
COSTS BEFORE LAND INT AND F	**42,892**	**0**	**98,843**	**37,912**	**75,824**	**37,912**	**87,017**	**37,912**	**49,105**	**0**	**11,193**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuati Land	**237,887**																							
Interest		4,212	4,275	5,822	6,478	7,712	8,397	5,031	5,675	1,700	1,725	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								191,880
Cash Flow	-280,779	-4,212	-103,118	-43,733	-82,301	-45,624	224,387	-42,942	265,020	-1,700	306,882	0	0	0	0	0	0	0	0	0	0	0	0	-191,880
Opening Balai	0																							
Closing Balan	-280,779	-284,991	-388,109	-431,842	-514,143	-559,767	-335,380	-378,323	-113,302	-115,002	191,880	191,880	191,880	191,880	191,880	191,880	191,880	191,880	191,880	191,880	191,880	191,880	191,880	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**319,800**	**0**	**319,800**	**0**	**319,800**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	41,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	615	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,155	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	11,347	0	11,347	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	946	0	946	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	1,891	0	1,891	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	4,728	0	4,728	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	36,987	36,987	73,974	36,987	73,974	36,987	36,987	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**108,034**				108,034																	
Post CIL s106					12,340	0	12,340	0	12,340	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	925	925	1,849	925	1,849	925	925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	9,594	0	9,594	0	9,594	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,599	0	1,599	0	1,599	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	**79,181**	**0**	**169,857**	**37,912**	**88,164**	**37,912**	**207,390**	**37,912**	**61,445**	**0**	**11,193**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		1,188	1,206	3,771	4,397	5,785	6,441	4,851	5,492	1,700	1,725	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								191,880
Cash Flow	-79,181	-1,188	-171,062	-41,683	-92,560	-43,697	105,969	-42,763	252,863	-1,700	306,882	0	0	0	0	0	0	0	0	0	0	0	0	-191,880
Opening Balai	0																							
Closing Balan	-79,181	-80,369	-251,431	-293,114	-385,675	-429,372	-323,402	-366,165	-113,302	-115,002	191,880	191,880	191,880	191,880	191,880	191,880	191,880	191,880	191,880	191,880	191,880	191,880	191,880	0

SITE NAME	Site 3

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		5		£/m2	£	m2
Market Housing	93.0	100%	5		3,900	1,813,500	465
Shared Ownership	71.7	0%	0		2,535	0	0
Affordable Rent	71.7	0%	0		1,805	0	0
Social Rent	71.7	0%	0		3,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.20 ha		25	/ha		1,813,500	465
SITE AREA - Gross	0.20 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		456,777	2,283,885	2,283,885
Alternative Use Value		10,000		50,000
Uplift	20%	2,000		10,000
Plus /ha	350,000	70,000		350,000
Viability Threshold		82,000		410,000

		£/m2
Additional Profit	421,096	906

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	91,355		456,777	
	Stamp Duty		12,339		
	Easements etc.		0		
	Legals Acquisition	1.50%	6,852	19,191	
PLANNING					
	Planning Fee		1,925		
	Architects	6.00%	42,796		
	QS / PM	0.50%	3,566		
	Planning Consultants	1.00%	7,133		
	Other Professional	2.50%	17,832	73,251	
CONSTRUCTION					
	Build Cost - BCIS Based	1,353	629,232		
	s106 / CIL		68,300		
	Contingency	2.50%	15,731		
	Abnormals		0	713,262	
FINANCE					
	Fees		10,000		
	Interest	6.00%			
	Legal and Valuation		7,500	17,500	
SALES					
	Agents	3.0%	54,405		
	Legals	0.5%	9,068		
	Misc.		5,000	68,473	1,348,454

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	362,700

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	5		
No dwgs unde	5	385	1,925
No dwgs over	0	115	0
		Total	1,925

Stamp duty calc - Residual		
Land payment		456,777
	Total	12,339

Stamp duty calc - Add Profit		
Land payment		82,000
	Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	12,500

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	68,300

Build Cost	/m2	
BCIS	1,214	
CfSH	18	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	121	10%
	1,353	

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1		2		2																	
Market Housing				0	0	0	362,700	0	725,400	0	725,400	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	362,700	0	725,400	0	725,400	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	12,339																							
Easements etc.	0																							
Legals Acquisition	6,852																							
Planning Fee	1,925																							
Architects	21,398		21,398																					
QS	1,783		1,783																					
Planning Consultants	3,566		3,566																					
Other Professional	8,916		8,916																					
Build Cost - BCIS Base		0	41,949	41,949	125,846	83,898	167,795	83,898	83,898	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			68,300																					
Contingency		0	1,049	1,049	3,146	2,097	4,195	2,097	2,097	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	10,881	0	21,762	0	21,762	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,814	0	3,627	0	3,627	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			5,000																					
COSTS BEFORE LAND INT AND F	74,279	0	151,961	42,997	128,992	85,995	184,684	85,995	111,384	0	25,389	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuati — Land	456,777																							
Interest		7,966	8,085	10,486	11,288	13,392	14,883	12,436	13,913	4,911	4,985	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								362,700
Cash Flow	-531,056	-7,966	-160,046	-53,484	-140,281	-99,387	163,132	-98,431	600,103	-4,911	695,026	0	0	0	0	0	0	0	0	0	0	0	0	-362,700
Opening Balai	0																							
Closing Balan	-531,056	-539,021	-699,067	-752,551	-892,832	-992,219	-829,087	-927,518	-327,415	-332,326	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME — As Above																								
INCOME	0	0	0	0	0	0	362,700	0	725,400	0	725,400	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	82,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,230	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	21,398	0	21,398	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,783	0	1,783	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	3,566	0	3,566	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	8,916	0	8,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	41,949	41,949	125,846	83,898	167,795	83,898	83,898	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			210,548				210,548																	
Post CIL s106					13,660	0	27,320	0	27,320	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	1,049	1,049	3,146	2,097	4,195	2,097	2,097	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	10,881	0	21,762	0	21,762	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,814	0	3,627	0	3,627	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	138,318	0	294,209	42,997	142,652	85,995	422,552	85,995	138,704	0	25,389	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																								
Interest		2,075	2,106	6,551	7,294	9,543	10,976	12,039	13,509	4,911	4,985	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								362,700
Cash Flow	-138,318	-2,075	-296,314	-49,548	-149,946	-95,538	-70,829	-98,034	573,187	-4,911	695,026	0	0	0	0	0	0	0	0	0	0	0	0	-362,700
Opening Balai	0																							
Closing Balan	-138,318	-140,393	-436,707	-486,255	-636,202	-731,740	-802,568	-900,602	-327,415	-332,326	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	0

SITE NAME	Site 4

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		7		£/m2	£	m2
Market Housing	93.0	100%	7		3,900	2,538,900	651
Shared Ownership	71.7	0%	0		2,535	0	0
Affordable Rent	71.7	0%	0		1,805	0	0
Social Rent	71.7	0%	0		3,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.25 ha		28	/ha		**2,538,900**	**651**
SITE AREA - Gross	0.25 ha		28	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		680,839	2,723,356	2,723,356
Alternative Use Value		12,500		50,000
Uplift	20%	2,500		10,000
Plus /ha	350,000	87,500		350,000
Viability Threshold		**102,500**		**410,000**

		£/m2
Additional Profit	655,337	1,007

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	97,263		680,839	
	Stamp Duty		23,542		
	Easements etc.		0		
	Legals Acquisition	1.50%	10,213	33,755	
PLANNING					
	Planning Fee		2,695		
	Architects	6.00%	56,558		
	QS / PM	0.50%	4,713		
	Planning Consultants	1.00%	9,426		
	Other Professional	2.50%	23,566	96,958	
CONSTRUCTION					
	Build Cost - BCIS Based	1,269	826,354		
	s106 / CIL		95,620		
	Contingency	2.50%	20,659		
	Abnormals		0	942,633	
FINANCE					
	Fees		20,000		
	Interest	6.00%			
	Legal and Valuation		7,500	27,500	
SALES					
	Agents	3.0%	76,167		
	Legals	0.5%	12,695		
	Misc.		5,000	93,862	**1,875,546**

Developers Profit			
	% of costs (before interest)	0.00%	**0**
	% of GDV	20.00%	**507,780**

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	7		
No dwgs unde	7	385	2,695
No dwgs over	0	115	0
		Total	2,695

Stamp duty calc - Residual		
Land payment		680,839
	Total	23,542

Stamp duty calc - Add Profit		
Land payment		102,500
	Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**17,500**

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	**95,620**

Build Cost	/m2	
BCIS	1,138	
CfSH	17	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	114	10%
	1,269	

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1		2		2		2															
Market Housing				0	0	0	362,700	0	725,400	0	725,400	0	725,400	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**362,700**	**0**	**725,400**	**0**	**725,400**	**0**	**725,400**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	23,542																							
Easements etc.	0																							
Legals Acquisition	10,213																							
Planning Fee	2,695																							
Architects	28,279		28,279																					
QS	2,357		2,357																					
Planning Consultants	4,713		4,713																					
Other Professional	11,783		11,783																					
Build Cost - BCIS Base		0	39,350	39,350	118,051	78,700	157,401	78,700	157,401	78,700	78,700	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			95,620																					
Contingency		0	984	984	2,951	1,968	3,935	1,968	3,935	1,968	1,968	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	20,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	10,881	0	21,762	0	21,762	0	21,762	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,814	0	3,627	0	3,627	0	3,627	0	0	0	0	0	0	0	0	0	0	0
Misc.			5,000																					
COSTS BEFORE LAND INT AND I	**111,081**	**0**	**188,086**	**40,334**	**121,002**	**80,668**	**174,030**	**80,668**	**186,725**	**80,668**	**106,057**	**0**	**25,389**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuati Land	680,839																							
Interest		11,879	12,057	15,059	15,890	17,943	19,423	16,884	18,347	10,542	11,910	2,799	2,841	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								507,780
Cash Flow	-791,920	-11,879	-200,143	-55,393	-136,892	-98,611	169,247	-97,552	520,328	-91,210	607,433	-2,799	697,170	0	0	0	0	0	0	0	0	0	0	-507,780
Opening Balai	0																							
Closing Balan	-791,920	-803,799	-1,003,941	-1,059,335	-1,196,226	-1,294,838	-1,125,590	-1,223,142	-702,814	-794,024	-186,591	-189,390	507,780	507,780	507,780	507,780	507,780	507,780	507,780	507,780	507,780	507,780	507,780	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**362,700**	**0**	**725,400**	**0**	**725,400**	**0**	**725,400**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	102,500																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,538	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	2,695	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	28,279	0	28,279	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,357	0	2,357	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,713	0	4,713	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	11,783	0	11,783	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	39,350	39,350	118,051	78,700	157,401	78,700	157,401	78,700	78,700	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			327,669				327,669																	
Post CIL s106					13,660	0	27,320	0	27,320	0	27,320	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	984	984	2,951	1,968	3,935	1,968	3,935	1,968	1,968	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	20,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	10,881	0	21,762	0	21,762	0	21,762	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,814	0	3,627	0	3,627	0	3,627	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND I	**181,364**	**0**	**420,134**	**40,334**	**134,662**	**80,668**	**529,019**	**80,668**	**214,045**	**80,668**	**133,377**	**0**	**25,389**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,720	2,761	9,105	9,846	12,014	13,404	16,100	17,551	10,144	11,507	2,799	2,841	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								507,780
Cash Flow	-181,364	-2,720	-422,895	-49,439	-144,508	-92,682	-179,723	-96,768	493,804	-90,812	580,517	-2,799	697,170	0	0	0	0	0	0	0	0	0	0	-507,780
Opening Balai	0																							
Closing Balan	-181,364	-184,085	-606,980	-656,419	-800,927	-893,608	-1,073,331	-1,170,099	-676,295	-767,108	-186,591	-189,390	507,780	507,780	507,780	507,780	507,780	507,780	507,780	507,780	507,780	507,780	507,780	0

Small Sites with NO AH CIL120and£85
Site 5

SITE NAME	Site 5

INCOME	Av Size m2	%	Number 1		Price £/m2	GDV £	GIA m2
Market Housing	118.0	100%	1		3,400	401,200	118
Shared Ownership	118.0	0%	0		2,210	0	0
Affordable Rent	118.0	0%	0		1,216	0	0
Social Rent	118.0	0%	0		2,720	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.05 ha		20	/ha		**401,200**	**118**
SITE AREA - Gross	0.05 ha		20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		70,835	1,416,699	1,416,699
Alternative Use Value		2,500		50,000
Uplift	20%	500		10,000
Plus /ha	350,000	17,500		350,000
Viability Threshold		**20,500**		**410,000**

		£/m2
Additional Profit	53,002	449

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	70,835		70,835	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	1,063	1,063	
PLANNING					
	Planning Fee		385		
	Architects	6.00%	10,572		
	QS / PM	0.50%	881		
	Planning Consultants	1.00%	1,762		
	Other Professional	2.50%	4,405	18,005	
CONSTRUCTION					
	Build Cost - BCIS Based	1,353	159,676		
	s106 / CIL		12,530		
	Contingency	2.50%	3,992		
	Abnormals		0	176,198	
FINANCE					
	Fees		10,000		
	Interest	6.00%			
	Legal and Valuation		7,500	17,500	
SALES					
	Agents	3.0%	12,036		
	Legals	0.5%	2,006		
	Misc.		5,000	19,042	**302,642**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	80,240

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	1		
No dwgs unde	1	385	385
No dwgs over	0	115	0
		Total	385

Stamp duty calc - Residual	
Land payment	70,835
Total	0

Stamp duty calc - Add Profit	
Land payment	20,500
Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**2,500**

Post CIL s10(	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	**12,530**

Build Cost	/m2	
BCIS	1,214	
CfSH	18	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	121	10%
	1,353	

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1																					
Market Housing				0	0	0	401,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**401,200**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	1,063																							
Planning Fee	385																							
Architects	5,286		5,286																					
QS	440		440																					
Planning Consultants	881		881																					
Other Professional	2,202		2,202																					
Build Cost - BCIS Base		0	53,225	53,225	53,225	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			12,530																					
Contingency		0	1,331	1,331	1,331	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	12,036	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,006	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			5,000																					
COSTS BEFORE LAND INT AND I	**27,757**	**0**	**80,896**	**54,556**	**54,556**	**0**	**14,042**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuati Land	**70,835**																							
Interest		1,479	1,501	2,737	3,596	4,469	4,536	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								80,240
Cash Flow	-98,592	-1,479	-82,397	-57,293	-58,152	-4,469	382,622	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-80,240
Opening Balai	0																							
Closing Balan	-98,592	-100,071	-182,468	-239,761	-297,914	-302,382	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**401,200**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	20,500																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	308	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	385	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	5,286	0	5,286	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	440	0	440	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	881	0	881	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	2,202	0	2,202	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	53,225	53,225	53,225	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			53,002																					
Post CIL s106					12,530	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	1,331	1,331	1,331	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	12,036	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,006	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND I	**47,502**	**0**	**121,368**	**54,556**	**67,086**	**0**	**14,042**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		713	723	2,555	3,411	4,469	4,536	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								80,240
Cash Flow	-47,502	-713	-122,091	-57,111	-70,497	-4,469	382,622	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-80,240
Opening Balai	0																							
Closing Balan	-47,502	-48,215	-170,306	-227,416	-297,914	-302,382	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	80,240	0

Small Sites with NO AH CIL120and£85
Site 6

SITE NAME	Site 6

INCOME	Av Size m2	%	Number 3		Price £/m2	GDV £	GIA m2
Market Housing	82.0	100%	3		3,400	836,400	246
Shared Ownership	72.0	0%	0		2,210	0	0
Affordable Rent	72.0	0%	0		1,216	0	0
Social Rent	72.0	0%	0		2,720	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.10 ha		30	/ha		836,400	246
SITE AREA - Gross	0.10 ha		30	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		165,428	1,654,277	1,654,277
Alternative Use Value		5,000		50,000
Uplift	20%	1,000		10,000
Plus /ha	350,000	35,000		350,000
Viability Threshold		41,000		410,000

		£/m2
Additional Profit	135,995	553

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	55,143		165,428	
	Stamp Duty		309		
	Easements etc.		0		
	Legals Acquisition	1.50%	2,481	2,790	
PLANNING	Planning Fee		1,155		
	Architects	6.00%	22,177		
	QS / PM	0.50%	1,848		
	Planning Consultants	1.00%	3,696		
	Other Professional	2.50%	9,240	38,117	
CONSTRUCTION	Build Cost - BCIS Based	1,353	332,884		
	s106 / CIL		28,410		
	Contingency	2.50%	8,322		
	Abnormals		0	369,616	
FINANCE	Fees		10,000		
	Interest	6.00%			
	Legal and Valuation		7,500	17,500	
SALES	Agents	3.0%	25,092		
	Legals	0.5%	4,182		
	Misc.		5,000	34,274	627,724

Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	167,280

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	3		
No dwgs unde	3	385	1,155
No dwgs over	0	115	0
		Total	1,155

Stamp duty calc - Residual	
Land payment	165,428
Total	309

Stamp duty calc - Add Profit	
Land payment	41,000
Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	7,500

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	28,410

Build Cost	/m2	
BCIS	1,214	
CfSH	18	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	121	10%
	1,353	

RESIDUAL CASH FLOW FOR INTEREST

	Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4
INCOME												
UNITS Started			1		1		1					
Market Housing				0	0	0	278,800	0	278,800	0	278,800	0
Shared Ownership				0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	278,800	0	278,800	0	278,800	0
EXPENDITURE												
Stamp Duty	309											
Easements etc.	0											
Legals Acquisition	2,481											
Planning Fee	1,155											
Architects	11,088		11,088									
QS	924		924									
Planning Consultants	1,848		1,848									
Other Professional	4,620		4,620									
Build Cost - BCIS Base		0	36,987	36,987	73,974	36,987	73,974	36,987	36,987	0	0	0
s106/CIL			28,410									
Contingency		0	925	925	1,849	925	1,849	925	925	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000											
Legal and Valuation	7,500											
Agents	0	0	0	0	0	0	8,364	0	8,364	0	8,364	0
Legals	0	0	0	0	0	0	1,394	0	1,394	0	1,394	0
Misc.			5,000									
COSTS BEFORE LAND INT AND P	39,926	0	89,803	37,912	75,824	37,912	85,582	37,912	47,670	0	9,758	0
For Residual Valuation — Land	165,428											
Interest		3,080	3,127	4,520	5,157	6,372	7,036	4,243	4,875	1,482	1,504	0
Profit on Costs												
Profit on GDV												
Cash Flow	-205,353	-3,080	-92,929	-42,432	-80,980	-44,283	186,183	-42,155	226,255	-1,482	267,538	0
Opening Balance	0											
Closing Balance	-205,353	-208,434	-301,363	-343,795	-424,776	-469,059	-282,876	-325,031	-98,776	-100,258	167,280	167,280

	Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME												
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P	0	0	0	0	0	0	0	0	0	0	0	0
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs												0
Profit on GDV												167,280
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-167,280
Closing Balance	167,280	167,280	167,280	167,280	167,280	167,280	167,280	167,280	167,280	167,280	167,280	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4
INCOME As Above												
INCOME	0	0	0	0	0	0	278,800	0	278,800	0	278,800	0
EXPENDITURE												
Land	41,000											
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	615	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,155	0	0	0	0	0	0	0	0	0	0	0
Architects	11,088	0	11,088	0	0	0	0	0	0	0	0	0
QS	924	0	924	0	0	0	0	0	0	0	0	0
Planning Consultants	1,848	0	1,848	0	0	0	0	0	0	0	0	0
Other Professional	4,620	0	4,620	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	36,987	36,987	73,974	36,987	73,974	36,987	36,987	0	0	0
POTENTIAL CIL			67,998				67,998					
Post CIL s106					9,470	0	9,470	0	9,470	0	0	0
Contingency	0	0	925	925	1,849	925	1,849	925	925	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	8,364	0	8,364	0	8,364	0
Legals	0	0	0	0	0	0	1,394	0	1,394	0	1,394	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P	78,751	0	129,390	37,912	85,294	37,912	163,049	37,912	57,140	0	9,758	0
For CIL calculation												
Interest		1,181	1,199	3,158	3,774	5,110	5,755	4,105	4,736	1,482	1,504	0
Profit on cost												
Profit on GDV												
Cash Flow	-78,751	-1,181	-130,589	-41,070	-89,067	-43,022	109,996	-42,017	216,925	-1,482	267,538	0
Opening Balance	0											
Closing Balance	-78,751	-79,932	-210,521	-251,591	-340,658	-383,680	-273,684	-315,701	-98,776	-100,258	167,280	167,280

	Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	0	0	0	0	0	0	0	0	0	0	0	0
Architects	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P	0	0	0	0	0	0	0	0	0	0	0	0
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost												0
Profit on GDV												167,280
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-167,280
Closing Balance	167,280	167,280	167,280	167,280	167,280	167,280	167,280	167,280	167,280	167,280	167,280	0

SITE NAME	Site 7

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		5		£/m2	£	m2
Market Housing	93.0	100%	5		3,400	1,581,000	465
Shared Ownership	71.7	0%	0		2,210	0	0
Affordable Rent	71.7	0%	0		1,216	0	0
Social Rent	71.7	0%	0		2,720	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.20 ha		25	/ha		**1,581,000**	**465**
SITE AREA - Gross	0.20 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		**324,789**	**1,623,945**	**1,623,945**
Alternative Use Value		10,000		50,000
Uplift	20%	2,000		10,000
Plus /ha	350,000	70,000		350,000
Viability Threshold		**82,000**		**410,000**

		£/m2
Additional Profit	**270,910**	**583**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	64,958		324,789	
	Stamp Duty		5,739		
	Easements etc.		0		
	Legals Acquisition	1.50%	4,872	10,611	
PLANNING					
	Planning Fee		1,925		
	Architects	6.00%	41,819		
	QS / PM	0.50%	3,485		
	Planning Consultants	1.00%	6,970		
	Other Professional	2.50%	17,425	71,624	
CONSTRUCTION					
	Build Cost - BCIS Based	1,353	629,232		
	s106 / CIL		52,025		
	Contingency	2.50%	15,731		
	Abnormals		0	696,987	
FINANCE					
	Fees		10,000		
	Interest	6.00%			
	Legal and Valuation		7,500	17,500	
SALES					
	Agents	3.0%	47,430		
	Legals	0.5%	7,905		
	Misc.		5,000	60,335	**1,181,847**

Developers Profit			
	% of costs (before interest)	0.00%	**0**
	% of GDV	20.00%	**316,200**

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	5		
No dwgs unde	5	385	1,925
No dwgs over	0	115	0
		Total	1,925

Stamp duty calc - Residual		
Land payment		324,789
	Total	5,739

Stamp duty calc - Add Profit		
Land payment		82,000
	Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**12,500**

Post CIL s10(	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	**52,025**

Build Cost	/m2	
BCIS	1,214	
CfSH	18	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	121	10%
	1,353	

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1		2		2																	
Market Housing				0	0	0	316,200	0	632,400	0	632,400	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**316,200**	**0**	**632,400**	**0**	**632,400**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	5,739																							
Easements etc.	0																							
Legals Acquisition	4,872																							
Planning Fee	1,925																							
Architects	20,910		20,910																					
QS	1,742		1,742																					
Planning Consultants	3,485		3,485																					
Other Professional	8,712		8,712																					
Build Cost - BCIS Base		0	41,949	41,949	125,846	83,898	167,795	83,898	83,898	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			52,025																					
Contingency		0	1,049	1,049	3,146	2,097	4,195	2,097	2,097	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	9,486	0	18,972	0	18,972	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,581	0	3,162	0	3,162	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			5,000																					
COSTS BEFORE LAND INT AND F	**64,886**	**0**	**134,872**	**42,997**	**128,992**	**85,995**	**183,057**	**85,995**	**108,129**	**0**	**22,134**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuati Land	**324,789**																							
Interest		5,845	5,933	8,045	8,811	10,878	12,331	10,518	11,966	4,282	4,346	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								316,200
Cash Flow	-389,675	-5,845	-140,805	-51,042	-137,803	-96,873	120,812	-96,513	512,305	-4,282	605,920	0	0	0	0	0	0	0	0	0	0	0	0	-316,200
Opening Balai	0																							
Closing Balan	-389,675	-395,520	-536,325	-587,367	-725,170	-822,042	-701,230	-797,743	-285,439	-289,720	316,200	316,200	316,200	316,200	316,200	316,200	316,200	316,200	316,200	316,200	316,200	316,200	316,200	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**316,200**	**0**	**632,400**	**0**	**632,400**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	82,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,230	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	20,910	0	20,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,742	0	1,742	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	3,485	0	3,485	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	8,712	0	8,712	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	41,949	41,949	125,846	83,898	167,795	83,898	83,898	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**135,455**				135,455																	
Post CIL s106					10,405	0	20,810	0	20,810	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	1,049	1,049	3,146	2,097	4,195	2,097	2,097	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	9,486	0	18,972	0	18,972	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,581	0	3,162	0	3,162	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	**137,504**	**0**	**218,302**	**42,997**	**139,397**	**85,995**	**339,322**	**85,995**	**128,939**	**0**	**22,134**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,063	2,094	5,399	6,125	8,308	9,723	10,215	11,659	4,282	4,346	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								316,200
Cash Flow	-137,504	-2,063	-220,396	-48,397	-145,523	-94,303	-32,845	-96,210	491,802	-4,282	605,920	0	0	0	0	0	0	0	0	0	0	0	0	-316,200
Opening Balai	0																							
Closing Balan	-137,504	-139,567	-359,963	-408,359	-553,882	-648,186	-681,031	-777,241	-285,439	-289,720	316,200	316,200	316,200	316,200	316,200	316,200	316,200	316,200	316,200	316,200	316,200	316,200	316,200	0

SITE NAME	Site 8

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		7		£/m2	£	m2
Market Housing	93.0	100%	7		3,400	2,213,400	651
Shared Ownership	71.7	0%	0		2,210	0	0
Affordable Rent	71.7	0%	0		1,216	0	0
Social Rent	71.7	0%	0		2,720	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.25 ha		28	/ha		2,213,400	651
SITE AREA - Gross	0.25 ha		28	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		498,410	1,993,640	1,993,640
Alternative Use Value		12,500		50,000
Uplift	20%	2,500		10,000
Plus /ha	350,000	87,500		350,000
Viability Threshold		102,500		410,000

		£/m2
Additional Profit	447,408	687

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	71,201		498,410	
	Stamp Duty		14,420		
	Easements etc.		0		
	Legals Acquisition	1.50%	7,476	21,897	
PLANNING					
	Planning Fee		2,695		
	Architects	6.00%	55,191		
	QS / PM	0.50%	4,599		
	Planning Consultants	1.00%	9,198		
	Other Professional	2.50%	22,996	94,680	
CONSTRUCTION					
	Build Cost - BCIS Based	1,269	826,354		
	s106 / CIL		72,835		
	Contingency	2.50%	20,659		
	Abnormals		0	919,848	
FINANCE					
	Fees		20,000		
	Interest	6.00%			
	Legal and Valuation		7,500	27,500	
SALES					
	Agents	3.0%	66,402		
	Legals	0.5%	11,067		
	Misc.		5,000	82,469	1,644,803

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	442,680

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	7		
No dwgs unde	7	385	2,695
No dwgs over	0	115	0
		Total	2,695

Stamp duty calc - Residual	
Land payment	498,410
Total	14,420

Stamp duty calc - Add Profit	
Land payment	102,500
Total	0

Pre CIL s106	2,500	£/ Unit (all)
	Total	17,500
Post CIL s106	2,500	£/ Unit (all)
CIL	85	£/m2
	Total	72,835

Build Cost	/m2	
BCIS	1,138	
CfSH	17	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	114	10%
	1,269	

RESIDUAL CASH FLOW FOR INTEREST

	Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4	Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1		2		2		2															
Market Housing				0	0	0	316,200	0	632,400	0	632,400	0	632,400	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	316,200	0	632,400	0	632,400	0	632,400	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	14,420																							
Easements etc.	0																							
Legals Acquisition	7,476																							
Planning Fee	2,695																							
Architects	27,595		27,595																					
QS	2,300		2,300																					
Planning Consultants	4,599		4,599																					
Other Professional	11,498		11,498																					
Build Cost - BCIS Base		0	39,350	39,350	118,051	78,700	157,401	78,700	157,401	78,700	78,700	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			72,835																					
Contingency		0	984	984	2,951	1,968	3,935	1,968	3,935	1,968	1,968	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	20,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	9,486	0	18,972	0	18,972	0	18,972	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,581	0	3,162	0	3,162	0	3,162	0	0	0	0	0	0	0	0	0	0	0
Misc.			5,000																					
COSTS BEFORE LAND INT AND F	98,084	0	164,161	40,334	121,002	80,668	172,403	80,668	183,470	80,668	102,802	0	22,134	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuatio Land	498,410																							
Interest		8,947	9,082	11,680	12,460	14,462	15,889	13,971	15,390	8,887	10,231	2,440	2,477	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								442,680
Cash Flow	-596,494	-8,947	-173,243	-52,014	-133,462	-95,130	127,908	-94,639	433,540	-89,555	519,368	-2,440	607,789	0	0	0	0	0	0	0	0	0	0	-442,680
Opening Balance	0																							
Closing Balance	-596,494	-605,441	-778,684	-830,698	-964,161	-1,059,291	-931,383	-1,026,022	-592,482	-682,037	-162,669	-165,109	442,680	442,680	442,680	442,680	442,680	442,680	442,680	442,680	442,680	442,680	442,680	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4	Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	0	0	0	0	0	0	316,200	0	632,400	0	632,400	0	632,400	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	102,500																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,538	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	2,695	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	27,595	0	27,595	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,300	0	2,300	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,599	0	4,599	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	11,498	0	11,498	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	39,350	39,350	118,051	78,700	157,401	78,700	157,401	78,700	78,700	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			223,704				223,704																	
Post CIL s106					10,405	0	20,810	0	20,810	0	20,810	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	984	984	2,951	1,968	3,935	1,968	3,935	1,968	1,968	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	20,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	9,486	0	18,972	0	18,972	0	18,972	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,581	0	3,162	0	3,162	0	3,162	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	180,225	0	315,030	40,334	131,407	80,668	416,917	80,668	204,280	80,668	123,612	0	22,134	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																								
Interest		2,703	2,744	7,511	8,228	10,323	11,688	13,374	14,784	8,584	9,923	2,440	2,477	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								442,680
Cash Flow	-180,225	-2,703	-317,774	-47,844	-139,635	-90,991	-112,404	-94,042	413,336	-89,252	498,865	-2,440	607,789	0	0	0	0	0	0	0	0	0	0	-442,680
Opening Balance	0																							
Closing Balance	-180,225	-182,928	-500,702	-548,547	-688,182	-779,173	-891,577	-985,618	-572,282	-661,534	-162,669	-165,109	442,680	442,680	442,680	442,680	442,680	442,680	442,680	442,680	442,680	442,680	442,680	0

Small Sites with NO AH CIL120and£85
Site 9

SITE NAME	Site 9

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		2		£/m2	£	m2
Market Housing	95.5	100%	2		4,000	764,000	191
Shared Ownership	95.5	0%	0		2,600	0	0
Affordable Rent	95.5	0%	0		1,805	0	0
Social Rent	95.5	0%	0		3,200	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.05 ha		40	/ha		764,000	191
SITE AREA - Gross	0.05 ha		40	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		165,205	3,304,092	3,304,092
Alternative Use Value		37,500		750,000
Uplift	20%	7,500		150,000
Plus /ha	0	0		0
Viability Threshold		45,000		900,000

		£/m2
Additional Profit	126,828	664

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	82,602		165,205	
	Stamp Duty		304		
	Easements etc.		0		
	Legals Acquisition	1.50%	2,478	2,782	
PLANNING					
	Planning Fee		770		
	Architects	6.00%	19,509		
	QS / PM	0.50%	1,626		
	Planning Consultants	1.00%	3,251		
	Other Professional	2.50%	8,129	33,285	
CONSTRUCTION					
	Build Cost - BCIS Based	1,353	258,459		
	s106 / CIL		27,920		
	Contingency	5.00%	12,923		
	Abnormals		25,846	325,147	
FINANCE					
	Fees		10,000		
	Interest	6.00%			
	Legal and Valuation		7,500	17,500	
SALES					
	Agents	3.0%	22,920		
	Legals	0.5%	3,820		
	Misc.		5,000	31,740	**575,659**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	152,800

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	2		
No dwgs unde	2	385	770
No dwgs over	0	115	0
		Total	770

Stamp duty calc - Residual	
Land payment	165,205
Total	304

Stamp duty calc - Add Profit	
Land payment	45,000
Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**5,000**

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	**27,920**

Build Cost	/m2	
BCIS	1,214	
CfSH	18	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	121	10%
	1,353	

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started				2																					
Market Housing					0	0	0	764,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**764,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		304																							
Easements etc.		0																							
Legals Acquisition		2,478																							
Planning Fee		770																							
Architects		9,754		9,754																					
QS		813		813																					
Planning Consultants		1,626		1,626																					
Other Professional		4,064		4,064																					
Build Cost - BCIS Base			0	86,153	86,153	86,153	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL				27,920																					
Contingency			0	4,308	4,308	4,308	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	8,615	8,615	8,615	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		10,000																							
Legal and Valuation		7,500																							
Agents		0	0	0	0	0	0	22,920	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	3,820	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				5,000																					
COSTS BEFORE LAND INT AND F		**37,310**	**0**	**148,253**	**99,076**	**99,076**	**0**	**26,740**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuatio	Land	165,205																							
	Interest		3,038	3,083	5,353	6,920	8,510	8,637	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs																								0
	Profit on GDV																								152,800
	Cash Flow	-202,514	-3,038	-151,336	-104,429	-105,996	-8,510	728,623	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-152,800
	Opening Bala	0																							
	Closing Balan	-202,514	-205,552	-356,888	-461,317	-567,313	-575,823	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above																								
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**764,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Land		45,000																							
Stamp Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		675	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		770	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		9,754	0	9,754	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		813	0	813	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		1,626	0	1,626	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		4,064	0	4,064	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	86,153	86,153	86,153	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL				126,828																					
Post CIL s106						27,920	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	4,308	4,308	4,308	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	8,615	8,615	8,615	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	22,920	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	3,820	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.		0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F		**80,202**	**0**	**247,161**	**99,076**	**126,996**	**0**	**26,740**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																									
	Interest		1,203	1,221	4,947	6,507	8,510	8,637	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on cost																								0
	Profit on GDV																								152,800
	Cash Flow	-80,202	-1,203	-248,382	-104,023	-133,503	-8,510	728,623	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-152,800
	Opening Bala	0																							
	Closing Balan	-80,202	-81,405	-329,787	-433,810	-567,313	-575,823	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	152,800	0

SITE NAME	Site 10

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		4		£/m2	£	m2
Market Housing	95.5	100%	4		4,000	1,528,000	382
Shared Ownership	82.0	0%	0		2,600	0	0
Affordable Rent	82.0	0%	0		1,805	0	0
Social Rent	82.0	0%	0		3,200	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.10 ha		40	/ha		**1,528,000**	**382**
SITE AREA - Gross	0.10 ha		40	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		343,272	3,432,721	3,432,721
Alternative Use Value		75,000		750,000
Uplift	20%	15,000		150,000
Plus /ha	0	0		0
Viability Threshold		90,000		900,000

		£/m2
Additional Profit	274,140	718

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	85,818		343,272	
	Stamp Duty		6,664		
	Easements etc.		0		
	Legals Acquisition	1.50%	5,149	11,813	
PLANNING					
	Planning Fee		1,540		
	Architects	6.00%	39,018		
	QS / PM	0.50%	3,251		
	Planning Consultants	1.00%	6,503		
	Other Professional	2.50%	16,257	66,569	
CONSTRUCTION					
	Build Cost - BCIS Based	1,353	516,917		
	s106 / CIL		55,840		
	Contingency	5.00%	25,846		
	Abnormals		51,692	650,295	
FINANCE					
	Fees		10,000		
	Interest	6.00%			
	Legal and Valuation		7,500	17,500	
SALES					
	Agents	3.0%	45,840		
	Legals	0.5%	7,640		
	Misc.		5,000	58,480	**1,147,929**

Developers Profit			
	% of costs (before interest)	0.00%	**0**
	% of GDV	20.00%	**305,600**

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	4		
No dwgs unde	4	385	1,540
No dwgs over	0	115	0
		Total	1,540

Stamp duty calc - Residual	
Land payment	343,272
Total	6,664

Stamp duty calc - Add Profit	
Land payment	90,000
Total	0

Pre CIL s106	2,500	£/ Unit (all)
	Total	**10,000**

Post CIL s106	2,500	£/ Unit (all)
CIL	120	£/m2
	Total	**55,840**

Build Cost	/m2	
BCIS	1,214	
CfSH	18	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	121	10%
	1,353	

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME												
UNITS Started			2		2							
Market Housing				0	0	0	764,000	0	764,000	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**764,000**	**0**	**764,000**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty	6,664											
Easements etc.	0											
Legals Acquisition	5,149											
Planning Fee	1,540											
Architects	19,509		19,509									
QS	1,626		1,626									
Planning Consultants	3,251		3,251									
Other Professional	8,129		8,129									
Build Cost - BCIS Base		0	86,153	86,153	172,306	86,153	86,153	0	0	0	0	0
s106/CIL			55,840									
Contingency		0	4,308	4,308	8,615	4,308	4,308	0	0	0	0	0
Abnormals		0	8,615	8,615	17,231	8,615	8,615	0	0	0	0	0
Finance Fees	10,000											
Legal and Valuation	7,500											
Agents	0	0	0	0	0	0	22,920	0	22,920	0	0	0
Legals	0	0	0	0	0	0	3,820	0	3,820	0	0	0
Misc.			5,000									
COSTS BEFORE LAND INT AND F	**63,367**	**0**	**192,431**	**99,076**	**198,152**	**99,076**	**125,816**	**0**	**26,740**	**0**	**0**	**0**
For Residual Valuati Land	**343,272**											
Interest		6,100	6,191	9,170	10,794	13,928	15,623	6,285	6,379	0	0	0
Profit on Costs												
Profit on GDV												
Cash Flow	-406,640	-6,100	-198,622	-108,246	-208,946	-113,004	622,561	-6,285	730,881	0	0	0
Opening Balai	0											
Closing Balan	-406,640	-412,739	-611,361	-719,607	-928,553	-1,041,557	-418,996	-425,281	305,600	305,600	305,600	305,600

RESIDUAL CASH FLOW FOR INTEREST	Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME												
UNITS Started												
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE												
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs												0
Profit on GDV												305,600
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-305,600
Closing Balan	305,600	305,600	305,600	305,600	305,600	305,600	305,600	305,600	305,600	305,600	305,600	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above												
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**764,000**	**0**	**764,000**	**0**	**0**	**0**
EXPENDITURE												
Land	90,000											
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,350	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,540	0	0	0	0	0	0	0	0	0	0	0
Architects	19,509	0	19,509	0	0	0	0	0	0	0	0	0
QS	1,626	0	1,626	0	0	0	0	0	0	0	0	0
Planning Consultants	3,251	0	3,251	0	0	0	0	0	0	0	0	0
Other Professional	8,129	0	8,129	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	86,153	86,153	172,306	86,153	86,153	0	0	0	0	0
POTENTIAL CIL			**274,140**									
Post CIL s106					27,920	0	27,920	0	0	0	0	0
Contingency	0	0	4,308	4,308	8,615	4,308	4,308	0	0	0	0	0
Abnormals	0	0	8,615	8,615	17,231	8,615	8,615	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	22,920	0	22,920	0	0	0
Legals	0	0	0	0	0	0	3,820	0	3,820	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	**142,905**	**0**	**410,730**	**99,076**	**226,072**	**99,076**	**153,736**	**0**	**26,740**	**0**	**0**	**0**
For CIL calculation												
Interest		2,144	2,176	8,369	9,981	13,522	15,211	6,285	6,379	0	0	0
Profit on cost												
Profit on GDV												
Cash Flow	-142,905	-2,144	-412,906	-107,445	-236,053	-112,598	595,053	-6,285	730,881	0	0	0
Opening Balai	0											
Closing Balan	-142,905	-145,048	-557,954	-665,399	-901,452	-1,014,049	-418,996	-425,281	305,600	305,600	305,600	305,600

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE												
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	0	0	0	0	0	0	0	0	0	0	0	0
Architects	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost												0
Profit on GDV												305,600
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-305,600
Closing Balan	305,600	305,600	305,600	305,600	305,600	305,600	305,600	305,600	305,600	305,600	305,600	0

SITE NAME	Site 11

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		6		£/m2	£	m2
Market Housing	93.0	100%	6		4,000	2,232,000	558
Shared Ownership	71.7	0%	0		2,600	0	0
Affordable Rent	71.7	0%	0		1,805	0	0
Social Rent	71.7	0%	0		3,200	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.17 ha		35	/ha		**2,232,000**	**558**
SITE AREA - Gross	0.17 ha		35	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		553,515	3,255,968	3,255,968
Alternative Use Value		127,500		750,000
Uplift	20%	25,500		150,000
Plus /ha	0	0		0
Viability Threshold		**153,000**		**900,000**
			£/m2	
Additional Profit		454,291	814	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	92,252		553,515	
	Stamp Duty		17,176		
	Easements etc.		0		
	Legals Acquisition	1.50%	8,303	25,478	
PLANNING					
	Planning Fee		2,310		
	Architects	6.00%	53,791		
	QS / PM	0.50%	4,483		
	Planning Consultants	1.00%	8,965		
	Other Professional	2.50%	22,413	91,961	
CONSTRUCTION					
	Build Cost - BCIS Based	1,269	708,303		
	s106 / CIL		81,960		
	Contingency	5.00%	35,415		
	Abnormals		70,830	896,509	
FINANCE					
	Fees		10,000		
	Interest	6.00%			
	Legal and Valuation		7,500	17,500	
SALES					
	Agents	3.0%	66,960		
	Legals	0.5%	11,160		
	Misc.		5,000	83,120	**1,668,083**

Developers Profit			
	% of costs (before interest)	0.00%	**0**
	% of GDV	20.00%	**446,400**

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	6		
No dwgs unde	6	385	2,310
No dwgs over	0	115	0
		Total	2,310

Stamp duty calc - Residual	
Land payment	553,515
Total	17,176

Stamp duty calc - Add Profit	
Land payment	153,000
Total	60

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**15,000**

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	**81,960**

Build Cost	/m2	
BCIS	1,138	
CfSH	17	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	114	10%
	1,269	

RESIDUAL CASH FLOW FOR INTEREST

	Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4	Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2		2		2																	
Market Housing				0	0	0	744,000	0	744,000	0	744,000	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**744,000**	**0**	**744,000**	**0**	**744,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	17,176																							
Easements etc.	0																							
Legals Acquisition	8,303																							
Planning Fee	2,310																							
Architects	26,895		26,895																					
QS	2,241		2,241																					
Planning Consultants	4,483		4,483																					
Other Professional	11,206		11,206																					
Build Cost - BCIS Base		0	78,700	78,700	157,401	78,700	157,401	78,700	78,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			81,960																					
Contingency		0	3,935	3,935	7,870	3,935	7,870	3,935	3,935	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	7,870	7,870	15,740	7,870	15,740	7,870	7,870	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	22,320	0	22,320	0	22,320	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,720	0	3,720	0	3,720	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			5,000																					
COSTS BEFORE LAND INT AND P	**90,114**	**0**	**222,291**	**90,505**	**181,011**	**90,505**	**207,051**	**90,505**	**116,545**	**0**	**26,040**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	553,515																							
Interest		9,654	9,799	13,281	14,837	17,775	19,399	11,636	13,168	3,954	4,013	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								446,400
Cash Flow	-643,628	-9,654	-232,090	-103,786	-195,848	-108,281	517,550	-102,141	614,286	-3,954	713,947	0	0	0	0	0	0	0	0	0	0	0	0	-446,400
Opening Balance	0																							
Closing Balance	-643,628	-653,283	-885,373	-989,159	-1,185,007	-1,293,288	-775,738	-877,879	-263,593	-267,547	446,400	446,400	446,400	446,400	446,400	446,400	446,400	446,400	446,400	446,400	446,400	446,400	446,400	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4	Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**744,000**	**0**	**744,000**	**0**	**744,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	153,000																							
Stamp Duty	60	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,295	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	2,310	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	26,895	0	26,895	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,241	0	2,241	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,483	0	4,483	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	11,206	0	11,206	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	78,700	78,700	157,401	78,700	157,401	78,700	78,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**227,145**				227,145																	
Post CIL s106					27,320	0	27,320	0	27,320	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,935	3,935	7,870	3,935	7,870	3,935	3,935	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	7,870	7,870	15,740	7,870	15,740	7,870	7,870	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	22,320	0	22,320	0	22,320	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,720	0	3,720	0	3,720	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND P	**219,990**	**0**	**367,476**	**90,505**	**208,331**	**90,505**	**461,516**	**90,505**	**143,865**	**0**	**26,040**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		3,300	3,349	8,912	10,403	13,684	15,247	11,238	12,764	3,954	4,013	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								446,400
Cash Flow	-219,990	-3,300	-370,826	-99,417	-218,734	-104,189	267,237	-101,744	587,370	-3,954	713,947	0	0	0	0	0	0	0	0	0	0	0	0	-446,400
Opening Balance	0																							
Closing Balance	-219,990	-223,290	-594,116	-693,533	-912,267	-1,016,456	-749,219	-850,963	-263,593	-267,547	446,400	446,400	446,400	446,400	446,400	446,400	446,400	446,400	446,400	446,400	446,400	446,400	446,400	0

SITE NAME	Site 12

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		9		£/m2	£	m2
Market Housing	100.7	100%	9		4,000	3,625,200	906
Shared Ownership	71.7	0%	0		2,600	0	0
Affordable Rent	71.7	0%	0		1,805	0	0
Social Rent	71.7	0%	0		3,200	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.30 ha		30	/ha		**3,625,200**	**906**
SITE AREA - Gross	0.30 ha		30	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		870,410	2,901,368	2,901,368
Alternative Use Value		225,000		750,000
Uplift	20%	45,000		150,000
Plus /ha	0	0		0
Viability Threshold		**270,000**		**900,000**
			£/m2	
Additional Profit		710,996	785	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	96,712		870,410	
	Stamp Duty		33,021		
	Easements etc.		0		
	Legals Acquisition	1.50%	13,056	46,077	
PLANNING					
	Planning Fee		3,465		
	Architects	6.00%	87,254		
	QS / PM	0.50%	7,271		
	Planning Consultants	1.00%	14,542		
	Other Professional	2.50%	36,356	148,889	
CONSTRUCTION					
	Build Cost - BCIS Based	1,269	1,150,422		
	s106 / CIL		131,256		
	Contingency	5.00%	57,521		
	Abnormals		115,042	1,454,241	
FINANCE					
	Fees		20,000		
	Interest	6.00%			
	Legal and Valuation		7,500	27,500	
SALES					
	Agents	3.0%	108,756		
	Legals	0.5%	18,126		
	Misc.		5,000	131,882	**2,678,999**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	725,040

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	9		
No dwgs unde	9	385	3,465
No dwgs over	0	115	0
		Total	3,465

Stamp duty calc - Residual		
Land payment		870,410
	Total	33,021

Stamp duty calc - Add Profit		
Land payment		270,000
	Total	3,000

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**22,500**

Post CIL s106	2,500	£/ Unit (all)	
CIL	120	£/m2	
		Total	**131,256**

Build Cost	/m2	
BCIS	1,138	
CfSH	17	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	114	10%
	1,269	

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started				1		2		2		2		2													
Market Housing					0	0	0	402,800	0	805,600	0	805,600	0	805,600	0	805,600	0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**402,800**	**0**	**805,600**	**0**	**805,600**	**0**	**805,600**	**0**	**805,600**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		33,021																							
Easements etc.		0																							
Legals Acquisition		13,056																							
Planning Fee		3,465																							
Architects		43,627		43,627																					
QS		3,636		3,636																					
Planning Consultants		7,271		7,271																					
Other Professional		18,178		18,178																					
Build Cost - BCIS Base			0	42,608	42,608	127,825	85,216	170,433	85,216	170,433	85,216	170,433	85,216	85,216	0	0	0	0	0	0	0	0	0	0	0
s106/CIL				131,256																					
Contingency			0	2,130	2,130	6,391	4,261	8,522	4,261	8,522	4,261	8,522	4,261	4,261	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	4,261	4,261	12,782	8,522	17,043	8,522	17,043	8,522	17,043	8,522	8,522	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		20,000																							
Legal and Valuation		7,500																							
Agents		0	0	0	0	0	0	12,084	0	24,168	0	24,168	0	24,168	0	24,168	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	2,014	0	4,028	0	4,028	0	4,028	0	4,028	0	0	0	0	0	0	0	0	0
Misc.				5,000																					
COSTS BEFORE LAND INT AND F		**149,754**	**0**	**257,967**	**48,999**	**146,998**	**97,999**	**210,096**	**97,999**	**224,194**	**97,999**	**224,194**	**97,999**	**126,195**	**0**	**28,196**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuati	Land	870,410																							
	Interest		15,302	15,532	19,634	20,664	23,179	24,997	22,481	24,288	15,931	17,640	9,184	10,792	762	774	0	0	0	0	0	0	0	0	0
	Profit on Costs																								0
	Profit on GDV																								725,040
	Cash Flow	-1,020,164	-15,302	-273,499	-68,634	-167,662	-121,178	167,708	-120,480	557,118	-113,930	563,766	-107,183	668,614	-762	776,630	0	0	0	0	0	0	0	0	-725,040
	Opening Balan	0																							
	Closing Balan	-1,020,164	-1,035,466	-1,308,966	-1,377,600	-1,545,262	-1,666,440	-1,498,732	-1,619,212	-1,062,094	-1,176,024	-612,258	-719,441	-50,828	-51,590	725,040	725,040	725,040	725,040	725,040	725,040	725,040	725,040	725,040	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above																								
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**402,800**	**0**	**805,600**	**0**	**805,600**	**0**	**805,600**	**0**	**805,600**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Land		270,000																							
Stamp Duty		3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		4,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		3,465	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		43,627	0	43,627	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		3,636	0	3,636	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		7,271	0	7,271	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		18,178	0	18,178	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	42,608	42,608	127,825	85,216	170,433	85,216	170,433	85,216	170,433	85,216	85,216	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL				236,999				236,999				236,999													
Post CIL s106						14,584	0	29,168	0	29,168	0	29,168	0	29,168	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	2,130	2,130	6,391	4,261	8,522	4,261	8,522	4,261	8,522	4,261	4,261	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	4,261	4,261	12,782	8,522	17,043	8,522	17,043	8,522	17,043	8,522	8,522	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		20,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	12,084	0	24,168	0	24,168	0	24,168	0	24,168	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	2,014	0	4,028	0	4,028	0	4,028	0	4,028	0	0	0	0	0	0	0	0	0
Misc.		0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F		**380,727**	**0**	**363,710**	**48,999**	**161,582**	**97,999**	**476,262**	**97,999**	**253,362**	**97,999**	**490,360**	**97,999**	**155,363**	**0**	**28,196**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																									
	Interest		5,711	5,797	11,339	12,244	14,852	16,544	17,895	19,633	11,644	13,288	8,759	10,361	762	774	0	0	0	0	0	0	0	0	0
	Profit on cost																								0
	Profit on GDV																								725,040
	Cash Flow	-380,727	-5,711	-369,507	-60,339	-173,827	-112,851	-90,007	-115,893	532,605	-109,643	301,951	-106,758	639,877	-762	776,630	0	0	0	0	0	0	0	0	-725,040
	Opening Balan	0																							
	Closing Balan	-380,727	-386,438	-755,944	-816,283	-990,110	-1,102,960	-1,192,967	-1,308,860	-776,255	-885,898	-583,946	-690,704	-50,828	-51,590	725,040	725,040	725,040	725,040	725,040	725,040	725,040	725,040	725,040	0

SITE NAME	Site 13

INCOME	Av Size	%	Number	Price	GDV	GIA
	m2		2	£/m2	£	m2
Market Housing	95.5	100%	2	3,250	620,750	191
Shared Ownership	95.5	0%	0	2,113	0	0
Affordable Rent	95.5	0%	0	1,216	0	0
Social Rent	95.5	0%	0	2,600	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.05 ha		40 /ha		620,750	191
SITE AREA - Gross	0.05 ha		40 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		73,806	1,476,120	1,476,120
Alternative Use Value		37,500		750,000
Uplift	20%	7,500		150,000
Plus /ha	0	0		0
Viability Threshold		45,000		900,000
		£/m2		
Additional Profit		30,745	161	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS				
LAND		/unit or m2	Total	
	Land	36,903		73,806
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	1,107	1,107
PLANNING				
	Planning Fee		770	
	Architects	6.00%	19,108	
	QS / PM	0.50%	1,592	
	Planning Consultants	1.00%	3,185	
	Other Professional	2.50%	7,962	32,616
CONSTRUCTION				
	Build Cost - BCIS Based	1,353	258,459	
	s106 / CIL		21,235	
	Contingency	5.00%	12,923	
	Abnormals		25,846	318,462
FINANCE				
	Fees		10,000	
	Interest	6.00%		
	Legal and Valuation		7,500	17,500
SALES				
	Agents	3.0%	18,623	
	Legals	0.5%	3,104	
	Misc.		5,000	26,726	470,218
Developers Profit				
	% of costs (before interest)	0.00%		0
	% of GDV	20.00%		124,150

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	2		
No dwgs unde	2	385	770
No dwgs over	0	115	0
		Total	770

Stamp duty calc - Residual		
Land payment		73,806
	Total	0

Stamp duty calc - Add Profit		
Land payment		45,000
	Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	5,000

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	21,235

Build Cost	/m2	
BCIS	1,214	
CfSH	18	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	121	10%
	1,353	

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2																					
Market Housing				0	0	0	620,750	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	620,750	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	1,107																							
Planning Fee	770																							
Architects	9,554		9,554																					
QS	796		796																					
Planning Consultants	1,592		1,592																					
Other Professional	3,981		3,981																					
Build Cost - BCIS Base		0	86,153	86,153	86,153	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			21,235																					
Contingency		0	4,308	4,308	4,308	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	8,615	8,615	8,615	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	18,623	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,104	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			5,000																					
COSTS BEFORE LAND INT AND F	35,300	0	141,234	99,076	99,076	0	21,726	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuati Land	73,806																							
Interest		1,637	1,661	3,805	5,348	6,914	7,018	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								124,150
Cash Flow	-109,106	-1,637	-142,895	-102,880	-104,424	-6,914	592,006	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-124,150
Opening Balan	0																							
Closing Balan	-109,106	-110,743	-253,638	-356,518	-460,942	-467,856	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	0	0	0	0	0	0	620,750	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	45,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	675	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	770	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	9,554	0	9,554	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	796	0	796	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	1,592	0	1,592	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	3,981	0	3,981	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	86,153	86,153	86,153	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			30,745																					
Post CIL s106					21,235	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	4,308	4,308	4,308	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	8,615	8,615	8,615	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	18,623	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,104	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	79,868	0	150,744	99,076	120,311	0	21,726	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																								
Interest		1,198	1,216	3,495	5,034	6,914	7,018	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								124,150
Cash Flow	-79,868	-1,198	-151,960	-102,571	-125,345	-6,914	592,006	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-124,150
Opening Balan	0																							
Closing Balan	-79,868	-81,066	-233,026	-335,597	-460,942	-467,856	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	124,150	0

SITE NAME	Site 14

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		4		£/m2	£	m2
Market Housing	95.5	100%	4		3,250	1,241,500	382
Shared Ownership	82.0	0%	0		2,113	0	0
Affordable Rent	82.0	0%	0		1,216	0	0
Social Rent	82.0	0%	0		2,600	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.10 ha		40	/ha		1,241,500	382
SITE AREA - Gross	0.10 ha		40	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		168,221	1,682,213	1,682,213
Alternative Use Value		75,000		750,000
Uplift	20%	15,000		150,000
Plus /ha	0	0		0
Viability Threshold		90,000		900,000

		£/m2
Additional Profit	84,020	220

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	42,055		168,221	
	Stamp Duty		364		
	Easements etc.		0		
	Legals Acquisition	1.50%	2,523	2,888	
PLANNING					
	Planning Fee		1,540		
	Architects	6.00%	38,215		
	QS / PM	0.50%	3,185		
	Planning Consultants	1.00%	6,369		
	Other Professional	2.50%	15,923	65,232	
CONSTRUCTION					
	Build Cost - BCIS Based	1,353	516,917		
	s106 / CIL		42,470		
	Contingency	5.00%	25,846		
	Abnormals		51,692	636,925	
FINANCE					
	Fees		10,000		
	Interest	6.00%			
	Legal and Valuation		7,500	17,500	
SALES					
	Agents	3.0%	37,245		
	Legals	0.5%	6,208		
	Misc.		5,000	48,453	939,219

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	248,300

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	4		
No dwgs unde	4	385	1,540
No dwgs over	0	115	0
		Total	1,540

Stamp duty calc - Residual	
Land payment	168,221
Total	364

Stamp duty calc - Add Profit	
Land payment	90,000
Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	10,000

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	42,470

Build Cost	/m2	
BCIS	1,214	
CfSH	18	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	121	10%
	1,353	

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2		2																			
Market Housing				0	0	0	620,750	0	620,750	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	620,750	0	620,750	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	364																							
Easements etc.	0																							
Legals Acquisition	2,523																							
Planning Fee	1,540																							
Architects	19,108		19,108																					
QS	1,592		1,592																					
Planning Consultants	3,185		3,185																					
Other Professional	7,962		7,962																					
Build Cost - BCIS Base		0	86,153	86,153	172,306	86,153	86,153	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			42,470																					
Contingency		0	4,308	4,308	8,615	4,308	4,308	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	8,615	8,615	17,231	8,615	8,615	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	18,623	0	18,623	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,104	0	3,104	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			5,000																					
COSTS BEFORE LAND INT AND F	53,774	0	178,392	99,076	198,152	99,076	120,802	0	21,726	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuati — Land	168,221																							
Interest		3,330	3,380	6,106	7,684	10,772	12,419	5,107	5,183	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								248,300
Cash Flow	-221,995	-3,330	-181,772	-105,182	-205,836	-109,848	487,529	-5,107	593,841	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-248,300
Opening Balai	0																							
Closing Balan	-221,995	-225,325	-407,097	-512,279	-718,115	-827,963	-340,434	-345,541	248,300	248,300	248,300	248,300	248,300	248,300	248,300	248,300	248,300	248,300	248,300	248,300	248,300	248,300	248,300	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME — As Above																								
INCOME	0	0	0	0	0	0	620,750	0	620,750	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	90,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,540	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	19,108	0	19,108	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,592	0	1,592	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	3,185	0	3,185	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	7,962	0	7,962	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	86,153	86,153	172,306	86,153	86,153	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			84,020																					
Post CIL s106					21,235	0	21,235	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	4,308	4,308	8,615	4,308	4,308	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	8,615	8,615	17,231	8,615	8,615	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	18,623	0	18,623	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,104	0	3,104	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	142,236	0	219,943	99,076	219,387	99,076	142,037	0	21,726	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																								
Interest		2,134	2,166	5,497	7,066	10,463	12,106	5,107	5,183	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								248,300
Cash Flow	-142,236	-2,134	-222,108	-104,573	-226,452	-109,538	466,607	-5,107	593,841	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-248,300
Opening Balai	0																							
Closing Balan	-142,236	-144,370	-366,478	-471,051	-697,503	-807,041	-340,434	-345,541	248,300	248,300	248,300	248,300	248,300	248,300	248,300	248,300	248,300	248,300	248,300	248,300	248,300	248,300	248,300	0

SITE NAME	Site 15

INCOME	Av Size m2	%	Number 6		Price £/m2	GDV £	GIA m2
Market Housing	93.0	100%	6		3,250	1,813,500	558
Shared Ownership	71.7	0%	0		2,113	0	0
Affordable Rent	71.7	0%	0		1,216	0	0
Social Rent	71.7	0%	0		2,600	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.17 ha		35	/ha		**1,813,500**	**558**
SITE AREA - Gross	0.17 ha		35	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		304,118	1,788,929	1,788,929
Alternative Use Value		127,500		750,000
Uplift	20%	25,500		150,000
Plus /ha	0	0		0
Viability Threshold		**153,000**		**900,000**

		£/m2
Additional Profit	171,353	307

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
	Land	50,686		304,118	
	Stamp Duty		4,706		
	Easements etc.		0		
	Legals Acquisition	1.50%	4,562	9,268	
PLANNING					
	Planning Fee		2,310		
	Architects	6.00%	52,619		
	QS / PM	0.50%	4,385		
	Planning Consultants	1.00%	8,770		
	Other Professional	2.50%	21,924	90,008	
CONSTRUCTION					
	Build Cost - BCIS Based	1,269	708,303		
	s106 / CIL		62,430		
	Contingency	5.00%	35,415		
	Abnormals		70,830	876,979	
FINANCE					
	Fees		10,000		
	Interest	6.00%			
	Legal and Valuation		7,500	17,500	
SALES					
	Agents	3.0%	54,405		
	Legals	0.5%	9,068		
	Misc.		5,000	68,473	**1,366,345**

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	362,700

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	6		
No dwgs unde	6	385	2,310
No dwgs over	0	115	0
		Total	2,310

Stamp duty calc - Residual	
Land payment	304,118
Total	4,706

Stamp duty calc - Add Profit	
Land payment	153,000
Total	60

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**15,000**

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	**62,430**

Build Cost	/m2	
BCIS	1,138	
CfSH	17	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	114	10%
	1,269	

RESIDUAL CASH FLOW FOR INTEREST

	Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4	Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2		2		2																	
Market Housing				0	0	0	604,500	0	604,500	0	604,500	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**604,500**	**0**	**604,500**	**0**	**604,500**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	4,706																							
Easements etc.	0																							
Legals Acquisition	4,562																							
Planning Fee	2,310																							
Architects	26,309		26,309																					
QS	2,192		2,192																					
Planning Consultants	4,385		4,385																					
Other Professional	10,962		10,962																					
Build Cost - BCIS Base		0	78,700	78,700	157,401	78,700	157,401	78,700	78,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			62,430																					
Contingency		0	3,935	3,935	7,870	3,935	7,870	3,935	3,935	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	7,870	7,870	15,740	7,870	15,740	7,870	7,870	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	18,135	0	18,135	0	18,135	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,023	0	3,023	0	3,023	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			5,000																					
COSTS BEFORE LAND INT AND F	**72,927**	**0**	**201,784**	**90,505**	**181,011**	**90,505**	**202,168**	**90,505**	**111,663**	**0**	**21,158**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuati Land	**304,118**																							
Interest		5,656	5,741	8,853	10,344	13,214	14,770	8,956	10,448	3,213	3,261	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								362,700
Cash Flow	-377,045	-5,656	-207,525	-99,359	-191,355	-103,719	387,562	-99,462	482,389	-3,213	580,082	0	0	0	0	0	0	0	0	0	0	0	0	-362,700
Opening Balan	0																							
Closing Balan	-377,045	-382,700	-590,225	-689,584	-880,938	-984,658	-597,096	-696,558	-214,169	-217,382	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1 Q1	Q2	Q3	Q4	Year 2 Q1	Q2	Q3	Q4	Year 3 Q1	Q2	Q3	Q4	Year 4 Q1	Q2	Q3	Q4	Year 5 Q1	Q2	Q3	Q4	Year 6 Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**604,500**	**0**	**604,500**	**0**	**604,500**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	153,000																							
Stamp Duty	60	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,295	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	2,310	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	26,309	0	26,309	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,192	0	2,192	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,385	0	4,385	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	10,962	0	10,962	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	78,700	78,700	157,401	78,700	157,401	78,700	78,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			85,676				85,676																	
Post CIL s106					20,810	0	20,810	0	20,810	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,935	3,935	7,870	3,935	7,870	3,935	3,935	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	7,870	7,870	15,740	7,870	15,740	7,870	7,870	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	18,135	0	18,135	0	18,135	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,023	0	3,023	0	3,023	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	**219,014**	**0**	**225,031**	**90,505**	**201,821**	**90,505**	**308,655**	**90,505**	**132,473**	**0**	**21,158**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		3,285	3,334	6,760	8,219	11,370	12,898	8,653	10,141	3,213	3,261	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								362,700
Cash Flow	-219,014	-3,285	-228,365	-97,265	-210,040	-101,875	282,948	-99,159	461,886	-3,213	580,082	0	0	0	0	0	0	0	0	0	0	0	0	-362,700
Opening Balan	0																							
Closing Balan	-219,014	-222,299	-450,664	-547,930	-757,969	-859,844	-576,897	-676,055	-214,169	-217,382	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	362,700	0

SITE NAME	Site 16

INCOME	Av Size	%	Number		Price	GDV	GIA
	m2		9		£/m2	£	m2
Market Housing	100.7	100%	9		3,250	2,945,475	906
Shared Ownership	71.7	0%	0		2,113	0	0
Affordable Rent	71.7	0%	0		1,216	0	0
Social Rent	71.7	0%	0		2,600	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.30 ha		30	/ha		2,945,475	906
SITE AREA - Gross	0.30 ha		30	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		478,280	1,594,268	1,594,268
Alternative Use Value		225,000		750,000
Uplift	20%	45,000		150,000
Plus /ha	0	0		0
Viability Threshold		270,000		900,000

		£/m2
Additional Profit	251,840	278

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	53,142		478,280	
	Stamp Duty		13,414		
	Easements etc.		0		
	Legals Acquisition	1.50%	7,174	20,588	
PLANNING					
	Planning Fee		3,465		
	Architects	6.00%	85,351		
	QS / PM	0.50%	7,113		
	Planning Consultants	1.00%	14,225		
	Other Professional	2.50%	35,563	145,717	
CONSTRUCTION					
	Build Cost - BCIS Based	1,269	1,150,422		
	s106 / CIL		99,536		
	Contingency	5.00%	57,521		
	Abnormals		115,042	1,422,520	
FINANCE					
	Fees		20,000		
	Interest	6.00%			
	Legal and Valuation		7,500	27,500	
SALES					
	Agents	3.0%	88,364		
	Legals	0.5%	14,727		
	Misc.		5,000	108,092	2,202,697

Developers Profit			
	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	589,095

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	9		
No dwgs unde	9	385	3,465
No dwgs over	0	115	0
		Total	3,465

Stamp duty calc - Residual		
Land payment		478,280
	Total	13,414

Stamp duty calc - Add Profit		
Land payment		270,000
	Total	3,000

Pre CIL s106	2,500	£/ Unit (all)	
		Total	22,500

Post CIL s106	2,500	£/ Unit (all)	
CIL	85	£/m2	
		Total	99,536

Build Cost	/m2	
BCIS	1,138	
CfSH	17	1.50%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	114	10%
	1,269	

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1		2		2		2		2													
Market Housing				0	0	0	327,275	0	654,550	0	654,550	0	654,550	0	654,550	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	327,275	0	654,550	0	654,550	0	654,550	0	654,550	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	13,414																							
Easements etc.	0																							
Legals Acquisition	7,174																							
Planning Fee	3,465																							
Architects	42,676		42,676																					
QS	3,556		3,556																					
Planning Consultants	7,113		7,113																					
Other Professional	17,782		17,782																					
Build Cost - BCIS Base		0	42,608	42,608	127,825	85,216	170,433	85,216	170,433	85,216	170,433	85,216	85,216	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			99,536																					
Contingency		0	2,130	2,130	6,391	4,261	8,522	4,261	8,522	4,261	8,522	4,261	4,261	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	4,261	4,261	12,782	8,522	17,043	8,522	17,043	8,522	17,043	8,522	8,522	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	20,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	9,818	0	19,637	0	19,637	0	19,637	0	19,637	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,636	0	3,273	0	3,273	0	3,273	0	3,273	0	0	0	0	0	0	0	0	0
Misc.			5,000																					
COSTS BEFORE LAND INT AND F	122,679	0	224,661	48,999	146,998	97,999	207,452	97,999	218,907	97,999	218,907	97,999	120,908	0	22,909	0	0	0	0	0	0	0	0	0
For Residual Valuati Land	478,280																							
Interest		9,014	9,150	12,657	13,582	15,990	17,700	16,168	17,881	11,614	13,259	6,923	8,497	619	629	0	0	0	0	0	0	0	0	0
Profit on Costs																								0
Profit on GDV																								589,095
Cash Flow	-600,960	-9,014	-233,811	-61,656	-160,580	-113,989	102,122	-114,167	417,762	-109,613	422,384	-104,922	525,145	-619	631,012	0	0	0	0	0	0	0	0	-589,095
Opening Balance	0																							
Closing Balance	-600,960	-609,974	-843,784	-905,441	-1,066,021	-1,180,010	-1,077,887	-1,192,054	-774,292	-883,906	-461,521	-566,443	-41,298	-41,917	589,095	589,095	589,095	589,095	589,095	589,095	589,095	589,095	589,095	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	0	0	0	0	0	0	327,275	0	654,550	0	654,550	0	654,550	0	654,550	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	270,000																							
Stamp Duty	3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	4,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	3,465	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	42,676	0	42,676	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,556	0	3,556	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	7,113	0	7,113	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	17,782	0	17,782	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	42,608	42,608	127,825	85,216	170,433	85,216	170,433	85,216	170,433	85,216	85,216	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			83,947				83,947				83,947													
Post CIL s106					11,060	0	22,119	0	22,119	0	22,119	0	22,119	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	2,130	2,130	6,391	4,261	8,522	4,261	8,522	4,261	8,522	4,261	4,261	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	4,261	4,261	12,782	8,522	17,043	8,522	17,043	8,522	17,043	8,522	8,522	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	20,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	9,818	0	19,637	0	19,637	0	19,637	0	19,637	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,636	0	3,273	0	3,273	0	3,273	0	3,273	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND F	379,141	0	209,072	48,999	158,058	97,999	313,518	97,999	241,026	97,999	324,973	97,999	143,027	0	22,909	0	0	0	0	0	0	0	0	0
For CIL calculation																								
Interest		5,687	5,772	8,995	9,865	12,384	14,040	14,044	15,724	9,757	11,374	6,601	8,170	619	629	0	0	0	0	0	0	0	0	0
Profit on cost																								0
Profit on GDV																								589,095
Cash Flow	-379,141	-5,687	-214,844	-57,995	-167,923	-110,383	-283	-112,043	397,800	-107,756	318,204	-104,600	503,353	-619	631,012	0	0	0	0	0	0	0	0	-589,095
Opening Balance	0																							
Closing Balance	-379,141	-384,828	-599,673	-657,667	-825,590	-935,973	-936,255	-1,048,298	-650,498	-758,255	-440,051	-544,651	-41,298	-41,917	589,095	589,095	589,095	589,095	589,095	589,095	589,095	589,095	589,095	0

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
	Location		Higher Rural	Higher Rural	Higher Rural	Higher Rural	Lower Rural	Lower Rural	Lower Rural	Lower Rural	Main Settlement	Main Settlement	Main Settlement	Main Settlement	Main Settlement	Main Settlement	Main Settlement	Main Settlement
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown
	Use		Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Infill	Infill	Infill	Infill	Infill	Infill	Infill	Infill
Site Area	Gross	ha	0.05	0.1	0.2	0.25	0.05	0.1	0.2	0.25	0.05	0.1	0.17	0.3	0.05	0.1	0.17	0.3
	Net	ha	0.05	0.1	0.2	0.25	0.05	0.1	0.2	0.25	0.05	0.1	0.17	0.3	0.05	0.1	0.17	0.3
Units	0	0	1	3	5	7	1	3	5	7	2	4	6	9	2	4	6	9
Mix	Market		100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
	Intermediate to Buy		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value		£/ha	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000
		£ site	2,500	5,000	10,000	12,500	2,500	5,000	10,000	12,500	37,500	75,000	127,500	225,000	37,500	75,000	127,500	225,000
Uplift		£/ha	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
		£ site	18,000	36,000	72,000	90,000	18,000	36,000	72,000	90,000	7,500	15,000	25,500	45,000	7,500	15,000	25,500	45,000
Viability Threshold		£/ha	410,000	410,000	410,000	410,000	410,000	410,000	410,000	410,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000
		£ site	20,500	41,000	82,000	102,500	20,500	41,000	82,000	102,500	45,000	90,000	153,000	270,000	45,000	90,000	153,000	270,000
Residual Va	Gross	£/ha	2,143,046	2,378,869	2,283,885	2,723,356	1,416,699	1,654,277	1,623,945	1,993,640	3,304,092	3,432,721	3,255,968	2,901,368	1,476,120	1,682,213	1,788,929	1,594,268
	Net	£/ha	2,143,046	2,378,869	2,283,885	2,723,356	1,416,699	1,654,277	1,623,945	1,993,640	3,304,092	3,432,721	3,255,968	2,901,368	1,476,120	1,682,213	1,788,929	1,594,268
		£ site	107,152	237,887	456,777	680,839	70,835	165,428	324,789	498,410	165,205	343,272	553,515	870,410	73,806	168,221	304,118	478,280
Additional Profit		£ site	91,099	216,067	421,096	655,337	53,002	135,995	270,910	447,408	126,828	274,140	454,291	710,996	30,745	84,020	171,353	251,840
		£/m2	772	878	906	1,007	449	553	583	687	664	718	814	785	161	220	307	278

HDH Planning and Development Ltd is a specialist planning consultancy providing evidence to support planning authorities, land owners and developers. The firm is regulated by the RICS.

The main areas of expertise are:

- Community Infrastructure Levy (CIL)
- District wide and site specific Viability Analysis
- Local and Strategic Housing Market Assessments and Housing Needs Assessments
- Future Housing Numbers Analysis (post RSS target setting)

HDH Planning and Development have clients throughout England and Wales.

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