

## Appendix 7 – Strategic Site Assumptions

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190306 SITE NAME Infrastructure and S106 Assumptions\_TEMPLATE\_v5 - Dalton Barracks (1,200)

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
			Total	2022/23	2023/24	2024/25	2025/26	2026/27	2027/28	2028/29	2029/30	2030/31							Total (check)
1																			
2																			
3	A	Development Trajectory (# units)	1,200		50	100	150	150	150	200	200	200							1,200
4																			
5	B	Strategic Infrastructure Costs*																	
6		Sewerage Upgrade	600,000		25,000	50,000	75,000	75,000	75,000	100,000	100,000	100,000							600,000
7		Abnormals/contaminated land	2,400,000		100,000	200,000	300,000	300,000	300,000	400,000	400,000	400,000							2,400,000
8		Onsite highways	10,800,000		450,000	900,000	1,350,000	1,350,000	1,350,000	1,800,000	1,800,000	1,800,000							10,800,000
9		Landscaping	2,400,000		100,000	200,000	300,000	300,000	300,000	400,000	400,000	400,000							2,400,000
10		Biodiversity/SSSI Mitigation	204,000		8,500	17,000	25,500	25,500	25,500	34,000	34,000	34,000							204,000
11																			
12		Total Infrastructure Costs	16,404,000	-	683,500	1,367,000	2,050,500	2,050,500	2,050,500	2,734,000	2,734,000	2,734,000							16,404,000
13		Total per unit	13,670		13,670	13,670	13,670	13,670	13,670	13,670	13,670	13,670							
14																			
15	C	Vale of the White Horse DC S106/S278 Contributions **																	
16																			
17		Leisure contributions	6,850,400		285,433	570,867	856,300	856,300	856,300	1,141,733	1,141,733	1,141,733							6,850,400
18		Public Art	360,000		15,000	30,000	45,000	45,000	45,000	60,000	60,000	60,000							360,000
19		Street naming and numbering	16,080		670	1,340	2,010	2,010	2,010	2,680	2,680	2,680							16,080
20		Health Contributions	1,209,600		50,400	100,800	151,200	151,200	151,200	201,600	201,600	201,600							1,209,600
21		Recycling and Waste	204,000		8,500	17,000	25,500	25,500	25,500	34,000	34,000	34,000							204,000
22		Country Park	-		-	-	-	-	-	-	-	-							-
23		Play areas	240,000		10,000	20,000	30,000	30,000	30,000	40,000	40,000	40,000							240,000
24		Allotments	26,212		1,092	2,184	3,277	3,277	3,277	4,369	4,369	4,369							26,212
25																			
26		Sub-Total VOWH S106	8,906,292	-	371,096	742,191	1,113,287	1,113,287	1,113,287	1,484,382	1,484,382	1,484,382							8,906,292
27		Total per unit	7,422		7,422	7,422	7,422	7,422	7,422	7,422	7,422	7,422							
28																			
29	D	Oxfordshire County Council (OCC) S106/S278 Contributions **																	
30																			
31		Public Transport Service enhancements	2,500,000		104,167	208,333	312,500	312,500	312,500	416,667	416,667	416,667							2,500,000
32		Transport Infrastructure - Access improvements to B4017, A34 and A415	4,500,000		187,500	375,000	562,500	562,500	562,500	750,000	750,000	750,000							4,500,000
33		Primary Education - 2 form entry primary school	10,952,000		456,333	912,667	1,369,000	1,369,000	1,369,000	1,825,333	1,825,333	1,825,333							10,952,000
34		Secondary Education	-		-	-	-	-	-	-	-	-							-
35		Special Education Needs	198,000		8,250	16,500	24,750	24,750	24,750	33,000	33,000	33,000							198,000
36		Police	160,745		6,698	13,395	20,093	20,093	20,093	26,791	26,791	26,791							160,745
37																			
38		Sub-Total OC S106	18,310,745	-	762,948	1,525,895	2,288,843	2,288,843	2,288,843	3,051,791	3,051,791	3,051,791							18,310,745
39		Total per unit	15,259		15,259	15,259	15,259	15,259	15,259	15,259	15,259	15,259							
40																			
41		Total S106 (SODC + OCC)	27,217,037	-	1,134,043	2,268,086	3,402,130	3,402,130	3,402,130	4,536,173	4,536,173	4,536,173							27,217,037
42		Total per unit	22,681		22,681	22,681	22,681	22,681	22,681	22,681	22,681	22,681							181,447
43																			
44		Notes																	
45		* These are infrastructure costs which are over and above 'normal' BCIS build costs and 'normal' 15% externals allowance e.g. Spine Roads, Electricity Substation reinforcements etc.																	
46		** These are social infrastructure costs and other S106 /S278 contributions required e.g. Health centres, Schools etc.																	

190306 SITE NAME Infrastructure and S106 Assumptions\_TEMPLATE\_v5 - East of Kingston Bagpuize (600)

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
			Total	2019/20	2020/21	2021/22	2022/23	2023/24	2024/25	2025/26	2026/27	2027/28	2028/29	2029/30	2030/31				Total (check)
1																			
2																			
3	A	Development Trajectory (# units)	600	50	100	100	100	100	100	100	50	-	-	-					600
4																			
5	B	Strategic Infrastructure Costs*																	
6																			
7		Spine Road/onsite highways	5,400,000	450,000	900,000	900,000	900,000	900,000	900,000	900,000	450,000								5,400,000
8		Biodiversity and Green Infrastructure costs	102,000	8,500	17,000	17,000	17,000	17,000	17,000	17,000	8,500								102,000
9		Upgrade sewage system	300,000	25,000	50,000	50,000	50,000	50,000	50,000	50,000	25,000								300,000
10		Landscaping	1,200,000	100,000	200,000	200,000	200,000	200,000	200,000	200,000	100,000								1,200,000
11		Water quality mitigation measures	1,200,000	100,000	200,000	200,000	200,000	200,000	200,000	200,000	100,000								1,200,000
12																			
13		Total Infrastructure Costs	8,202,000	-	683,500	1,367,000	1,367,000	1,367,000	1,367,000	1,367,000	683,500	-	-	-	-	-	-	-	8,202,000
14		Total per unit	13,670		13,670	13,670	13,670	13,670	13,670	13,670	13,670								
15																			
16	C	Vale of the White Horse DC S106/S278 Contributions																	
17																			
18		Leisure contributions	3,413,583	284,465	568,931	568,931	568,931	568,931	568,931	568,931	284,465	-	-	-	-	-	-	-	3,413,583
19		Health contributions	604,800	50,400	100,800	100,800	100,800	100,800	100,800	100,800	50,400	-	-	-	-	-	-	-	604,800
20		Public Art	180,000	15,000	30,000	30,000	30,000	30,000	30,000	30,000	15,000	-	-	-	-	-	-	-	180,000
21		Street naming and numbering	8,040	670	1,340	1,340	1,340	1,340	1,340	1,340	670	-	-	-	-	-	-	-	8,040
22		Play areas	120,000	10,000	20,000	20,000	20,000	20,000	20,000	20,000	10,000	-	-	-	-	-	-	-	120,000
23		Waste/Recycling	102,000	8,500	17,000	17,000	17,000	17,000	17,000	17,000	8,500	-	-	-	-	-	-	-	102,000
24		Allotments	13,024	1,085	2,171	2,171	2,171	2,171	2,171	2,171	1,085	-	-	-	-	-	-	-	13,024
25																			
26		Sub-Total VOWH S106	4,441,447	-	370,121	740,241	740,241	740,241	740,241	740,241	370,121	-	-	-	-	-	-	-	4,441,447
27		Total per unit	7,402		7,402	7,402	7,402	7,402	7,402	7,402	7,402								
28																			
29	D	Oxfordshire County Council (OCC) S106/S278 Contributions**																	
30																			
31		Public Transport Contributions	2,000,000	166,667	333,333	333,333	333,333	333,333	333,333	333,333	166,667	-	-	-	-	-	-	-	2,000,000
32		Highways Infrastructure	6,000,000	500,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	500,000	-	-	-	-	-	-	-	6,000,000
33		Primary Education	7,212,015	601,001	1,202,003	1,202,003	1,202,003	1,202,003	1,202,003	1,202,003	601,001	-	-	-	-	-	-	-	7,212,015
34		Secondary Education	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
35		Special Education Needs	99,000	8,250	16,500	16,500	16,500	16,500	16,500	16,500	8,250	-	-	-	-	-	-	-	99,000
36																			
37																			
38		Sub-Total OC S106	15,311,015	-	1,275,918	2,551,836	2,551,836	2,551,836	2,551,836	2,551,836	1,275,918	-	-	-	-	-	-	-	15,311,015
39		Total per unit	25,518		25,518	25,518	25,518	25,518	25,518	25,518	25,518								
40																			
41		Total S106 (SODC + OCC)	19,752,462	-	1,646,039	3,292,077	3,292,077	3,292,077	3,292,077	3,292,077	1,646,039	-	-	-	-	-	-	-	19,752,462
42		Total per unit	32,921		32,921	32,921	32,921	32,921	32,921	32,921	32,921								230,445
43																			
44		Notes																	
45		* These are infrastructure costs which are over and above 'normal' BCIS build costs and 'normal' 15% externals allowance e.g. Spine Roads, Electricity Substation reinforcements etc.																	
46		** These are social infrastructure costs and other S106 /S278 contributions required e.g. Health centres, Schools etc.																	

190306 SITE NAME Infrastructure and S106 Assumptions\_TEMPLATE\_v5 - North west of Grove (400)

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
		Total	2019/20	2020/21	2021/22	2022/23	2023/24	2024/25	2025/26	2026/27	2027/28	2028/29	2029/30	2030/31				Total (check)
1																		
2																		
3	A	Development Trajectory (# units)	400	-	-	-	-	-	-	-	-	100	100	200				400
4																		
5	B	Strategic Infrastructure Costs*																
6		Sewerage upgrade	200,000	0	0	0	0	0				50,000	50,000	100,000				200,000
7		Onsite highways	3,600,000	0	0	0	0	0				900,000	900,000	1,800,000				3,600,000
8		Biodiversity net gain	68,000	0	0	0	0	0				17,000	17,000	34,000				68,000
9		Landscaping	800,000	0	0	0	0	0				200,000	200,000	400,000				800,000
10		Water supply strategy																
11																		
12																		
13		Total Infrastructure Costs	4,668,000	-	-	-	-	-	-	-	-	1,167,000	1,167,000	2,334,000	-	-	-	4,668,000
14		Total per unit	11,670		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!				11,670	11,670	11,670				
15																		
16	C	Vale of the White Horse DC S106/S278 Contributions																
17		Leisure contributions	2,230,531	-	-	-	-	-	-	-	-	557,633	557,633	1,115,266				2,230,531
18		Allotment	8,682	-	-	-	-	-	-	-	-	2,171	2,171	4,341				8,682
19		Health contributions	403,200	-	-	-	-	-	-	-	-	100,800	100,800	201,600				403,200
20		Street naming and numbering	5,360	-	-	-	-	-	-	-	-	1,340	1,340	2,680				5,360
21		Waste and recycling	68,000	-	-	-	-	-	-	-	-	17,000	17,000	34,000				68,000
22		Public Art	120,000	-	-	-	-	-	-	-	-	30,000	30,000	60,000				120,000
23																		
24		Sub-Total VOWH S106	2,835,773	-	-	-	-	-	-	-	-	708,943	708,943	1,417,887	-	-	-	2,835,773
25		Total per unit	7,089									7,089	7,089	7,089				
26																		
27	D	Oxfordshire County Council (OCC) S106/S278 Contributions **																
28		Public Transport provision	2,000,000									500,000	500,000	1,000,000				2,000,000
29		Transport Infrastructure	1,500,000									375,000	375,000	750,000				1,500,000
30		Primary Education	7,212,015									1,803,004	1,803,004	3,606,008				7,212,015
31		Secondary Education																
32		Special Education Needs	66,000									16,500	16,500	33,000				66,000
33																		
34																		
35		Sub-Total OC S106	10,778,015	-	-	-	-	-	-	-	-	2,694,504	2,694,504	5,389,008	-	-	-	10,778,015
36		Total per unit	26,945		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!				26,945	26,945	26,945				
37																		
38		Total S106 (SODC + OCC)	13,613,788	-	-	-	-	-	-	-	-	3,403,447	3,403,447	6,806,894	-	-	-	13,613,788
39		Total per unit	34,034		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!				34,034	34,034	34,034				
40																		
41		Notes																
42		* These are infrastructure costs which are over and above 'normal' BCIS build costs and 'normal' 15% externals allowance e.g. Spine Roads, Electricity Substation reinforcements etc.																
43		** These are social infrastructure costs and other S106 /S278 contributions required e.g. Health centres, Schools etc.																

## Appendix 8 – PBSA and Specialist Accommodation for Older People Appraisals

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## 190311 VOWH Residential Appraisals\_AH\_AK\_v3 - Version Notes

Date	Version	Comments
190311	v3	

Scheme Ref: **AH**  
 No Units: **175**      Location / Value Zone: **Higher**      Development Scenario: **Greenfield**  
 Notes: **Student**

ASSUMPTIONS - COMMERCIAL USES						
<b>Units -</b>						
	# units	Tenure Split		175	1.2 Bed	
Student 1 Bed - Market	114	65%	113.75	100%	114	
Student 2 Bed - Market	0			0%	0	
Student 1 Bed - AH	61	35%	61.25	100%	61	
Student 2 Bed - AH	0			0%	0	
	0	0%	0	100%	0	
	0			0%	0	
		35% % Rented			175	
<b>Unit Floor areas -</b>						
	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	NIA (sqm)	NIA (sqft)	%		GIA (sqm)	GIA (sqft)
Student 1 Bed - Market	20	215	85.0%		24	253
Student 2 Bed - Market	0	0	85.0%		0	0
Student 1 Bed - AH	20	215	85.0%		24	253
Student 2 Bed - AH	0	0	85.0%		0	0
	0	0	85.0%		0	0
	0	0	85.0%		0	0
<b>Total Floor areas -</b>						
	NIA (sqm)		NIA (sqft)		GIA (sqm)	
Student 1 Bed - Market	2,275		24,488		2,676	
Student 2 Bed - Market	0		0		0	
Student 1 Bed - AH	1,225		13,186		1,441	
Student 2 Bed - AH	0		0		0	
	0		0		0	
	0		0		0	
	3,500		37,674		4,118	
					44,322	
<b>Commercial Values -</b>						
	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Student 1 Bed - Market	1080	12,960		30%	0	4.25%
Student 2 Bed - Market	-	-		30%	0	4.25%
Student 1 Bed - AH	864	10,368		30%	0	4.25%
Student 2 Bed - AH	0	-		30%		4.25%
	-	-		30%	0	4.25%
	0	-		30%		4.25%
			* as applicable		*Total Incentive including Rent Free & Void allowance (months)	

GROSS DEVELOPMENT VALUE						
<b>Commercial GDV -</b>						
	rental basis	Gross Rent EPA	less Man.	Net Rent EPA	@ capitalisation	£
Student 1 Bed - Market	unit	1,474,200	30%	1,031,940	4.25%	24,280,941
Student 2 Bed - Market	unit	-	30%	-	4.25%	-
Student 1 Bed - AH	unit	635,040	30%	444,528	4.25%	10,459,482
Student 2 Bed - AH	unit	-	30%	-	4.25%	-
	unit	-	30%	-	4.25%	-
	unit	-	30%	-	4.25%	-
				1,476,468		
<b>Commercial GDV -</b>						
			less RF/Void	Purchasers Costs %	PC £	£
Student 1 Bed - Market			-	24,280,941	5.76%	(1,322,411)
Student 2 Bed - Market			-	0	5.76%	-
Student 1 Bed - AH			-	10,459,482	5.76%	(569,654)
Student 2 Bed - AH			-	0	5.76%	-
			-	0	5.76%	-
			-	0	5.76%	-
<b>Sub-total GDV Commercial</b>						<b>32,848,358</b>
<b>Total GDV</b>						<b>32,848,358</b>

Scheme Ref: **AH**  
 No Units: **175** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: **Student**

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(80,000)
Statutory Planning Fees (Residential)					(40,109)
CIL		4,118 sqm (gross)		131.33 £ psm	(540,771)
CIL analysis:		1.65% % of GDV			
Site Specific S106 Contributions	175	6,000			(1,050,000)
S106 AH Commuted Sum		4,118 sqm (gross)		£ psm	-
AH Csum analysis:		0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		2.70 acres @		0 £ per acre (if brownfield)	-
Infrastructure costs					-
Student 1 Bed - Market		2,676 sqm @		1,861 psm	(4,980,912)
Student 2 Bed - Market		- sqm @		1,861 psm	-
Student 1 Bed - AH		1,441 sqm @		1,861 psm	(2,682,029)
Student 2 Bed - AH		- sqm @		1,861 psm	-
		- sqm @		1,861 psm	-
		- sqm @		1,861 psm	-
	4,118	- sqm @		1,861 psm	-
External works		7,662,941 @		5.0%	(383,147)
M4(2) Category 2 Housing	Aff units	61 units @	95% @	521 £ per dwelling	(30,316)
M4(3) Category 3 Housing	Aff units	61 units @	5% @	10,111 £ per dwelling	(30,965)
M4(2) Category 2 Housing	Mrkt units	114 units @	15% @	521 £ per dwelling	(8,890)
M4(3) Category 3 Housing	Mrkt units	114 units @	2% @	10,111 £ per dwelling	(23,003)
Water Efficiency additional cost		175 units @		10 £ per dwelling	(1,750)
Contingency		8,141,011 @		5.0%	(407,051)
Professional Fees		8,141,011 @		6.5%	(529,166)
<b>Disposal Costs -</b>					
Letting Agents Costs		1,476,468 ERV @		0.00% (inc. in above Man. Costs)	-
Letting Legal Costs		1,476,468 ERV @		0.00% (ditto)	-
Investment Sale Agents Costs		32,848,358 GDV @		1.00%	(328,484)
Investment Sale Legal Costs		32,848,358 GDV @		0.50%	(164,242)
Marketing and Promotion		32,848,358 GDV @		0.50%	(164,242)
Interest (on Development Costs) -		6.25% APR		0.506% pcm	(1,003,123)
<b>Developers Profit -</b>					
Profit on Cost		12,448,197		15.00%	(1,867,230)
<b>TOTAL COSTS</b>					<b>(14,315,427)</b>

RESIDUAL LAND VALUE					
Residual Land Value (gross)					18,532,931
SDLT		18,532,931 @		5.0% (slabbed)	(916,147)
Acquisition Agent fees		18,532,931 @		1.0%	(185,329)
Acquisition Legal fees		18,532,931 @		0.5%	(92,665)
Interest on Land		18,532,931 @		6.3%	(1,158,308)
Residual Land Value					<b>16,180,482</b>
RLV analysis:		14,793,584 £ per ha		5,986,881 £ per acre	

THRESHOLD LAND VALUE					
Residential Density		160 dwellings per ha		175	
Site Area		1.09 ha		2.70 acres	
Density analysis:		3,765 sqm/ha		16,399 sqft/ac	
Threshold Land Value		1,161,370 £ per ha		470,000 £ per acre	<b>1,270,248</b>

BALANCE					
Surplus/(Deficit)		13,632,214 £ per ha		5,516,881 £ per acre	<b>14,910,234</b>



Scheme Ref: **AH**  
 No Units: **175** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: **Student**

SENSITIVITY ANALYSIS								
		GDV						
Balance (RLV - BLV)	14,910,234	80%	90%	100%	110%	120%	130%	140%
	0	9,765,881	12,564,620	15,363,359	18,162,098	20,960,837	23,759,576	26,558,315
	20	9,669,241	12,467,980	15,266,719	18,065,458	20,864,197	23,662,936	26,461,675
	40	9,572,600	12,371,339	15,170,078	17,968,817	20,767,557	23,566,296	26,365,035
	60	9,475,960	12,274,699	15,073,438	17,872,177	20,670,916	23,469,655	26,268,394
	80	9,379,319	12,178,058	14,976,798	17,775,537	20,574,276	23,373,015	26,171,754
CIL Epsm	100	9,282,679	12,081,418	14,880,157	17,678,896	20,477,635	23,276,374	26,075,113
	120	9,186,039	11,984,778	14,783,517	17,582,256	20,380,995	23,179,734	25,978,473
131.33	140	9,089,398	11,888,137	14,686,876	17,485,615	20,284,354	23,083,093	25,881,833
	160	8,992,758	11,791,497	14,590,236	17,388,975	20,187,714	22,986,453	25,785,192
	180	8,896,117	11,694,856	14,493,595	17,292,334	20,091,074	22,889,813	25,688,552
	200	8,799,477	11,598,216	14,396,955	17,195,694	19,994,433	22,793,172	25,591,911
	220	8,702,836	11,501,576	14,300,315	17,099,054	19,897,793	22,696,532	25,495,271
	240	8,606,196	11,404,935	14,203,674	17,002,413	19,801,152	22,599,891	25,398,630
	260	8,509,556	11,308,295	14,107,034	16,905,773	19,704,512	22,503,251	25,301,990
	280	8,412,915	11,211,654	14,010,393	16,809,132	19,607,871	22,406,611	25,205,350
	300	8,316,275	11,115,014	13,913,753	16,712,492	19,511,231	22,309,970	25,108,709
	320	8,219,634	11,018,373	13,817,112	16,615,852	19,414,591	22,213,330	25,012,069
	340	8,122,994	10,921,733	13,720,472	16,519,211	19,317,950	22,116,689	24,915,428
	360	8,026,353	10,825,093	13,623,832	16,422,571	19,221,310	22,020,049	24,818,788
	380	7,929,713	10,728,452	13,527,191	16,325,930	19,124,669	21,923,408	24,722,147
	400	7,833,073	10,631,812	13,430,551	16,229,290	19,028,029	21,826,768	24,625,507
	420	7,736,432	10,535,171	13,333,910	16,132,649	18,931,389	21,730,128	24,528,867
	440	7,639,792	10,438,531	13,237,270	16,036,009	18,834,748	21,633,487	24,432,226
	460	7,543,151	10,341,890	13,140,630	15,939,369	18,738,108	21,536,847	24,335,586
	480	7,446,511	10,245,250	13,043,989	15,842,728	18,641,467	21,440,206	24,238,945
	500	7,349,871	10,148,610	12,947,349	15,746,088	18,544,827	21,343,566	24,142,305
	520	7,253,230	10,051,969	12,850,708	15,649,447	18,448,186	21,246,925	24,045,665
	540	7,156,590	9,955,329	12,754,068	15,552,807	18,351,546	21,150,285	23,949,024
	560	7,059,949	9,858,688	12,657,427	15,456,166	18,254,906	21,053,645	23,852,384
	580	6,963,309	9,762,048	12,560,787	15,359,526	18,158,265	20,957,004	23,755,743
	600	6,866,668	9,665,408	12,464,147	15,262,886	18,061,625	20,860,364	23,659,103

  

		Build rate						
Balance (RLV - BLV)	14,910,234	80%	90%	100%	110%	120%	130%	140%
	0	17,301,711	16,332,535	15,363,359	14,394,183	13,425,007	12,455,832	11,486,656
	20	17,205,071	16,235,895	15,266,719	14,297,543	13,328,367	12,359,191	11,390,015
	40	17,108,430	16,139,254	15,170,078	14,200,902	13,231,727	12,262,551	11,293,375
	60	17,011,790	16,042,614	15,073,438	14,104,262	13,135,086	12,165,910	11,196,734
	80	16,915,149	15,945,973	14,976,798	14,007,622	13,038,446	12,069,270	11,100,094
CIL Epsm	100	16,818,509	15,849,333	14,880,157	13,910,981	12,941,805	11,972,629	11,003,454
	120	16,721,868	15,752,693	14,783,517	13,814,341	12,845,165	11,875,989	10,906,813
	140	16,625,228	15,656,052	14,686,876	13,717,700	12,748,524	11,779,349	10,810,173
131.33	160	16,528,588	15,559,412	14,590,236	13,621,060	12,651,884	11,682,708	10,713,532
	180	16,431,947	15,462,771	14,493,595	13,524,420	12,555,244	11,586,068	10,616,892
	200	16,335,307	15,366,131	14,396,955	13,427,779	12,458,603	11,489,427	10,520,251
	220	16,238,666	15,269,490	14,300,315	13,331,139	12,361,963	11,392,787	10,423,611
	240	16,142,026	15,172,850	14,203,674	13,234,498	12,265,322	11,296,146	10,326,971
	260	16,045,386	15,076,210	14,107,034	13,137,858	12,168,682	11,199,506	10,230,330
	280	15,948,745	14,979,569	14,010,393	13,041,217	12,072,042	11,102,866	10,133,690
	300	15,852,105	14,882,929	13,913,753	12,944,577	11,975,401	11,006,225	10,037,049
	320	15,755,464	14,786,288	13,817,112	12,847,937	11,878,761	10,909,585	9,940,409
	340	15,658,824	14,689,648	13,720,472	12,751,296	11,782,120	10,812,944	9,843,768
	360	15,562,183	14,593,008	13,623,832	12,654,656	11,685,480	10,716,304	9,747,128
	380	15,465,543	14,496,367	13,527,191	12,558,015	11,588,839	10,619,664	9,650,488
	400	15,368,903	14,399,727	13,430,551	12,461,375	11,492,199	10,523,023	9,553,847
	420	15,272,262	14,303,086	13,333,910	12,364,734	11,395,559	10,426,383	9,457,207
	440	15,175,622	14,206,446	13,237,270	12,268,094	11,298,918	10,329,742	9,360,566
	460	15,078,981	14,109,805	13,140,630	12,171,454	11,202,278	10,233,102	9,263,926
	480	14,982,341	14,013,165	13,043,989	12,074,813	11,105,637	10,136,461	9,167,286
	500	14,885,701	13,916,525	12,947,349	11,978,173	11,008,997	10,039,821	9,070,645
	520	14,789,060	13,819,884	12,850,708	11,881,532	10,912,356	9,943,181	8,974,005
	540	14,692,420	13,723,244	12,754,068	11,784,892	10,815,716	9,846,540	8,877,364
	560	14,595,779	13,626,603	12,657,427	11,688,252	10,719,076	9,749,900	8,780,724
	580	14,499,139	13,529,963	12,560,787	11,591,611	10,622,435	9,653,259	8,684,083
	600	14,402,498	13,433,322	12,464,147	11,494,971	10,525,795	9,556,619	8,587,443

NOTES  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: **AH - Commuted Sum**  
 No Units: **175** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: **Student**

ASSUMPTIONS - COMMERCIAL USES						
<b>Units -</b>						
	# units	Tenure Split		175	1.2 Bed	
Student 1 Bed - Market	175	100%	175	100%	175	
Student 2 Bed - Market	0			0%	0	
Student 1 Bed - AH	0	0%	0	100%	0	
Student 2 Bed - AH	0			0%	0	
	0	0%	0	100%	0	
	0			0%	0	
		0% % Rented			175	
<b>Unit Floor areas -</b>						
	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	NIA (sqm)	NIA (sqft)	%		GIA (sqm)	GIA (sqft)
Student 1 Bed - Market	20	215	85.0%		24	253
Student 2 Bed - Market	0	0	85.0%		0	0
Student 1 Bed - AH	20	215	85.0%		24	253
Student 2 Bed - AH	0	0	85.0%		0	0
	0	0	85.0%		0	0
	0	0	85.0%		0	0
<b>Total Floor areas -</b>						
	NIA (sqm)		NIA (sqft)		GIA (sqm)	
Student 1 Bed - Market	3,500		37,674		4,118	
Student 2 Bed - Market	0		0		0	
Student 1 Bed - AH	0		0		0	
Student 2 Bed - AH	0		0		0	
	0		0		0	
	0		0		0	
	3,500		37,674		4,118	
<b>Commercial Values -</b>						
	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Student 1 Bed - Market	1080	12,960		30%	0	4.25%
Student 2 Bed - Market		-		30%	0	4.25%
Student 1 Bed - AH	864	10,368		30%	0	4.25%
Student 2 Bed - AH	0	-		30%		4.25%
		-		30%	0	4.25%
	0	-		30%		4.25%
			* as applicable	*Total Incentive including Rent Free & Void allowance (months)		

GROSS DEVELOPMENT VALUE						
<b>Commercial GDV -</b>						
	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Student 1 Bed - Market	unit	2,268,000	30%	1,587,600	4.25%	37,355,294
Student 2 Bed - Market	unit	-	30%	-	4.25%	-
Student 1 Bed - AH	unit	-	30%	-	4.25%	-
Student 2 Bed - AH	unit	-	30%	-	4.25%	-
	unit	-	30%	-	4.25%	-
	unit	-	30%	-	4.25%	-
				1,587,600		
<b>Commercial GDV -</b>						
			less RF/Void	Purchasers Costs %	PC £	£
Student 1 Bed - Market			-	37,355,294	5.76%	(2,034,479)
Student 2 Bed - Market			-	0	5.76%	-
Student 1 Bed - AH			-	0	5.76%	-
Student 2 Bed - AH			-	0	5.76%	-
			-	0	5.76%	-
			-	0	5.76%	-
<b>Sub-total GDV Commercial</b>						<b>35,320,815</b>
<b>Total GDV</b>						<b>35,320,815</b>

Scheme Ref: **AH - Commuted Sum**  
 No Units: **175** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: **Student**

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(80,000)
Statutory Planning Fees (Residential)					(40,109)
CIL		4,118 sqm (gross)		131.33 £ psm	(540,771)
CIL analysis:		1.53% % of GDV			
Site Specific S106 Contributions	175	6,000			(1,050,000)
S106 AH Commuted Sum		4,118 sqm (gross)		446.96 £ psm	(1,840,413)
AH Csum analysis:		5.21% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		2.70 acres @		0 £ per acre (if brownfield)	-
Infrastructure costs					-
Student 1 Bed - Market		4,118 sqm @		1,861 psm	(7,662,941)
Student 2 Bed - Market		- sqm @		1,861 psm	-
Student 1 Bed - AH		- sqm @		1,861 psm	-
Student 2 Bed - AH		- sqm @		1,861 psm	-
		- sqm @		1,861 psm	-
		- sqm @		1,861 psm	-
	4,118	- sqm @		1,861 psm	-
External works		7,662,941 @		5.0%	(383,147)
M4(2) Category 2 Housing	Aff units	- units @	95% @	521 £ per dwelling	-
M4(3) Category 3 Housing	Aff units	- units @	5% @	10,111 £ per dwelling	-
M4(2) Category 2 Housing	Mrkt units	175 units @	15% @	521 £ per dwelling	(13,676)
M4(3) Category 3 Housing	Mrkt units	175 units @	2% @	10,111 £ per dwelling	(35,389)
Water Efficiency additional cost		175 units @		10 £ per dwelling	(1,750)
Contingency		8,096,903 @		5.0%	(404,845)
Professional Fees		8,096,903 @		6.5%	(526,299)
<b>Disposal Costs -</b>					
Letting Agents Costs		1,587,600 ERV @		0.00% (inc. in above Man. Costs)	-
Letting Legal Costs		1,587,600 ERV @		0.00% (ditto)	-
Investment Sale Agents Costs		35,320,815 GDV @		1.00%	(353,208)
Investment Sale Legal Costs		35,320,815 GDV @		0.50%	(176,604)
Marketing and Promotion		35,320,815 GDV @		0.50%	(176,604)
Interest (on Development Costs) -		6.25% APR		0.506% pcm	(1,312,405)
<b>Developers Profit -</b>					
Profit on Cost		14,598,160		15.00%	(2,189,724)
<b>TOTAL COSTS</b>					<b>(16,787,884)</b>

RESIDUAL LAND VALUE					
Residual Land Value (gross)					18,532,931
SDLT		18,532,931 @		5.0% (slabbed)	(916,147)
Acquisition Agent fees		18,532,931 @		1.0%	(185,329)
Acquisition Legal fees		18,532,931 @		0.5%	(92,665)
Interest on Land		18,532,931 @		6.3%	(1,158,308)
Residual Land Value					<b>16,180,482</b>
RLV analysis:		14,793,584 £ per ha		5,986,881 £ per acre	

THRESHOLD LAND VALUE					
Residential Density		160 dwellings per ha		175	
Site Area		1.09 ha		2.70 acres	
Density analysis:		3,765 sqm/ha		16,399 sqft/ac	
Threshold Land Value		1,161,370 £ per ha		470,000 £ per acre	<b>1,270,248</b>

BALANCE					
Surplus/(Deficit)		13,632,214 £ per ha		5,516,881 £ per acre	<b>14,910,234</b>

Scheme Ref: **AH - Commuted Sum**  
 No Units: **175** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: **Student**

SENSITIVITY ANALYSIS								
GDV								
Balance (RLV - BLV)	14,910,234	80%	90%	100%	110%	120%	130%	140%
	0	9,344,565	12,353,962	15,363,359	18,372,756	21,382,153	24,391,550	27,400,947
	20	9,247,925	12,257,322	15,266,719	18,276,116	21,285,512	24,294,909	27,304,306
	40	9,151,285	12,160,682	15,170,078	18,179,475	21,188,872	24,198,269	27,207,666
	60	9,054,644	12,064,041	15,073,438	18,082,835	21,092,232	24,101,628	27,111,025
	80	8,958,004	11,967,401	14,976,798	17,986,194	20,995,591	24,004,988	27,014,385
CIL Epsm	100	8,861,363	11,870,760	14,880,157	17,889,554	20,898,951	23,908,348	26,917,744
	120	8,764,723	11,774,120	14,783,517	17,792,914	20,802,310	23,811,707	26,821,104
	140	8,668,083	11,677,479	14,686,876	17,696,273	20,705,670	23,715,067	26,724,464
	160	8,571,442	11,580,839	14,590,236	17,599,633	20,609,030	23,618,426	26,627,823
	180	8,474,802	11,484,199	14,493,595	17,502,992	20,512,389	23,521,786	26,531,183
	200	8,378,161	11,387,558	14,396,955	17,406,352	20,415,749	23,425,146	26,434,542
	220	8,281,521	11,290,918	14,300,315	17,309,711	20,319,108	23,328,505	26,337,902
	240	8,184,880	11,194,277	14,203,674	17,213,071	20,222,468	23,231,865	26,241,262
	260	8,088,240	11,097,637	14,107,034	17,116,431	20,125,827	23,135,224	26,144,621
	280	7,991,600	11,000,996	14,010,393	17,019,790	20,029,187	23,038,584	26,047,981
	300	7,894,959	10,904,356	13,913,753	16,923,150	19,932,547	22,941,943	25,951,340
	320	7,798,319	10,807,716	13,817,112	16,826,509	19,835,906	22,845,303	25,854,700
	340	7,701,678	10,711,075	13,720,472	16,729,869	19,739,266	22,748,663	25,758,059
	360	7,605,038	10,614,435	13,623,832	16,633,228	19,642,625	22,652,022	25,661,419
	380	7,508,397	10,517,794	13,527,191	16,536,588	19,545,985	22,555,382	25,564,779
	400	7,411,757	10,421,154	13,430,551	16,439,948	19,449,344	22,458,741	25,468,138
	420	7,315,117	10,324,513	13,333,910	16,343,307	19,352,704	22,362,101	25,371,498
	440	7,218,476	10,227,873	13,237,270	16,246,667	19,256,064	22,265,460	25,274,857
	460	7,121,836	10,131,233	13,140,629	16,150,026	19,159,423	22,168,820	25,178,217
	480	7,025,195	10,034,592	13,043,989	16,053,386	19,062,783	22,072,180	25,081,576
	500	6,928,555	9,937,952	12,947,349	15,956,746	18,966,142	21,975,539	24,984,936
	520	6,831,915	9,841,311	12,850,708	15,860,105	18,869,502	21,878,899	24,888,296
	540	6,735,274	9,744,671	12,754,068	15,763,465	18,772,862	21,782,258	24,791,655
	560	6,638,634	9,648,031	12,657,427	15,666,824	18,676,221	21,685,618	24,695,015
	580	6,541,993	9,551,390	12,560,787	15,570,184	18,579,581	21,588,978	24,598,374
	600	6,445,353	9,454,750	12,464,147	15,473,543	18,482,940	21,492,337	24,501,734
Build rate								
Balance (RLV - BLV)	14,910,234	80%	90%	100%	110%	120%	130%	140%
	0	17,301,711	16,332,535	15,363,359	14,394,183	13,425,007	12,455,832	11,486,656
	20	17,205,071	16,235,895	15,266,719	14,297,543	13,328,367	12,359,191	11,390,015
	40	17,108,430	16,139,254	15,170,078	14,200,902	13,231,727	12,262,551	11,293,375
	60	17,011,790	16,042,614	15,073,438	14,104,262	13,135,086	12,165,910	11,196,734
	80	16,915,149	15,945,973	14,976,798	14,007,622	13,038,446	12,069,270	11,100,094
CIL Epsm	100	16,818,509	15,849,333	14,880,157	13,910,981	12,941,805	11,972,629	11,003,454
	120	16,721,868	15,752,693	14,783,517	13,814,341	12,845,165	11,875,989	10,906,813
	140	16,625,228	15,656,052	14,686,876	13,717,700	12,748,524	11,779,349	10,810,173
	160	16,528,588	15,559,412	14,590,236	13,621,060	12,651,884	11,682,708	10,713,532
	180	16,431,947	15,462,771	14,493,595	13,524,420	12,555,244	11,586,068	10,616,892
	200	16,335,307	15,366,131	14,396,955	13,427,779	12,458,603	11,489,427	10,520,251
	220	16,238,666	15,269,490	14,300,315	13,331,139	12,361,963	11,392,787	10,423,611
	240	16,142,026	15,172,850	14,203,674	13,234,498	12,265,322	11,296,146	10,326,971
	260	16,045,386	15,076,210	14,107,034	13,137,858	12,168,682	11,199,506	10,230,330
	280	15,948,745	14,979,569	14,010,393	13,041,217	12,072,042	11,102,866	10,133,690
	300	15,852,105	14,882,929	13,913,753	12,944,577	11,975,401	11,006,225	10,037,049
	320	15,755,464	14,786,288	13,817,112	12,847,937	11,878,761	10,909,585	9,940,409
	340	15,658,824	14,689,648	13,720,472	12,751,296	11,782,120	10,812,944	9,843,768
	360	15,562,183	14,593,008	13,623,832	12,654,656	11,685,480	10,716,304	9,747,128
	380	15,465,543	14,496,367	13,527,191	12,558,015	11,588,839	10,619,663	9,650,488
	400	15,368,903	14,399,727	13,430,551	12,461,375	11,492,199	10,523,023	9,553,847
	420	15,272,262	14,303,086	13,333,910	12,364,734	11,395,559	10,426,383	9,457,207
	440	15,175,622	14,206,446	13,237,270	12,268,094	11,298,918	10,329,742	9,360,566
	460	15,078,981	14,109,805	13,140,629	12,171,454	11,202,278	10,233,102	9,263,926
	480	14,982,341	14,013,165	13,043,989	12,074,813	11,105,637	10,136,461	9,167,285
	500	14,885,700	13,916,525	12,947,349	11,978,173	11,008,997	10,039,821	9,070,645
	520	14,789,060	13,819,884	12,850,708	11,881,532	10,912,356	9,943,181	8,974,005
	540	14,692,420	13,723,244	12,754,068	11,784,892	10,815,716	9,846,540	8,877,364
	560	14,595,779	13,626,603	12,657,427	11,688,251	10,719,076	9,749,900	8,780,724
	580	14,499,139	13,529,963	12,560,787	11,591,611	10,622,435	9,653,259	8,684,083
	600	14,402,498	13,433,322	12,464,147	11,494,971	10,525,795	9,556,619	8,587,443

**NOTES**

Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells

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

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

**ASSUMPTIONS - COMMERCIAL USES**

Units -	# units	Tenure Split	500	1.2 Bed		
Student 1 Bed - Market	325	65%	325	100%	325	
Student 2 Bed - Market	0			0%	0	
Student 1 Bed - AH	175	35%	175	100%	175	
Student 2 Bed - AH	0			0%	0	
	0	0%	0	100%	0	
	0			0%	0	
		35% % Rented			500	
<b>Unit Floor areas -</b>	<b>Net area per unit</b>	<b>NIA (sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>	<b>GIA (sqft)</b>	
	NIA (sqm)		%	GIA (sqm)		
Student 1 Bed - Market	20	215	85.0%	24	253	
Student 2 Bed - Market	0	0	85.0%	0	0	
Student 1 Bed - AH	20	215	85.0%	24	253	
Student 2 Bed - AH	0	0	85.0%	0	0	
	0	0	85.0%	0	0	
	0	0	85.0%	0	0	
<b>Total Floor areas -</b>	<b>NIA (sqm)</b>	<b>NIA (sqft)</b>		<b>GIA (sqm)</b>	<b>GIA (sqft)</b>	
Student 1 Bed - Market	6,500	69,965		7,647	82,312	
Student 2 Bed - Market	0	0		0	0	
Student 1 Bed - AH	3,500	37,674		4,118	44,322	
Student 2 Bed - AH	0	0		0	0	
	0	0		0	0	
	0	0		0	0	
	10,000	107,639		11,765	126,634	
<b>Commercial Values -</b>	<b>Rent* (£ pcm)</b>	<b>Unit Rent (£ pa)</b>	<b>Rent* (£psf)</b>	<b>Man. Cost %</b>	<b>T Incentive*</b>	<b>Cap Yield (%)</b>
Student 1 Bed - Market	1080	12,960		30%	0	4.25%
Student 2 Bed - Market		-		30%	0	4.25%
Student 1 Bed - AH	864	10,368		30%	0	4.25%
Student 2 Bed - AH	0	-		30%		4.25%
		-		30%	0	4.25%
	0	-		30%		4.25%
		-				
			* as applicable	*Total Incentive including Rent Free & Void allowance (months)		

**GROSS DEVELOPMENT VALUE**

Commercial GDV -	rental basis	Gross Rent EPA	less Man.	Net Rent EPA	@	capitalisation £		
Student 1 Bed - Market	unit	4,212,000	30%	2,948,400	4.25%	69,374,118		
Student 2 Bed - Market	unit	-	30%	-	4.25%	-		
Student 1 Bed - AH	unit	1,814,400	30%	1,270,080	4.25%	29,884,235		
Student 2 Bed - AH	unit	-	30%	-	4.25%	-		
	unit	-	30%	-	4.25%	-		
	unit	-	30%	-	4.25%	-		
				4,218,480				
<b>Commercial GDV -</b>				less RF/Void	Purchasers Costs %	PC £	£	
Student 1 Bed - Market				-	69,374,118	5.76%	(3,778,318)	65,595,800
Student 2 Bed - Market				-	0	5.76%	-	-
Student 1 Bed - AH				-	29,884,235	5.76%	(1,627,583)	28,256,652
Student 2 Bed - AH				-	0	5.76%	-	-
				-	0	5.76%	-	-
				-	0	5.76%	-	-
<b>Sub-total GDV Commercial</b>								<b>93,852,452</b>
<b>Total GDV</b>								<b>93,852,452</b>

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

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(170,000)
Statutory Planning Fees (Residential)					(84,959)
CIL		11,765 sqm (gross)		131.33 £ psm	(1,545,059)
CIL analysis:		1.65% % of GDV			
Site Specific S106 Contributions	500	6,000			(3,000,000)
S106 AH Commuted Sum		11,765 sqm (gross)		£ psm	-
AH Csum analysis:		0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		7.72 acres @		0 £ per acre (if brownfield)	-
Infrastructure costs					-
Student 1 Bed - Market		7,647 sqm @		1,861 psm	(14,231,176)
Student 2 Bed - Market		- sqm @		1,861 psm	-
Student 1 Bed - AH		4,118 sqm @		1,861 psm	(7,662,941)
Student 2 Bed - AH		- sqm @		1,861 psm	-
		- sqm @		1,861 psm	-
		- sqm @		1,861 psm	-
	11,765	- sqm @		1,861 psm	-
External works		21,894,118 @		5.0%	(1,094,706)
M4(2) Category 2 Housing	Aff units	175 units @	95% @	521 £ per dwelling	(86,616)
M4(3) Category 3 Housing	Aff units	175 units @	5% @	10,111 £ per dwelling	(88,471)
M4(2) Category 2 Housing	Mrkt units	325 units @	15% @	521 £ per dwelling	(25,399)
M4(3) Category 3 Housing	Mrkt units	325 units @	2% @	10,111 £ per dwelling	(65,722)
Water Efficiency additional cost		500 units @		10 £ per dwelling	(5,000)
Contingency		23,260,031 @		5.0%	(1,163,002)
Professional Fees		23,260,031 @		6.5%	(1,511,902)
<b>Disposal Costs -</b>					
Letting Agents Costs		4,218,480 ERV @		0.00% (inc. in above Man. Costs)	-
Letting Legal Costs		4,218,480 ERV @		0.00% (ditto)	-
Investment Sale Agents Costs		93,852,452 GDV @		1.00%	(938,525)
Investment Sale Legal Costs		93,852,452 GDV @		0.50%	(469,262)
Marketing and Promotion		93,852,452 GDV @		0.50%	(469,262)
Interest (on Development Costs) -		6.25% APR		0.506% pcm	(2,182,685)
<b>Developers Profit -</b>					
Profit on Cost		34,794,687		15.00%	(5,219,203)
<b>TOTAL COSTS</b>					<b>(40,013,890)</b>

RESIDUAL LAND VALUE			
Residual Land Value (gross)			53,838,561
SDLT	53,838,561 @	5.0% (slabbed)	(2,681,428)
Acquisition Agent fees	53,838,561 @	1.0%	(538,386)
Acquisition Legal fees	53,838,561 @	0.5%	(269,193)
Interest on Land	53,838,561 @	6.3%	(3,364,910)
Residual Land Value			<b>46,984,645</b>
RLV analysis:	15,035,086 £ per ha	6,084,616 £ per acre	

THRESHOLD LAND VALUE			
Residential Density	160 dwellings per ha	500	
Site Area	3.13 ha	7.72 acres	
Density analysis:	3,765 sqm/ha	16,399 sqft/ac	
Threshold Land Value	1,161,370 £ per ha	470,000 £ per acre	<b>3,629,281</b>

BALANCE			
Surplus/(Deficit)	13,873,716 £ per ha	5,614,616 £ per acre	<b>43,355,364</b>

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

SENSITIVITY ANALYSIS								
		GDV						
Balance (RLV - BLV)	43,355,364	80%	90%	100%	110%	120%	130%	140%
	0	31,378,520	39,376,127	47,373,734	55,371,341	63,368,948	71,366,555	79,364,162
	20	31,098,187	39,095,795	47,093,402	55,091,009	63,088,616	71,086,223	79,083,830
	40	30,817,855	38,815,462	46,813,069	54,810,677	62,808,284	70,805,891	78,803,498
	60	30,537,523	38,535,130	46,532,737	54,530,344	62,527,951	70,525,559	78,523,166
	80	30,257,191	38,254,798	46,252,405	54,250,012	62,247,619	70,245,226	78,242,834
CIL Epsm	100	29,976,859	37,974,466	45,972,073	53,969,680	61,967,287	69,964,894	77,962,501
131.33	120	29,696,526	37,694,133	45,691,741	53,689,348	61,686,955	69,684,562	77,682,169
	140	29,416,194	37,413,801	45,411,408	53,409,016	61,406,623	69,404,230	77,401,837
	160	29,135,862	37,133,469	45,131,076	53,128,683	61,126,290	69,123,898	77,121,505
	180	28,855,530	36,853,137	44,850,744	52,848,351	60,845,958	68,843,565	76,841,172
	200	28,575,197	36,572,805	44,570,412	52,568,019	60,565,626	68,563,233	76,560,840
	220	28,294,865	36,292,472	44,290,080	52,287,687	60,285,294	68,282,901	76,280,508
	240	28,014,533	36,012,140	44,009,747	52,007,354	60,004,962	68,002,569	76,000,176
	260	27,734,201	35,731,808	43,729,415	51,727,022	59,724,629	67,722,236	75,719,844
	280	27,453,869	35,451,476	43,449,083	51,446,690	59,444,297	67,441,904	75,439,511
	300	27,173,536	35,171,144	43,168,751	51,166,358	59,163,965	67,161,572	75,159,179
	320	26,893,204	34,890,811	42,888,418	50,886,026	58,883,633	66,881,240	74,878,847
	340	26,612,872	34,610,479	42,608,086	50,605,693	58,603,301	66,600,908	74,598,515
	360	26,332,540	34,330,147	42,327,754	50,325,361	58,322,968	66,320,575	74,318,183
	380	26,052,208	34,049,815	42,047,422	50,045,029	58,042,636	66,040,243	74,037,850
	400	25,771,875	33,769,482	41,767,090	49,764,697	57,762,304	65,759,911	73,757,518
	420	25,491,543	33,489,150	41,486,757	49,484,365	57,481,972	65,479,579	73,477,186
	440	25,211,211	33,208,818	41,206,425	49,204,032	57,201,639	65,199,247	73,196,854
	460	24,930,879	32,928,486	40,926,093	48,923,700	56,921,307	64,918,914	72,916,521
	480	24,650,547	32,648,154	40,645,761	48,643,368	56,640,975	64,638,582	72,636,189
	500	24,370,214	32,367,821	40,365,429	48,363,036	56,360,643	64,358,250	72,355,857
	520	24,089,882	32,087,489	40,085,096	48,082,703	56,080,311	64,077,918	72,075,525
	540	23,809,550	31,807,157	39,804,764	47,802,371	55,799,978	63,797,586	71,795,193
	560	23,529,218	31,526,825	39,524,432	47,522,039	55,519,646	63,517,253	71,514,860
	580	23,248,885	31,246,493	39,244,100	47,241,707	55,239,314	63,236,921	71,234,528
	600	22,968,553	30,966,160	38,963,767	46,961,375	54,958,982	62,956,589	70,954,196

  

SENSITIVITY ANALYSIS								
		Build rate						
Balance (RLV - BLV)	43,355,364	80%	90%	100%	110%	120%	130%	140%
	0	52,765,197	50,069,466	47,373,734	44,678,002	41,982,270	39,286,539	36,590,807
	20	52,484,865	49,789,133	47,093,402	44,397,670	41,701,938	39,006,206	36,310,475
	40	52,204,533	49,508,801	46,813,069	44,117,338	41,421,606	38,725,874	36,030,142
	60	51,924,201	49,228,469	46,532,737	43,837,005	41,141,274	38,445,542	35,749,810
	80	51,643,869	48,948,137	46,252,405	43,556,673	40,860,941	38,165,210	35,469,478
CIL Epsm	100	51,363,536	48,667,805	45,972,073	43,276,341	40,580,609	37,884,877	35,189,146
131.33	120	51,083,204	48,387,472	45,691,741	42,996,009	40,300,277	37,604,545	34,908,813
	140	50,802,872	48,107,140	45,411,408	42,715,677	40,019,945	37,324,213	34,628,481
	160	50,522,540	47,826,808	45,131,076	42,435,344	39,739,613	37,043,881	34,348,149
	180	50,242,208	47,546,476	44,850,744	42,155,012	39,459,280	36,763,549	34,067,817
	200	49,961,875	47,266,144	44,570,412	41,874,680	39,178,948	36,483,216	33,787,485
	220	49,681,543	46,985,811	44,290,080	41,594,348	38,898,616	36,202,884	33,507,152
	240	49,401,211	46,705,479	44,009,747	41,314,016	38,618,284	35,922,552	33,226,820
	260	49,120,879	46,425,147	43,729,415	41,033,683	38,337,952	35,642,220	32,946,488
	280	48,840,546	46,144,815	43,449,083	40,753,351	38,057,619	35,361,888	32,666,156
	300	48,560,214	45,864,482	43,168,751	40,473,019	37,777,287	35,081,555	32,385,824
	320	48,279,882	45,584,150	42,888,418	40,192,687	37,496,955	34,801,223	32,105,491
	340	47,999,550	45,303,818	42,608,086	39,912,354	37,216,623	34,520,891	31,825,159
	360	47,719,218	45,023,486	42,327,754	39,632,022	36,936,290	34,240,559	31,544,827
	380	47,438,885	44,743,154	42,047,422	39,351,690	36,655,958	33,960,226	31,264,495
	400	47,158,553	44,462,821	41,767,090	39,071,358	36,375,626	33,679,894	30,984,162
	420	46,878,221	44,182,489	41,486,757	38,791,026	36,095,294	33,399,562	30,703,830
	440	46,597,889	43,902,157	41,206,425	38,510,693	35,814,962	33,119,230	30,423,498
	460	46,317,557	43,621,825	40,926,093	38,230,361	35,534,629	32,838,898	30,143,166
	480	46,037,224	43,341,493	40,645,761	37,950,029	35,254,297	32,558,565	29,862,834
	500	45,756,892	43,061,160	40,365,429	37,669,697	34,973,965	32,278,233	29,582,501
	520	45,476,560	42,780,828	40,085,096	37,389,365	34,693,633	31,997,901	29,302,169
	540	45,196,228	42,500,496	39,804,764	37,109,032	34,413,301	31,717,569	29,021,837
	560	44,915,895	42,220,164	39,524,432	36,828,700	34,132,968	31,437,237	28,741,505
	580	44,635,563	41,939,831	39,244,100	36,548,368	33,852,636	31,156,904	28,461,173
	600	44,355,231	41,659,499	38,963,767	36,268,036	33,572,304	30,876,572	28,180,840

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

**Scheme Ref:** AI - Commuted Sum  
**No Units:** 500 **Location / Value Zone:** Higher **Development Scenario:** Greenfield  
**Notes:** Student

**ASSUMPTIONS - COMMERCIAL USES**

Units -	# units	Tenure Split		500	1:2 Bed			
Student 1 Bed - Market	500	100%	500	100%	500			
Student 2 Bed - Market	0			0%	0			
Student 1 Bed - AH	0	0%	0	100%	0			
Student 2 Bed - AH	0			0%	0			
	0	0%	0	100%	0			
	0			0%	0			
		0% % Rented				500		
Unit Floor areas -	Net area per unit		Net to Gross %		Gross (GIA) per unit			
	NIA (sqm)	NIA (sqft)	%		GIA (sqm)	GIA (sqft)		
Student 1 Bed - Market	20	215	85.0%		24	253		
Student 2 Bed - Market	0	0	85.0%		0	0		
Student 1 Bed - AH	20	215	85.0%		24	253		
Student 2 Bed - AH	0	0	85.0%		0	0		
	0	0	85.0%		0	0		
	0	0	85.0%		0	0		
Total Floor areas -	NIA (sqm)		NIA (sqft)		GIA (sqm)		GIA (sqft)	
Student 1 Bed - Market	10,000		107,639		11,765		126,634	
Student 2 Bed - Market	0		0		0		0	
Student 1 Bed - AH	0		0		0		0	
Student 2 Bed - AH	0		0		0		0	
	0		0		0		0	
	0		0		0		0	
	0		0		0		0	
	0		0		0		0	
<hr/>								
	10,000	107,639			11,765	126,634		
Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)		
Student 1 Bed - Market	1080	12,960		30%	0	4.25%		
Student 2 Bed - Market		-		30%	0	4.25%		
Student 1 Bed - AH	864	10,368		30%	0	4.25%		
Student 2 Bed - AH	0	-		30%	0	4.25%		
		-		30%	0	4.25%		
	0	-		30%	0	4.25%		
			* as applicable				*Total Incentive including Rent Free & Void allowance (months)	

**GROSS DEVELOPMENT VALUE**

Commercial GDV -	rental basis	Gross Rent EPA	less Man.	Net Rent EPA	@	capitalisation £	
Student 1 Bed - Market	unit	6,480,000	30%	4,536,000	4.25%	106,729,412	
Student 2 Bed - Market	unit	-	30%	-	4.25%	-	
Student 1 Bed - AH	unit	-	30%	-	4.25%	-	
Student 2 Bed - AH	unit	-	30%	-	4.25%	-	
	unit	-	30%	-	4.25%	-	
	unit	-	30%	-	4.25%	-	
				4,536,000			
Commercial GDV -			less RF/Void	Purchasers Costs %	PC £	£	
Student 1 Bed - Market			-	106,729,412	5.76%	(5,812,797)	100,916,615
Student 2 Bed - Market			-	0	5.76%	-	-
Student 1 Bed - AH			-	0	5.76%	-	-
Student 2 Bed - AH			-	0	5.76%	-	-
			-	0	5.76%	-	-
			-	0	5.76%	-	-
<b>Sub-total GDV Commercial</b>							<b>100,916,615</b>
<hr/>							
<b>Total GDV</b>							<b>100,916,615</b>



Scheme Ref: **AI - Commuted Sum**  
 No Units: **500** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: **Student**

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(170,000)
Statutory Planning Fees (Residential)					(84,959)
CIL		11,765 sqm (gross)		131.33 £ psm	(1,545,059)
CIL analysis:		1.53% % of GDV			
Site Specific S106 Contributions	500	6,000			(3,000,000)
S106 AH Commuted Sum		11,765 sqm (gross)		440.01 £ psm	(5,176,616)
AH Csum analysis:		5.13% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		7.72 acres @		0 £ per acre (if brownfield)	-
Infrastructure costs					-
Student 1 Bed - Market		11,765 sqm @		1,861 psm	(21,894,118)
Student 2 Bed - Market		- sqm @		1,861 psm	-
Student 1 Bed - AH		- sqm @		1,861 psm	-
Student 2 Bed - AH		- sqm @		1,861 psm	-
		- sqm @		1,861 psm	-
		- sqm @		1,861 psm	-
	11,765	- sqm @		1,861 psm	-
External works		21,894,118 @		5.0%	(1,094,706)
M4(2) Category 2 Housing	Aff units	- units @	95% @	521 £ per dwelling	-
M4(3) Category 3 Housing	Aff units	- units @	5% @	10,111 £ per dwelling	-
M4(2) Category 2 Housing	Mrkt units	500 units @	15% @	521 £ per dwelling	(39,075)
M4(3) Category 3 Housing	Mrkt units	500 units @	2% @	10,111 £ per dwelling	(101,110)
Water Efficiency additional cost		500 units @		10 £ per dwelling	(5,000)
Contingency		23,134,009 @		5.0%	(1,156,700)
Professional Fees		23,134,009 @		6.5%	(1,503,711)
<b>Disposal Costs -</b>					
Letting Agents Costs		4,536,000 ERV @		0.00% (inc. in above Man. Costs)	-
Letting Legal Costs		4,536,000 ERV @		0.00% (ditto)	-
Investment Sale Agents Costs		100,916,615 GDV @		1.00%	(1,009,166)
Investment Sale Legal Costs		100,916,615 GDV @		0.50%	(504,583)
Marketing and Promotion		100,916,615 GDV @		0.50%	(504,583)
Interest (on Development Costs) -		6.25% APR		0.506% pcm	(3,148,052)
<b>Developers Profit -</b>					
Profit on Cost		40,937,438		15.00%	(6,140,616)
<b>TOTAL COSTS</b>					<b>(47,078,054)</b>

RESIDUAL LAND VALUE					
Residual Land Value (gross)					53,838,561
SDLT		53,838,561 @		5.0% (slabbed)	(2,681,428)
Acquisition Agent fees		53,838,561 @		1.0%	(538,386)
Acquisition Legal fees		53,838,561 @		0.5%	(269,193)
Interest on Land		53,838,561 @		6.3%	(3,364,910)
Residual Land Value					<b>46,984,645</b>
RLV analysis:		15,035,086 £ per ha		6,084,616 £ per acre	

THRESHOLD LAND VALUE					
Residential Density		160 dwellings per ha		500	
Site Area		3.13 ha		7.72 acres	
Density analysis:		3,765 sqm/ha		16,399 sqft/ac	
Threshold Land Value		1,161,370 £ per ha		470,000 £ per acre	<b>3,629,281</b>

BALANCE					
Surplus/(Deficit)		13,873,716 £ per ha		5,614,616 £ per acre	<b>43,355,363</b>

Scheme Ref: **AI - Commuted Sum**  
 No Units: **500** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: **Student**

		SENSITIVITY ANALYSIS						
		GDV						
Balance (RLV - BLV)	43,355,363	80%	90%	100%	110%	120%	130%	140%
	0	30,174,579	38,774,156	47,373,734	55,973,311	64,572,889	73,172,466	81,772,044
	20	29,894,246	38,493,824	47,093,401	55,692,979	64,292,557	72,892,134	81,491,712
	40	29,613,914	38,213,492	46,813,069	55,412,647	64,012,224	72,611,802	81,211,379
	60	29,333,582	37,933,159	46,532,737	55,132,315	63,731,892	72,331,470	80,931,047
	80	29,053,250	37,652,827	46,252,405	54,851,982	63,451,560	72,051,137	80,650,715
CIL Epsm	100	28,772,917	37,372,495	45,972,073	54,571,650	63,171,228	71,770,805	80,370,383
131.33	120	28,492,585	37,092,163	45,691,740	54,291,318	62,890,895	71,490,473	80,090,051
	140	28,212,253	36,811,831	45,411,408	54,010,986	62,610,563	71,210,141	79,809,718
	160	27,931,921	36,531,498	45,131,076	53,730,653	62,330,231	70,929,809	79,529,386
	180	27,651,589	36,251,166	44,850,744	53,450,321	62,049,899	70,649,476	79,249,054
	200	27,371,256	35,970,834	44,570,412	53,169,989	61,769,567	70,369,144	78,968,722
	220	27,090,924	35,690,502	44,290,079	52,889,657	61,489,234	70,088,812	78,688,390
	240	26,810,592	35,410,170	44,009,747	52,609,325	61,208,902	69,808,480	78,408,057
	260	26,530,260	35,129,837	43,729,415	52,328,992	60,928,570	69,528,148	78,127,725
	280	26,249,928	34,849,505	43,449,083	52,048,660	60,648,238	69,247,815	77,847,393
	300	25,969,595	34,569,173	43,168,750	51,768,328	60,367,906	68,967,483	77,567,061
	320	25,689,263	34,288,841	42,888,418	51,487,996	60,087,573	68,687,151	77,286,728
	340	25,408,931	34,008,508	42,608,086	51,207,664	59,807,241	68,406,819	77,006,396
	360	25,128,599	33,728,176	42,327,754	50,927,331	59,526,909	68,126,486	76,726,064
	380	24,848,266	33,447,844	42,047,422	50,646,999	59,246,577	67,846,154	76,445,732
	400	24,567,934	33,167,512	41,767,089	50,366,667	58,966,244	67,565,822	76,165,400
	420	24,287,602	32,887,180	41,486,757	50,086,335	58,685,912	67,285,490	75,885,067
	440	24,007,270	32,606,847	41,206,425	49,806,003	58,405,580	67,005,158	75,604,735
	460	23,726,938	32,326,515	40,926,093	49,525,670	58,125,248	66,724,826	75,324,403
	480	23,446,605	32,046,183	40,645,761	49,245,338	57,844,916	66,444,493	75,044,071
	500	23,166,273	31,765,851	40,365,428	48,965,006	57,564,583	66,164,161	74,763,739
	520	22,885,941	31,485,519	40,085,096	48,684,674	57,284,251	65,883,829	74,483,406
	540	22,605,609	31,205,186	39,804,764	48,404,341	57,003,919	65,603,497	74,203,074
	560	22,325,277	30,924,854	39,524,432	48,124,009	56,723,587	65,323,164	73,922,742
	580	22,044,944	30,644,522	39,244,099	47,843,677	56,443,255	65,042,832	73,642,410
	600	21,764,612	30,364,190	38,963,767	47,563,345	56,162,922	64,762,500	73,362,077

  

		SENSITIVITY ANALYSIS						
		Build rate						
Balance (RLV - BLV)	43,355,363	80%	90%	100%	110%	120%	130%	140%
	0	52,765,197	50,069,465	47,373,734	44,678,002	41,982,270	39,286,538	36,590,806
	20	52,484,865	49,789,133	47,093,401	44,397,670	41,701,938	39,006,206	36,310,474
	40	52,204,533	49,508,801	46,813,069	44,117,337	41,421,606	38,725,874	36,030,142
	60	51,924,201	49,228,469	46,532,737	43,837,005	41,141,273	38,445,542	35,749,810
	80	51,643,868	48,948,137	46,252,405	43,556,673	40,860,941	38,165,209	35,469,478
CIL Epsm	100	51,363,536	48,667,804	45,972,073	43,276,341	40,580,609	37,884,877	35,189,145
131.33	120	51,083,204	48,387,472	45,691,740	42,996,009	40,300,277	37,604,545	34,908,813
	140	50,802,872	48,107,140	45,411,408	42,715,676	40,019,945	37,324,213	34,628,481
	160	50,522,540	47,826,808	45,131,076	42,435,344	39,739,612	37,043,881	34,348,149
	180	50,242,207	47,546,476	44,850,744	42,155,012	39,459,280	36,763,548	34,067,817
	200	49,961,875	47,266,143	44,570,412	41,874,680	39,178,948	36,483,216	33,787,484
	220	49,681,543	46,985,811	44,290,079	41,594,348	38,898,616	36,202,884	33,507,152
	240	49,401,211	46,705,479	44,009,747	41,314,015	38,618,284	35,922,552	33,226,820
	260	49,120,878	46,425,147	43,729,415	41,033,683	38,337,951	35,642,220	32,946,488
	280	48,840,546	46,144,814	43,449,083	40,753,351	38,057,619	35,361,887	32,666,156
	300	48,560,214	45,864,482	43,168,750	40,473,019	37,777,287	35,081,555	32,385,823
	320	48,279,882	45,584,150	42,888,418	40,192,686	37,496,955	34,801,223	32,105,491
	340	47,999,550	45,303,818	42,608,086	39,912,354	37,216,622	34,520,891	31,825,159
	360	47,719,217	45,023,486	42,327,754	39,632,022	36,936,290	34,240,558	31,544,827
	380	47,438,885	44,743,153	42,047,422	39,351,690	36,655,958	33,960,226	31,264,494
	400	47,158,553	44,462,821	41,767,089	39,071,358	36,375,626	33,679,894	30,984,162
	420	46,878,221	44,182,489	41,486,757	38,791,025	36,095,294	33,399,562	30,703,830
	440	46,597,889	43,902,157	41,206,425	38,510,693	35,814,961	33,119,230	30,423,498
	460	46,317,556	43,621,825	40,926,093	38,230,361	35,534,629	32,838,897	30,143,166
	480	46,037,224	43,341,492	40,645,761	37,950,029	35,254,297	32,558,565	29,862,833
	500	45,756,892	43,061,160	40,365,428	37,669,697	34,973,965	32,278,233	29,582,501
	520	45,476,560	42,780,828	40,085,096	37,389,364	34,693,633	31,997,901	29,302,169
	540	45,196,227	42,500,496	39,804,764	37,109,032	34,413,300	31,717,569	29,021,837
	560	44,915,895	42,220,163	39,524,432	36,828,700	34,132,968	31,437,236	28,741,505
	580	44,635,563	41,939,831	39,244,099	36,548,368	33,852,636	31,156,904	28,461,172
	600	44,355,231	41,659,499	38,963,767	36,268,035	33,572,304	30,876,572	28,180,840

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: **AJ**  
 No Units: **175**      Location / Value Zone: **Higher**      Development Scenario: **Brownfield**  
 Notes: **Student**

ASSUMPTIONS - COMMERCIAL USES						
Units -		# units	Tenure Split	175	1.2 Bed	
Student 1 Bed - Market		114	65%	113.75	100%	114
Student 2 Bed - Market		0			0%	0
Student 1 Bed - AH		61	35%	61.25	100%	61
Student 2 Bed - AH		0			0%	0
		0	0%	0	100%	0
		0			0%	0
			35% % Rented			175
Unit Floor areas -		Net area per unit	NIA (sqft)		Net to Gross %	Gross (GIA) per unit
		NIA (sqm)	NIA (sqft)		%	GIA (sqm)      GIA (sqft)
Student 1 Bed - Market		20	215		85.0%	24      253
Student 2 Bed - Market		0	0		85.0%	0      0
Student 1 Bed - AH		20	215		85.0%	24      253
Student 2 Bed - AH		0	0		85.0%	0      0
		0	0		85.0%	0      0
		0	0		85.0%	0      0
Total Floor areas -		NIA (sqm)	NIA (sqft)			GIA (sqm)      GIA (sqft)
Student 1 Bed - Market		2,275	24,488			2,676      28,809
Student 2 Bed - Market		0	0			0      0
Student 1 Bed - AH		1,225	13,186			1,441      15,513
Student 2 Bed - AH		0	0			0      0
		0	0			0      0
		0	0			0      0
		<hr/>	<hr/>			<hr/>
		3,500	37,674			4,118      44,322
Commercial Values -		Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*      Cap Yield (%)
Student 1 Bed - Market		1080	12,960		30%	0      4.25%
Student 2 Bed - Market		-	-		30%	0      4.25%
Student 1 Bed - AH		864	10,368		30%	0      4.25%
Student 2 Bed - AH		0	-		30%	0      4.25%
		-	-		30%	0      4.25%
		0	-		30%	0      4.25%
				* as applicable		*Total Incentive including Rent Free & Void allowance (months)

GROSS DEVELOPMENT VALUE							
Commercial GDV -		rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Student 1 Bed - Market	unit		1,474,200	30%	1,031,940	4.25%	24,280,941
Student 2 Bed - Market	unit		-	30%	-	4.25%	-
Student 1 Bed - AH	unit		635,040	30%	444,528	4.25%	10,459,482
Student 2 Bed - AH	unit		-	30%	-	4.25%	-
	unit		-	30%	-	4.25%	-
	unit		-	30%	-	4.25%	-
					1,476,468		
Commercial GDV -				less RF/Void		Purchasers Costs %	PC £
Student 1 Bed - Market				-	24,280,941	5.76%	(1,322,411)
Student 2 Bed - Market				-	0	5.76%	-
Student 1 Bed - AH				-	10,459,482	5.76%	(569,654)
Student 2 Bed - AH				-	0	5.76%	-
				-	0	5.76%	-
				-	0	5.76%	-
<b>Sub-total GDV Commercial</b>							<b>32,848,358</b>
<b>Total GDV</b>							<b>32,848,358</b>

Scheme Ref: **AJ**  
 No Units: **175** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: **Student**

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(80,000)
Statutory Planning Fees (Residential)					(40,109)
CIL		4,118 sqm (gross)		93.02 £ psm	(383,024)
	CIL analysis:	1.17% % of GDV			
Site Specific S106 Contributions	175	6,000			(1,050,000)
S106 AH Commuted Sum		4,118 sqm (gross)		£ psm	-
	AH Csum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition					(135,133)
Infrastructure costs					-
Student 1 Bed - Market		2,676 sqm @		1,861 psm	(4,980,912)
Student 2 Bed - Market		- sqm @		1,861 psm	-
Student 1 Bed - AH		1,441 sqm @		1,861 psm	(2,682,029)
Student 2 Bed - AH		- sqm @		1,861 psm	-
		- sqm @		1,861 psm	-
		- sqm @		1,861 psm	-
	4,118	- sqm @		1,861 psm	-
External works		7,662,941 @		5.0%	(383,147)
M4(2) Category 2 Housing	Aff units	61 units @	95% @	521 £ per dwelling	(30,316)
M4(3) Category 3 Housing	Aff units	61 units @	5% @	10,111 £ per dwelling	(30,965)
M4(2) Category 2 Housing	Mrkt units	114 units @	15% @	521 £ per dwelling	(8,890)
M4(3) Category 3 Housing	Mrkt units	114 units @	2% @	10,111 £ per dwelling	(23,003)
Water Efficiency additional cost		175 units @		10 £ per dwelling	(1,750)
Contingency		8,276,144 @		5.0%	(413,807)
Professional Fees		8,276,144 @		6.5%	(537,949)
<b>Disposal Costs -</b>					
Letting Agents Costs					-
Letting Legal Costs					-
Investment Sale Agents Costs					(328,484)
Investment Sale Legal Costs					(164,242)
Marketing and Promotion					(164,242)
<b>Interest (on Development Costs) -</b>					
					(999,686)
<b>Developers Profit -</b>					
Profit on Cost					(1,865,653)
<b>TOTAL COSTS</b>					<b>(14,303,338)</b>

RESIDUAL LAND VALUE					
Residual Land Value (gross)					18,545,020
SDLT		18,545,020 @		5.0% (slabbed)	(916,751)
Acquisition Agent fees		18,545,020 @		1.0%	(185,450)
Acquisition Legal fees		18,545,020 @		0.5%	(92,725)
Interest on Land		18,545,020 @		6.3%	(1,159,064)
Residual Land Value					<b>16,191,030</b>
	RLV analysis:	14,803,227 £ per ha		5,990,784 £ per acre	

THRESHOLD LAND VALUE					
Residential Density					160 dwellings per ha
Site Area		1.09 ha		2.70 acres	
	Density analysis:	3,765 sqm/ha		16,399 sqft/ac	
Threshold Land Value					2,270,231
		2,075,640 £ per ha		840,000 £ per acre	

BALANCE					
Surplus/(Deficit)					13,920,798
		12,727,587 £ per ha		5,150,784 £ per acre	

Scheme Ref: **AJ**  
 No Units: **175** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: **Student**

SENSITIVITY ANALYSIS								
		GDV						
Balance (RLV - BLV)	13,920,798	80%	90%	100%	110%	120%	130%	140%
	0	8,423,538	11,222,277	14,021,016	16,819,755	19,618,494	22,417,233	25,215,972
	20	8,326,898	11,125,637	13,924,376	16,723,115	19,521,854	22,320,593	25,119,332
	40	8,230,257	11,028,996	13,827,735	16,626,474	19,425,213	22,223,952	25,022,692
	60	8,133,617	10,932,356	13,731,095	16,529,834	19,328,573	22,127,312	24,926,051
	80	8,036,976	10,835,715	13,634,454	16,433,193	19,231,933	22,030,672	24,829,411
CIL Epsm	100	7,940,336	10,739,075	13,537,814	16,336,553	19,135,292	21,934,031	24,732,770
93.02	120	7,843,695	10,642,434	13,441,174	16,239,913	19,038,652	21,837,391	24,636,130
	140	7,747,055	10,545,794	13,344,533	16,143,272	18,942,011	21,740,750	24,539,489
	160	7,650,415	10,449,154	13,247,893	16,046,632	18,845,371	21,644,110	24,442,849
	180	7,553,774	10,352,513	13,151,252	15,949,991	18,748,730	21,547,469	24,346,209
	200	7,457,134	10,255,873	13,054,612	15,853,351	18,652,090	21,450,829	24,249,568
	220	7,360,493	10,159,232	12,957,971	15,756,711	18,555,450	21,354,189	24,152,928
	240	7,263,853	10,062,592	12,861,331	15,660,070	18,458,809	21,257,548	24,056,287
	260	7,167,212	9,965,952	12,764,691	15,563,430	18,362,169	21,160,908	23,959,647
	280	7,070,572	9,869,311	12,668,050	15,466,789	18,265,528	21,064,267	23,863,006
	300	6,973,932	9,772,671	12,571,410	15,370,149	18,168,888	20,967,627	23,766,366
	320	6,877,291	9,676,030	12,474,769	15,273,508	18,072,247	20,870,987	23,669,726
	340	6,780,651	9,579,390	12,378,129	15,176,868	17,975,607	20,774,346	23,573,085
	360	6,684,010	9,482,749	12,281,488	15,080,228	17,878,967	20,677,706	23,476,445
	380	6,587,370	9,386,109	12,184,848	14,983,587	17,782,326	20,581,065	23,379,804
	400	6,490,729	9,289,469	12,088,208	14,886,947	17,685,686	20,484,425	23,283,164
	420	6,394,089	9,192,828	11,991,567	14,790,306	17,589,045	20,387,784	23,186,523
	440	6,297,449	9,096,188	11,894,927	14,693,666	17,492,405	20,291,144	23,089,883
	460	6,200,808	8,999,547	11,798,286	14,597,025	17,395,765	20,194,504	22,993,243
	480	6,104,168	8,902,907	11,701,646	14,500,385	17,299,124	20,097,863	22,896,602
	500	6,007,527	8,806,266	11,605,006	14,403,745	17,202,484	20,001,223	22,799,962
	520	5,910,887	8,709,626	11,508,365	14,307,104	17,105,843	19,904,582	22,703,321
	540	5,814,247	8,612,986	11,411,725	14,210,464	17,009,203	19,807,942	22,606,681
	560	5,717,606	8,516,345	11,315,084	14,113,823	16,912,562	19,711,301	22,510,041
	580	5,620,966	8,419,705	11,218,444	14,017,183	16,815,922	19,614,661	22,413,400
	600	5,524,325	8,323,064	11,121,803	13,920,542	16,719,282	19,518,021	22,316,760

  

		Build rate						
Balance (RLV - BLV)	13,920,798	80%	90%	100%	110%	120%	130%	140%
	0	15,959,368	14,990,192	14,021,016	13,051,840	12,082,664	11,113,488	10,144,312
	20	15,862,727	14,893,552	13,924,376	12,955,200	11,986,024	11,016,848	10,047,672
	40	15,766,087	14,796,911	13,827,735	12,858,559	11,889,383	10,920,208	9,951,032
	60	15,669,447	14,700,271	13,731,095	12,761,919	11,792,743	10,823,567	9,854,391
	80	15,572,806	14,603,630	13,634,454	12,665,278	11,696,103	10,726,927	9,757,751
CIL Epsm	100	15,476,166	14,506,990	13,537,814	12,568,638	11,599,462	10,630,286	9,661,110
93.02	120	15,379,525	14,410,349	13,441,174	12,471,998	11,502,822	10,533,646	9,564,470
	140	15,282,885	14,313,709	13,344,533	12,375,357	11,406,181	10,437,005	9,467,830
	160	15,186,244	14,217,069	13,247,893	12,278,717	11,309,541	10,340,365	9,371,189
	180	15,089,604	14,120,428	13,151,252	12,182,076	11,212,900	10,243,725	9,274,549
	200	14,992,964	14,023,788	13,054,612	12,085,436	11,116,260	10,147,084	9,177,908
	220	14,896,323	13,927,147	12,957,971	11,988,796	11,019,620	10,050,444	9,081,268
	240	14,799,683	13,830,507	12,861,331	11,892,155	10,922,979	9,953,803	8,984,627
	260	14,703,042	13,733,866	12,764,691	11,795,515	10,826,339	9,857,163	8,887,987
	280	14,606,402	13,637,226	12,668,050	11,698,874	10,729,698	9,760,522	8,791,347
	300	14,509,762	13,540,586	12,571,410	11,602,234	10,633,058	9,663,882	8,694,706
	320	14,413,121	13,443,945	12,474,769	11,505,593	10,536,418	9,567,242	8,598,066
	340	14,316,481	13,347,305	12,378,129	11,408,953	10,439,777	9,470,601	8,501,425
	360	14,219,840	13,250,664	12,281,488	11,312,313	10,343,137	9,373,961	8,404,785
	380	14,123,200	13,154,024	12,184,848	11,215,672	10,246,496	9,277,320	8,308,144
	400	14,026,559	13,057,384	12,088,208	11,119,032	10,149,856	9,180,680	8,211,504
	420	13,929,919	12,960,743	11,991,567	11,022,391	10,053,215	9,084,040	8,114,864
	440	13,833,279	12,864,103	11,894,927	10,925,751	9,956,575	8,987,399	8,018,223
	460	13,736,638	12,767,462	11,798,286	10,829,110	9,859,935	8,890,759	7,921,583
	480	13,639,998	12,670,822	11,701,646	10,732,470	9,763,294	8,794,118	7,824,942
	500	13,543,357	12,574,181	11,605,006	10,635,830	9,666,654	8,697,478	7,728,302
	520	13,446,717	12,477,541	11,508,365	10,539,189	9,570,013	8,600,837	7,631,662
	540	13,350,076	12,380,901	11,411,725	10,442,549	9,473,373	8,504,197	7,535,021
	560	13,253,436	12,284,260	11,315,084	10,345,908	9,376,732	8,407,557	7,438,381
	580	13,156,796	12,187,620	11,218,444	10,249,268	9,280,092	8,310,916	7,341,740
	600	13,060,155	12,090,979	11,121,803	10,152,628	9,183,452	8,214,276	7,245,100

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: **AJ - Commuted Sum**  
 No Units: **175** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: **Student**

ASSUMPTIONS - COMMERCIAL USES						
<b>Units -</b>						
	# units	Tenure Split		175	1.2 Bed	
Student 1 Bed - Market	175	100%	175	100%		175
Student 2 Bed - Market	0			0%		0
Student 1 Bed - AH	0	0%	0	100%		0
Student 2 Bed - AH	0			0%		0
	0	0%	0	100%		0
	0			0%		0
		0% % Rented				175
<b>Unit Floor areas -</b>						
	Net area per unit		Net to Gross %		Gross (GIA) per unit	
	NIA (sqm)	NIA (sqft)	%		GIA (sqm)	GIA (sqft)
Student 1 Bed - Market	20	215	85.0%		24	253
Student 2 Bed - Market	0	0	85.0%		0	0
Student 1 Bed - AH	20	215	85.0%		24	253
Student 2 Bed - AH	0	0	85.0%		0	0
	0	0	85.0%		0	0
	0	0	85.0%		0	0
<b>Total Floor areas -</b>						
	NIA (sqm)		NIA (sqft)		GIA (sqm)	
Student 1 Bed - Market	3,500		37,674		4,118	
Student 2 Bed - Market	0		0		0	
Student 1 Bed - AH	0		0		0	
Student 2 Bed - AH	0		0		0	
	0		0		0	
	0		0		0	
	3,500		37,674		4,118	
<b>Commercial Values -</b>						
	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Student 1 Bed - Market	1080	12,960		30%	0	4.25%
Student 2 Bed - Market		-		30%	0	4.25%
Student 1 Bed - AH	864	10,368		30%	0	4.25%
Student 2 Bed - AH	0	-		30%	0	4.25%
		-		30%	0	4.25%
	0	-		30%	0	4.25%
		-		30%	0	4.25%
			* as applicable	*Total Incentive including Rent Free & Void allowance (months)		

GROSS DEVELOPMENT VALUE						
<b>Commercial GDV -</b>						
	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Student 1 Bed - Market	unit	2,268,000	30%	1,587,600	4.25%	37,355,294
Student 2 Bed - Market	unit	-	30%	-	4.25%	-
Student 1 Bed - AH	unit	-	30%	-	4.25%	-
Student 2 Bed - AH	unit	-	30%	-	4.25%	-
	unit	-	30%	-	4.25%	-
	unit	-	30%	-	4.25%	-
				1,587,600		
<b>Commercial GDV -</b>						
			less RF/Void	Purchasers Costs %	PC £	£
Student 1 Bed - Market			-	37,355,294	5.76%	(2,034,479)
Student 2 Bed - Market			-	0	5.76%	-
Student 1 Bed - AH			-	0	5.76%	-
Student 2 Bed - AH			-	0	5.76%	-
			-	0	5.76%	-
			-	0	5.76%	-
<b>Sub-total GDV Commercial</b>						<b>35,320,815</b>
<b>Total GDV</b>						<b>35,320,815</b>

Scheme Ref: **AJ - Commuted Sum**  
 No Units: **175** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: **Student**

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(80,000)
Statutory Planning Fees (Residential)					(40,109)
CIL		4,118 sqm (gross)		93.02 £ psm	(383,024)
CIL analysis:		1.08% % of GDV			
Site Specific S106 Contributions	175	6,000			(1,050,000)
S106 AH Commuted Sum		4,118 sqm (gross)		446.96 £ psm	(1,840,413)
AH Csum analysis:		5.21% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition					(135,133)
Infrastructure costs					-
Student 1 Bed - Market		4,118 sqm @		1,861 psm	(7,662,941)
Student 2 Bed - Market		- sqm @		1,861 psm	-
Student 1 Bed - AH		- sqm @		1,861 psm	-
Student 2 Bed - AH		- sqm @		1,861 psm	-
		- sqm @		1,861 psm	-
		- sqm @		1,861 psm	-
	4,118	- sqm @		1,861 psm	-
External works					(383,147)
		7,662,941 @		5.0%	
M4(2) Category 2 Housing	Aff units	- units @	95% @	521 £ per dwelling	-
M4(3) Category 3 Housing	Aff units	- units @	5% @	10,111 £ per dwelling	-
M4(2) Category 2 Housing	Mrkt units	175 units @	15% @	521 £ per dwelling	(13,676)
M4(3) Category 3 Housing	Mrkt units	175 units @	2% @	10,111 £ per dwelling	(35,389)
Water Efficiency additional cost		175 units @		10 £ per dwelling	(1,750)
Contingency					(411,602)
		8,232,036 @		5.0%	
<b>Professional Fees</b>					(535,082)
		8,232,036 @		6.5%	
<b>Disposal Costs -</b>					
Letting Agents Costs					-
Letting Legal Costs					-
Investment Sale Agents Costs					(353,208)
Investment Sale Legal Costs					(176,604)
Marketing and Promotion					(176,604)
Interest (on Development Costs) -					(1,308,967)
		6.25% APR		0.506% pcm	
<b>Developers Profit -</b>					
Profit on Cost					(2,188,147)
		14,587,649		15.00%	
<b>TOTAL COSTS</b>					<b>(16,775,796)</b>

RESIDUAL LAND VALUE					
Residual Land Value (gross)					18,545,019
SDLT		18,545,019 @		5.0% (slabbed)	(916,751)
Acquisition Agent fees		18,545,019 @		1.0%	(185,450)
Acquisition Legal fees		18,545,019 @		0.5%	(92,725)
Interest on Land		18,545,019 @		6.3%	(1,159,064)
Residual Land Value					<b>16,191,029</b>
RLV analysis:		14,803,227 £ per ha		5,990,784 £ per acre	

THRESHOLD LAND VALUE					
Residential Density					160 dwellings per ha
Site Area		1.09 ha		2.70 acres	
Density analysis:		3,765 sqm/ha		16,399 sqft/ac	
Threshold Land Value					2,270,231
		2,075,640 £ per ha		840,000 £ per acre	

BALANCE					
Surplus/(Deficit)					13,920,798
		12,727,587 £ per ha		5,150,784 £ per acre	

Scheme Ref: **AJ - Commuted Sum**  
 No Units: **175** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: **Student**

SENSITIVITY ANALYSIS								
		GDV						
Balance (RLV - BLV)	13,920,798	80%	90%	100%	110%	120%	130%	140%
	0	8,002,223	11,011,620	14,021,016	17,030,413	20,039,810	23,049,207	26,058,604
	20	7,905,582	10,914,979	13,924,376	16,933,773	19,943,170	22,952,567	25,961,963
	40	7,808,942	10,818,339	13,827,736	16,837,132	19,846,529	22,855,926	25,865,323
	60	7,712,302	10,721,698	13,731,095	16,740,492	19,749,889	22,759,286	25,768,683
	80	7,615,661	10,625,058	13,634,455	16,643,852	19,653,248	22,662,645	25,672,042
CIL Epsm	100	7,519,021	10,528,418	13,537,814	16,547,211	19,556,608	22,566,005	25,575,402
93.02	120	7,422,380	10,431,777	13,441,174	16,450,571	19,459,968	22,469,364	25,478,761
	140	7,325,740	10,335,137	13,344,534	16,353,930	19,363,327	22,372,724	25,382,121
	160	7,229,099	10,238,496	13,247,893	16,257,290	19,266,687	22,276,084	25,285,480
	180	7,132,459	10,141,856	13,151,253	16,160,650	19,170,046	22,179,443	25,188,840
	200	7,035,819	10,045,215	13,054,612	16,064,009	19,073,406	22,082,803	25,092,200
	220	6,939,178	9,948,575	12,957,972	15,967,369	18,976,766	21,986,162	24,995,559
	240	6,842,538	9,851,935	12,861,331	15,870,728	18,880,125	21,889,522	24,898,919
	260	6,745,897	9,755,294	12,764,691	15,774,088	18,783,485	21,792,882	24,802,278
	280	6,649,257	9,658,654	12,668,051	15,677,447	18,686,844	21,696,241	24,705,638
	300	6,552,616	9,562,013	12,571,410	15,580,807	18,590,204	21,599,601	24,608,998
	320	6,455,976	9,465,373	12,474,770	15,484,167	18,493,563	21,502,960	24,512,357
	340	6,359,336	9,368,732	12,378,129	15,387,526	18,396,923	21,406,320	24,415,717
	360	6,262,695	9,272,092	12,281,489	15,290,886	18,300,283	21,309,679	24,319,076
	380	6,166,055	9,175,452	12,184,848	15,194,245	18,203,642	21,213,039	24,222,436
	400	6,069,414	9,078,811	12,088,208	15,097,605	18,107,002	21,116,399	24,125,795
	420	5,972,774	8,982,171	11,991,568	15,000,964	18,010,361	21,019,758	24,029,155
	440	5,876,133	8,885,530	11,894,927	14,904,324	17,913,721	20,923,118	23,932,515
	460	5,779,493	8,788,890	11,798,287	14,807,684	17,817,080	20,826,477	23,835,874
	480	5,682,853	8,692,250	11,701,646	14,711,043	17,720,440	20,729,837	23,739,234
	500	5,586,212	8,595,609	11,605,006	14,614,403	17,623,800	20,633,196	23,642,593
	520	5,489,572	8,498,969	11,508,366	14,517,762	17,527,159	20,536,556	23,545,953
	540	5,392,931	8,402,328	11,411,725	14,421,122	17,430,519	20,439,916	23,449,312
	560	5,296,291	8,305,688	11,315,085	14,324,482	17,333,878	20,343,275	23,352,672
	580	5,199,651	8,209,047	11,218,444	14,227,841	17,237,238	20,246,635	23,256,032
	600	5,103,010	8,112,407	11,121,804	14,131,201	17,140,598	20,149,994	23,159,391

  

		Build rate						
Balance (RLV - BLV)	13,920,798	80%	90%	100%	110%	120%	130%	140%
	0	15,959,368	14,990,192	14,021,016	13,051,841	12,082,665	11,113,489	10,144,313
	20	15,862,728	14,893,552	13,924,376	12,955,200	11,986,024	11,016,848	10,047,672
	40	15,766,087	14,796,912	13,827,736	12,858,560	11,889,384	10,920,208	9,951,032
	60	15,669,447	14,700,271	13,731,095	12,761,919	11,792,743	10,823,568	9,854,392
	80	15,572,807	14,603,631	13,634,455	12,665,279	11,696,103	10,726,927	9,757,751
CIL Epsm	100	15,476,166	14,506,990	13,537,814	12,568,638	11,599,463	10,630,287	9,661,111
93.02	120	15,379,526	14,410,350	13,441,174	12,471,998	11,502,822	10,533,646	9,564,470
	140	15,282,885	14,313,709	13,344,534	12,375,358	11,406,182	10,437,006	9,467,830
	160	15,186,245	14,217,069	13,247,893	12,278,717	11,309,541	10,340,365	9,371,190
	180	15,089,604	14,120,429	13,151,253	12,182,077	11,212,901	10,243,725	9,274,549
	200	14,992,964	14,023,788	13,054,612	12,085,436	11,116,260	10,147,085	9,177,909
	220	14,896,324	13,927,148	12,957,972	11,988,796	11,019,620	10,050,444	9,081,268
	240	14,799,683	13,830,507	12,861,331	11,892,156	10,922,980	9,953,804	8,984,628
	260	14,703,043	13,733,867	12,764,691	11,795,515	10,826,339	9,857,163	8,887,987
	280	14,606,402	13,637,226	12,668,051	11,698,875	10,729,699	9,760,523	8,791,347
	300	14,509,762	13,540,586	12,571,410	11,602,234	10,633,058	9,663,882	8,694,707
	320	14,413,122	13,443,946	12,474,770	11,505,594	10,536,418	9,567,242	8,598,066
	340	14,316,481	13,347,305	12,378,129	11,408,953	10,439,778	9,470,602	8,501,426
	360	14,219,841	13,250,665	12,281,489	11,312,313	10,343,137	9,373,961	8,404,785
	380	14,123,200	13,154,024	12,184,848	11,215,673	10,246,497	9,277,321	8,308,145
	400	14,026,560	13,057,384	12,088,208	11,119,032	10,149,856	9,180,680	8,211,504
	420	13,929,919	12,960,744	11,991,568	11,022,392	10,053,216	9,084,040	8,114,864
	440	13,833,279	12,864,103	11,894,927	10,925,751	9,956,575	8,987,400	8,018,224
	460	13,736,639	12,767,463	11,798,287	10,829,111	9,859,935	8,890,759	7,921,583
	480	13,639,998	12,670,822	11,701,646	10,732,470	9,763,295	8,794,119	7,824,943
	500	13,543,358	12,574,182	11,605,006	10,635,830	9,666,654	8,697,478	7,728,302
	520	13,446,717	12,477,541	11,508,366	10,539,190	9,570,014	8,600,838	7,631,662
	540	13,350,077	12,380,901	11,411,725	10,442,549	9,473,373	8,504,197	7,535,022
	560	13,253,436	12,284,261	11,315,085	10,345,909	9,376,733	8,407,557	7,438,381
	580	13,156,796	12,187,620	11,218,444	10,249,268	9,280,092	8,310,917	7,341,741
	600	13,060,156	12,090,980	11,121,804	10,152,628	9,183,452	8,214,276	7,245,100

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



Scheme Ref: **AK**  
 No Units: **500** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: **Student**

ASSUMPTIONS - COMMERCIAL USES							
<b>Units -</b>		# units	Tenure Split		500	1.2 Bed	
Student 1 Bed - Market		325	65%	325	100%	325	
Student 2 Bed - Market		0			0%	0	
Student 1 Bed - AH		175	35%	175	100%	175	
Student 2 Bed - AH		0			0%	0	
		0	0%	0	100%	0	
		0			0%	0	
35% % Rented						500	
<b>Unit Floor areas -</b>		Net area per unit		Net to Gross %		Gross (GIA) per unit	
		NIA (sqm)	NIA (sqft)	%		GIA (sqm)	GIA (sqft)
Student 1 Bed - Market		20	215	85.0%		24	253
Student 2 Bed - Market		0	0	85.0%		0	0
Student 1 Bed - AH		20	215	85.0%		24	253
Student 2 Bed - AH		0	0	85.0%		0	0
		0	0	85.0%		0	0
		0	0	85.0%		0	0
<b>Total Floor areas -</b>		NIA (sqm)				GIA (sqm)	
Student 1 Bed - Market		6,500				7,647	
Student 2 Bed - Market		0				0	
Student 1 Bed - AH		3,500				4,118	
Student 2 Bed - AH		0				0	
		0				0	
		0				0	
		0				0	
		10,000	107,639			11,765	126,634
<b>Commercial Values -</b>		Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Student 1 Bed - Market		1080	12,960		30%	0	4.25%
Student 2 Bed - Market		-	-		30%	0	4.25%
Student 1 Bed - AH		864	10,368		30%	0	4.25%
Student 2 Bed - AH		0	-		30%	0	4.25%
		-	-		30%	0	4.25%
		0	-		30%	0	4.25%
				* as applicable	*Total Incentive including Rent Free & Void allowance (months)		

GROSS DEVELOPMENT VALUE						
<b>Commercial GDV -</b>		rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@ capitalisation £
Student 1 Bed - Market	unit		4,212,000	30%	2,948,400	4.25% 69,374,118
Student 2 Bed - Market	unit		-	30%	-	4.25% -
Student 1 Bed - AH	unit		1,814,400	30%	1,270,080	4.25% 29,884,235
Student 2 Bed - AH	unit		-	30%	-	4.25% -
	unit		-	30%	-	4.25% -
	unit		-	30%	-	4.25% -
					4,218,480	
<b>Commercial GDV -</b>				less RF/Void	Purchasers Costs %	PC £
Student 1 Bed - Market				-	69,374,118	5.76% (3,778,318)
Student 2 Bed - Market				-	0	5.76% -
Student 1 Bed - AH				-	29,884,235	5.76% (1,627,583)
Student 2 Bed - AH				-	0	5.76% -
				-	0	5.76% -
				-	0	5.76% -
<b>Sub-total GDV Commercial</b>						<b>93,852,452</b>
<b>Total GDV</b>						<b>93,852,452</b>

Scheme Ref: **AK**  
 No Units: **500** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: **Student**

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(170,000)
Statutory Planning Fees (Residential)					(84,959)
CIL		11,765 sqm (gross)		93.02 £ psm	(1,094,353)
CIL analysis:		1.17% % of GDV			
Site Specific S106 Contributions	500	6,000			(3,000,000)
S106 AH Commuted Sum		11,765 sqm (gross)		£ psm	-
AH Csum analysis:		0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		7.72 acres @		50,000 £ per acre (if brownfield)	(386,094)
Infrastructure costs					-
Student 1 Bed - Market		7,647 sqm @		1,861 psm	(14,231,176)
Student 2 Bed - Market		- sqm @		1,861 psm	-
Student 1 Bed - AH		4,118 sqm @		1,861 psm	(7,662,941)
Student 2 Bed - AH		- sqm @		1,861 psm	-
		- sqm @		1,861 psm	-
		- sqm @		1,861 psm	-
	11,765	- sqm @		1,861 psm	-
External works		21,894,118 @		5.0%	(1,094,706)
M4(2) Category 2 Housing	Aff units	175 units @	95% @	521 £ per dwelling	(86,616)
M4(3) Category 3 Housing	Aff units	175 units @	5% @	10,111 £ per dwelling	(88,471)
M4(2) Category 2 Housing	Mrkt units	325 units @	15% @	521 £ per dwelling	(25,399)
M4(3) Category 3 Housing	Mrkt units	325 units @	2% @	10,111 £ per dwelling	(65,722)
Water Efficiency additional cost		500 units @		10 £ per dwelling	(5,000)
Contingency		23,646,125 @		5.0%	(1,182,306)
Professional Fees		23,646,125 @		6.5%	(1,536,998)
<b>Disposal Costs -</b>					
Letting Agents Costs		4,218,480 ERV @		0.00% (inc. in above Man. Costs)	-
Letting Legal Costs		4,218,480 ERV @		0.00% (ditto)	-
Investment Sale Agents Costs		93,852,452 GDV @		1.00%	(938,525)
Investment Sale Legal Costs		93,852,452 GDV @		0.50%	(469,262)
Marketing and Promotion		93,852,452 GDV @		0.50%	(469,262)
Interest (on Development Costs) -		6.25% APR		0.506% pcm	(2,170,408)
<b>Developers Profit -</b>					
Profit on Cost		34,762,199		15.00%	(5,214,330)
<b>TOTAL COSTS</b>					<b>(39,976,528)</b>

RESIDUAL LAND VALUE					
Residual Land Value (gross)					53,875,923
SDLT		53,875,923 @		5.0% (slabbed)	(2,683,296)
Acquisition Agent fees		53,875,923 @		1.0%	(538,759)
Acquisition Legal fees		53,875,923 @		0.5%	(269,380)
Interest on Land		53,875,923 @		6.3%	(3,367,245)
Residual Land Value					<b>47,017,243</b>
RLV analysis:		15,045,518 £ per ha		6,088,838 £ per acre	

THRESHOLD LAND VALUE					
Residential Density		160 dwellings per ha		500	
Site Area		3.13 ha		7.72 acres	
Density analysis:		3,765 sqm/ha		16,399 sqft/ac	
Threshold Land Value		2,075,640 £ per ha		840,000 £ per acre	<b>6,486,375</b>

BALANCE					
Surplus/(Deficit)		12,969,878 £ per ha		5,248,838 £ per acre	<b>40,530,868</b>

Scheme Ref: **AK**  
 No Units: **500** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: **Student**

SENSITIVITY ANALYSIS								
		GDV						
Balance (RLV - BLV)	40,530,868	80%	90%	100%	110%	120%	130%	140%
	0	30,033,931	38,031,538	46,029,145	54,026,752	62,024,359	70,021,967	78,019,574
	20	29,753,599	37,751,206	45,748,813	53,746,420	61,744,027	69,741,634	77,739,241
	40	29,473,266	37,470,874	45,468,481	53,466,088	61,463,695	69,461,302	77,458,909
	60	29,192,934	37,190,541	45,188,149	53,185,756	61,183,363	69,180,970	77,178,577
	80	28,912,602	36,910,209	44,907,816	52,905,423	60,903,031	68,900,638	76,898,245
CIL Epsm	100	28,632,270	36,629,877	44,627,484	52,625,091	60,622,698	68,620,305	76,617,913
93.02	120	28,351,938	36,349,545	44,347,152	52,344,759	60,342,366	68,339,973	76,337,580
	140	28,071,605	36,069,213	44,066,820	52,064,427	60,062,034	68,059,641	76,057,248
	160	27,791,273	35,788,880	43,786,487	51,784,095	59,781,702	67,779,309	75,776,916
	180	27,510,941	35,508,548	43,506,155	51,503,762	59,501,369	67,498,977	75,496,584
	200	27,230,609	35,228,216	43,225,823	51,223,430	59,221,037	67,218,644	75,216,252
	220	26,950,277	34,947,884	42,945,491	50,943,098	58,940,705	66,938,312	74,935,919
	240	26,669,944	34,667,551	42,665,159	50,662,766	58,660,373	66,657,980	74,655,587
	260	26,389,612	34,387,219	42,384,826	50,382,434	58,380,041	66,377,648	74,375,255
	280	26,109,280	34,106,887	42,104,494	50,102,101	58,099,708	66,097,316	74,094,923
	300	25,828,948	33,826,555	41,824,162	49,821,769	57,819,376	65,816,983	73,814,590
	320	25,548,615	33,546,223	41,543,830	49,541,437	57,539,044	65,536,651	73,534,258
	340	25,268,283	33,265,890	41,263,498	49,261,105	57,258,712	65,256,319	73,253,926
	360	24,987,951	32,985,558	40,983,165	48,980,772	56,978,380	64,975,987	72,973,594
	380	24,707,619	32,705,226	40,702,833	48,700,440	56,698,047	64,695,654	72,693,262
	400	24,427,287	32,424,894	40,422,501	48,420,108	56,417,715	64,415,322	72,412,929
	420	24,146,954	32,144,562	40,142,169	48,139,776	56,137,383	64,134,990	72,132,597
	440	23,866,622	31,864,229	39,861,836	47,859,444	55,857,051	63,854,658	71,852,265
	460	23,586,290	31,583,897	39,581,504	47,579,111	55,576,719	63,574,326	71,571,933
	480	23,305,958	31,303,565	39,301,172	47,298,779	55,296,386	63,293,993	71,291,601
	500	23,025,626	31,023,233	39,020,840	47,018,447	55,016,054	63,013,661	71,011,268
	520	22,745,293	30,742,900	38,740,508	46,738,115	54,735,722	62,733,329	70,730,936
	540	22,464,961	30,462,568	38,460,175	46,457,783	54,455,390	62,452,997	70,450,604
	560	22,184,629	30,182,236	38,179,843	46,177,450	54,175,057	62,172,665	70,170,272
	580	21,904,297	29,901,904	37,899,511	45,897,118	53,894,725	61,892,332	69,889,939
	600	21,623,964	29,621,572	37,619,179	45,616,786	53,614,393	61,612,000	69,609,607

  

		Build rate						
Balance (RLV - BLV)	40,530,868	80%	90%	100%	110%	120%	130%	140%
	0	51,420,609	48,724,877	46,029,145	43,333,413	40,637,682	37,941,950	35,246,218
	20	51,140,277	48,444,545	45,748,813	43,053,081	40,357,349	37,661,618	34,965,886
	40	50,859,944	48,164,213	45,468,481	42,772,749	40,077,017	37,381,285	34,685,554
	60	50,579,612	47,883,880	45,188,149	42,492,417	39,796,685	37,100,953	34,405,221
	80	50,299,280	47,603,548	44,907,816	42,212,085	39,516,353	36,820,621	34,124,889
CIL Epsm	100	50,018,948	47,323,216	44,627,484	41,931,752	39,236,021	36,540,289	33,844,557
93.02	120	49,738,615	47,042,884	44,347,152	41,651,420	38,955,688	36,259,957	33,564,225
	140	49,458,283	46,762,551	44,066,820	41,371,088	38,675,356	35,979,624	33,283,893
	160	49,177,951	46,482,219	43,786,487	41,090,756	38,395,024	35,699,292	33,003,560
	180	48,897,619	46,201,887	43,506,155	40,810,423	38,114,692	35,418,960	32,723,228
	200	48,617,287	45,921,555	43,225,823	40,530,091	37,834,359	35,138,628	32,442,896
	220	48,336,954	45,641,223	42,945,491	40,249,759	37,554,027	34,858,295	32,162,564
	240	48,056,622	45,360,890	42,665,159	39,969,427	37,273,695	34,577,963	31,882,231
	260	47,776,290	45,080,558	42,384,826	39,689,095	36,993,363	34,297,631	31,601,899
	280	47,495,958	44,800,226	42,104,494	39,408,762	36,713,031	34,017,299	31,321,567
	300	47,215,626	44,519,894	41,824,162	39,128,430	36,432,698	33,736,967	31,041,235
	320	46,935,293	44,239,562	41,543,830	38,848,098	36,152,366	33,456,634	30,760,903
	340	46,654,961	43,959,229	41,263,498	38,567,766	35,872,034	33,176,302	30,480,570
	360	46,374,629	43,678,897	40,983,165	38,287,434	35,591,702	32,895,970	30,200,238
	380	46,094,297	43,398,565	40,702,833	38,007,101	35,311,370	32,615,638	29,919,906
	400	45,813,964	43,118,233	40,422,501	37,726,769	35,031,037	32,335,306	29,639,574
	420	45,533,632	42,837,900	40,142,169	37,446,437	34,750,705	32,054,973	29,359,242
	440	45,253,300	42,557,568	39,861,836	37,166,105	34,470,373	31,774,641	29,078,909
	460	44,972,968	42,277,236	39,581,504	36,885,772	34,190,041	31,494,309	28,798,577
	480	44,692,636	41,996,904	39,301,172	36,605,440	33,909,708	31,213,977	28,518,245
	500	44,412,303	41,716,572	39,020,840	36,325,108	33,629,376	30,933,644	28,237,913
	520	44,131,971	41,436,239	38,740,508	36,044,776	33,349,044	30,653,312	27,957,580
	540	43,851,639	41,155,907	38,460,175	35,764,444	33,068,712	30,372,980	27,677,248
	560	43,571,307	40,875,575	38,179,843	35,484,111	32,788,380	30,092,648	27,396,916
	580	43,290,975	40,595,243	37,899,511	35,203,779	32,508,047	29,812,316	27,116,584
	600	43,010,642	40,314,911	37,619,179	34,923,447	32,227,715	29,531,983	26,836,252

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

**Scheme Ref:** **AK - Commuted Sum**  
**No Units:** **500** **Location / Value Zone:** **Higher** **Development Scenario:** **Brownfield**  
**Notes:** **Student**

ASSUMPTIONS - COMMERCIAL USES						
<b>Units -</b>	# units	Tenure Split	500	1:2 Bed		
Student 1 Bed - Market	500	100%	500	100%		500
Student 2 Bed - Market	0			0%		0
Student 1 Bed - AH	0	0%	0	100%		0
Student 2 Bed - AH	0			0%		0
	0	0%	0	100%		0
	0			0%		0
		0% % Rented				500
<b>Unit Floor areas -</b>	Net area per unit	NIA (sqm)	Net to Gross %	Gross (GIA) per unit	GIA (sqm)	GIA (sqft)
Student 1 Bed - Market	20	215	85.0%	24	253	
Student 2 Bed - Market	0	0	85.0%	0	0	
Student 1 Bed - AH	20	215	85.0%	24	253	
Student 2 Bed - AH	0	0	85.0%	0	0	
	0	0	85.0%	0	0	
	0	0	85.0%	0	0	
<b>Total Floor areas -</b>	NIA (sqm)	NIA (sqft)		GIA (sqm)	GIA (sqft)	
Student 1 Bed - Market	10,000	107,639		11,765	126,634	
Student 2 Bed - Market	0	0		0	0	
Student 1 Bed - AH	0	0		0	0	
Student 2 Bed - AH	0	0		0	0	
	0	0		0	0	
	0	0		0	0	
	10,000	107,639		11,765	126,634	
<b>Commercial Values -</b>	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Student 1 Bed - Market	1080	12,960		30%	0	4.25%
Student 2 Bed - Market	-	-		30%	0	4.25%
Student 1 Bed - AH	864	10,368		30%	0	4.25%
Student 2 Bed - AH	0	-		30%	0	4.25%
	-	-		30%	0	4.25%
	0	-		30%	0	4.25%
			* as applicable		*Total Incentive including Rent Free & Void allowance (months)	

GROSS DEVELOPMENT VALUE						
<b>Commercial GDV -</b>	rental basis	Gross Rent EPA	less Man.	Net Rent EPA	@ capitalisation	£
Student 1 Bed - Market	unit	6,480,000	30%	4,536,000	4.25%	106,729,412
Student 2 Bed - Market	unit	-	30%	-	4.25%	-
Student 1 Bed - AH	unit	-	30%	-	4.25%	-
Student 2 Bed - AH	unit	-	30%	-	4.25%	-
	unit	-	30%	-	4.25%	-
	unit	-	30%	-	4.25%	-
				4,536,000		
<b>Commercial GDV -</b>			less RF/Void	Purchasers Costs %	PC £	£
Student 1 Bed - Market			-	106,729,412	5.76%	(5,812,797)
Student 2 Bed - Market			-	0	5.76%	-
Student 1 Bed - AH			-	0	5.76%	-
Student 2 Bed - AH			-	0	5.76%	-
			-	0	5.76%	-
			-	0	5.76%	-
<b>Sub-total GDV Commercial</b>						<b>100,916,615</b>
<b>Total GDV</b>						<b>100,916,615</b>

Scheme Ref: **AK - Commuted Sum**  
 No Units: **500** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: **Student**

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(170,000)
Statutory Planning Fees (Residential)					(84,959)
CIL		11,765 sqm (gross)		93.02 £ psm	(1,094,353)
CIL analysis:		1.08% % of GDV			
Site Specific S106 Contributions	500	6,000			(3,000,000)
S106 AH Commuted Sum		11,765 sqm (gross)		440.01 £ psm	(5,176,616)
AH Csum analysis:		5.13% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		7.72 acres @		50,000 £ per acre (if brownfield)	(386,094)
Infrastructure costs					-
Student 1 Bed - Market		11,765 sqm @		1,861 psm	(21,894,118)
Student 2 Bed - Market		- sqm @		1,861 psm	-
Student 1 Bed - AH		- sqm @		1,861 psm	-
Student 2 Bed - AH		- sqm @		1,861 psm	-
		- sqm @		1,861 psm	-
		- sqm @		1,861 psm	-
	11,765	- sqm @		1,861 psm	-
External works		21,894,118 @		5.0%	(1,094,706)
M4(2) Category 2 Housing	Aff units	- units @	95% @	521 £ per dwelling	-
M4(3) Category 3 Housing	Aff units	- units @	5% @	10,111 £ per dwelling	-
M4(2) Category 2 Housing	Mrkt units	500 units @	15% @	521 £ per dwelling	(39,075)
M4(3) Category 3 Housing	Mrkt units	500 units @	2% @	10,111 £ per dwelling	(101,110)
Water Efficiency additional cost		500 units @		10 £ per dwelling	(5,000)
Contingency		23,520,102 @		5.0%	(1,176,005)
Professional Fees		23,520,102 @		6.5%	(1,528,807)
<b>Disposal Costs -</b>					
Letting Agents Costs		4,536,000 ERV @		0.00% (inc. in above Man. Costs)	-
Letting Legal Costs		4,536,000 ERV @		0.00% (ditto)	-
Investment Sale Agents Costs		100,916,615 GDV @		1.00%	(1,009,166)
Investment Sale Legal Costs		100,916,615 GDV @		0.50%	(504,583)
Marketing and Promotion		100,916,615 GDV @		0.50%	(504,583)
Interest (on Development Costs) -		6.25% APR		0.506% pcm	(3,135,775)
<b>Developers Profit -</b>					
Profit on Cost		40,904,949		15.00%	(6,135,742)
<b>TOTAL COSTS</b>					<b>(47,040,691)</b>

RESIDUAL LAND VALUE					
Residual Land Value (gross)					53,875,924
SDLT		53,875,924 @		5.0% (slabbed)	(2,683,296)
Acquisition Agent fees		53,875,924 @		1.0%	(538,759)
Acquisition Legal fees		53,875,924 @		0.5%	(269,380)
Interest on Land		53,875,924 @		6.3%	(3,367,245)
Residual Land Value					<b>47,017,243</b>
RLV analysis:		15,045,518 £ per ha		6,088,838 £ per acre	

THRESHOLD LAND VALUE					
Residential Density		160 dwellings per ha		500	
Site Area		3.13 ha		7.72 acres	
Density analysis:		3,765 sqm/ha		16,399 sqft/ac	
Threshold Land Value		2,075,640 £ per ha		840,000 £ per acre	<b>6,486,375</b>

BALANCE					
Surplus/(Deficit)		12,969,878 £ per ha		5,248,838 £ per acre	<b>40,530,868</b>

Scheme Ref: **AK - Commuted Sum**  
 No Units: **500** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: **Student**

SENSITIVITY ANALYSIS								
		GDV						
Balance (RLV - BLV)	40,530,868	80%	90%	100%	110%	120%	130%	140%
	0	28,829,990	37,429,568	46,029,145	54,628,723	63,228,300	71,827,878	80,427,456
	20	28,549,658	37,149,236	45,748,813	54,348,391	62,947,968	71,547,546	80,147,123
	40	28,269,326	36,868,903	45,468,481	54,068,058	62,667,636	71,267,214	79,866,791
	60	27,988,994	36,588,571	45,188,149	53,787,726	62,387,304	70,986,881	79,586,459
	80	27,708,661	36,308,239	44,907,816	53,507,394	62,106,972	70,706,549	79,306,127
CIL Epsm	100	27,428,329	36,027,907	44,627,484	53,227,062	61,826,639	70,426,217	79,025,794
93.02	120	27,147,997	35,747,574	44,347,152	52,946,730	61,546,307	70,145,885	78,745,462
	140	26,867,665	35,467,242	44,066,820	52,666,397	61,265,975	69,865,552	78,465,130
	160	26,587,332	35,186,910	43,786,488	52,386,065	60,985,643	69,585,220	78,184,798
	180	26,307,000	34,906,578	43,506,155	52,105,733	60,705,310	69,304,888	77,904,466
	200	26,026,668	34,626,246	43,225,823	51,825,401	60,424,978	69,024,556	77,624,133
	220	25,746,336	34,345,913	42,945,491	51,545,069	60,144,646	68,744,224	77,343,801
	240	25,466,004	34,065,581	42,665,159	51,264,736	59,864,314	68,463,891	77,063,469
	260	25,185,671	33,785,249	42,384,827	50,984,404	59,583,982	68,183,559	76,783,137
	280	24,905,339	33,504,917	42,104,494	50,704,072	59,303,649	67,903,227	76,502,805
	300	24,625,007	33,224,585	41,824,162	50,423,740	59,023,317	67,622,895	76,222,472
	320	24,344,675	32,944,252	41,543,830	50,143,407	58,742,985	67,342,563	75,942,140
	340	24,064,343	32,663,920	41,263,498	49,863,075	58,462,653	67,062,230	75,661,808
	360	23,784,010	32,383,588	40,983,165	49,582,743	58,182,321	66,781,898	75,381,476
	380	23,503,678	32,103,256	40,702,833	49,302,411	57,901,988	66,501,566	75,101,143
	400	23,223,346	31,822,923	40,422,501	49,022,079	57,621,656	66,221,234	74,820,811
	420	22,943,014	31,542,591	40,142,169	48,741,746	57,341,324	65,940,901	74,540,479
	440	22,662,681	31,262,259	39,861,837	48,461,414	57,060,992	65,660,569	74,260,147
	460	22,382,349	30,981,927	39,581,504	48,181,082	56,780,660	65,380,237	73,979,815
	480	22,102,017	30,701,595	39,301,172	47,900,750	56,500,327	65,099,905	73,699,482
	500	21,821,685	30,421,262	39,020,840	47,620,418	56,219,995	64,819,573	73,419,150
	520	21,541,353	30,140,930	38,740,508	47,340,085	55,939,663	64,539,240	73,138,818
	540	21,261,020	29,860,598	38,460,176	47,059,753	55,659,331	64,258,908	72,858,486
	560	20,980,688	29,580,266	38,179,843	46,779,421	55,378,998	63,978,576	72,578,154
	580	20,700,356	29,299,934	37,899,511	46,499,089	55,098,666	63,698,244	72,297,821
	600	20,420,024	29,019,601	37,619,179	46,218,756	54,818,334	63,417,912	72,017,489

  

SENSITIVITY ANALYSIS								
		Build rate						
Balance (RLV - BLV)	40,530,868	80%	90%	100%	110%	120%	130%	140%
	0	51,420,609	48,724,877	46,029,145	43,333,414	40,637,682	37,941,950	35,246,218
	20	51,140,277	48,444,545	45,748,813	43,053,081	40,357,350	37,661,618	34,965,886
	40	50,859,944	48,164,213	45,468,481	42,772,749	40,077,017	37,381,286	34,685,554
	60	50,579,612	47,883,880	45,188,149	42,492,417	39,796,685	37,100,953	34,405,222
	80	50,299,280	47,603,548	44,907,816	42,212,085	39,516,353	36,820,621	34,124,889
CIL Epsm	100	50,018,948	47,323,216	44,627,484	41,931,752	39,236,021	36,540,289	33,844,557
93.02	120	49,738,616	47,042,884	44,347,152	41,651,420	38,955,688	36,259,957	33,564,225
	140	49,458,283	46,762,552	44,066,820	41,371,088	38,675,356	35,979,624	33,283,893
	160	49,177,951	46,482,219	43,786,488	41,090,756	38,395,024	35,699,292	33,003,560
	180	48,897,619	46,201,887	43,506,155	40,810,424	38,114,692	35,418,960	32,723,228
	200	48,617,287	45,921,555	43,225,823	40,530,091	37,834,360	35,138,628	32,442,896
	220	48,336,955	45,641,223	42,945,491	40,249,759	37,554,027	34,858,296	32,162,564
	240	48,056,622	45,360,891	42,665,159	39,969,427	37,273,695	34,577,963	31,882,232
	260	47,776,290	45,080,558	42,384,827	39,689,095	36,993,363	34,297,631	31,601,899
	280	47,495,958	44,800,226	42,104,494	39,408,763	36,713,031	34,017,299	31,321,567
	300	47,215,626	44,519,894	41,824,162	39,128,430	36,432,699	33,736,967	31,041,235
	320	46,935,293	44,239,562	41,543,830	38,848,098	36,152,366	33,456,635	30,760,903
	340	46,654,961	43,959,229	41,263,498	38,567,766	35,872,034	33,176,302	30,480,571
	360	46,374,629	43,678,897	40,983,165	38,287,434	35,591,702	32,895,970	30,200,238
	380	46,094,297	43,398,565	40,702,833	38,007,101	35,311,370	32,615,638	29,919,906
	400	45,813,965	43,118,233	40,422,501	37,726,769	35,031,037	32,335,306	29,639,574
	420	45,533,632	42,837,901	40,142,169	37,446,437	34,750,705	32,054,973	29,359,242
	440	45,253,300	42,557,568	39,861,837	37,166,105	34,470,373	31,774,641	29,078,909
	460	44,972,968	42,277,236	39,581,504	36,885,773	34,190,041	31,494,309	28,798,577
	480	44,692,636	41,996,904	39,301,172	36,605,440	33,909,709	31,213,977	28,518,245
	500	44,412,304	41,716,572	39,020,840	36,325,108	33,629,376	30,933,645	28,237,913
	520	44,131,971	41,436,240	38,740,508	36,044,776	33,349,044	30,653,312	27,957,581
	540	43,851,639	41,155,907	38,460,176	35,764,444	33,068,712	30,372,980	27,677,248
	560	43,571,307	40,875,575	38,179,843	35,484,112	32,788,380	30,092,648	27,396,916
	580	43,290,975	40,595,243	37,899,511	35,203,779	32,508,048	29,812,316	27,116,584
	600	43,010,642	40,314,911	37,619,179	34,923,447	32,227,715	29,531,984	26,836,252

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

## 190311 VOWH Residential Appraisals\_AH\_AK\_v3 - Summary Table

Scheme Ref:	AH	AH - Commuted Sum	AI	AI - Commuted Sum	AJ	AJ - Commuted Sum	AK	AK - Commuted Sum
No Units:	175	175	500	500	175	175	500	500
Notes:	Student	Student	Student	Student	Student	Student	Student	Student
Total GDV (£)	32,848,358	35,320,815	93,852,452	100,916,615	32,848,358	35,320,815	93,852,452	100,916,615
CIL (£ psm)	131.33	131.33	131.33	131.33	93.02	93.02	93.02	93.02
CIL (£)	540,771	540,771	1,545,059	1,545,059	383,024	383,024	1,094,353	1,094,353
Site Specific S106 (£)	1,050,000	1,050,000	3,000,000	3,000,000	1,050,000	1,050,000	3,000,000	3,000,000
Total Developers Profit (£)	1,867,230	2,189,724	5,219,203	6,140,616	1,865,653	2,188,147	5,214,330	6,135,742
Developers Profit (% on costs)	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%
RLV (£ net)	16,180,482	16,180,482	46,984,645	46,984,645	16,191,030	16,191,029	47,017,243	47,017,243
RLV (£/acre)	5,986,881	5,986,881	6,084,616	6,084,616	5,990,784	5,990,784	6,088,838	6,088,838
RLV (£/ha)	14,793,584	14,793,584	15,035,086	15,035,086	14,803,227	14,803,227	15,045,518	15,045,518
<b>Balance for Plan VA:</b>								
BLV (£ net)	1,270,248	1,270,248	3,629,281	3,629,281	2,270,231	2,270,231	6,486,375	6,486,375
BLV (£/acre)	470,000	470,000	470,000	470,000	840,000	840,000	840,000	840,000
BLV (£/ha)	1,161,370	1,161,370	1,161,370	1,161,370	2,075,640	2,075,640	2,075,640	2,075,640
Surplus/Deficit	14,910,234	14,910,234	43,355,364	43,355,363	13,920,798	13,920,798	40,530,868	40,530,868
Surplus/Deficit (£/acre)	5,516,881	5,516,881	5,614,616	5,614,616	5,150,784	5,150,784	5,248,838	5,248,838
Surplus/Deficit (£/ha)	13,632,214	13,632,214	13,873,716	13,873,716	12,727,587	12,727,587	12,969,878	12,969,878
Plan Viability comments	Viable	Viable	Viable	Viable	Viable	Viable	Viable	Viable
Commuted Sum (£ psm)		447	-	440	-	447	-	440
Commuted Sum (£)		1,840,413	-	5,176,616	-	1,840,413	-	5,176,616

## 190311 VOWH Residential Appraisals\_AL\_AO\_v3 - Version Notes

Date	Version	Comments
190311	v3	



Scheme Ref: **AL**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Age Restricted / Sheltered Housing**

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme				55 Units		
AH Policy requirement (% Target)				35%		
AH tenure split %				Affordable Rent:	75.0%	
				Social Rent:	0.0%	75.0% % Rented
				Intermediate (LCHO/Sub-Market/Starter etc.):	25.0%	8.8% % of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing				65%		
CIL Rate (£ psm)				100%		
				93.02 £ psm		
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	60.0%	21.5	60.0%	11.6	60%	33.0
2 bed Flat	40.0%	14.3	40.0%	7.7	40%	22.0
Total number of units	100.0%	35.8	100.0%	19.3	100%	55.0
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>
1 bed House	62.0	667			62.0	667
2 bed House	79.0	850			79.0	850
3 bed House	100.0	1,076			100.0	1,076
4 bed House	115.0	1,238			115.0	1,238
5 bed House	165.0	1,776			165.0	1,776
1 bed Flat	50.0	538	75.0%		66.7	718
2 bed Flat	75.0	807	75.0%		100.0	1,076
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>
1 bed House	62.0	667			62.0	667
2 bed House	79.0	850			79.0	850
3 bed House	100.0	1,076			100.0	1,076
4 bed House	115.0	1,238			115.0	1,238
5 bed House	165.0	1,776			165.0	1,776
1 bed Flat	50.0	538	75.0%		66.7	718
2 bed Flat	75.0	807	75.0%		100.0	1,076
<b>Total Gross Floor areas -</b>	<b>Mkt Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	1,430	15,392	770	8,288	2,200	23,681
2 bed Flat	1,430	15,392	770	8,288	2,200	23,681
	2,860	30,785	1,540	16,576	4,400	47,361
<b>AH % by floor area:</b>			<b>35.00% AH % by floor area due to mix</b>			
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£psf</b>		<b>total MV £ (no AH)</b>	
1 bed House	240,000	3,871	360		0	
2 bed House	290,000	3,671	341		0	
3 bed House	350,000	3,500	325		0	
4 bed House	385,000	3,348	311		0	
5 bed House	525,000	3,182	296		0	
1 bed Flat	240,000	4,800	446		7,920,000	
2 bed Flat	300,000	4,000	372		6,600,000	
					14,520,000	
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>Intermediate £</b>	<b>% of MV</b>
1 bed House	144,000	60%	105,600	44%	182,400	76%
2 bed House	174,000	60%	127,600	44%	220,400	76%
3 bed House	210,000	60%	154,000	44%	266,000	76%
4 bed House	231,000	60%	169,400	44%	292,600	76%
5 bed House	315,000	60%	231,000	44%	399,000	76%
1 bed Flat	144,000	60%	105,600	44%	182,400	76%
2 bed Flat	180,000	60%	132,000	44%	228,000	76%

Scheme Ref: **AL**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Age Restricted / Sheltered Housing**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	240,000	-
2 bed House	0.0	@	290,000	-
3 bed House	0.0	@	350,000	-
4 bed House	0.0	@	385,000	-
5 bed House	0.0	@	525,000	-
1 bed Flat	21.5	@	240,000	5,148,000
2 bed Flat	14.3	@	300,000	4,290,000
	<b>35.8</b>			<b>9,438,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	144,000	-
2 bed House	0.0	@	174,000	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	231,000	-
5 bed House	0.0	@	315,000	-
1 bed Flat	8.7	@	144,000	1,247,400
2 bed Flat	5.8	@	180,000	1,039,500
	<b>14.4</b>			<b>2,286,900</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	105,600	-
2 bed House	0.0	@	127,600	-
3 bed House	0.0	@	154,000	-
4 bed House	0.0	@	169,400	-
5 bed House	0.0	@	231,000	-
1 bed Flat	0.0	@	105,600	-
2 bed Flat	0.0	@	132,000	-
	<b>0.0</b>			<b>-</b>
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	182,400	-
2 bed House	0.0	@	220,400	-
3 bed House	0.0	@	266,000	-
4 bed House	0.0	@	292,600	-
5 bed House	0.0	@	399,000	-
1 bed Flat	2.9	@	182,400	526,680
2 bed Flat	1.9	@	228,000	438,900
	<b>4.8</b>			<b>965,580</b>
<b>Sub-total GDV Residential</b>	<b>55</b>			<b>12,690,480</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>1,829,520</b>
			416 £ psm (total GIA sqm)	33,264 £ per unit (total units)
<b>Grant</b>	55	@	<b>0</b>	-
<b>Total GDV</b>				<b>12,690,480</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(23,549)
CIL	2,860 sqm (Market only)	93.02 £ psm		(266,037)
CIL analysis:	2.10% % of GDV	4,837 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	<b>total</b>	<b>55 units @</b>	<b>6,000 per unit</b>	<b>(330,000)</b>
<b>S106 analysis:</b>	<b>750,000 £ per ha</b>	<b>2.60% % of GDV</b>	<b>6,000 £ per unit (total ur</b>	<b>(330,000)</b>
AH Commuted Sum	4,400 sqm (total)	<b>0 £ psm</b>		-
<b>Comm. Sum analysis:</b>	<b>0.00% % of GDV</b>			

Scheme Ref: **AL**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Age Restricted / Sheltered Housing**

<i>cont/</i>					
<b>Construction Costs -</b>					
Site Clearance and Demolition		1.09 acres @		50,000 £ per acre (if brownfield)	(54,362)
Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House		- sqm @		1,160 psm	-
2 bed House		- sqm @		1,160 psm	-
3 bed House		- sqm @		1,160 psm	-
4 bed House		- sqm @		1,160 psm	-
5 bed House		- sqm @		1,160 psm	-
1 bed Flat		2,200 sqm @		1,563 psm	(3,438,600)
2 bed Flat	4,400	2,200 sqm @		1,563 psm	(3,438,600)
External works		6,877,200 @		10.0% 12,504 £ per unit	(687,720)
M4(2) Category 2 Housing	Aff units	19 units @	95% @	521 £ per unit	(9,528)
M4(3) Category 3 Housing	Aff units	19 units @	5% @	10,111 £ per unit	(9,732)
M4(2) Category 2 Housing	Mrkt units	36 units @	15% @	521 £ per unit	(2,794)
M4(3) Category 3 Housing	Mrkt units	- units @	2% @	10,111 £ per unit	-
Water Efficiency additional cost		55 units @		10 £ per unit	(550)
Contingency		7,641,885 @		3.0%	(229,257)
<b>Professional Fees</b>		7,641,885 @		6.5%	(496,723)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		9,438,000 OMS @		1.00% 1,716 £ per unit	(94,380)
Residential Sales Legal Costs		9,438,000 OMS @		0.50% 858 £ per unit	(47,190)
Marketing and Promotion		9,438,000 OMS @		3.00% 5,148 £ per unit 7,722 £ per unit	(283,140)
<b>Interest (on Development Costs) -</b>			6.25% APR	0.506% pcm	(79,192)
<b>Developers Profit -</b>					
Margin on AH		3,252,480		6.00% on AH values	(195,149)
Profit on OMS		9,438,000		20.00%	(1,887,600)
<b>Profit analysis:</b>		9,561,353		21.78% on costs	(2,082,749)
		12,690,480		16.41% blended	(2,082,749)
<b>TOTAL COSTS</b>					<b>(11,644,102)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,046,378
SDLT		1,046,378 @		(slabbed)	(41,819)
Acquisition Agent fees		1,046,378 @		1.0%	(10,464)
Acquisition Legal fees		1,046,378 @		0.5%	(5,232)
Interest on Land		1,046,378 @		6.25%	(65,399)
Residual Land Value					<b>923,465</b>
<b>RLV analysis:</b>	16,790 £ per plot	2,098,784 £ per ha		849,366 £ per acre	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		125.0 dph			
Site Area (Net)		0.44 ha		1.09 acres	
<b>Density analysis:</b>		10,000 sqm/ha		43,561 sqft/ac	
Benchmark Land Value (Net)	10,675 £ per plot	1,334,340 £ per ha		540,000 £ per acre	<b>587,110</b>

<b>BALANCE</b>					
Surplus/(Deficit)		764,444 £ per ha		309,366 £ per acre	<b>336,356</b>

Scheme Ref: **AL**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Age Restricted / Sheltered Housing**

**SENSITIVITY ANALYSIS**

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

**TABLE 1**

		Affordable Housing - % on site 35%							
Balance (RLV - BLV)		336,356	20%	25%	30%	35%	40%	45%	50%
CIL £psm 93.02	70		648,585	564,895	481,206	397,517	313,827	230,138	146,449
	90		583,242	503,624	424,006	344,388	264,769	185,151	105,533
	110		517,774	442,248	366,721	291,195	215,668	140,142	64,615
	130		452,004	380,585	309,167	237,748	166,330	94,911	23,492
	150		386,134	318,839	251,545	184,250	116,956	49,662	(17,633)
	170		320,001	256,840	193,679	130,517	67,356	4,195	(58,966)
	190		253,693	194,694	135,694	76,695	17,695	(41,304)	(100,303)
	210		187,225	132,380	77,535	22,690	(32,155)	(87,001)	(141,846)
	230		120,474	69,829	19,183	(31,462)	(82,108)	(132,753)	(183,399)
	250		53,613	7,185	(39,271)	(85,741)	(132,211)	(178,681)	(225,152)
	270		(13,530)	(55,762)	(97,994)	(140,227)	(182,459)	(224,691)	(266,924)
	290		(80,843)	(118,820)	(156,797)	(194,780)	(232,816)	(270,852)	(308,888)
	310		(148,326)	(182,085)	(215,845)	(249,604)	(283,364)	(317,123)	(350,882)
	330		(215,809)	(245,351)	(274,892)	(304,434)	(333,976)	(363,518)	(393,059)
	350		(283,292)	(308,616)	(333,940)	(359,264)	(384,588)	(409,912)	(435,236)
	370		(350,775)	(371,881)	(392,988)	(414,094)	(435,200)	(456,307)	(477,413)
	390		(418,258)	(435,147)	(452,035)	(468,924)	(485,813)	(502,701)	(519,590)
	410		(485,868)	(498,412)	(511,083)	(523,754)	(536,425)	(549,096)	(561,767)
	430		(553,692)	(561,962)	(570,231)	(578,872)	(588,561)	(598,249)	(607,938)
450		(628,079)	(632,699)	(637,318)	(641,937)	(646,569)	(651,224)	(656,278)	
470		(705,816)	(705,576)	(705,337)	(705,098)	(704,859)	(704,620)	(704,618)	
490		(783,552)	(778,454)	(773,356)	(768,259)	(763,161)	(758,063)	(752,965)	
510		(861,288)	(851,332)	(841,375)	(831,419)	(821,463)	(811,507)	(801,550)	
530		(939,406)	(924,354)	(909,394)	(894,580)	(879,765)	(864,950)	(850,136)	
550		(1,017,536)	(997,601)	(977,665)	(957,740)	(938,067)	(918,394)	(898,721)	
570		(1,095,666)	(1,070,848)	(1,046,029)	(1,021,211)	(996,392)	(971,837)	(947,306)	

**TABLE 2**

		Site Specific S106							
Balance (RLV - BLV)		336,356	100%	110%	120%	130%	140%	150%	160%
CIL £psm 93.02	70		397,517	368,379	339,241	310,075	280,906	251,738	222,569
	90		344,388	315,219	286,051	256,882	227,714	198,545	169,377
	110		291,195	262,010	232,809	203,609	174,408	145,208	116,007
	130		237,748	208,548	179,347	150,147	120,946	91,746	62,545
	150		184,250	155,017	125,783	96,549	67,315	38,081	8,847
	170		130,517	101,284	72,050	42,816	13,582	(15,652)	(44,912)
	190		76,695	47,426	18,157	(11,111)	(40,380)	(69,649)	(98,917)
	210		22,690	(6,579)	(35,848)	(65,116)	(94,403)	(123,708)	(153,013)
	230		(31,462)	(60,767)	(90,072)	(119,377)	(148,682)	(177,987)	(207,292)
	250		(85,741)	(115,046)	(144,358)	(173,700)	(203,043)	(232,385)	(261,728)
	270		(140,227)	(169,569)	(198,912)	(228,254)	(257,596)	(286,939)	(316,281)
	290		(194,780)	(224,156)	(253,537)	(282,918)	(312,300)	(341,681)	(371,062)
	310		(249,604)	(278,986)	(308,367)	(337,748)	(367,130)	(396,511)	(425,892)
	330		(304,434)	(333,816)	(363,197)	(392,578)	(421,960)	(451,341)	(480,722)
	350		(359,264)	(388,645)	(418,027)	(447,408)	(476,789)	(506,171)	(535,552)
	370		(414,094)	(443,475)	(472,857)	(502,238)	(531,619)	(561,001)	(592,395)
	390		(468,924)	(498,305)	(527,687)	(557,068)	(586,449)	(615,830)	(645,211)
	410		(523,754)	(553,135)	(582,516)	(611,897)	(641,278)	(670,659)	(700,040)
	430		(578,584)	(607,965)	(637,346)	(666,727)	(696,108)	(725,489)	(754,870)
450		(633,414)	(662,795)	(692,176)	(721,557)	(750,938)	(780,319)	(809,700)	
470		(688,244)	(717,625)	(747,006)	(776,387)	(805,768)	(835,149)	(864,530)	
490		(743,074)	(772,455)	(801,836)	(831,217)	(860,598)	(890,000)	(919,400)	
510		(797,904)	(827,285)	(856,666)	(886,047)	(915,428)	(944,809)	(974,200)	
530		(852,734)	(882,115)	(911,496)	(940,877)	(970,258)	(1,000,000)	(1,030,000)	
550		(907,564)	(936,945)	(966,326)	(995,707)	(1,025,088)	(1,055,000)	(1,085,000)	
570		(962,394)	(991,775)	(1,021,156)	(1,050,537)	(1,080,000)	(1,110,000)	(1,140,000)	



Scheme Ref: **AL**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Age Restricted / Sheltered Housing**

**TABLE 3**

Balance (RLV - BLV)	336,356	Infrastructure Costs						
		100%	110%	120%	130%	140%	150%	160%
70		397,517	397,517	397,517	397,517	397,517	397,517	397,517
90		344,388	344,388	344,388	344,388	344,388	344,388	344,388
110		291,195	291,195	291,195	291,195	291,195	291,195	291,195
130		237,748	237,748	237,748	237,748	237,748	237,748	237,748
150		184,250	184,250	184,250	184,250	184,250	184,250	184,250
CIL £psm		130,517	130,517	130,517	130,517	130,517	130,517	130,517
93.02		76,695	76,695	76,695	76,695	76,695	76,695	76,695
210		22,690	22,690	22,690	22,690	22,690	22,690	22,690
230		(31,462)	(31,462)	(31,462)	(31,462)	(31,462)	(31,462)	(31,462)
250		(85,741)	(85,741)	(85,741)	(85,741)	(85,741)	(85,741)	(85,741)
270		(140,227)	(140,227)	(140,227)	(140,227)	(140,227)	(140,227)	(140,227)
290		(194,780)	(194,780)	(194,780)	(194,780)	(194,780)	(194,780)	(194,780)
310		(249,604)	(249,604)	(249,604)	(249,604)	(249,604)	(249,604)	(249,604)
330		(304,434)	(304,434)	(304,434)	(304,434)	(304,434)	(304,434)	(304,434)
350		(359,264)	(359,264)	(359,264)	(359,264)	(359,264)	(359,264)	(359,264)
370		(414,094)	(414,094)	(414,094)	(414,094)	(414,094)	(414,094)	(414,094)
390		(468,924)	(468,924)	(468,924)	(468,924)	(468,924)	(468,924)	(468,924)
410		(523,754)	(523,754)	(523,754)	(523,754)	(523,754)	(523,754)	(523,754)
430		(578,584)	(578,584)	(578,584)	(578,584)	(578,584)	(578,584)	(578,584)
450		(633,414)	(633,414)	(633,414)	(633,414)	(633,414)	(633,414)	(633,414)
470		(688,244)	(688,244)	(688,244)	(688,244)	(688,244)	(688,244)	(688,244)
490		(743,074)	(743,074)	(743,074)	(743,074)	(743,074)	(743,074)	(743,074)
510		(797,904)	(797,904)	(797,904)	(797,904)	(797,904)	(797,904)	(797,904)
530		(852,734)	(852,734)	(852,734)	(852,734)	(852,734)	(852,734)	(852,734)
550		(907,564)	(907,564)	(907,564)	(907,564)	(907,564)	(907,564)	(907,564)
570		(962,394)	(962,394)	(962,394)	(962,394)	(962,394)	(962,394)	(962,394)

**TABLE 4**

Balance (RLV - BLV)	336,356	Profit 20%						
		15%	16%	17%	18%	19%	20%	21%
70		809,249	726,903	644,556	562,210	479,863	397,517	315,170
90		756,120	673,774	591,427	509,081	426,734	344,388	262,041
110		702,928	620,581	538,235	455,888	373,541	291,195	208,848
130		649,481	567,134	484,788	402,441	320,095	237,748	155,402
150		595,983	513,637	431,290	348,944	266,597	184,250	101,904
CIL £psm		542,250	459,904	377,557	295,211	212,864	130,517	48,171
93.02		488,428	406,081	323,734	241,388	159,041	76,695	(5,652)
210		434,422	352,076	269,729	187,383	105,036	22,690	(59,657)
230		380,270	297,924	215,577	133,231	50,884	(31,462)	(113,809)
250		325,992	243,645	161,299	78,952	(3,394)	(85,741)	(168,088)
270		271,506	189,159	106,813	24,466	(57,880)	(140,227)	(222,573)
290		216,952	134,606	52,259	(30,087)	(112,434)	(194,780)	(277,127)
310		162,129	79,782	(2,565)	(84,911)	(167,258)	(249,604)	(331,951)
330		107,299	24,952	(57,394)	(139,741)	(222,088)	(304,434)	(386,781)
350		52,469	(29,878)	(112,224)	(194,571)	(276,917)	(359,264)	(441,611)
370		(2,361)	(84,708)	(167,054)	(249,401)	(331,747)	(414,094)	(496,440)
390		(57,191)	(139,538)	(221,884)	(304,231)	(386,577)	(468,924)	(551,270)
410		(112,021)	(194,368)	(276,714)	(359,061)	(441,407)	(523,754)	(610,410)
430		(166,851)	(249,197)	(331,544)	(413,891)	(496,237)	(578,584)	(673,252)
450		(221,681)	(304,037)	(386,438)	(468,915)	(551,262)	(641,937)	(736,317)
470		(276,511)	(358,887)	(441,284)	(524,023)	(610,718)	(705,098)	(799,478)
490		(331,341)	(413,737)	(496,133)	(579,499)	(673,879)	(768,259)	(862,639)
510		(386,171)	(468,587)	(551,482)	(642,659)	(737,039)	(831,419)	(925,799)
530		(441,001)	(523,437)	(611,331)	(705,820)	(800,200)	(894,580)	(988,960)
550		(495,831)	(580,287)	(674,180)	(768,960)	(863,360)	(957,740)	(1,052,120)
570		(550,661)	(643,137)	(738,031)	(832,451)	(926,831)	(1,021,211)	(1,115,591)

Scheme Ref: **AL**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Age Restricted / Sheltered Housing**

**TABLE 5**

Balance (RLV - BLV)	336,356	BLV (per acre)						
		300,000	400,000	500,000	600,000	700,000	800,000	900,000
70		658,454	549,730	441,006	332,282	223,558	114,834	6,110
90		605,325	496,601	387,877	279,153	170,429	61,705	(47,019)
110		552,132	443,408	334,684	225,960	117,236	8,512	(100,212)
130		498,686	389,962	281,238	172,514	63,790	(44,934)	(153,658)
150		445,188	336,464	227,740	119,016	10,292	(98,432)	(207,156)
CIL £psm		391,455	282,731	174,007	65,283	(43,441)	(152,165)	(260,889)
93.02		337,632	228,908	120,184	11,460	(97,264)	(205,988)	(314,712)
210		283,627	174,903	66,179	(42,545)	(151,269)	(259,993)	(368,717)
230		229,475	120,751	12,027	(96,697)	(205,421)	(314,145)	(422,869)
250		175,197	66,473	(42,251)	(150,975)	(259,699)	(368,423)	(477,147)
270		120,711	11,987	(96,737)	(205,461)	(314,185)	(422,909)	(531,633)
290		66,157	(42,567)	(151,291)	(260,015)	(368,739)	(477,463)	(586,187)
310		11,333	(97,391)	(206,115)	(314,839)	(423,563)	(532,287)	(641,011)
330		(43,497)	(152,221)	(260,945)	(369,669)	(478,393)	(587,117)	(695,841)
350		(98,326)	(207,050)	(315,774)	(424,498)	(533,222)	(641,946)	(750,670)
370		(153,156)	(261,880)	(370,604)	(479,328)	(588,052)	(696,776)	(805,500)
390		(207,986)	(316,710)	(425,434)	(534,158)	(642,882)	(751,606)	(860,330)
410		(262,816)	(371,540)	(480,264)	(588,988)	(697,712)	(806,436)	(915,160)
430		(317,935)	(426,659)	(535,383)	(644,107)	(752,831)	(861,555)	(970,279)
450		(381,000)	(489,724)	(598,448)	(707,172)	(815,896)	(924,620)	(1,033,344)
470		(444,160)	(552,884)	(661,608)	(770,332)	(879,056)	(987,780)	(1,096,504)
490		(507,321)	(616,045)	(724,769)	(833,493)	(942,217)	(1,050,941)	(1,159,665)
510		(570,482)	(679,206)	(787,930)	(896,654)	(1,005,378)	(1,114,102)	(1,222,826)
530		(633,642)	(742,366)	(851,090)	(959,814)	(1,068,538)	(1,177,262)	(1,285,986)
550		(696,803)	(805,527)	(914,251)	(1,022,975)	(1,131,699)	(1,240,423)	(1,349,147)
570		(760,273)	(868,997)	(977,721)	(1,086,445)	(1,195,169)	(1,303,893)	(1,412,617)

**TABLE 6**

Balance (RLV - BLV)	336,356	Density (dph)						
		30	40	50	60	70	80	90
70		(1,644,189)	(972,372)	(569,406)	(300,799)	(108,936)	34,960	146,880
90		(1,697,790)	(1,025,834)	(622,744)	(354,017)	(162,129)	(18,232)	93,687
110		(1,751,523)	(1,079,405)	(676,206)	(407,479)	(215,532)	(71,571)	40,399
130		(1,805,453)	(1,133,138)	(729,867)	(461,020)	(268,994)	(125,033)	(13,064)
150		(1,859,458)	(1,187,036)	(783,600)	(514,753)	(322,719)	(178,693)	(66,674)
CIL £psm		(1,913,720)	(1,241,041)	(837,588)	(568,619)	(376,498)	(232,426)	(120,407)
93.02		(1,968,045)	(1,295,271)	(891,634)	(622,624)	(430,504)	(286,413)	(174,343)
210		(2,022,599)	(1,349,561)	(945,912)	(676,821)	(484,613)	(340,457)	(228,348)
230		(2,077,264)	(1,404,115)	(1,000,293)	(731,100)	(538,892)	(394,736)	(282,614)
250		(2,132,094)	(1,458,745)	(1,054,846)	(785,632)	(593,335)	(449,113)	(336,940)
270		(2,186,923)	(1,513,575)	(1,109,566)	(840,227)	(647,889)	(503,667)	(391,494)
290		(2,241,753)	(1,568,405)	(1,164,396)	(895,057)	(702,671)	(558,382)	(446,158)
310		(2,296,583)	(1,623,235)	(1,219,226)	(949,887)	(757,501)	(613,212)	(500,988)
330		(2,351,413)	(1,678,065)	(1,274,056)	(1,004,716)	(812,331)	(668,042)	(555,818)
350		(2,406,243)	(1,732,895)	(1,328,886)	(1,059,546)	(867,161)	(722,872)	(610,647)
370		(2,461,073)	(1,787,725)	(1,383,716)	(1,114,376)	(921,991)	(777,702)	(665,477)
390		(2,515,903)	(1,842,555)	(1,438,545)	(1,169,206)	(976,821)	(832,532)	(720,307)
410		(2,570,733)	(1,897,385)	(1,493,375)	(1,224,036)	(1,031,651)	(887,362)	(775,137)
430		(2,625,563)	(1,952,215)	(1,548,205)	(1,278,866)	(1,086,481)	(942,192)	(830,067)
450		(2,680,393)	(2,007,045)	(1,603,035)	(1,333,696)	(1,141,311)	(1,007,022)	(885,097)
470		(2,735,223)	(2,061,875)	(1,657,865)	(1,388,526)	(1,196,141)	(1,061,852)	(939,927)
490		(2,790,053)	(2,116,705)	(1,712,695)	(1,443,356)	(1,250,971)	(1,116,682)	(994,757)
510		(2,844,883)	(2,171,535)	(1,767,525)	(1,498,186)	(1,305,801)	(1,171,512)	(1,049,587)
530		(2,899,713)	(2,226,365)	(1,822,355)	(1,553,016)	(1,360,631)	(1,226,342)	(1,104,417)
550		(2,954,543)	(2,281,195)	(1,877,185)	(1,607,846)	(1,415,461)	(1,281,172)	(1,159,247)
570		(3,009,373)	(2,336,025)	(1,932,015)	(1,662,676)	(1,470,291)	(1,336,002)	(1,214,077)



Scheme Ref: **AL**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Age Restricted / Sheltered Housing**

**TABLE 7**

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	336,356							
	70	1,138,662	769,484	397,517	21,128	(361,973)	(772,939)	(1,217,925)
	90	1,086,692	717,060	344,388	(32,879)	(416,803)	(836,100)	(1,281,405)
	110	1,034,721	664,578	291,195	(87,158)	(471,633)	(899,260)	(1,345,206)
	130	982,566	611,909	237,748	(141,574)	(526,463)	(962,435)	(1,409,008)
	150	930,375	559,179	184,250	(196,129)	(581,977)	(1,025,915)	(1,472,810)
CIL £psm	170	878,107	506,254	130,517	(250,959)	(645,058)	(1,089,395)	(1,536,612)
93.02	190	825,683	453,218	76,695	(305,789)	(708,218)	(1,152,876)	(1,600,414)
	210	773,246	400,025	22,690	(360,619)	(771,379)	(1,216,356)	(1,664,524)
	230	720,577	346,748	(31,462)	(415,448)	(834,540)	(1,279,837)	(1,728,649)
	250	667,909	293,286	(85,741)	(470,278)	(897,700)	(1,343,630)	(1,792,774)
	270	614,991	239,765	(140,227)	(525,108)	(960,866)	(1,407,432)	(1,856,899)
	290	562,048	186,032	(194,780)	(580,425)	(1,024,347)	(1,471,234)	(1,921,025)
	310	508,855	132,261	(249,604)	(643,498)	(1,087,827)	(1,535,036)	(1,985,453)
	330	455,662	78,256	(304,434)	(706,658)	(1,151,308)	(1,598,838)	(2,049,903)
	350	402,286	24,233	(359,264)	(769,819)	(1,214,788)	(1,662,940)	(2,114,353)
	370	348,824	(30,046)	(414,094)	(832,979)	(1,278,269)	(1,727,065)	(2,178,803)
	390	295,279	(84,325)	(468,924)	(896,140)	(1,342,054)	(1,791,190)	(2,243,253)
	410	241,546	(138,879)	(523,754)	(959,301)	(1,405,856)	(1,855,315)	(2,308,009)
	430	187,813	(193,433)	(578,872)	(1,022,779)	(1,469,658)	(1,919,440)	(2,372,786)
	450	133,823	(248,250)	(641,937)	(1,086,259)	(1,533,460)	(1,983,861)	(2,437,562)
	470	79,818	(303,080)	(705,098)	(1,149,740)	(1,597,262)	(2,048,311)	(2,502,339)
	490	25,650	(357,910)	(768,259)	(1,213,220)	(1,661,356)	(2,112,761)	(2,567,115)
	510	(28,629)	(412,739)	(831,419)	(1,276,701)	(1,725,481)	(2,177,211)	(2,632,210)
	530	(82,978)	(467,569)	(894,580)	(1,340,478)	(1,789,606)	(2,241,661)	(2,697,315)
	550	(137,531)	(522,399)	(957,740)	(1,404,280)	(1,853,731)	(2,306,409)	(2,998,510)
	570	(192,085)	(577,320)	(1,021,211)	(1,468,082)	(1,917,856)	(2,371,186)	(3,328,105)

**TABLE 8**

		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	336,356							
	70	(243,692)	78,675	397,517	714,143	1,029,244	1,343,431	1,656,925
	90	(298,452)	24,942	344,388	661,506	977,053	1,291,460	1,605,164
	110	(353,282)	(29,045)	291,195	608,837	924,697	1,239,471	1,553,382
	130	(408,112)	(83,160)	237,748	555,957	872,273	1,187,279	1,501,412
	150	(462,942)	(137,439)	184,250	503,032	819,770	1,135,088	1,449,442
CIL £psm	170	(517,772)	(191,959)	130,517	449,852	767,102	1,082,826	1,397,472
93.02	190	(572,602)	(246,613)	76,695	396,659	714,397	1,030,402	1,345,315
	210	(634,858)	(301,443)	22,690	343,232	661,472	977,978	1,293,123
	230	(698,015)	(356,273)	(31,462)	289,770	608,508	925,366	1,240,932
	250	(761,176)	(411,103)	(85,741)	236,093	555,316	872,698	1,188,532
	270	(824,336)	(465,933)	(140,227)	182,360	502,123	819,912	1,136,108
	290	(887,497)	(520,763)	(194,780)	128,430	448,716	766,987	1,083,631
	310	(950,658)	(575,593)	(249,604)	74,424	395,254	713,972	1,030,962
	330	(1,014,064)	(638,396)	(304,434)	20,236	341,669	660,780	978,294
	350	(1,077,545)	(701,557)	(359,264)	(34,043)	287,936	607,587	925,428
	370	(1,141,025)	(764,717)	(414,094)	(88,494)	234,170	554,200	872,503
	390	(1,204,506)	(827,878)	(468,924)	(143,048)	180,164	500,738	819,436
	410	(1,268,054)	(891,038)	(523,754)	(197,765)	126,159	447,245	766,243
	430	(1,331,856)	(954,199)	(578,872)	(252,595)	71,933	393,512	713,051
	450	(1,395,658)	(1,017,637)	(641,937)	(307,425)	17,655	339,779	659,684
	470	(1,459,460)	(1,081,118)	(705,098)	(362,255)	(36,762)	285,904	606,222
	490	(1,523,262)	(1,144,598)	(768,259)	(417,085)	(91,315)	231,899	552,760
	510	(1,587,282)	(1,208,079)	(831,419)	(471,915)	(145,926)	177,894	499,088
	530	(1,651,407)	(1,271,577)	(894,580)	(526,745)	(200,756)	123,631	445,355
	550	(1,715,532)	(1,335,379)	(957,740)	(582,318)	(255,586)	69,353	391,622
	570	(1,779,657)	(1,399,181)	(1,021,211)	(645,479)	(310,416)	14,971	337,639

**NOTES**

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

**Scheme Ref:** AL  
**No Units:** 55 **Location / Value Zone:** Lower **Development Scenario:** Brownfield  
**Notes:** Age Restricted / Sheltered Housing

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

<b>Scheme Ref:</b>	AL
No Units:	55
Location / Value Zone:	Lower
Development Scenario:	Brownfield
Notes:	Age Restricted / Sheltered Housing
Total GDV (£)	12,690,480
AH %	35%
Affordable Rent:	75.00%
Social Rent:	0.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	25.00%
CIL (£ psm)	93.02
CIL (£ per unit)	4,837.04
CIL (£)	266,037
Site Specific S106 (£ per unit)	6,000
Site Specific S106 (£)	330,000
Sub-total CIL+S106 (£ per unit)	10,837
Strategic Infrastructure (£ per unit)	-
Strategic Infrastructure (£)	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	10,837
Total Developers Profit (£)	2,082,749
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.41%
Developers Profit (% on costs)	21.78%
RLV (£)	923,465
RLV (£/acre)	849,366
RLV (£/ha)	2,098,784
<b>Balance for Plan VA:</b>	
BLV (£)	587,110
BLV (£/acre)	540,000
BLV (£/ha)	1,334,340
Surplus/Deficit	336,356
Surplus/Deficit (£/acre)	309,366
Surplus/Deficit (£/ha)	764,444
Plan Viability comments	Viable

Viable	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viable	if RLV < BLV, and RLV is negative



Scheme Ref: **AL - Commuted Sum**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Age Restricted / Sheltered Housing**

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme		55 Units				
AH Policy requirement (% Target)		0%				
AH tenure split %		Affordable Rent:	75.0%		75.0% % Rented	
		Social Rent:	0.0%		0.0% % of total (>10% for HWP (Feb 2017))	
		Intermediate (LCHO/Sub-Market/Starter etc.):	25.0%			
Open Market Sale (OMS) housing		100%				
CIL Rate (£ psm)		100%				
		93.02 £ psm				
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	60.0%	33.0	60.0%	0.0	60%	33.0
2 bed Flat	40.0%	22.0	40.0%	0.0	40%	22.0
Total number of units	100.0%	55.0	100.0%	0.0	100%	55.0
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		
			%	(sqm)	(sqft)	
1 bed House	62.0	667		62.0	667	
2 bed House	79.0	850		79.0	850	
3 bed House	100.0	1,076		100.0	1,076	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	165.0	1,776		165.0	1,776	
1 bed Flat	50.0	538	75.0%	66.7	718	
2 bed Flat	75.0	807	75.0%	100.0	1,076	
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		
			%	(sqm)	(sqft)	
1 bed House	62.0	667		62.0	667	
2 bed House	79.0	850		79.0	850	
3 bed House	100.0	1,076		100.0	1,076	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	165.0	1,776		165.0	1,776	
1 bed Flat	50.0	538	75.0%	66.7	718	
2 bed Flat	75.0	807	75.0%	100.0	1,076	
<b>Total Gross Floor areas -</b>	<b>Mkt Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units)</b>	
					(sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	2,200	23,681	0	0	2,200	23,681
2 bed Flat	2,200	23,681	0	0	2,200	23,681
	4,400	47,361	0	0	4,400	47,361
<b>AH % by floor area:</b>		<b>0.00% AH % by floor area due to mix</b>				
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£psf</b>	<b>total MV £ (no AH)</b>		
1 bed House	240,000	3,871	360	0		
2 bed House	290,000	3,671	341	0		
3 bed House	350,000	3,500	325	0		
4 bed House	385,000	3,348	311	0		
5 bed House	525,000	3,182	296	0		
1 bed Flat	240,000	4,800	446	7,920,000		
2 bed Flat	300,000	4,000	372	6,600,000		
				14,520,000		
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>Intermediate £</b>	<b>% of MV</b>
1 bed House	144,000	60%	105,600	44%	182,400	76%
2 bed House	174,000	60%	127,600	44%	220,400	76%
3 bed House	210,000	60%	154,000	44%	266,000	76%
4 bed House	231,000	60%	169,400	44%	292,600	76%
5 bed House	315,000	60%	231,000	44%	399,000	76%
1 bed Flat	144,000	60%	105,600	44%	182,400	76%
2 bed Flat	180,000	60%	132,000	44%	228,000	76%

Scheme Ref: **AL - Commuted Sum**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Age Restricted / Sheltered Housing**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	240,000	-
2 bed House	0.0	@	290,000	-
3 bed House	0.0	@	350,000	-
4 bed House	0.0	@	385,000	-
5 bed House	0.0	@	525,000	-
1 bed Flat	33.0	@	240,000	7,920,000
2 bed Flat	22.0	@	300,000	6,600,000
	55.0			14,520,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	144,000	-
2 bed House	0.0	@	174,000	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	231,000	-
5 bed House	0.0	@	315,000	-
1 bed Flat	0.0	@	144,000	-
2 bed Flat	0.0	@	180,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	105,600	-
2 bed House	0.0	@	127,600	-
3 bed House	0.0	@	154,000	-
4 bed House	0.0	@	169,400	-
5 bed House	0.0	@	231,000	-
1 bed Flat	0.0	@	105,600	-
2 bed Flat	0.0	@	132,000	-
	0.0			-
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	182,400	-
2 bed House	0.0	@	220,400	-
3 bed House	0.0	@	266,000	-
4 bed House	0.0	@	292,600	-
5 bed House	0.0	@	399,000	-
1 bed Flat	0.0	@	182,400	-
2 bed Flat	0.0	@	228,000	-
	0.0			-
<b>Sub-total GDV Residential</b>	<b>55</b>			<b>14,520,000</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
<b>Grant</b>	55	@	0	-
<b>Total GDV</b>				<b>14,520,000</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(23,549)
CIL	4,400 sqm (Market only)	93.02 £ psm		(409,288)
CIL analysis:	2.82% % of GDV	7,442 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	55 units @	6,000 per unit	(330,000)
<b>S106 analysis:</b>	750,000 £ per ha	2.27% % of GDV	6,000 £ per unit (total ur)	(330,000)
AH Commuted Sum	4,400 sqm (total)	126 £ psm		(555,808)
<b>Comm. Sum analysis:</b>		3.83% % of GDV		

Scheme Ref: **AL - Commuted Sum**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Age Restricted / Sheltered Housing**

<i>cont/</i>					
<b>Construction Costs -</b>					
Site Clearance and Demolition		1.09 acres @		50,000 £ per acre (if brownfield)	(54,362)
Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House		- sqm @		1,160 psm	-
2 bed House		- sqm @		1,160 psm	-
3 bed House		- sqm @		1,160 psm	-
4 bed House		- sqm @		1,160 psm	-
5 bed House		- sqm @		1,160 psm	-
1 bed Flat		2,200 sqm @		1,563 psm	(3,438,600)
2 bed Flat	4,400	2,200 sqm @		1,563 psm	(3,438,600)
External works		6,877,200 @		10.0% 12,504 £ per unit	(687,720)
M4(2) Category 2 Housing	Aff units	- units @	95% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	- units @	5% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	55 units @	15% @	521 £ per unit	(4,298)
M4(3) Category 3 Housing	Mrkt units	- units @	2% @	10,111 £ per unit	-
Water Efficiency additional cost		55 units @		10 £ per unit	(550)
Contingency		7,624,130 @		3.0%	(228,724)
<b>Professional Fees</b>		7,624,130 @		6.5%	(495,568)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		14,520,000 OMS @		1.00% 2,640 £ per unit	(145,200)
Residential Sales Legal Costs		14,520,000 OMS @		0.50% 1,320 £ per unit	(72,600)
Marketing and Promotion		14,520,000 OMS @		3.00% 7,920 £ per unit 11,880 £ per unit	(435,600)
<b>Interest (on Development Costs) -</b>			6.25% APR	0.506% pcm	(179,153)
<b>Developers Profit -</b>					
Margin on AH		0		6.00% on AH values	-
Profit on OMS		14,520,000		20.00%	(2,904,000)
<b>Profit analysis:</b>		10,569,621		27.47% on costs	(2,904,000)
		14,520,000		20.00% blended	(2,904,000)
<b>TOTAL COSTS</b>					<b>(13,473,621)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,046,379
SDLT		1,046,379 @		(slabbed)	(41,819)
Acquisition Agent fees		1,046,379 @		1.0%	(10,464)
Acquisition Legal fees		1,046,379 @		0.5%	(5,232)
Interest on Land		1,046,379 @		6.25%	(65,399)
Residual Land Value					<b>923,466</b>
<b>RLV analysis:</b>	16,790 £ per plot	2,098,785 £ per ha		849,367 £ per acre	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		125.0 dph			
Site Area (Net)		0.44 ha		1.09 acres	
<b>Density analysis:</b>		10,000 sqm/ha		43.561 sqft/ac	
Benchmark Land Value (Net)	10,675 £ per plot	1,334,340 £ per ha		540,000 £ per acre	<b>587,110</b>

<b>BALANCE</b>					
Surplus/(Deficit)		764,445 £ per ha		309,367 £ per acre	<b>336,356</b>

Scheme Ref: **AL - Commuted Sum**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Age Restricted / Sheltered Housing**

**SENSITIVITY ANALYSIS**

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

**TABLE 1**

Balance (RLV - BLV)	336,356	Affordable Housing - % on site 0%						
		20%	25%	30%	35%	40%	45%	50%
CIL £psm 93.02	70	96,280	12,232	(71,954)	(156,151)	(240,348)	(324,692)	(409,064)
	90	29,296	(50,704)	(130,704)	(210,779)	(290,933)	(371,087)	(451,241)
	110	(37,847)	(113,737)	(189,673)	(265,609)	(341,545)	(417,482)	(493,418)
	130	(105,283)	(177,002)	(248,720)	(320,439)	(392,157)	(463,876)	(535,595)
	150	(172,766)	(240,267)	(307,768)	(375,269)	(442,770)	(510,271)	(577,941)
	170	(240,249)	(303,532)	(366,816)	(430,099)	(493,382)	(556,665)	(626,281)
	190	(307,732)	(366,798)	(425,863)	(484,929)	(543,994)	(606,925)	(674,622)
	210	(375,215)	(430,063)	(484,911)	(539,759)	(597,236)	(660,099)	(722,962)
	230	(442,698)	(493,328)	(543,958)	(597,216)	(655,276)	(713,339)	(771,402)
	250	(510,432)	(556,852)	(607,170)	(660,374)	(713,578)	(766,783)	(819,987)
	270	(578,497)	(626,843)	(675,189)	(723,534)	(771,880)	(820,226)	(868,572)
	290	(646,562)	(699,720)	(743,208)	(786,695)	(830,182)	(873,670)	(917,157)
	310	(714,627)	(772,598)	(811,227)	(849,856)	(888,484)	(927,113)	(965,742)
	330	(782,692)	(845,476)	(879,246)	(913,016)	(946,787)	(980,557)	(1,014,327)
	350	(850,757)	(918,468)	(947,364)	(976,260)	(1,005,156)	(1,034,051)	(1,062,947)
	370	(918,822)	(991,715)	(1,015,728)	(1,039,740)	(1,063,753)	(1,087,766)	(1,111,778)
	390	(986,887)	(1,064,962)	(1,084,091)	(1,103,221)	(1,122,350)	(1,141,480)	(1,160,609)
	410	(1,054,952)	(1,138,209)	(1,152,455)	(1,166,701)	(1,180,948)	(1,195,194)	(1,209,441)
	430	(1,123,017)	(1,211,455)	(1,220,819)	(1,230,182)	(1,239,545)	(1,248,908)	(1,258,272)
450	(1,191,082)	(1,284,790)	(1,289,257)	(1,293,723)	(1,298,190)	(1,302,657)	(1,307,124)	
470	(1,259,147)	(1,358,408)	(1,357,966)	(1,357,525)	(1,357,084)	(1,356,643)	(1,356,202)	
490	(1,327,212)	(1,432,025)	(1,426,676)	(1,421,327)	(1,415,979)	(1,410,630)	(1,405,281)	
510	(1,395,277)	(1,505,643)	(1,495,386)	(1,485,129)	(1,474,873)	(1,464,616)	(1,454,359)	
530	(1,463,342)	(1,579,261)	(1,564,096)	(1,548,931)	(1,533,767)	(1,518,602)	(1,503,438)	
550	(1,531,407)	(1,652,948)	(1,632,864)	(1,612,781)	(1,592,697)	(1,572,613)	(1,552,529)	
570	(1,600,472)	(1,726,939)	(1,701,922)	(1,676,906)	(1,651,889)	(1,626,873)	(1,601,856)	

**TABLE 2**

Balance (RLV - BLV)	336,356	Site Specific S106 (where 110% is a 10% increase etc.)						
		100%	110%	120%	130%	140%	150%	160%
CIL £psm 93.02	70	432,384	403,115	373,846	344,556	315,252	285,947	256,642
	90	348,965	319,660	290,356	261,051	231,746	202,441	173,136
	110	265,369	236,026	206,684	177,342	147,999	118,657	89,314
	130	181,440	152,098	122,755	93,413	64,066	34,684	5,303
	150	97,237	67,856	38,475	9,093	(20,288)	(49,669)	(79,051)
	170	12,884	(16,498)	(45,879)	(75,260)	(104,642)	(134,023)	(163,404)
	190	(71,470)	(100,851)	(130,233)	(159,614)	(188,995)	(218,377)	(247,758)
	210	(155,824)	(185,205)	(214,586)	(243,968)	(273,349)	(302,730)	(332,112)
	230	(240,177)	(269,559)	(298,940)	(328,321)	(357,703)	(387,084)	(416,466)
	250	(324,748)	(354,170)	(383,592)	(413,013)	(442,435)	(471,857)	(501,279)
	270	(409,529)	(438,951)	(468,373)	(497,794)	(527,216)	(556,638)	(586,060)
	290	(494,310)	(523,732)	(553,154)	(582,575)	(611,997)	(641,419)	(670,841)
	310	(579,091)	(613,175)	(646,896)	(680,617)	(714,338)	(748,059)	(781,781)
	330	(663,872)	(710,345)	(744,066)	(777,787)	(811,508)	(845,230)	(878,951)
	350	(748,653)	(807,759)	(841,528)	(875,297)	(909,066)	(942,835)	(976,604)
	370	(833,434)	(905,421)	(939,190)	(972,959)	(1,006,728)	(1,040,497)	(1,074,266)
	390	(918,215)	(1,003,083)	(1,036,852)	(1,070,621)	(1,104,390)	(1,138,159)	(1,171,928)
	410	(1,003,000)	(1,100,746)	(1,134,515)	(1,168,284)	(1,202,053)	(1,235,822)	(1,269,591)
	430	(1,087,781)	(1,198,408)	(1,232,177)	(1,265,946)	(1,299,715)	(1,333,484)	(1,367,253)
450	(1,172,562)	(1,296,274)	(1,330,093)	(1,363,911)	(1,397,730)	(1,431,548)	(1,465,367)	
470	(1,257,343)	(1,394,431)	(1,428,250)	(1,462,068)	(1,495,887)	(1,529,705)	(1,563,524)	
490	(1,342,124)	(1,492,588)	(1,526,407)	(1,560,225)	(1,594,044)	(1,627,862)	(1,661,681)	
510	(1,426,905)	(1,590,745)	(1,624,564)	(1,658,382)	(1,692,201)	(1,726,019)	(1,759,837)	
530	(1,511,686)	(1,688,902)	(1,722,720)	(1,756,539)	(1,790,357)	(1,824,176)	(1,857,994)	
550	(1,596,467)	(1,787,236)	(1,821,106)	(1,854,975)	(1,888,845)	(1,922,714)	(1,956,584)	
570	(1,681,248)	(1,885,890)	(1,919,760)	(1,953,629)	(1,987,499)	(2,021,369)	(2,055,238)	

Scheme Ref: **AL - Commuted Sum**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Age Restricted / Sheltered Housing**

**TABLE 3**

		Infrastructure Costs						
		100% (where 110% is a 10% increase etc.)						
		100%	110%	120%	130%	140%	150%	160%
Balance (RLV - BLV)	336,356							
	70	432,384	432,384	432,384	432,384	432,384	432,384	432,384
	90	348,965	348,965	348,965	348,965	348,965	348,965	348,965
	110	265,369	265,369	265,369	265,369	265,369	265,369	265,369
	130	181,440	181,440	181,440	181,440	181,440	181,440	181,440
	150	97,237	97,237	97,237	97,237	97,237	97,237	97,237
CIL £psm	170	12,884	12,884	12,884	12,884	12,884	12,884	12,884
93.02	190	(71,470)	(71,470)	(71,470)	(71,470)	(71,470)	(71,470)	(71,470)
	210	(155,824)	(155,824)	(155,824)	(155,824)	(155,824)	(155,824)	(155,824)
	230	(240,177)	(240,177)	(240,177)	(240,177)	(240,177)	(240,177)	(240,177)
	250	(324,748)	(324,748)	(324,748)	(324,748)	(324,748)	(324,748)	(324,748)
	270	(409,529)	(409,529)	(409,529)	(409,529)	(409,529)	(409,529)	(409,529)
	290	(494,310)	(494,310)	(494,310)	(494,310)	(494,310)	(494,310)	(494,310)
	310	(579,454)	(579,454)	(579,454)	(579,454)	(579,454)	(579,454)	(579,454)
	330	(676,624)	(676,624)	(676,624)	(676,624)	(676,624)	(676,624)	(676,624)
	350	(773,990)	(773,990)	(773,990)	(773,990)	(773,990)	(773,990)	(773,990)
	370	(871,652)	(871,652)	(871,652)	(871,652)	(871,652)	(871,652)	(871,652)
	390	(969,314)	(969,314)	(969,314)	(969,314)	(969,314)	(969,314)	(969,314)
	410	(1,066,977)	(1,066,977)	(1,066,977)	(1,066,977)	(1,066,977)	(1,066,977)	(1,066,977)
	430	(1,164,639)	(1,164,639)	(1,164,639)	(1,164,639)	(1,164,639)	(1,164,639)	(1,164,639)
	450	(1,262,456)	(1,262,456)	(1,262,456)	(1,262,456)	(1,262,456)	(1,262,456)	(1,262,456)
	470	(1,360,613)	(1,360,613)	(1,360,613)	(1,360,613)	(1,360,613)	(1,360,613)	(1,360,613)
	490	(1,458,770)	(1,458,770)	(1,458,770)	(1,458,770)	(1,458,770)	(1,458,770)	(1,458,770)
	510	(1,556,927)	(1,556,927)	(1,556,927)	(1,556,927)	(1,556,927)	(1,556,927)	(1,556,927)
	530	(1,655,084)	(1,655,084)	(1,655,084)	(1,655,084)	(1,655,084)	(1,655,084)	(1,655,084)
	550	(1,753,367)	(1,753,367)	(1,753,367)	(1,753,367)	(1,753,367)	(1,753,367)	(1,753,367)
	570	(1,852,021)	(1,852,021)	(1,852,021)	(1,852,021)	(1,852,021)	(1,852,021)	(1,852,021)

**TABLE 4**

		Profit 20%						
		15%	16%	17%	18%	19%	20%	21%
Balance (RLV - BLV)	336,356							
	70	1,065,819	939,132	812,445	685,758	559,071	432,384	305,697
	90	982,400	855,713	729,026	602,339	475,652	348,965	222,278
	110	898,804	772,117	645,430	518,743	392,056	265,369	138,682
	130	814,875	688,188	561,501	434,814	308,127	181,440	54,753
	150	730,672	603,985	477,298	350,611	223,924	97,237	(29,450)
CIL £psm	170	646,319	519,632	392,945	266,258	139,571	12,884	(113,803)
93.02	190	561,965	435,278	308,591	181,904	55,217	(71,470)	(198,157)
	210	477,611	350,924	224,237	97,550	(29,137)	(155,824)	(282,511)
	230	393,258	266,571	139,884	13,197	(113,490)	(240,177)	(366,864)
	250	308,687	182,000	55,313	(71,374)	(198,061)	(324,748)	(451,435)
	270	223,906	97,219	(29,468)	(156,155)	(282,842)	(409,529)	(536,216)
	290	139,125	12,438	(114,249)	(240,936)	(367,623)	(494,310)	(627,484)
	310	54,344	(72,343)	(199,030)	(325,717)	(452,404)	(579,454)	(724,654)
	330	(30,437)	(157,124)	(283,811)	(410,498)	(537,185)	(676,624)	(821,824)
	350	(115,389)	(242,076)	(368,763)	(495,450)	(628,790)	(773,990)	(919,190)
	370	(200,599)	(327,286)	(453,973)	(581,252)	(726,452)	(871,652)	(1,016,852)
	390	(285,809)	(412,496)	(539,183)	(678,914)	(824,114)	(969,314)	(1,114,514)
	410	(371,020)	(497,707)	(631,377)	(776,577)	(921,777)	(1,066,977)	(1,212,177)
	430	(456,230)	(583,839)	(729,039)	(874,239)	(1,019,439)	(1,164,639)	(1,309,839)
	450	(541,575)	(681,656)	(826,856)	(972,056)	(1,117,256)	(1,262,456)	(1,407,656)
	470	(634,613)	(779,813)	(925,013)	(1,070,213)	(1,215,413)	(1,360,613)	(1,505,813)
	490	(732,770)	(877,970)	(1,023,170)	(1,168,370)	(1,313,570)	(1,458,770)	(1,603,970)
	510	(830,927)	(976,127)	(1,121,327)	(1,266,527)	(1,411,727)	(1,556,927)	(1,702,127)
	530	(929,084)	(1,074,284)	(1,219,484)	(1,364,684)	(1,509,884)	(1,655,084)	(1,800,284)
	550	(1,027,367)	(1,172,567)	(1,317,767)	(1,462,967)	(1,608,167)	(1,753,367)	(1,898,567)
	570	(1,126,021)	(1,271,221)	(1,416,421)	(1,561,621)	(1,706,821)	(1,852,021)	(1,997,221)

Scheme Ref: **AL - Commuted Sum**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Age Restricted / Sheltered Housing**

**TABLE 5**

		BLV (per acre)						
		300,000	400,000	500,000	600,000	700,000	800,000	900,000
Balance (RLV - BLV)	336,356							
	70	693,321	584,597	475,873	367,149	258,425	149,701	40,977
	90	609,903	501,179	392,455	283,731	175,007	66,283	(42,441)
	110	526,306	417,582	308,858	200,134	91,410	(17,314)	(126,038)
	130	442,378	333,654	224,930	116,206	7,482	(101,242)	(209,966)
	150	358,175	249,451	140,727	32,003	(76,721)	(185,445)	(294,169)
CIL £psm	170	273,821	165,097	56,373	(52,351)	(161,075)	(269,799)	(378,523)
93.02	190	189,468	80,744	(27,980)	(136,704)	(245,428)	(354,152)	(462,876)
	210	105,114	(3,610)	(112,334)	(221,058)	(329,782)	(438,506)	(547,230)
	230	20,760	(87,964)	(196,688)	(305,412)	(414,136)	(522,860)	(631,584)
	250	(63,811)	(172,535)	(281,259)	(389,983)	(498,707)	(607,431)	(716,155)
	270	(148,592)	(257,316)	(366,040)	(474,764)	(583,488)	(692,212)	(800,936)
	290	(233,373)	(342,097)	(450,821)	(559,545)	(668,269)	(776,993)	(885,717)
	310	(318,516)	(427,240)	(535,964)	(644,688)	(753,412)	(862,136)	(970,860)
	330	(415,686)	(524,410)	(633,134)	(741,858)	(850,582)	(959,306)	(1,068,030)
	350	(513,052)	(621,776)	(730,500)	(839,224)	(947,948)	(1,056,672)	(1,165,396)
	370	(610,714)	(719,438)	(828,162)	(936,886)	(1,045,610)	(1,154,334)	(1,263,058)
	390	(708,377)	(817,101)	(925,825)	(1,034,549)	(1,143,273)	(1,251,997)	(1,360,721)
	410	(806,039)	(914,763)	(1,023,487)	(1,132,211)	(1,240,935)	(1,349,659)	(1,458,383)
	430	(903,701)	(1,012,425)	(1,121,149)	(1,229,873)	(1,338,597)	(1,447,321)	(1,556,045)
	450	(1,001,518)	(1,110,242)	(1,218,966)	(1,327,690)	(1,436,414)	(1,545,138)	(1,653,862)
	470	(1,099,675)	(1,208,399)	(1,317,123)	(1,425,847)	(1,534,571)	(1,643,295)	(1,752,019)
	490	(1,197,832)	(1,306,556)	(1,415,280)	(1,524,004)	(1,632,728)	(1,741,452)	(1,850,176)
	510	(1,295,989)	(1,404,713)	(1,513,437)	(1,622,161)	(1,730,885)	(1,839,609)	(1,948,333)
	530	(1,394,146)	(1,502,870)	(1,611,594)	(1,720,318)	(1,829,042)	(1,937,766)	(2,046,490)
	550	(1,492,429)	(1,601,153)	(1,709,877)	(1,818,601)	(1,927,325)	(2,036,049)	(2,144,773)
	570	(1,591,083)	(1,699,807)	(1,808,531)	(1,917,255)	(2,025,979)	(2,134,703)	(2,243,427)

**TABLE 6**

		Density (dph)						
		30	40	50	60	70	80	90
Balance (RLV - BLV)	336,356							
	70	(1,612,807)	(939,895)	(536,258)	(267,166)	(74,958)	69,198	181,319
	90	(1,696,735)	(1,023,698)	(619,876)	(350,672)	(158,464)	(14,308)	97,813
	110	(1,781,034)	(1,107,686)	(703,805)	(434,590)	(242,293)	(98,071)	14,102
	130	(1,865,388)	(1,192,040)	(788,031)	(518,691)	(326,306)	(182,017)	(69,827)
	150	(1,949,742)	(1,276,393)	(872,384)	(603,045)	(410,660)	(266,371)	(154,146)
CIL £psm	170	(2,034,095)	(1,360,747)	(956,738)	(687,399)	(495,013)	(350,724)	(238,500)
93.02	190	(2,118,449)	(1,445,101)	(1,041,092)	(771,752)	(579,367)	(435,078)	(322,853)
	210	(2,203,117)	(1,529,455)	(1,125,445)	(856,106)	(663,721)	(519,432)	(407,207)
	230	(2,287,898)	(1,614,236)	(1,210,040)	(940,575)	(748,100)	(603,785)	(491,561)
	250	(2,372,678)	(1,699,017)	(1,294,820)	(1,025,356)	(832,881)	(688,525)	(576,248)
	270	(2,460,626)	(1,783,798)	(1,379,601)	(1,110,137)	(917,662)	(773,306)	(661,029)
	290	(2,557,796)	(1,875,062)	(1,465,421)	(1,194,918)	(1,002,443)	(858,087)	(745,810)
	310	(2,655,273)	(1,972,232)	(1,562,591)	(1,289,497)	(1,094,430)	(948,130)	(834,341)
	330	(2,752,936)	(2,069,841)	(1,659,984)	(1,386,746)	(1,191,601)	(1,045,300)	(931,511)
	350	(2,850,598)	(2,167,503)	(1,757,646)	(1,484,408)	(1,289,238)	(1,142,861)	(1,029,012)
	370	(2,948,260)	(2,265,165)	(1,855,309)	(1,582,071)	(1,386,901)	(1,240,523)	(1,126,674)
	390	(3,045,922)	(2,362,828)	(1,952,971)	(1,679,733)	(1,484,563)	(1,338,185)	(1,224,336)
	410	(3,143,851)	(2,460,490)	(2,050,633)	(1,777,395)	(1,582,225)	(1,435,848)	(1,321,999)
	430	(3,242,008)	(2,558,551)	(2,148,477)	(1,875,094)	(1,679,887)	(1,533,510)	(1,419,661)
	450	(3,340,165)	(2,656,708)	(2,246,634)	(1,973,251)	(1,777,978)	(1,631,523)	(1,517,613)
	470	(3,438,322)	(2,754,865)	(2,344,791)	(2,071,408)	(1,876,135)	(1,729,680)	(1,615,770)
	490	(3,536,479)	(2,853,022)	(2,442,948)	(2,169,565)	(1,974,292)	(1,827,837)	(1,713,927)
	510	(3,634,875)	(2,951,179)	(2,541,105)	(2,267,722)	(2,072,449)	(1,925,993)	(1,812,084)
	530	(3,733,529)	(3,049,708)	(2,639,415)	(2,365,886)	(2,170,605)	(2,024,150)	(1,910,241)
	550	(3,832,183)	(3,148,362)	(2,738,069)	(2,464,541)	(2,269,163)	(2,122,630)	(2,008,660)
	570	(3,930,837)	(3,247,016)	(2,836,723)	(2,563,195)	(2,367,817)	(2,221,284)	(2,107,314)

Scheme Ref: **AL - Commuted Sum**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Age Restricted / Sheltered Housing**

**TABLE 7**

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	336,356							
	70	1,185,368	810,511	432,384	49,488	(335,949)	(744,512)	(1,190,444)
	90	1,103,849	728,207	348,965	(34,865)	(420,730)	(842,175)	(1,288,392)
	110	1,022,014	645,541	265,369	(119,219)	(505,511)	(939,837)	(1,386,549)
	130	940,073	562,727	181,440	(203,573)	(592,291)	(1,037,499)	(1,484,705)
	150	857,824	479,642	97,237	(287,958)	(689,461)	(1,135,161)	(1,582,862)
CIL £psm	170	775,455	396,310	12,884	(372,739)	(786,892)	(1,232,829)	(1,681,019)
93.02	190	692,788	312,805	(71,470)	(457,520)	(884,555)	(1,330,986)	(1,779,434)
	210	609,985	228,949	(155,824)	(542,301)	(982,217)	(1,429,143)	(1,878,088)
	230	526,900	144,986	(240,177)	(634,458)	(1,079,879)	(1,527,300)	(1,976,742)
	250	443,655	60,633	(324,748)	(731,628)	(1,177,541)	(1,625,457)	(2,075,396)
	270	360,149	(23,721)	(409,529)	(829,272)	(1,275,424)	(1,723,614)	(2,174,050)
	290	276,457	(108,075)	(494,310)	(926,934)	(1,373,581)	(1,822,244)	(2,272,946)
	310	192,528	(192,428)	(579,454)	(1,024,597)	(1,471,738)	(1,920,898)	(2,372,100)
	330	108,382	(276,782)	(676,624)	(1,122,259)	(1,569,895)	(2,019,552)	(2,471,253)
	350	24,028	(361,538)	(773,990)	(1,219,921)	(1,668,051)	(2,118,206)	(2,570,407)
	370	(60,326)	(446,319)	(871,652)	(1,318,018)	(1,766,400)	(2,216,860)	(2,669,561)
	390	(144,679)	(531,100)	(969,314)	(1,416,175)	(1,865,054)	(2,315,973)	(2,768,953)
	410	(229,033)	(621,620)	(1,066,977)	(1,514,332)	(1,963,708)	(2,415,127)	(2,868,609)
	430	(313,548)	(718,790)	(1,164,639)	(1,612,489)	(2,062,362)	(2,514,280)	(2,968,265)
	450	(398,328)	(816,370)	(1,262,456)	(1,710,646)	(2,161,016)	(2,613,434)	(3,067,921)
	470	(483,109)	(914,032)	(1,360,613)	(1,809,210)	(2,259,846)	(2,712,588)	(3,167,577)
	490	(567,890)	(1,011,694)	(1,458,770)	(1,907,864)	(2,359,000)	(2,812,198)	(3,267,482)
	510	(663,786)	(1,109,356)	(1,556,927)	(2,006,518)	(2,458,154)	(2,911,854)	(3,367,642)
	530	(761,087)	(1,207,019)	(1,655,084)	(2,105,173)	(2,557,307)	(3,011,510)	(3,467,803)
	550	(858,749)	(1,305,050)	(1,753,367)	(2,203,827)	(2,656,461)	(3,111,166)	(3,742,039)
	570	(956,412)	(1,403,207)	(1,852,021)	(2,302,873)	(2,755,787)	(3,210,822)	(4,249,307)

**TABLE 8**

		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	336,356							
	70	(569,584)	(66,869)	432,384	925,481	1,414,690	1,901,229	2,385,911
	90	(665,727)	(151,222)	348,965	843,231	1,333,268	1,820,471	2,305,617
	110	(762,995)	(235,576)	265,369	760,718	1,251,611	1,739,442	2,225,157
	130	(860,658)	(319,995)	181,440	678,052	1,169,775	1,658,414	2,144,505
	150	(958,320)	(404,776)	97,237	595,061	1,087,764	1,577,022	2,063,853
CIL £psm	170	(1,055,982)	(489,557)	12,884	511,976	1,005,514	1,495,599	1,982,926
93.02	190	(1,153,644)	(574,337)	(71,470)	428,501	923,142	1,413,863	1,901,897
	210	(1,251,616)	(671,176)	(155,824)	344,957	840,476	1,332,028	1,820,776
	230	(1,349,773)	(768,493)	(240,177)	261,029	757,738	1,250,047	1,739,353
	250	(1,447,930)	(866,155)	(324,748)	176,990	674,653	1,167,797	1,657,930
	270	(1,546,087)	(963,817)	(409,529)	92,636	591,541	1,085,548	1,576,115
	290	(1,644,281)	(1,061,479)	(494,310)	8,282	508,036	1,002,901	1,494,280
	310	(1,742,935)	(1,159,142)	(579,454)	(76,071)	424,530	920,235	1,412,330
	330	(1,841,589)	(1,257,036)	(676,624)	(160,425)	340,617	837,330	1,330,081
	350	(1,940,243)	(1,355,193)	(773,990)	(244,779)	256,689	754,245	1,247,831
	370	(2,038,897)	(1,453,350)	(871,652)	(329,502)	172,388	671,077	1,165,325
	390	(2,137,825)	(1,551,507)	(969,314)	(414,283)	88,035	587,571	1,082,659
	410	(2,236,978)	(1,649,664)	(1,066,977)	(499,064)	3,681	504,065	999,993
	430	(2,336,132)	(1,748,151)	(1,164,639)	(584,902)	(80,673)	420,206	916,922
	450	(2,435,286)	(1,846,805)	(1,262,456)	(682,072)	(165,026)	336,277	833,837
	470	(2,534,461)	(1,945,459)	(1,360,613)	(779,487)	(249,475)	252,141	750,612
	490	(2,634,117)	(2,044,113)	(1,458,770)	(877,149)	(334,256)	167,787	667,106
	510	(2,733,773)	(2,142,767)	(1,556,927)	(974,811)	(419,036)	83,433	583,601
	530	(2,833,429)	(2,241,863)	(1,655,084)	(1,072,474)	(503,817)	(920)	499,794
	550	(2,933,085)	(2,341,016)	(1,753,367)	(1,170,136)	(590,350)	(85,274)	415,865
	570	(3,033,023)	(2,440,170)	(1,852,021)	(1,267,876)	(687,520)	(169,628)	331,893

**NOTES**

Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells

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

**Scheme Ref:** **AL - Commuted Sum**  
**No Units:** **55** **Location / Value Zone:** **Lower** **Development Scenario:** **Brownfield**  
**Notes:** **Age Restricted / Sheltered Housing**

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

Scheme Ref:	AL - Commuted Sum
No Units:	55
Location / Value Zone:	Lower
Development Scenario:	Brownfield
Notes:	Age Restricted / Sheltered Housing
Total GDV (£)	14,520,000
AH %	0%
Affordable Rent:	75.00%
Social Rent:	0.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	25.00%
CIL (£ psm)	93.02
CIL (£ per unit)	7,441.60
CIL (£)	409,288
Site Specific S106 (£ per unit)	6,000
Site Specific S106 (£)	330,000
Sub-total CIL+S106 (£ per unit)	13,442
Strategic Infrastructure (£ per unit)	-
Strategic Infrastructure (£)	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	13,442
Total Developers Profit (£)	2,904,000
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	20.00%
Developers Profit (% on costs)	27.47%
RLV (£)	923,466
RLV (£/acre)	849,367
RLV (£/ha)	2,098,785
<b>Balance for Plan VA:</b>	
BLV (£)	587,110
BLV (£/acre)	540,000
BLV (£/ha)	1,334,340
Surplus/Deficit	336,356
Surplus/Deficit (£/acre)	309,367
Surplus/Deficit (£/ha)	764,445
Plan Viability comments	Viable
Commuted Sum (£ psm)	£126
Commuted Sum (£)	£555,808

Viable	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viable	if RLV < BLV, and RLV is negative



Scheme Ref: **AM**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Assisted Living / Extra-Care**

**ASSUMPTIONS - RESIDENTIAL USES**

Total number of units in scheme		60 Units				
AH Policy requirement (% Target)		35%				
AH tenure split %		Affordable Rent: 75.0%		75.0% % Rented		
		Social Rent: 0.0%				
		Intermediate (LCHO/Sub-Market/Starter etc.): 25.0%		8.8% % of total (>10% for HWP (Feb 2017))		
Open Market Sale (OMS) housing		65%				
		100%				
CIL Rate (£ psm)		0.00		£ psm		
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	60.0%	23.4	60.0%	12.6	60%	36.0
2 bed Flat	40.0%	15.6	40.0%	8.4	40%	24.0
<b>Total number of units</b>	<b>100.0%</b>	<b>39.0</b>	<b>100.0%</b>	<b>21.0</b>	<b>100%</b>	<b>60.0</b>
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>	
1 bed House	62.0	667		62.0	667	
2 bed House	79.0	850		79.0	850	
3 bed House	100.0	1,076		100.0	1,076	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	165.0	1,776		165.0	1,776	
1 bed Flat	60.0	646	65.0%	92.3	994	
2 bed Flat	80.0	861	65.0%	123.1	1,325	
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>	
1 bed House	62.0	667		62.0	667	
2 bed House	79.0	850		79.0	850	
3 bed House	100.0	1,076		100.0	1,076	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	165.0	1,776		165.0	1,776	
1 bed Flat	60.0	646	65.0%	92.3	994	
2 bed Flat	80.0	861	65.0%	123.1	1,325	
<b>Total Gross Floor areas -</b>	<b>Mkt Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	2,160	23,250	1,163	12,519	3,323	35,769
2 bed Flat	1,920	20,667	1,034	11,128	2,954	31,795
	<b>4,080</b>	<b>43,917</b>	<b>2,197</b>	<b>23,647</b>	<b>6,277</b>	<b>67,564</b>
<b>AH % by floor area:</b>		<b>35.00% AH % by floor area due to mix</b>				
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£psf</b>	<b>total MV £ (no AH)</b>		
1 bed House	240,000	3,871	360	0		
2 bed House	290,000	3,671	341	0		
3 bed House	350,000	3,500	325	0		
4 bed House	385,000	3,348	311	0		
5 bed House	525,000	3,182	296	0		
1 bed Flat	300,000	5,000	465	10,800,000		
2 bed Flat	375,000	4,688	435	9,000,000		
				<b>19,800,000</b>		
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>Intermediate £</b>	<b>% of MV</b>
1 bed House	144,000	60%	105,600	44%	182,400	76%
2 bed House	174,000	60%	127,600	44%	220,400	76%
3 bed House	210,000	60%	154,000	44%	266,000	76%
4 bed House	231,000	60%	169,400	44%	292,600	76%
5 bed House	315,000	60%	231,000	44%	399,000	76%
1 bed Flat	180,000	60%	132,000	44%	228,000	76%
2 bed Flat	225,000	60%	165,000	44%	285,000	76%

Scheme Ref: **AM**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Assisted Living / Extra-Care**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	240,000	-
2 bed House	0.0	@	290,000	-
3 bed House	0.0	@	350,000	-
4 bed House	0.0	@	385,000	-
5 bed House	0.0	@	525,000	-
1 bed Flat	23.4	@	300,000	7,020,000
2 bed Flat	15.6	@	375,000	5,850,000
	39.0			12,870,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	144,000	-
2 bed House	0.0	@	174,000	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	231,000	-
5 bed House	0.0	@	315,000	-
1 bed Flat	9.5	@	180,000	1,701,000
2 bed Flat	6.3	@	225,000	1,417,500
	15.8			3,118,500
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	105,600	-
2 bed House	0.0	@	127,600	-
3 bed House	0.0	@	154,000	-
4 bed House	0.0	@	169,400	-
5 bed House	0.0	@	231,000	-
1 bed Flat	0.0	@	132,000	-
2 bed Flat	0.0	@	165,000	-
	0.0			-
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	182,400	-
2 bed House	0.0	@	220,400	-
3 bed House	0.0	@	266,000	-
4 bed House	0.0	@	292,600	-
5 bed House	0.0	@	399,000	-
1 bed Flat	3.2	@	228,000	718,200
2 bed Flat	2.1	@	285,000	598,500
	5.3			1,316,700
<b>Sub-total GDV Residential</b>	<b>60</b>			<b>17,305,200</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>2,494,800</b>
			<b>397 £ psm (total GIA sqm)</b>	<b>41,580 £ per unit (total units)</b>
<b>Grant</b>	<b>60</b>	@	<b>0</b>	<b>-</b>
<b>Total GDV</b>				<b>17,305,200</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(24,239)
CIL		4,080 sqm (Market only),	0.00 £ psm	-
		0.00% % of GDV	0 £ per unit (total units)	-
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	60 units @	6,000 per unit	(360,000)
	<b>S106 analysis:</b>	<b>600,000 £ per ha</b>	<b>2.08% % of GDV</b>	<b>6,000 £ per unit (total ur)</b> (360,000)
AH Commuted Sum		6,277 sqm (total)	0 £ psm	-
<b>Comm. Sum analysis:</b>		<b>0.00% % of GDV</b>		

Scheme Ref: **AM**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Assisted Living / Extra-Care**

<i>cont/</i>					
<b>Construction Costs -</b>					
Site Clearance and Demolition		1.48 acres @		50,000 £ per acre (if brownfield)	(74,130)
Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	60 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	-	£ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	-	sqm @		1,160 psm	-
2 bed House	-	sqm @		1,160 psm	-
3 bed House	-	sqm @		1,160 psm	-
4 bed House	-	sqm @		1,160 psm	-
5 bed House	-	sqm @		1,160 psm	-
1 bed Flat		3,323 sqm @		1,626 psm	(5,401,728)
2 bed Flat	6,277	2,954 sqm @		1,626 psm	(4,801,536)
External works		10,203,264 @		10.0% 17,005 £ per unit	(1,020,326)
M4(2) Category 2 Housing	Aff units	21 units @	100% @	521 £ per unit	(10,941)
M4(3) Category 3 Housing	Aff units	21 units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	39 units @	15% @	521 £ per unit	(3,048)
M4(3) Category 3 Housing	Mrkt units	- units @	0% @	10,111 £ per unit	-
Water Efficiency additional cost		60 units @		10 £ per unit	(600)
Contingency		11,312,309 @		3.0%	(339,369)
<b>Professional Fees</b>		11,312,309 @		6.5%	(735,300)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		12,870,000 OMS @		1.00% 2,145 £ per unit	(128,700)
Residential Sales Legal Costs		12,870,000 OMS @		0.50% 1,073 £ per unit	(64,350)
Marketing and Promotion		12,870,000 OMS @		3.00% 6,435 £ per unit 9,653 £ per unit	(386,100)
<b>Interest (on Development Costs) -</b>		6.25% APR		0.506% pcm	(40,534)
<b>Developers Profit -</b>					
Margin on AH		4,435,200		6.00% on AH values	(266,112)
Profit on OMS		12,870,000		20.00%	(2,574,000)
<b>Profit analysis:</b>		13,460,901		21.10% on costs	(2,840,112)
		17,305,200		16.41% blended	(2,840,112)
<b>TOTAL COSTS</b>					<b>(16,301,013)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,004,187
SDLT		1,004,187 @		(slabbed)	(39,709)
Acquisition Agent fees		1,004,187 @		1.0%	(10,042)
Acquisition Legal fees		1,004,187 @		0.5%	(5,021)
Interest on Land		1,004,187 @		6.25%	(62,762)
Residual Land Value					<b>886,653</b>
<b>RLV analysis:</b>		14,778 £ per plot	1,477,755 £ per ha	598,039 £ per acre	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		100.0 dph			
Site Area (Net)		0.60 ha		1.48 acres	
<b>Density analysis:</b>		10,462 sqm/ha		45,571 sqft/ac	
Benchmark Land Value (Net)	13,343 £ per plot	1,334,340 £ per ha		540,000 £ per acre	<b>800,604</b>

<b>BALANCE</b>					
Surplus/(Deficit)		143,415 £ per ha		58,039 £ per acre	<b>86,049</b>

Scheme Ref: **AM**  
No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
Notes: **Assisted Living / Extra-Care**

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Scheme Ref: **AM**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Assisted Living / Extra-Care**

**SENSITIVITY ANALYSIS**

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

**TABLE 1**

		Affordable Housing - % on site 35%							
Balance (RLV - BLV)		20%	25%	30%	35%	40%	45%	50%	
CIL Epsm 0.00	86,049	0	488,593	354,512	220,339	86,049	(48,384)	(183,022)	(317,913)
	20	399,748	271,155	142,463	13,645	(115,323)	(244,490)	(373,927)	
	40	310,849	187,736	64,523	(58,819)	(182,322)	(306,024)	(430,008)	
	60	221,868	104,235	(13,496)	(131,351)	(249,390)	(367,629)	(486,164)	
	80	132,813	20,667	(91,585)	(203,966)	(316,532)	(429,312)	(542,399)	
	100	43,684	(62,978)	(169,752)	(276,659)	(383,756)	(491,079)	(598,720)	
	120	(45,530)	(146,709)	(248,004)	(349,437)	(451,070)	(552,938)	(655,132)	
	140	(134,838)	(230,534)	(326,350)	(422,309)	(518,479)	(614,894)	(711,642)	
	160	(224,249)	(314,462)	(404,799)	(495,290)	(585,991)	(676,954)	(768,279)	
	180	(313,771)	(398,501)	(483,358)	(568,387)	(653,620)	(739,139)	(830,133)	
	200	(403,416)	(482,661)	(562,040)	(641,606)	(721,386)	(803,116)	(895,338)	
	220	(493,192)	(566,951)	(640,871)	(714,954)	(789,282)	(874,701)	(960,707)	
	240	(583,118)	(651,409)	(719,843)	(788,472)	(867,170)	(946,473)	(1,026,282)	
	260	(673,220)	(736,021)	(800,283)	(872,671)	(945,366)	(1,018,455)	(1,092,067)	
	280	(763,488)	(825,310)	(891,200)	(957,343)	(1,023,792)	(1,090,663)	(1,158,090)	
	300	(863,314)	(922,728)	(982,366)	(1,042,252)	(1,102,468)	(1,163,130)	(1,224,382)	
	320	(967,281)	(1,020,428)	(1,073,795)	(1,127,434)	(1,181,422)	(1,235,886)	(1,290,987)	
	340	(1,071,543)	(1,118,420)	(1,165,527)	(1,212,924)	(1,260,694)	(1,308,972)	(1,357,933)	
	360	(1,176,144)	(1,216,749)	(1,257,602)	(1,298,760)	(1,340,334)	(1,382,439)	(1,425,284)	
	380	(1,281,130)	(1,315,462)	(1,350,065)	(1,385,009)	(1,420,381)	(1,456,339)	(1,493,088)	
400	(1,386,546)	(1,414,627)	(1,442,988)	(1,471,711)	(1,500,907)	(1,530,734)	(1,561,426)		
420	(1,492,471)	(1,514,294)	(1,536,428)	(1,558,951)	(1,581,991)	(1,605,713)	(1,630,380)		
440	(1,598,975)	(1,614,556)	(1,630,470)	(1,646,816)	(1,663,715)	(1,681,371)	(1,700,073)		
460	(1,706,165)	(1,715,511)	(1,725,225)	(1,735,410)	(1,746,209)	(1,757,845)	(1,770,631)		
480	(1,814,153)	(1,817,289)	(1,820,821)	(1,824,879)	(1,829,618)	(1,835,280)	(1,842,239)		
500	(1,923,107)	(1,920,045)	(1,917,429)	(1,915,389)	(1,914,122)	(1,913,892)	(1,915,123)		

**TABLE 2**

		Site Specific S106							
Balance (RLV - BLV)		100%	110%	120%	130%	140%	150%	160%	
CIL Epsm 0.00	86,049	70	(167,658)	(199,896)	(232,183)	(264,482)	(296,822)	(329,190)	(361,583)
	90	(240,308)	(272,596)	(304,932)	(337,285)	(369,678)	(402,108)	(434,564)	
	110	(313,042)	(345,382)	(377,773)	(410,187)	(442,635)	(475,132)	(507,662)	
	130	(385,868)	(418,266)	(450,714)	(483,195)	(515,708)	(548,271)	(580,881)	
	150	(458,793)	(491,258)	(523,763)	(556,317)	(588,910)	(621,545)	(654,229)	
	170	(531,826)	(564,364)	(596,940)	(629,562)	(662,241)	(694,968)	(727,747)	
	190	(604,973)	(637,591)	(670,253)	(702,962)	(735,722)	(768,540)	(803,072)	
	210	(678,265)	(710,955)	(743,702)	(776,509)	(812,190)	(849,929)	(887,744)	
	230	(751,696)	(784,485)	(821,309)	(859,026)	(896,818)	(934,692)	(972,653)	
	250	(830,428)	(868,123)	(905,892)	(943,743)	(981,680)	(1,019,709)	(1,057,835)	
	270	(914,979)	(952,806)	(990,715)	(1,028,712)	(1,066,812)	(1,105,015)	(1,143,325)	
	290	(999,766)	(1,037,739)	(1,075,804)	(1,113,967)	(1,152,251)	(1,190,647)	(1,229,161)	
	310	(1,084,807)	(1,122,945)	(1,161,186)	(1,199,546)	(1,238,033)	(1,276,644)	(1,315,410)	
	330	(1,170,138)	(1,208,461)	(1,246,905)	(1,285,488)	(1,324,198)	(1,363,077)	(1,402,112)	
	350	(1,255,796)	(1,294,332)	(1,333,014)	(1,371,835)	(1,410,828)	(1,449,995)	(1,489,352)	
	370	(1,341,830)	(1,380,616)	(1,419,555)	(1,458,666)	(1,497,973)	(1,537,482)	(1,577,217)	
	390	(1,428,298)	(1,467,363)	(1,506,606)	(1,546,050)	(1,585,719)	(1,625,630)	(1,665,812)	
	410	(1,515,261)	(1,554,650)	(1,594,253)	(1,634,092)	(1,674,190)	(1,714,571)	(1,755,281)	
	430	(1,602,797)	(1,642,566)	(1,682,584)	(1,722,890)	(1,763,501)	(1,804,455)	(1,845,792)	
	450	(1,691,014)	(1,731,232)	(1,771,744)	(1,812,603)	(1,853,826)	(1,895,468)	(1,937,582)	
470	(1,780,025)	(1,820,777)	(1,861,894)	(1,903,411)	(1,945,384)	(1,987,866)	(2,030,938)		
490	(1,869,991)	(1,911,390)	(1,953,227)	(1,995,556)	(2,038,453)	(2,081,988)	(2,126,260)		
510	(1,961,110)	(2,003,291)	(2,046,021)	(2,089,362)	(2,133,414)	(2,178,279)	(2,224,095)		
530	(2,053,639)	(2,096,793)	(2,140,632)	(2,185,256)	(2,230,785)	(2,277,376)	(2,325,220)		
550	(2,147,917)	(2,192,303)	(2,237,558)	(2,283,826)	(2,331,292)	(2,380,174)	(2,430,377)		
570	(2,244,419)	(2,290,382)	(2,337,480)	(2,385,933)	(2,435,820)	(2,486,862)	(2,539,097)		

Scheme Ref: **AM**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Assisted Living / Extra-Care**

**TABLE 3**

Balance (RLV - BLV)	Infrastructure Costs						
	100%	110%	120%	130%	140%	150%	160%
86,049							
70	(167,658)	(167,658)	(167,658)	(167,658)	(167,658)	(167,658)	(167,658)
90	(240,308)	(240,308)	(240,308)	(240,308)	(240,308)	(240,308)	(240,308)
110	(313,042)	(313,042)	(313,042)	(313,042)	(313,042)	(313,042)	(313,042)
130	(385,868)	(385,868)	(385,868)	(385,868)	(385,868)	(385,868)	(385,868)
150	(458,793)	(458,793)	(458,793)	(458,793)	(458,793)	(458,793)	(458,793)
CIL Epsm	(531,826)	(531,826)	(531,826)	(531,826)	(531,826)	(531,826)	(531,826)
0.00	(604,973)	(604,973)	(604,973)	(604,973)	(604,973)	(604,973)	(604,973)
210	(678,265)	(678,265)	(678,265)	(678,265)	(678,265)	(678,265)	(678,265)
230	(751,696)	(751,696)	(751,696)	(751,696)	(751,696)	(751,696)	(751,696)
250	(830,428)	(830,428)	(830,428)	(830,428)	(830,428)	(830,428)	(830,428)
270	(914,979)	(914,979)	(914,979)	(914,979)	(914,979)	(914,979)	(914,979)
290	(999,766)	(999,766)	(999,766)	(999,766)	(999,766)	(999,766)	(999,766)
310	(1,084,807)	(1,084,807)	(1,084,807)	(1,084,807)	(1,084,807)	(1,084,807)	(1,084,807)
330	(1,170,138)	(1,170,138)	(1,170,138)	(1,170,138)	(1,170,138)	(1,170,138)	(1,170,138)
350	(1,255,796)	(1,255,796)	(1,255,796)	(1,255,796)	(1,255,796)	(1,255,796)	(1,255,796)
370	(1,341,830)	(1,341,830)	(1,341,830)	(1,341,830)	(1,341,830)	(1,341,830)	(1,341,830)
390	(1,428,298)	(1,428,298)	(1,428,298)	(1,428,298)	(1,428,298)	(1,428,298)	(1,428,298)
410	(1,515,261)	(1,515,261)	(1,515,261)	(1,515,261)	(1,515,261)	(1,515,261)	(1,515,261)
430	(1,602,797)	(1,602,797)	(1,602,797)	(1,602,797)	(1,602,797)	(1,602,797)	(1,602,797)
450	(1,691,014)	(1,691,014)	(1,691,014)	(1,691,014)	(1,691,014)	(1,691,014)	(1,691,014)
470	(1,780,025)	(1,780,025)	(1,780,025)	(1,780,025)	(1,780,025)	(1,780,025)	(1,780,025)
490	(1,869,991)	(1,869,991)	(1,869,991)	(1,869,991)	(1,869,991)	(1,869,991)	(1,869,991)
510	(1,961,110)	(1,961,110)	(1,961,110)	(1,961,110)	(1,961,110)	(1,961,110)	(1,961,110)
530	(2,053,639)	(2,053,639)	(2,053,639)	(2,053,639)	(2,053,639)	(2,053,639)	(2,053,639)
550	(2,147,917)	(2,147,917)	(2,147,917)	(2,147,917)	(2,147,917)	(2,147,917)	(2,147,917)
570	(2,244,419)	(2,244,419)	(2,244,419)	(2,244,419)	(2,244,419)	(2,244,419)	(2,244,419)

**TABLE 4**

Balance (RLV - BLV)	Profit 20%						
	15%	16%	17%	18%	19%	20%	21%
86,049							
70	393,795	281,505	169,214	56,923	(55,368)	(167,658)	(279,949)
90	321,145	208,855	96,564	(15,727)	(128,018)	(240,308)	(352,599)
110	248,411	136,121	23,830	(88,461)	(200,752)	(313,042)	(425,333)
130	175,585	63,295	(48,996)	(161,287)	(273,578)	(385,868)	(498,159)
150	102,660	(9,630)	(121,921)	(234,212)	(346,503)	(458,793)	(571,084)
CIL Epsm	29,628	(82,663)	(194,954)	(307,244)	(419,535)	(531,826)	(644,117)
0.00	(43,519)	(155,810)	(268,101)	(380,392)	(492,682)	(604,973)	(717,264)
210	(116,811)	(229,102)	(341,392)	(453,683)	(565,974)	(678,265)	(790,621)
230	(190,242)	(302,533)	(414,824)	(527,115)	(639,405)	(751,696)	(874,784)
250	(263,833)	(376,124)	(488,415)	(600,705)	(712,996)	(830,428)	(959,128)
270	(337,604)	(449,895)	(562,186)	(674,476)	(786,767)	(914,979)	(1,043,679)
290	(411,580)	(523,871)	(636,162)	(748,453)	(871,066)	(999,766)	(1,128,466)
310	(485,778)	(598,069)	(710,360)	(827,407)	(956,107)	(1,084,807)	(1,213,507)
330	(560,230)	(672,521)	(784,811)	(912,738)	(1,041,438)	(1,170,138)	(1,298,838)
350	(634,967)	(747,258)	(869,696)	(998,396)	(1,127,096)	(1,255,796)	(1,384,496)
370	(710,031)	(827,030)	(955,730)	(1,084,430)	(1,213,130)	(1,341,830)	(1,470,530)
390	(785,474)	(913,498)	(1,042,198)	(1,170,898)	(1,299,598)	(1,428,298)	(1,556,998)
410	(871,761)	(1,000,461)	(1,129,161)	(1,257,861)	(1,386,561)	(1,515,261)	(1,643,961)
430	(959,297)	(1,087,997)	(1,216,697)	(1,345,397)	(1,474,097)	(1,602,797)	(1,731,497)
450	(1,047,514)	(1,176,214)	(1,304,914)	(1,433,614)	(1,562,314)	(1,691,014)	(1,819,714)
470	(1,136,525)	(1,265,225)	(1,393,925)	(1,522,625)	(1,651,325)	(1,780,025)	(1,908,725)
490	(1,226,491)	(1,355,191)	(1,483,891)	(1,612,591)	(1,741,291)	(1,869,991)	(1,998,691)
510	(1,317,610)	(1,446,310)	(1,575,010)	(1,703,710)	(1,832,410)	(1,961,110)	(2,089,810)
530	(1,410,139)	(1,538,839)	(1,667,539)	(1,796,239)	(1,924,939)	(2,053,639)	(2,182,339)
550	(1,504,417)	(1,633,117)	(1,761,817)	(1,890,517)	(2,019,217)	(2,147,917)	(2,276,617)
570	(1,600,919)	(1,729,619)	(1,858,319)	(1,987,019)	(2,115,719)	(2,244,419)	(2,373,119)

Scheme Ref: **AM**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Assisted Living / Extra-Care**

TABLE 5

Balance (RLV - BLV)	86,049	BLV (per acre)						
		300,000	400,000	500,000	600,000	700,000	800,000	900,000
	70	188,166	39,906	(108,354)	(256,614)	(404,874)	(553,134)	(701,394)
	90	115,516	(32,744)	(181,004)	(329,264)	(477,524)	(625,784)	(774,044)
	110	42,782	(105,478)	(253,738)	(401,998)	(550,258)	(698,518)	(846,778)
	130	(30,044)	(178,304)	(326,564)	(474,824)	(623,084)	(771,344)	(919,604)
	150	(102,969)	(251,229)	(399,489)	(547,749)	(696,009)	(844,269)	(992,529)
CIL Epsm	170	(176,002)	(324,262)	(472,522)	(620,782)	(769,042)	(917,302)	(1,065,562)
0.00	190	(249,149)	(397,409)	(545,669)	(693,929)	(842,189)	(990,449)	(1,138,709)
	210	(322,441)	(470,701)	(618,961)	(767,221)	(915,481)	(1,063,741)	(1,212,001)
	230	(395,872)	(544,132)	(692,392)	(840,652)	(988,912)	(1,137,172)	(1,285,432)
	250	(474,604)	(622,864)	(771,124)	(919,384)	(1,067,644)	(1,215,904)	(1,364,164)
	270	(559,155)	(707,415)	(855,675)	(1,003,935)	(1,152,195)	(1,300,455)	(1,448,715)
	290	(643,942)	(792,202)	(940,462)	(1,088,722)	(1,236,982)	(1,385,242)	(1,533,502)
	310	(728,983)	(877,243)	(1,025,503)	(1,173,763)	(1,322,023)	(1,470,283)	(1,618,543)
	330	(814,314)	(962,574)	(1,110,834)	(1,259,094)	(1,407,354)	(1,555,614)	(1,703,874)
	350	(899,972)	(1,048,232)	(1,196,492)	(1,344,752)	(1,493,012)	(1,641,272)	(1,789,532)
	370	(986,006)	(1,134,266)	(1,282,526)	(1,430,786)	(1,579,046)	(1,727,306)	(1,875,566)
	390	(1,072,474)	(1,220,734)	(1,368,994)	(1,517,254)	(1,665,514)	(1,813,774)	(1,962,034)
	410	(1,159,437)	(1,307,697)	(1,455,957)	(1,604,217)	(1,752,477)	(1,900,737)	(2,048,997)
	430	(1,246,973)	(1,395,233)	(1,543,493)	(1,691,753)	(1,840,013)	(1,988,273)	(2,136,533)
	450	(1,335,190)	(1,483,450)	(1,631,710)	(1,779,970)	(1,928,230)	(2,076,490)	(2,224,750)
	470	(1,424,201)	(1,572,461)	(1,720,721)	(1,868,981)	(2,017,241)	(2,165,501)	(2,313,761)
	490	(1,514,167)	(1,662,427)	(1,810,687)	(1,958,947)	(2,107,207)	(2,255,467)	(2,403,727)
	510	(1,605,286)	(1,753,546)	(1,901,806)	(2,050,066)	(2,198,326)	(2,346,586)	(2,494,846)
	530	(1,697,815)	(1,846,075)	(1,994,335)	(2,142,595)	(2,290,855)	(2,439,115)	(2,587,375)
	550	(1,792,093)	(1,940,353)	(2,088,613)	(2,236,873)	(2,385,133)	(2,533,393)	(2,681,653)
	570	(1,888,595)	(2,036,855)	(2,185,115)	(2,333,375)	(2,481,635)	(2,629,895)	(2,778,155)

TABLE 6

Balance (RLV - BLV)	86,049	Density (dph)						
		30	40	50	60	70	80	90
	70	(2,231,785)	(1,493,507)	(1,051,136)	(756,456)	(546,086)	(388,372)	(265,733)
	90	(2,305,453)	(1,566,768)	(1,124,179)	(829,363)	(618,897)	(461,116)	(338,426)
	110	(2,379,267)	(1,640,162)	(1,197,329)	(902,371)	(691,804)	(533,949)	(411,204)
	130	(2,453,256)	(1,713,688)	(1,270,599)	(975,487)	(764,814)	(606,879)	(484,073)
	150	(2,527,407)	(1,787,352)	(1,344,007)	(1,048,718)	(837,934)	(679,914)	(557,047)
CIL Epsm	170	(2,601,771)	(1,861,181)	(1,417,549)	(1,122,074)	(911,172)	(753,062)	(630,139)
0.00	190	(2,678,993)	(1,935,187)	(1,491,243)	(1,195,591)	(984,547)	(826,348)	(703,352)
	210	(2,764,729)	(2,012,074)	(1,565,119)	(1,269,252)	(1,058,077)	(899,774)	(776,693)
	230	(2,850,776)	(2,097,360)	(1,646,261)	(1,345,908)	(1,131,758)	(973,346)	(850,192)
	250	(2,937,161)	(2,182,925)	(1,731,380)	(1,430,752)	(1,216,216)	(1,055,411)	(930,397)
	270	(3,023,933)	(2,268,801)	(1,816,781)	(1,515,855)	(1,301,113)	(1,140,161)	(1,015,041)
	290	(3,111,127)	(2,355,024)	(1,902,481)	(1,601,233)	(1,386,267)	(1,225,154)	(1,099,916)
	310	(3,198,799)	(2,441,641)	(1,988,519)	(1,686,919)	(1,471,715)	(1,310,427)	(1,185,057)
	330	(3,287,017)	(2,528,685)	(2,074,953)	(1,772,956)	(1,557,493)	(1,396,017)	(1,270,502)
	350	(3,375,867)	(2,616,246)	(2,161,811)	(1,859,401)	(1,643,640)	(1,481,961)	(1,356,288)
	370	(3,465,441)	(2,704,377)	(2,249,183)	(1,946,293)	(1,730,218)	(1,568,298)	(1,442,452)
	390	(3,555,840)	(2,793,166)	(2,337,126)	(2,033,710)	(1,817,280)	(1,655,113)	(1,529,075)
	410	(3,647,218)	(2,882,740)	(2,425,738)	(2,121,740)	(1,904,911)	(1,742,458)	(1,616,205)
	430	(3,739,740)	(2,973,211)	(2,515,131)	(2,210,471)	(1,993,200)	(1,830,421)	(1,703,928)
	450	(3,833,624)	(3,064,746)	(2,605,443)	(2,300,038)	(2,082,261)	(1,919,124)	(1,792,357)
	470	(3,929,148)	(3,157,564)	(2,696,860)	(2,390,589)	(2,172,238)	(2,008,687)	(1,881,611)
	490	(4,026,660)	(3,251,929)	(2,789,587)	(2,482,326)	(2,263,313)	(2,099,289)	(1,971,850)
	510	(4,126,642)	(3,348,177)	(2,883,925)	(2,575,510)	(2,355,717)	(2,191,143)	(2,063,288)
	530	(4,229,713)	(3,446,780)	(2,980,250)	(2,670,459)	(2,449,757)	(2,284,535)	(2,156,198)
	550	(4,336,214)	(3,548,351)	(3,079,074)	(2,767,642)	(2,545,842)	(2,379,844)	(2,250,930)
	570	(4,446,384)	(3,653,567)	(3,181,106)	(2,867,655)	(2,644,531)	(2,477,588)	(2,347,969)

Scheme Ref: **AM**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Assisted Living / Extra-Care**

**TABLE 7**

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	86,049							
	70	914,892	374,479	(167,658)	(712,800)	(1,333,234)	(1,982,483)	(2,702,974)
	90	842,871	302,205	(240,308)	(786,133)	(1,418,959)	(2,073,019)	(2,816,829)
	110	770,789	229,890	(313,042)	(869,787)	(1,505,096)	(2,164,993)	(2,938,255)
	130	698,698	157,517	(385,868)	(954,213)	(1,591,717)	(2,258,790)	(3,067,114)
	150	626,544	85,076	(458,793)	(1,038,875)	(1,678,893)	(2,354,941)	(3,197,490)
CIL Epsm	170	554,364	12,577	(531,826)	(1,123,782)	(1,766,742)	(2,454,219)	(3,328,964)
0.00	190	482,140	(59,988)	(604,973)	(1,208,973)	(1,855,373)	(2,557,726)	(3,461,671)
	210	409,860	(132,626)	(678,265)	(1,294,484)	(1,944,950)	(2,665,747)	(3,595,553)
	230	337,544	(205,344)	(751,696)	(1,380,364)	(2,035,689)	(2,779,073)	(3,894,794)
	250	265,171	(278,150)	(830,428)	(1,466,667)	(2,127,855)	(2,899,530)	(4,251,289)
	270	192,732	(351,053)	(914,979)	(1,553,462)	(2,221,819)	(3,027,439)	(4,607,784)
	290	120,238	(424,059)	(999,766)	(1,640,819)	(2,318,059)	(3,157,530)	(4,964,278)
	310	47,682	(497,176)	(1,084,807)	(1,728,856)	(2,417,407)	(3,288,683)	(5,320,773)
	330	(24,943)	(570,412)	(1,170,138)	(1,817,680)	(2,520,793)	(3,420,981)	(5,677,267)
	350	(97,645)	(643,787)	(1,255,796)	(1,907,452)	(2,628,550)	(3,554,459)	(6,033,762)
	370	(170,435)	(717,318)	(1,341,830)	(1,998,382)	(2,741,380)	(3,785,817)	(6,390,257)
	390	(243,314)	(791,135)	(1,428,298)	(2,090,738)	(2,860,952)	(4,142,312)	(6,746,751)
	410	(316,291)	(875,812)	(1,515,261)	(2,184,868)	(2,987,799)	(4,498,806)	(7,103,246)
	430	(389,379)	(960,722)	(1,602,797)	(2,281,257)	(3,117,654)	(4,855,301)	(7,459,740)
	450	(462,581)	(1,045,894)	(1,691,014)	(2,380,595)	(3,248,440)	(5,211,796)	(7,816,235)
	470	(535,908)	(1,131,364)	(1,780,025)	(2,483,860)	(3,380,421)	(5,568,290)	(8,172,730)
	490	(609,365)	(1,217,169)	(1,869,991)	(2,591,379)	(3,513,563)	(5,924,785)	(8,529,224)
	510	(682,995)	(1,303,351)	(1,961,110)	(2,703,746)	(3,676,840)	(6,281,279)	(8,885,719)
	530	(756,778)	(1,389,982)	(2,053,639)	(2,822,511)	(4,033,334)	(6,637,774)	(9,242,213)
	550	(836,708)	(1,477,111)	(2,147,917)	(2,948,459)	(4,389,829)	(6,994,269)	(9,598,708)
	570	(921,740)	(1,564,821)	(2,244,419)	(3,077,877)	(4,746,324)	(7,350,763)	(9,955,203)

**TABLE 8**

		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	86,049							
	70	(1,067,138)	(597,763)	(167,658)	260,431	687,349	1,113,514	1,539,196
	90	(1,152,292)	(670,969)	(240,308)	188,101	615,218	1,041,536	1,467,297
	110	(1,237,789)	(744,308)	(313,042)	115,726	543,064	969,514	1,395,398
	130	(1,323,692)	(821,869)	(385,868)	43,275	470,849	897,483	1,323,472
	150	(1,410,057)	(906,318)	(458,793)	(29,235)	398,610	825,397	1,251,513
CIL Epsm	170	(1,496,971)	(991,004)	(531,826)	(101,808)	326,313	753,302	1,179,554
0.00	190	(1,584,529)	(1,075,954)	(604,973)	(174,453)	253,968	681,148	1,107,533
	210	(1,672,865)	(1,161,196)	(678,265)	(247,177)	181,581	608,977	1,035,512
	230	(1,762,137)	(1,246,786)	(751,696)	(319,987)	109,131	536,752	963,444
	250	(1,852,554)	(1,332,756)	(830,428)	(392,890)	36,615	464,492	891,358
	270	(1,944,405)	(1,419,177)	(914,979)	(465,896)	(35,958)	392,195	819,232
	290	(2,038,068)	(1,506,116)	(999,766)	(539,011)	(108,598)	319,834	747,077
	310	(2,134,082)	(1,593,659)	(1,084,807)	(612,244)	(181,311)	247,437	674,880
	330	(2,233,212)	(1,681,934)	(1,170,138)	(685,604)	(254,105)	174,986	602,655
	350	(2,336,587)	(1,771,062)	(1,255,796)	(759,126)	(326,987)	102,465	530,374
	370	(2,444,516)	(1,861,241)	(1,341,830)	(839,031)	(399,966)	29,892	458,073
	390	(2,557,772)	(1,952,694)	(1,428,298)	(923,683)	(473,049)	(42,743)	385,700
	410	(2,678,204)	(2,045,736)	(1,515,261)	(1,008,551)	(546,244)	(115,445)	313,292
	430	(2,805,691)	(2,140,786)	(1,602,797)	(1,093,671)	(619,558)	(188,235)	240,842
	450	(2,935,697)	(2,238,442)	(1,691,014)	(1,179,081)	(693,000)	(261,104)	168,315
	470	(3,066,793)	(2,339,548)	(1,780,025)	(1,264,816)	(766,587)	(334,060)	95,742
	490	(3,199,186)	(2,445,011)	(1,869,991)	(1,350,916)	(847,685)	(407,109)	23,112
	510	(3,332,903)	(2,554,918)	(1,961,110)	(1,437,418)	(932,409)	(480,259)	(49,589)
	530	(3,623,476)	(2,670,529)	(2,053,639)	(1,524,406)	(1,017,367)	(553,518)	(122,369)
	550	(3,979,971)	(2,793,642)	(2,147,917)	(1,611,935)	(1,102,575)	(626,909)	(195,223)
	570	(4,336,466)	(2,921,947)	(2,244,419)	(1,700,093)	(1,188,059)	(700,432)	(268,157)

**NOTES**

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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



**Scheme Ref:** AM  
**No Units:** 60 **Location / Value Zone:** Lower **Development Scenario:** Brownfield  
**Notes:** Assisted Living / Extra-Care

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

<b>Scheme Ref:</b>	AM
No Units:	60
Location / Value Zone:	Lower
Development Scenario:	Brownfield
Notes:	Assisted Living / Extra-Care
Total GDV (£)	17,305,200
AH %	35%
Affordable Rent:	75.00%
Social Rent:	0.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	25.00%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL (£)	-
Site Specific S106 (£ per unit)	6,000
Site Specific S106 (£)	360,000
Sub-total CIL+S106 (£ per unit)	6,000
Strategic Infrastructure (£ per unit)	-
Strategic Infrastructure (£)	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	6,000
Total Developers Profit (£)	2,840,112
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.41%
Developers Profit (% on costs)	21.10%
RLV (£)	886,653
RLV (£/acre)	598,039
RLV (£/ha)	1,477,755
<b>Balance for Plan VA:</b>	
BLV (£)	800,604
BLV (£/acre)	540,000
BLV (£/ha)	1,334,340
Surplus/Deficit	86,049
Surplus/Deficit (£/acre)	58,039
Surplus/Deficit (£/ha)	143,415
Plan Viability comments	Viability

Viability	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viability	if RLV < BLV, and RLV is negative

Scheme Ref: **AM - Commuted Sum**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Assisted Living / Extra-Care**

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme				60 Units		
AH Policy requirement (% Target)				0%		
AH tenure split %				Affordable Rent:	75.0%	
				Social Rent:	0.0%	75.0% % Rented
				Intermediate (LCHO/Sub-Market/Starter etc.):	25.0%	0.0% % of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing				100%		
CIL Rate (£ psm)				100%		
				0.00 £ psm		
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	60.0%	36.0	60.0%	0.0	60%	36.0
2 bed Flat	40.0%	24.0	40.0%	0.0	40%	24.0
Total number of units	100.0%	60.0	100.0%	0.0	100%	60.0
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		
			%	(sqm)	(sqft)	
1 bed House	62.0	667		62.0	667	
2 bed House	79.0	850		79.0	850	
3 bed House	100.0	1,076		100.0	1,076	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	165.0	1,776		165.0	1,776	
1 bed Flat	60.0	646	65.0%	92.3	994	
2 bed Flat	80.0	861	65.0%	123.1	1,325	
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		
			%	(sqm)	(sqft)	
1 bed House	62.0	667		62.0	667	
2 bed House	79.0	850		79.0	850	
3 bed House	100.0	1,076		100.0	1,076	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	165.0	1,776		165.0	1,776	
1 bed Flat	60.0	646	65.0%	92.3	994	
2 bed Flat	80.0	861	65.0%	123.1	1,325	
<b>Total Gross Floor areas -</b>	<b>Mkt Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units)</b>	
					(sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	3,323	35,769	0	0	3,323	35,769
2 bed Flat	2,954	31,795	0	0	2,954	31,795
	6,277	67,564	0	0	6,277	67,564
<b>AH % by floor area:</b>			<b>0.00% AH % by floor area due to mix</b>			
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£psf</b>	<b>total MV £ (no AH)</b>		
1 bed House	240,000	3,871	360	0		
2 bed House	290,000	3,671	341	0		
3 bed House	350,000	3,500	325	0		
4 bed House	385,000	3,348	311	0		
5 bed House	525,000	3,182	296	0		
1 bed Flat	300,000	5,000	465	10,800,000		
2 bed Flat	375,000	4,688	435	9,000,000		
				19,800,000		
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>Intermediate £</b>	<b>% of MV</b>
1 bed House	144,000	60%	105,600	44%	182,400	76%
2 bed House	174,000	60%	127,600	44%	220,400	76%
3 bed House	210,000	60%	154,000	44%	266,000	76%
4 bed House	231,000	60%	169,400	44%	292,600	76%
5 bed House	315,000	60%	231,000	44%	399,000	76%
1 bed Flat	180,000	60%	132,000	44%	228,000	76%
2 bed Flat	225,000	60%	165,000	44%	285,000	76%

Scheme Ref: **AM - Commuted Sum**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Assisted Living / Extra-Care**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	240,000	-
2 bed House	0.0	@	290,000	-
3 bed House	0.0	@	350,000	-
4 bed House	0.0	@	385,000	-
5 bed House	0.0	@	525,000	-
1 bed Flat	36.0	@	300,000	10,800,000
2 bed Flat	24.0	@	375,000	9,000,000
	60.0			19,800,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	144,000	-
2 bed House	0.0	@	174,000	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	231,000	-
5 bed House	0.0	@	315,000	-
1 bed Flat	0.0	@	180,000	-
2 bed Flat	0.0	@	225,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	105,600	-
2 bed House	0.0	@	127,600	-
3 bed House	0.0	@	154,000	-
4 bed House	0.0	@	169,400	-
5 bed House	0.0	@	231,000	-
1 bed Flat	0.0	@	132,000	-
2 bed Flat	0.0	@	165,000	-
	0.0			-
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	182,400	-
2 bed House	0.0	@	220,400	-
3 bed House	0.0	@	266,000	-
4 bed House	0.0	@	292,600	-
5 bed House	0.0	@	399,000	-
1 bed Flat	0.0	@	228,000	-
2 bed Flat	0.0	@	285,000	-
	0.0			-
<b>Sub-total GDV Residential</b>	<b>60</b>			<b>19,800,000</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
<b>Grant</b>	60	@	0	-
<b>Total GDV</b>				<b>19,800,000</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(24,239)
CIL		6,277 sqm (Market only)	0.00 £ psm	-
CIL analysis:		0.00% % of GDV	0 £ per unit (total units)	-
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	60 units @	6,000 per unit	(360,000)
<b>S106 analysis:</b>	600,000 £ per ha	1.82% % of GDV	6,000 £ per unit (total ur	(360,000)
AH Commuted Sum		6,277 sqm (total)	140 £ psm	(876,057)
<b>Comm. Sum analysis:</b>		4.42% % of GDV		

Scheme Ref: **AM - Commuted Sum**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Assisted Living / Extra-Care**

<i>cont/</i>					
<b>Construction Costs -</b>					
Site Clearance and Demolition		1.48 acres @		50,000 £ per acre (if brownfield)	(74,130)
Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	60 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House	-	sqm @		1,160 psm	-
2 bed House	-	sqm @		1,160 psm	-
3 bed House	-	sqm @		1,160 psm	-
4 bed House	-	sqm @		1,160 psm	-
5 bed House	-	sqm @		1,160 psm	-
1 bed Flat	3,323	sqm @		1,626 psm	(5,401,728)
2 bed Flat	6,277	2,954 sqm @		1,626 psm	(4,801,536)
External works		10,203,264 @		10.0% 17,005 £ per unit	(1,020,326)
M4(2) Category 2 Housing	Aff units	- units @	100% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	- units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	60 units @	15% @	521 £ per unit	(4,689)
M4(3) Category 3 Housing	Mrkt units	- units @	0% @	10,111 £ per unit	-
Water Efficiency additional cost		60 units @		10 £ per unit	(600)
Contingency		11,303,009 @		3.0%	(339,090)
<b>Professional Fees</b>		11,303,009 @		6.5%	(734,696)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		19,800,000 OMS @		1.00% 3,300 £ per unit	(198,000)
Residential Sales Legal Costs		19,800,000 OMS @		0.50% 1,650 £ per unit	(99,000)
Marketing and Promotion		19,800,000 OMS @		3.00% 9,900 £ per unit 14,850 £ per unit	(594,000)
<b>Interest (on Development Costs) -</b>			6.25% APR	0.506% pcm	(237,722)
<b>Developers Profit -</b>					
Margin on AH		0		6.00% on AH values	-
Profit on OMS		19,800,000		20.00%	(3,960,000)
<b>Profit analysis:</b>		14,835,813		26.69% on costs	(3,960,000)
		19,800,000		20.00% blended	(3,960,000)
<b>TOTAL COSTS</b>					<b>(18,795,813)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,004,187
SDLT		1,004,187 @		(slabbed)	(39,709)
Acquisition Agent fees		1,004,187 @		1.0%	(10,042)
Acquisition Legal fees		1,004,187 @		0.5%	(5,021)
Interest on Land		1,004,187 @		6.25%	(62,762)
Residual Land Value					<b>886,653</b>
<b>RLV analysis:</b>	14,778 £ per plot	1,477,755 £ per ha		598,039 £ per acre	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		100.0 dph			
Site Area (Net)		0.60 ha		1.48 acres	
<b>Density analysis:</b>		10,462 sqm/ha		45,571 sqft/ac	
Benchmark Land Value (Net)	13,343 £ per plot	1,334,340 £ per ha		540,000 £ per acre	<b>800,604</b>

<b>BALANCE</b>					
Surplus/(Deficit)		143,415 £ per ha		58,039 £ per acre	<b>86,049</b>

Scheme Ref: **AM - Commuted Sum**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Assisted Living / Extra-Care**

**SENSITIVITY ANALYSIS**

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

**TABLE 1**

Balance (RLV - BLV)	86,049	Affordable Housing - % on site 0%						
		20%	25%	30%	35%	40%	45%	50%
CIL £psm 0.00	70	(821,321)	(968,490)	(1,118,676)	(1,272,831)	(1,432,324)	(1,599,280)	(1,777,058)
	90	(932,187)	(1,073,751)	(1,218,502)	(1,367,425)	(1,522,014)	(1,684,509)	(1,858,443)
	110	(1,043,761)	(1,179,776)	(1,319,150)	(1,462,953)	(1,612,759)	(1,770,983)	(1,941,086)
	130	(1,156,076)	(1,286,623)	(1,420,721)	(1,559,515)	(1,704,686)	(1,858,862)	(2,025,126)
	150	(1,269,264)	(1,394,399)	(1,523,320)	(1,657,213)	(1,797,941)	(1,948,216)	(2,110,716)
	170	(1,383,387)	(1,503,215)	(1,627,053)	(1,756,223)	(1,892,696)	(2,039,061)	(2,198,047)
	190	(1,498,559)	(1,613,183)	(1,732,083)	(1,856,681)	(1,989,127)	(2,131,563)	(2,287,321)
	210	(1,614,911)	(1,724,443)	(1,838,557)	(1,958,801)	(2,087,284)	(2,225,939)	(2,378,792)
	230	(1,732,604)	(1,837,172)	(1,946,672)	(2,062,795)	(2,187,266)	(2,322,413)	(2,472,747)
	250	(1,851,800)	(1,951,576)	(2,056,675)	(2,168,778)	(2,289,317)	(2,421,261)	(2,569,427)
	270	(1,972,706)	(2,067,874)	(2,168,829)	(2,276,829)	(2,393,707)	(2,522,838)	(2,668,496)
	290	(2,095,594)	(2,186,377)	(2,283,230)	(2,387,245)	(2,500,787)	(2,627,532)	(2,768,501)
	310	(2,220,745)	(2,307,384)	(2,400,054)	(2,500,351)	(2,610,934)	(2,735,203)	(2,869,204)
	330	(2,348,531)	(2,430,958)	(2,519,640)	(2,616,578)	(2,724,650)	(2,844,915)	(2,970,822)
	350	(2,479,176)	(2,557,414)	(2,642,443)	(2,736,406)	(2,841,848)	(2,965,364)	(3,073,367)
	370	(2,612,871)	(2,687,244)	(2,768,975)	(2,860,439)	(2,961,431)	(3,066,717)	(3,220,334)
	390	(2,750,154)	(2,820,985)	(2,899,880)	(2,988,127)	(3,081,898)	(3,179,074)	(3,494,561)
	410	(2,891,621)	(2,959,368)	(3,035,495)	(3,117,985)	(3,203,362)	(3,292,475)	(3,768,787)
	430	(3,038,057)	(3,103,122)	(3,174,496)	(3,248,773)	(3,325,928)	(3,564,763)	(4,043,014)
	450	(3,190,429)	(3,251,077)	(3,314,796)	(3,380,757)	(3,449,626)	(3,866,412)	(4,317,241)
470	(3,347,647)	(3,401,145)	(3,456,337)	(3,513,903)	(3,744,656)	(4,168,062)	(4,591,467)	
490	(3,507,605)	(3,552,439)	(3,599,156)	(3,677,745)	(4,073,728)	(4,469,711)	(4,865,694)	
510	(3,668,813)	(3,705,053)	(3,743,240)	(4,034,239)	(4,402,800)	(4,771,360)	(5,139,920)	
530	(3,831,443)	(3,859,048)	(4,049,596)	(4,390,734)	(4,731,872)	(5,073,009)	(5,414,147)	
550	(3,995,602)	(4,119,798)	(4,433,513)	(4,747,228)	(5,060,944)	(5,374,659)	(5,688,374)	
570	(4,244,846)	(4,531,138)	(4,817,431)	(5,103,723)	(5,390,016)	(5,676,308)	(5,962,600)	

**TABLE 2**

Balance (RLV - BLV)	86,049	Site Specific S106 (where 110% is a 10% increase etc.)						
		100%	110%	120%	130%	140%	150%	160%
CIL £psm 0.00	70	(320,668)	(354,912)	(389,205)	(423,566)	(458,012)	(492,518)	(527,089)
	90	(437,798)	(472,207)	(506,677)	(541,238)	(575,874)	(610,582)	(645,366)
	110	(555,397)	(589,996)	(624,666)	(659,434)	(694,286)	(729,219)	(764,239)
	130	(673,518)	(708,331)	(743,225)	(778,208)	(816,687)	(857,012)	(897,449)
	150	(792,522)	(832,694)	(872,973)	(913,362)	(953,869)	(994,499)	(1,035,258)
	170	(929,282)	(969,755)	(1,010,347)	(1,051,062)	(1,091,909)	(1,132,891)	(1,174,015)
	190	(1,066,878)	(1,107,675)	(1,148,606)	(1,189,679)	(1,230,900)	(1,272,273)	(1,313,805)
	210	(1,205,346)	(1,246,512)	(1,287,832)	(1,329,311)	(1,370,954)	(1,412,768)	(1,454,758)
	230	(1,344,846)	(1,386,419)	(1,428,163)	(1,470,098)	(1,512,214)	(1,554,519)	(1,597,018)
	250	(1,485,465)	(1,527,498)	(1,569,743)	(1,612,184)	(1,654,825)	(1,697,692)	(1,740,801)
	270	(1,627,349)	(1,669,931)	(1,712,718)	(1,755,723)	(1,798,992)	(1,842,489)	(1,886,279)
	290	(1,770,701)	(1,813,856)	(1,857,285)	(1,900,954)	(1,944,919)	(1,989,156)	(2,033,718)
	310	(1,915,684)	(1,959,529)	(2,003,678)	(2,048,112)	(2,092,874)	(2,137,980)	(2,183,438)
	330	(2,062,559)	(2,107,198)	(2,152,165)	(2,197,499)	(2,243,200)	(2,289,294)	(2,335,809)
	350	(2,211,607)	(2,257,165)	(2,303,116)	(2,349,476)	(2,396,269)	(2,443,533)	(2,491,301)
	370	(2,363,206)	(2,409,842)	(2,456,936)	(2,504,515)	(2,552,606)	(2,601,258)	(2,650,508)
	390	(2,517,793)	(2,565,688)	(2,614,142)	(2,663,166)	(2,712,798)	(2,762,990)	(2,813,731)
	410	(2,675,906)	(2,725,331)	(2,775,333)	(2,825,896)	(2,877,040)	(2,928,791)	(2,981,139)
	430	(2,838,114)	(2,889,105)	(2,940,694)	(2,992,920)	(3,045,784)	(3,099,300)	(3,153,499)
	450	(3,004,724)	(3,057,474)	(3,110,896)	(3,165,026)	(3,219,855)	(3,275,437)	(3,331,767)
470	(3,176,553)	(3,231,338)	(3,286,897)	(3,343,234)	(3,400,374)	(3,458,341)	(3,517,163)	
490	(3,354,702)	(3,411,884)	(3,469,932)	(3,528,870)	(3,588,727)	(3,649,360)	(3,710,451)	
510	(3,540,579)	(3,600,612)	(3,661,343)	(3,722,547)	(3,784,239)	(3,846,455)	(3,909,917)	
530	(3,734,652)	(3,796,441)	(3,858,744)	(3,921,206)	(3,983,872)	(4,046,650)	(4,109,685)	
550	(3,933,495)	(3,996,224)	(4,059,002)	(4,122,099)	(4,185,250)	(4,248,666)	(4,312,194)	
570	(4,134,513)	(4,197,727)	(4,261,143)	(4,324,734)	(4,388,471)	(4,452,445)	(4,516,505)	

Scheme Ref: **AM - Commuted Sum**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Assisted Living / Extra-Care**

	Balance (RLV - BLV)	Infrastructure Costs 100% (where 110% is a 10% increase etc.)						
		100%	110%	120%	130%	140%	150%	160%
	86,049							
		70	(320,668)	(320,668)	(320,668)	(320,668)	(320,668)	(320,668)
		90	(437,798)	(437,798)	(437,798)	(437,798)	(437,798)	(437,798)
		110	(555,397)	(555,397)	(555,397)	(555,397)	(555,397)	(555,397)
		130	(673,518)	(673,518)	(673,518)	(673,518)	(673,518)	(673,518)
		150	(792,522)	(792,522)	(792,522)	(792,522)	(792,522)	(792,522)
	CIL £psm	170	(929,282)	(929,282)	(929,282)	(929,282)	(929,282)	(929,282)
	0.00	190	(1,066,878)	(1,066,878)	(1,066,878)	(1,066,878)	(1,066,878)	(1,066,878)
		210	(1,205,346)	(1,205,346)	(1,205,346)	(1,205,346)	(1,205,346)	(1,205,346)
		230	(1,344,846)	(1,344,846)	(1,344,846)	(1,344,846)	(1,344,846)	(1,344,846)
		250	(1,485,465)	(1,485,465)	(1,485,465)	(1,485,465)	(1,485,465)	(1,485,465)
		270	(1,627,349)	(1,627,349)	(1,627,349)	(1,627,349)	(1,627,349)	(1,627,349)
		290	(1,770,701)	(1,770,701)	(1,770,701)	(1,770,701)	(1,770,701)	(1,770,701)
		310	(1,915,684)	(1,915,684)	(1,915,684)	(1,915,684)	(1,915,684)	(1,915,684)
		330	(2,062,559)	(2,062,559)	(2,062,559)	(2,062,559)	(2,062,559)	(2,062,559)
		350	(2,211,607)	(2,211,607)	(2,211,607)	(2,211,607)	(2,211,607)	(2,211,607)
		370	(2,363,206)	(2,363,206)	(2,363,206)	(2,363,206)	(2,363,206)	(2,363,206)
		390	(2,517,793)	(2,517,793)	(2,517,793)	(2,517,793)	(2,517,793)	(2,517,793)
		410	(2,675,906)	(2,675,906)	(2,675,906)	(2,675,906)	(2,675,906)	(2,675,906)
		430	(2,838,114)	(2,838,114)	(2,838,114)	(2,838,114)	(2,838,114)	(2,838,114)
		450	(3,004,724)	(3,004,724)	(3,004,724)	(3,004,724)	(3,004,724)	(3,004,724)
		470	(3,176,553)	(3,176,553)	(3,176,553)	(3,176,553)	(3,176,553)	(3,176,553)
		490	(3,354,702)	(3,354,702)	(3,354,702)	(3,354,702)	(3,354,702)	(3,354,702)
		510	(3,540,579)	(3,540,579)	(3,540,579)	(3,540,579)	(3,540,579)	(3,540,579)
		530	(3,734,652)	(3,734,652)	(3,734,652)	(3,734,652)	(3,734,652)	(3,734,652)
		550	(3,933,495)	(3,933,495)	(3,933,495)	(3,933,495)	(3,933,495)	(3,933,495)
		570	(4,134,513)	(4,134,513)	(4,134,513)	(4,134,513)	(4,134,513)	(4,134,513)

	Balance (RLV - BLV)	Profit 20%							
		15%	16%	17%	18%	19%	20%	21%	
	86,049								
		70	543,107	370,352	197,597	24,842	(147,913)	(320,668)	(493,423)
		90	425,977	253,222	80,467	(92,288)	(265,043)	(437,798)	(610,553)
		110	308,378	135,623	(37,132)	(209,887)	(382,642)	(555,397)	(728,152)
		130	190,257	17,502	(155,253)	(328,008)	(500,763)	(673,518)	(854,481)
		150	71,561	(101,194)	(273,949)	(446,704)	(619,459)	(792,522)	(990,522)
	CIL £psm	170	(47,762)	(220,517)	(393,272)	(566,027)	(738,782)	(929,282)	(1,127,282)
	0.00	190	(167,815)	(340,570)	(513,325)	(686,080)	(868,878)	(1,066,878)	(1,264,878)
		210	(288,628)	(461,383)	(634,138)	(809,346)	(1,007,346)	(1,205,346)	(1,403,346)
		230	(410,342)	(583,097)	(755,852)	(948,846)	(1,146,846)	(1,344,846)	(1,542,846)
		250	(533,032)	(705,787)	(891,465)	(1,089,465)	(1,287,465)	(1,485,465)	(1,683,465)
		270	(656,826)	(835,349)	(1,033,349)	(1,231,349)	(1,429,349)	(1,627,349)	(1,825,349)
		290	(781,900)	(978,701)	(1,176,701)	(1,374,701)	(1,572,701)	(1,770,701)	(1,968,701)
		310	(925,684)	(1,123,684)	(1,321,684)	(1,519,684)	(1,717,684)	(1,915,684)	(2,113,684)
		330	(1,072,559)	(1,270,559)	(1,468,559)	(1,666,559)	(1,864,559)	(2,062,559)	(2,260,559)
		350	(1,221,607)	(1,419,607)	(1,617,607)	(1,815,607)	(2,013,607)	(2,211,607)	(2,409,607)
		370	(1,373,206)	(1,571,206)	(1,769,206)	(1,967,206)	(2,165,206)	(2,363,206)	(2,561,206)
		390	(1,527,793)	(1,725,793)	(1,923,793)	(2,121,793)	(2,319,793)	(2,517,793)	(2,715,793)
		410	(1,685,906)	(1,883,906)	(2,081,906)	(2,279,906)	(2,477,906)	(2,675,906)	(2,873,906)
		430	(1,848,114)	(2,046,114)	(2,244,114)	(2,442,114)	(2,640,114)	(2,838,114)	(3,036,114)
		450	(2,014,724)	(2,212,724)	(2,410,724)	(2,608,724)	(2,806,724)	(3,004,724)	(3,202,724)
		470	(2,186,553)	(2,384,553)	(2,582,553)	(2,780,553)	(2,978,553)	(3,176,553)	(3,374,553)
		490	(2,364,702)	(2,562,702)	(2,760,702)	(2,958,702)	(3,156,702)	(3,354,702)	(3,552,702)
		510	(2,550,579)	(2,748,579)	(2,946,579)	(3,144,579)	(3,342,579)	(3,540,579)	(3,738,579)
		530	(2,744,652)	(2,942,652)	(3,140,652)	(3,338,652)	(3,536,652)	(3,734,652)	(3,932,652)
		550	(2,943,495)	(3,141,495)	(3,339,495)	(3,537,495)	(3,735,495)	(3,933,495)	(4,131,495)
		570	(3,144,513)	(3,342,513)	(3,540,513)	(3,738,513)	(3,936,513)	(4,134,513)	(4,332,513)

Scheme Ref: **AM - Commuted Sum**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Assisted Living / Extra-Care**

**TABLE 5**

Balance (RLV - BLV)	86,049	BLV (per acre)						
		300,000	400,000	500,000	600,000	700,000	800,000	900,000
	70	35,156	(113,104)	(261,364)	(409,624)	(557,884)	(706,144)	(854,404)
	90	(81,974)	(230,234)	(378,494)	(526,754)	(675,014)	(823,274)	(971,534)
	110	(199,573)	(347,833)	(496,093)	(644,353)	(792,613)	(940,873)	(1,089,133)
	130	(317,694)	(465,954)	(614,214)	(762,474)	(910,734)	(1,058,994)	(1,207,254)
	150	(436,698)	(584,958)	(733,218)	(881,478)	(1,029,738)	(1,177,998)	(1,326,258)
CIL £psm	170	(573,458)	(721,718)	(869,978)	(1,018,238)	(1,166,498)	(1,314,758)	(1,463,018)
0.00	190	(711,054)	(859,314)	(1,007,574)	(1,155,834)	(1,304,094)	(1,452,354)	(1,600,614)
	210	(849,522)	(997,782)	(1,146,042)	(1,294,302)	(1,442,562)	(1,590,822)	(1,739,082)
	230	(988,022)	(1,137,282)	(1,285,542)	(1,433,802)	(1,582,062)	(1,730,322)	(1,878,582)
	250	(1,129,641)	(1,277,901)	(1,426,161)	(1,574,421)	(1,722,681)	(1,870,941)	(2,019,201)
	270	(1,271,525)	(1,419,785)	(1,568,045)	(1,716,305)	(1,864,565)	(2,012,825)	(2,161,085)
	290	(1,414,877)	(1,563,137)	(1,711,397)	(1,859,657)	(2,007,917)	(2,156,177)	(2,304,437)
	310	(1,559,860)	(1,708,120)	(1,856,380)	(2,004,640)	(2,152,900)	(2,301,160)	(2,449,420)
	330	(1,706,735)	(1,854,995)	(2,003,255)	(2,151,515)	(2,299,775)	(2,448,035)	(2,596,295)
	350	(1,855,783)	(2,004,043)	(2,152,303)	(2,300,563)	(2,448,823)	(2,597,083)	(2,745,343)
	370	(2,007,382)	(2,155,642)	(2,303,902)	(2,452,162)	(2,600,422)	(2,748,682)	(2,896,942)
	390	(2,161,969)	(2,310,229)	(2,458,489)	(2,606,749)	(2,755,009)	(2,903,269)	(3,051,529)
	410	(2,320,082)	(2,468,342)	(2,616,602)	(2,764,862)	(2,913,122)	(3,061,382)	(3,209,642)
	430	(2,482,290)	(2,630,550)	(2,778,810)	(2,927,070)	(3,075,330)	(3,223,590)	(3,371,850)
	450	(2,648,900)	(2,797,160)	(2,945,420)	(3,093,680)	(3,241,940)	(3,390,200)	(3,538,460)
	470	(2,820,729)	(2,968,989)	(3,117,249)	(3,265,509)	(3,413,769)	(3,562,029)	(3,710,289)
	490	(2,998,878)	(3,147,138)	(3,295,398)	(3,443,658)	(3,591,918)	(3,740,178)	(3,888,438)
	510	(3,184,755)	(3,333,015)	(3,481,275)	(3,629,535)	(3,777,795)	(3,926,055)	(4,074,315)
	530	(3,378,828)	(3,527,088)	(3,675,348)	(3,823,608)	(3,971,868)	(4,120,128)	(4,268,388)
	550	(3,577,671)	(3,725,931)	(3,874,191)	(4,022,451)	(4,170,711)	(4,318,971)	(4,467,231)
	570	(3,778,689)	(3,926,949)	(4,075,209)	(4,223,469)	(4,371,729)	(4,519,989)	(4,668,249)

**TABLE 6**

Balance (RLV - BLV)	86,049	Density (dph)						
		30	40	50	60	70	80	90
	70	(2,411,011)	(1,663,540)	(1,215,539)	(917,088)	(704,015)	(544,262)	(420,032)
	90	(2,530,205)	(1,781,951)	(1,333,508)	(1,034,772)	(821,480)	(661,589)	(537,233)
	110	(2,650,025)	(1,900,929)	(1,452,009)	(1,152,965)	(939,456)	(779,405)	(654,933)
	130	(2,786,944)	(2,024,842)	(1,571,097)	(1,271,721)	(1,057,984)	(897,762)	(773,157)
	150	(2,925,942)	(2,162,716)	(1,705,484)	(1,400,932)	(1,183,545)	(1,020,579)	(893,853)
CIL £psm	170	(3,065,893)	(2,301,474)	(1,843,548)	(1,538,567)	(1,320,864)	(1,157,654)	(1,030,777)
0.00	190	(3,206,941)	(2,441,200)	(1,982,531)	(1,677,051)	(1,459,018)	(1,295,585)	(1,168,503)
	210	(3,349,184)	(2,582,009)	(2,122,525)	(1,816,547)	(1,598,146)	(1,434,420)	(1,307,155)
	230	(3,492,768)	(2,724,044)	(2,263,671)	(1,957,127)	(1,738,331)	(1,574,319)	(1,446,817)
	250	(3,637,907)	(2,867,451)	(2,406,113)	(2,098,933)	(1,879,705)	(1,715,373)	(1,587,631)
	270	(3,784,756)	(3,012,402)	(2,549,999)	(2,242,134)	(2,022,420)	(1,857,753)	(1,729,740)
	290	(3,933,583)	(3,159,122)	(2,695,544)	(2,386,916)	(2,166,688)	(2,001,622)	(1,873,302)
	310	(4,084,661)	(3,307,877)	(2,842,974)	(2,533,504)	(2,312,692)	(2,147,199)	(2,018,544)
	330	(4,238,371)	(3,458,944)	(2,992,572)	(2,682,171)	(2,460,694)	(2,294,722)	(2,165,713)
	350	(4,395,128)	(3,612,732)	(3,144,694)	(2,833,230)	(2,611,035)	(2,444,525)	(2,315,098)
	370	(4,555,447)	(3,769,695)	(3,299,777)	(2,987,112)	(2,764,071)	(2,596,955)	(2,467,062)
	390	(4,719,625)	(3,930,373)	(3,458,321)	(3,144,281)	(2,920,301)	(2,752,486)	(2,622,067)
	410	(4,888,150)	(4,095,046)	(3,620,829)	(3,305,339)	(3,080,298)	(2,911,694)	(2,780,664)
	430	(5,061,809)	(4,264,291)	(3,787,599)	(3,470,549)	(3,244,415)	(3,075,018)	(2,943,365)
	450	(5,241,609)	(4,438,966)	(3,959,435)	(3,640,577)	(3,413,197)	(3,242,882)	(3,110,532)
	470	(5,428,848)	(4,620,201)	(4,137,347)	(3,816,380)	(3,587,552)	(3,416,159)	(3,282,993)
	490	(5,623,551)	(4,809,442)	(4,322,652)	(3,999,193)	(3,768,650)	(3,596,015)	(3,461,899)
	510	(5,822,744)	(5,005,469)	(4,516,074)	(4,190,409)	(3,958,055)	(3,783,935)	(3,648,672)
	530	(6,023,919)	(5,205,334)	(4,714,624)	(4,387,689)	(4,154,249)	(3,979,319)	(3,843,348)
	550	(6,226,897)	(5,406,920)	(4,915,444)	(4,587,923)	(4,354,181)	(4,178,874)	(4,042,525)
	570	(6,431,680)	(5,610,267)	(5,118,005)	(4,790,015)	(4,555,835)	(4,380,200)	(4,243,694)

Scheme Ref: **AM - Commuted Sum**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: **Assisted Living / Extra-Care**

**TABLE 7**

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	86,049							
	70	796,975	240,951	(320,668)	(905,407)	(1,574,121)	(2,269,752)	(3,019,190)
	90	682,609	125,460	(437,798)	(1,042,491)	(1,715,932)	(2,420,290)	(3,187,628)
	110	568,013	9,660	(555,397)	(1,180,460)	(1,859,237)	(2,573,747)	(3,361,950)
	130	453,173	(106,516)	(673,518)	(1,319,367)	(2,004,221)	(2,730,666)	(3,543,494)
	150	338,076	(223,059)	(792,522)	(1,459,349)	(2,151,146)	(2,891,723)	(3,733,987)
CIL £psm	170	222,679	(340,009)	(929,282)	(1,600,550)	(2,300,330)	(3,057,198)	(3,932,456)
0.00	190	106,964	(457,438)	(1,066,878)	(1,743,114)	(2,452,148)	(3,227,868)	(4,133,463)
	210	(9,073)	(575,358)	(1,205,346)	(1,887,238)	(2,607,078)	(3,404,833)	(4,336,214)
	230	(125,495)	(693,822)	(1,344,846)	(2,033,146)	(2,765,711)	(3,589,561)	(4,540,747)
	250	(242,311)	(816,210)	(1,485,465)	(2,181,106)	(2,928,585)	(3,783,275)	(4,747,125)
	270	(359,553)	(953,461)	(1,627,349)	(2,331,472)	(3,096,069)	(3,982,834)	(5,290,635)
	290	(477,271)	(1,091,540)	(1,770,701)	(2,484,633)	(3,269,090)	(4,184,201)	(5,839,089)
	310	(595,520)	(1,230,578)	(1,915,684)	(2,641,115)	(3,448,865)	(4,387,417)	(6,387,542)
	330	(714,347)	(1,370,665)	(2,062,559)	(2,801,550)	(3,636,971)	(4,592,470)	(6,935,995)
	350	(840,197)	(1,511,944)	(2,211,607)	(2,966,235)	(3,833,138)	(4,880,009)	(7,484,448)
	370	(977,908)	(1,654,558)	(2,363,206)	(3,135,841)	(4,033,266)	(5,428,462)	(8,032,902)
	390	(1,116,514)	(1,798,707)	(2,517,793)	(3,311,355)	(4,235,146)	(5,976,915)	(8,581,355)
	410	(1,256,100)	(1,944,590)	(2,675,906)	(3,494,095)	(4,438,788)	(6,525,369)	(9,129,808)
	430	(1,396,810)	(2,092,474)	(2,838,114)	(3,685,495)	(4,644,232)	(7,073,822)	(9,678,261)
	450	(1,538,780)	(2,242,671)	(3,004,724)	(3,883,317)	(5,017,836)	(7,622,275)	(10,226,715)
	470	(1,682,164)	(2,395,567)	(3,176,553)	(4,083,825)	(5,566,289)	(8,170,728)	(10,775,168)
	490	(1,827,147)	(2,551,635)	(3,354,702)	(4,286,091)	(6,114,742)	(8,719,182)	(11,323,621)
	510	(1,973,971)	(2,711,477)	(3,540,579)	(4,490,250)	(6,663,195)	(9,267,635)	(11,872,074)
	530	(2,122,906)	(2,875,445)	(3,734,652)	(4,696,217)	(7,211,649)	(9,816,088)	(12,420,527)
	550	(2,274,301)	(3,044,064)	(3,933,495)	(5,155,662)	(7,760,102)	(10,364,541)	(12,968,981)
	570	(2,428,547)	(3,218,245)	(4,134,513)	(5,704,116)	(8,308,555)	(10,912,994)	(13,517,434)

**TABLE 8**

		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	86,049							
	70	(1,893,222)	(1,053,148)	(320,668)	362,027	1,035,709	1,703,826	2,368,335
	90	(2,041,879)	(1,191,824)	(437,798)	246,980	921,929	1,590,876	2,255,931
	110	(2,193,197)	(1,331,560)	(555,397)	131,667	807,963	1,477,808	2,143,469
	130	(2,347,682)	(1,472,497)	(673,518)	16,033	693,796	1,364,580	2,030,897
	150	(2,505,959)	(1,614,791)	(792,522)	(99,927)	579,418	1,251,207	1,918,207
CIL £psm	170	(2,668,608)	(1,758,653)	(929,282)	(216,242)	464,815	1,137,687	1,805,430
0.00	190	(2,836,043)	(1,904,294)	(1,066,878)	(332,937)	349,976	1,024,009	1,692,539
	210	(3,009,224)	(2,052,010)	(1,205,346)	(450,074)	234,886	910,160	1,579,498
	230	(3,189,463)	(2,202,120)	(1,344,846)	(567,663)	119,523	796,128	1,466,343
	250	(3,378,497)	(2,355,052)	(1,485,465)	(685,755)	3,836	681,901	1,353,062
	270	(3,575,786)	(2,511,332)	(1,627,349)	(806,491)	(112,148)	567,466	1,239,643
	290	(3,776,432)	(2,671,615)	(1,770,701)	(943,173)	(228,500)	452,812	1,126,061
	310	(3,979,052)	(2,836,231)	(1,915,684)	(1,080,614)	(345,206)	337,924	1,012,309
	330	(4,183,688)	(3,005,845)	(2,062,559)	(1,218,942)	(462,351)	222,791	898,391
	350	(4,449,799)	(3,181,489)	(2,211,607)	(1,358,196)	(579,929)	107,356	784,294
	370	(4,998,253)	(3,364,526)	(2,363,206)	(1,498,520)	(697,991)	(8,361)	670,006
	390	(5,546,706)	(3,556,397)	(2,517,793)	(1,640,046)	(820,459)	(124,370)	555,515
	410	(6,095,159)	(3,754,641)	(2,675,906)	(1,782,928)	(957,063)	(240,758)	440,808
	430	(6,643,612)	(3,955,473)	(2,838,114)	(1,927,312)	(1,094,403)	(357,475)	325,871
	450	(7,192,066)	(4,158,163)	(3,004,724)	(2,073,453)	(1,232,542)	(474,628)	210,661
	470	(7,740,519)	(4,362,753)	(3,176,553)	(2,221,584)	(1,371,618)	(592,196)	95,189
	490	(8,288,972)	(4,597,418)	(3,354,702)	(2,372,023)	(1,511,677)	(710,228)	(20,557)
	510	(8,837,425)	(5,145,871)	(3,540,579)	(2,525,135)	(1,652,862)	(834,428)	(136,609)
	530	(9,385,879)	(5,694,324)	(3,734,652)	(2,681,408)	(1,795,316)	(970,954)	(253,015)
	550	(9,934,332)	(6,242,777)	(3,933,495)	(2,841,394)	(1,939,185)	(1,108,193)	(369,749)
	570	(10,482,785)	(6,791,231)	(4,134,513)	(3,005,442)	(2,084,664)	(1,246,209)	(486,905)

**NOTES**

Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells

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



**Scheme Ref:** **AM - Commuted Sum**  
**No Units:** **60** **Location / Value Zone:** **Lower** **Development Scenario:** **Brownfield**  
**Notes:** **Assisted Living / Extra-Care**

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

Scheme Ref:	AM - Commuted Sum
No Units:	60
Location / Value Zone:	Lower
Development Scenario:	Brownfield
Notes:	Assisted Living / Extra-Care
Total GDV (£)	19,800,000
AH %	0%
Affordable Rent:	75.00%
Social Rent:	0.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	25.00%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL (£)	-
Site Specific S106 (£ per unit)	6,000
Site Specific S106 (£)	360,000
Sub-total CIL+S106 (£ per unit)	6,000
Strategic Infrastructure (£ per unit)	-
Strategic Infrastructure (£)	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	6,000
Total Developers Profit (£)	3,960,000
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	20.00%
Developers Profit (% on costs)	26.69%
RLV (£)	886,653
RLV (£/acre)	598,039
RLV (£/ha)	1,477,755
<b>Balance for Plan VA:</b>	
BLV (£)	800,604
BLV (£/acre)	540,000
BLV (£/ha)	1,334,340
Surplus/Deficit	86,049
Surplus/Deficit (£/acre)	58,039
Surplus/Deficit (£/ha)	143,415
Plan Viability comments	Viable
Commuted Sum (£ psm)	£140
Commuted Sum (£)	£876,057

Viable	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viable	if RLV < BLV, and RLV is negative

Scheme Ref: **AN**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Age Restricted / Sheltered Housing**

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme		55 Units				
AH Policy requirement (% Target)		35%				
AH tenure split %		Affordable Rent:		75.0%		
		Social Rent:		0.0%		
		Intermediate (LCHO/Sub-Market/Starter etc.):		25.0%		
Open Market Sale (OMS) housing		65%				
CIL Rate (£ psm)		100%				
		131.33 £ psm				
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	60.0%	21.5	60.0%	11.6	60%	33.0
2 bed Flat	40.0%	14.3	40.0%	7.7	40%	22.0
Total number of units	100.0%	35.8	100.0%	19.3	100%	55.0
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		
			%	(sqm)	(sqft)	
1 bed House	62.0	667		62.0	667	
2 bed House	79.0	850		79.0	850	
3 bed House	100.0	1,076		100.0	1,076	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	165.0	1,776		165.0	1,776	
1 bed Flat	50.0	538	75.0%	66.7	718	
2 bed Flat	75.0	807	75.0%	100.0	1,076	
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		
			%	(sqm)	(sqft)	
1 bed House	62.0	667		62.0	667	
2 bed House	79.0	850		79.0	850	
3 bed House	100.0	1,076		100.0	1,076	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	165.0	1,776		165.0	1,776	
1 bed Flat	50.0	538	75.0%	66.7	718	
2 bed Flat	75.0	807	75.0%	100.0	1,076	
<b>Total Gross Floor areas -</b>	<b>Mkt Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units)</b>	
					(sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	1,430	15,392	770	8,288	2,200	23,681
2 bed Flat	1,430	15,392	770	8,288	2,200	23,681
	2,860	30,785	1,540	16,576	4,400	47,361
<b>AH % by floor area:</b>			<b>35.00% AH % by floor area due to mix</b>			
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£psf</b>	<b>total MV £ (no AH)</b>		
1 bed House	240,000	3,871	360	0		
2 bed House	290,000	3,671	341	0		
3 bed House	350,000	3,500	325	0		
4 bed House	385,000	3,348	311	0		
5 bed House	525,000	3,182	296	0		
1 bed Flat	240,000	4,800	446	7,920,000		
2 bed Flat	300,000	4,000	372	6,600,000		
				14,520,000		
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>Intermediate £</b>	<b>% of MV</b>
1 bed House	144,000	60%	105,600	44%	182,400	76%
2 bed House	174,000	60%	127,600	44%	220,400	76%
3 bed House	210,000	60%	154,000	44%	266,000	76%
4 bed House	231,000	60%	169,400	44%	292,600	76%
5 bed House	315,000	60%	231,000	44%	399,000	76%
1 bed Flat	144,000	60%	105,600	44%	182,400	76%
2 bed Flat	180,000	60%	132,000	44%	228,000	76%

Scheme Ref: **AN**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Age Restricted / Sheltered Housing**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	240,000	-
2 bed House	0.0	@	290,000	-
3 bed House	0.0	@	350,000	-
4 bed House	0.0	@	385,000	-
5 bed House	0.0	@	525,000	-
1 bed Flat	21.5	@	240,000	5,148,000
2 bed Flat	14.3	@	300,000	4,290,000
	<b>35.8</b>			<b>9,438,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	144,000	-
2 bed House	0.0	@	174,000	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	231,000	-
5 bed House	0.0	@	315,000	-
1 bed Flat	8.7	@	144,000	1,247,400
2 bed Flat	5.8	@	180,000	1,039,500
	<b>14.4</b>			<b>2,286,900</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	105,600	-
2 bed House	0.0	@	127,600	-
3 bed House	0.0	@	154,000	-
4 bed House	0.0	@	169,400	-
5 bed House	0.0	@	231,000	-
1 bed Flat	0.0	@	105,600	-
2 bed Flat	0.0	@	132,000	-
	<b>0.0</b>			<b>-</b>
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	182,400	-
2 bed House	0.0	@	220,400	-
3 bed House	0.0	@	266,000	-
4 bed House	0.0	@	292,600	-
5 bed House	0.0	@	399,000	-
1 bed Flat	2.9	@	182,400	526,680
2 bed Flat	1.9	@	228,000	438,900
	<b>4.8</b>			<b>965,580</b>
<b>Sub-total GDV Residential</b>	<b>55</b>			<b>12,690,480</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>1,829,520</b>
			416 £ psm (total GIA sqm)	33,264 £ per unit (total units)
<b>Grant</b>	55	@	0	-
<b>Total GDV</b>				<b>12,690,480</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(23,549)
CIL		2,860 sqm (Market only)	131.33 £ psm	(375,604)
CIL analysis:		2.96% % of GDV	6,829 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	55 units @	6,000 per unit	(330,000)
<b>S106 analysis:</b>	750,000 £ per ha	2.60% % of GDV	6,000 £ per unit (total ur)	(330,000)
AH Commuted Sum		4,400 sqm (total)	0 £ psm	-
<b>Comm. Sum analysis:</b>		0.00% % of GDV		

Scheme Ref: **AN**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Age Restricted / Sheltered Housing**

<i>cont/</i>					
<b>Construction Costs -</b>					
Site Clearance and Demolition		1.09 acres @		0 £ per acre (if brownfield)	-
Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House		- sqm @		1,160 psm	-
2 bed House		- sqm @		1,160 psm	-
3 bed House		- sqm @		1,160 psm	-
4 bed House		- sqm @		1,160 psm	-
5 bed House		- sqm @		1,160 psm	-
1 bed Flat		2,200 sqm @		1,563 psm	(3,438,600)
2 bed Flat	4,400	2,200 sqm @		1,563 psm	(3,438,600)
External works		6,877,200 @		10.0% 12,504 £ per unit	(687,720)
M4(2) Category 2 Housing	Aff units	19 units @	100% @	521 £ per unit	(10,029)
M4(3) Category 3 Housing	Aff units	19 units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	36 units @	15% @	521 £ per unit	(2,794)
M4(3) Category 3 Housing	Mrkt units	- units @	0% @	10,111 £ per unit	-
Water Efficiency additional cost		55 units @		10 £ per unit	(550)
Contingency		7,578,293 @		3.0%	(227,349)
<b>Professional Fees</b>		7,578,293 @		6.5%	(492,589)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		9,438,000 OMS @		1.00% 1,716 £ per unit	(94,380)
Residential Sales Legal Costs		9,438,000 OMS @		0.50% 858 £ per unit	(47,190)
Marketing and Promotion		9,438,000 OMS @		3.00% 5,148 £ per unit 7,722 £ per unit	(283,140)
<b>Interest (on Development Costs) -</b>			6.25% APR	0.506% pcm	(26,723)
<b>Developers Profit -</b>					
Margin on AH		3,252,480		6.00% on AH values	(195,149)
Profit on OMS		9,438,000		20.00%	(1,887,600)
<b>Profit analysis:</b>		9,548,817		21.81% on costs	(2,082,749)
		12,690,480		16.41% blended	(2,082,749)
<b>TOTAL COSTS</b>					<b>(11,631,566)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,058,914
SDLT		1,058,914 @		(slabbed)	(42,446)
Acquisition Agent fees		1,058,914 @		1.0%	(10,589)
Acquisition Legal fees		1,058,914 @		0.5%	(5,295)
Interest on Land		1,058,914 @		6.25%	(66,182)
Residual Land Value					<b>934,403</b>
<b>RLV analysis:</b>	16,989 £ per plot	2,123,642 £ per ha		859,426 £ per acre	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		125.0 dph			
Site Area (Net)		0.44 ha		1.09 acres	
<b>Density analysis:</b>		10,000 sqm/ha		43,561 sqft/ac	
Benchmark Land Value (Net)	8,896 £ per plot	1,111,950 £ per ha		450,000 £ per acre	<b>489,258</b>

<b>BALANCE</b>					
Surplus/(Deficit)		1,011,692 £ per ha		409,426 £ per acre	<b>445,145</b>

Scheme Ref: **AN**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Age Restricted / Sheltered Housing**

**SENSITIVITY ANALYSIS**

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

**TABLE 1**

Balance (RLV - BLV)	445,145	Affordable Housing - % on site 35%					
		20%	25%	30%	35%	40%	45%
70	854,429	769,672	684,901	600,100	515,280	430,430	345,532
90	792,347	711,448	630,531	549,598	468,635	387,639	306,609
110	730,229	653,196	576,142	499,066	421,964	344,839	267,664
130	668,093	594,911	521,723	448,508	375,276	302,001	228,693
150	605,907	536,606	467,271	397,929	328,548	259,146	189,707
170	543,702	478,252	412,799	347,307	281,802	216,264	150,683
190	481,452	419,874	358,276	296,662	235,022	173,346	111,638
210	419,160	361,457	303,725	245,983	188,205	130,405	72,569
230	356,835	302,991	249,141	195,258	141,359	87,432	33,459
250	294,461	244,488	194,507	144,500	94,479	44,414	(5,681)
270	232,029	185,941	139,827	93,701	47,547	1,363	(44,854)
290	169,548	127,341	85,101	42,858	575	(41,728)	(84,064)
310	107,011	68,679	30,325	(8,043)	(46,441)	(84,861)	(123,314)
330	44,413	9,960	(24,508)	(58,996)	(93,508)	(128,042)	(162,613)
350	(18,255)	(48,822)	(79,403)	(110,005)	(140,630)	(171,275)	(201,959)
370	(80,998)	(107,675)	(134,367)	(161,077)	(187,811)	(214,565)	(241,355)
390	(143,823)	(166,604)	(189,404)	(212,217)	(235,058)	(257,916)	(280,806)
410	(206,736)	(225,615)	(244,521)	(263,430)	(282,374)	(301,334)	(320,321)
430	(269,745)	(284,725)	(299,723)	(314,733)	(329,764)	(344,821)	(359,903)
450	(332,858)	(343,938)	(355,017)	(366,125)	(377,240)	(388,384)	(399,554)
470	(396,102)	(403,255)	(410,428)	(417,609)	(424,814)	(432,033)	(439,280)
490	(459,466)	(462,705)	(465,949)	(469,210)	(472,482)	(475,781)	(479,149)
510	(529,452)	(528,646)	(527,089)	(527,089)	(526,338)	(525,599)	(524,890)
530	(602,436)	(597,122)	(591,812)	(586,526)	(581,246)	(575,990)	(570,756)
550	(675,632)	(665,792)	(655,951)	(646,131)	(636,316)	(626,527)	(616,749)
570	(749,071)	(734,685)	(720,299)	(705,930)	(691,568)	(677,225)	(662,891)

**TABLE 2**

Balance (RLV - BLV)	445,145	Site Specific S106 (where 110% is a 10% increase etc.)					
		100%	110%	120%	130%	140%	150%
70	600,100	570,860	541,591	512,323	483,024	453,720	424,391
90	549,598	520,329	491,056	461,751	432,446	403,106	373,764
110	499,066	469,782	440,477	411,163	381,821	352,471	323,089
130	448,508	419,203	389,878	360,535	331,173	301,792	272,387
150	397,929	368,592	339,250	309,876	280,494	251,077	221,651
170	347,307	317,960	288,578	259,189	229,767	200,328	170,865
190	296,662	267,281	237,879	208,457	179,005	149,541	120,034
210	245,983	216,568	187,146	157,682	128,204	98,698	69,158
230	195,258	165,823	136,359	106,868	77,359	47,807	18,230
250	144,500	115,036	85,531	56,008	26,457	(3,134)	(32,753)
270	93,701	64,195	34,658	5,098	(24,499)	(54,132)	(83,798)
290	42,858	13,308	(16,266)	(45,867)	(75,512)	(105,193)	(134,910)
310	(8,043)	(37,631)	(67,247)	(96,894)	(126,587)	(156,320)	(186,094)
330	(58,996)	(88,626)	(118,288)	(147,986)	(177,730)	(207,521)	(237,356)
350	(110,005)	(139,683)	(169,397)	(199,151)	(228,950)	(258,799)	(288,701)
370	(161,077)	(190,807)	(220,577)	(250,393)	(280,257)	(310,175)	(340,150)
390	(212,217)	(242,004)	(271,836)	(301,717)	(331,653)	(361,646)	(391,701)
410	(263,430)	(293,279)	(323,177)	(353,130)	(383,141)	(413,217)	(443,367)
430	(314,733)	(344,647)	(374,619)	(404,651)	(434,750)	(464,919)	(495,558)
450	(366,125)	(396,114)	(426,165)	(456,283)	(487,598)	(522,297)	(557,092)
470	(417,609)	(447,679)	(477,823)	(512,320)	(547,044)	(581,865)	(616,807)
490	(469,210)	(502,387)	(537,045)	(571,796)	(606,660)	(641,627)	(676,729)
510	(527,089)	(561,778)	(596,568)	(631,456)	(666,470)	(701,602)	(736,885)
530	(586,526)	(621,339)	(656,272)	(691,316)	(726,501)	(761,824)	(797,306)
550	(646,131)	(681,092)	(716,183)	(751,402)	(786,778)	(822,317)	(858,038)
570	(705,930)	(741,055)	(776,328)	(811,750)	(847,342)	(883,125)	(919,118)



Scheme Ref: **AN**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Age Restricted / Sheltered Housing**

Balance (RLV - BLV)	445,145	Infrastructure Costs						100% (where 110% is a 10% increase etc.)					
		100%	110%	120%	130%	140%	150%	160%					
	70	600,100	600,100	600,100	600,100	600,100	600,100	600,100	600,100	600,100	600,100	600,100	
	90	549,598	549,598	549,598	549,598	549,598	549,598	549,598	549,598	549,598	549,598	549,598	
	110	499,066	499,066	499,066	499,066	499,066	499,066	499,066	499,066	499,066	499,066	499,066	
	130	448,508	448,508	448,508	448,508	448,508	448,508	448,508	448,508	448,508	448,508	448,508	
	150	397,929	397,929	397,929	397,929	397,929	397,929	397,929	397,929	397,929	397,929	397,929	
CIL £psm	170	347,307	347,307	347,307	347,307	347,307	347,307	347,307	347,307	347,307	347,307	347,307	
131.33	190	296,662	296,662	296,662	296,662	296,662	296,662	296,662	296,662	296,662	296,662	296,662	
	210	245,983	245,983	245,983	245,983	245,983	245,983	245,983	245,983	245,983	245,983	245,983	
	230	195,258	195,258	195,258	195,258	195,258	195,258	195,258	195,258	195,258	195,258	195,258	
	250	144,500	144,500	144,500	144,500	144,500	144,500	144,500	144,500	144,500	144,500	144,500	
	270	93,701	93,701	93,701	93,701	93,701	93,701	93,701	93,701	93,701	93,701	93,701	
	290	42,858	42,858	42,858	42,858	42,858	42,858	42,858	42,858	42,858	42,858	42,858	
	310	(8,043)	(8,043)	(8,043)	(8,043)	(8,043)	(8,043)	(8,043)	(8,043)	(8,043)	(8,043)	(8,043)	
	330	(58,996)	(58,996)	(58,996)	(58,996)	(58,996)	(58,996)	(58,996)	(58,996)	(58,996)	(58,996)	(58,996)	
	350	(110,005)	(110,005)	(110,005)	(110,005)	(110,005)	(110,005)	(110,005)	(110,005)	(110,005)	(110,005)	(110,005)	
	370	(161,077)	(161,077)	(161,077)	(161,077)	(161,077)	(161,077)	(161,077)	(161,077)	(161,077)	(161,077)	(161,077)	
	390	(212,217)	(212,217)	(212,217)	(212,217)	(212,217)	(212,217)	(212,217)	(212,217)	(212,217)	(212,217)	(212,217)	
	410	(263,430)	(263,430)	(263,430)	(263,430)	(263,430)	(263,430)	(263,430)	(263,430)	(263,430)	(263,430)	(263,430)	
	430	(314,733)	(314,733)	(314,733)	(314,733)	(314,733)	(314,733)	(314,733)	(314,733)	(314,733)	(314,733)	(314,733)	
	450	(366,125)	(366,125)	(366,125)	(366,125)	(366,125)	(366,125)	(366,125)	(366,125)	(366,125)	(366,125)	(366,125)	
	470	(417,609)	(417,609)	(417,609)	(417,609)	(417,609)	(417,609)	(417,609)	(417,609)	(417,609)	(417,609)	(417,609)	
	490	(469,210)	(469,210)	(469,210)	(469,210)	(469,210)	(469,210)	(469,210)	(469,210)	(469,210)	(469,210)	(469,210)	
	510	(527,089)	(527,089)	(527,089)	(527,089)	(527,089)	(527,089)	(527,089)	(527,089)	(527,089)	(527,089)	(527,089)	
	530	(586,526)	(586,526)	(586,526)	(586,526)	(586,526)	(586,526)	(586,526)	(586,526)	(586,526)	(586,526)	(586,526)	
	550	(646,131)	(646,131)	(646,131)	(646,131)	(646,131)	(646,131)	(646,131)	(646,131)	(646,131)	(646,131)	(646,131)	
	570	(705,930)	(705,930)	(705,930)	(705,930)	(705,930)	(705,930)	(705,930)	(705,930)	(705,930)	(705,930)	(705,930)	

Balance (RLV - BLV)	445,145	Profit 20%						
		15%	16%	17%	18%	19%	20%	21%
	70	1,011,833	929,486	847,140	764,793	682,447	600,100	517,754
	90	961,330	878,984	796,637	714,291	631,944	549,598	467,251
	110	910,799	828,453	746,106	663,759	581,413	499,066	416,720
	130	860,241	777,894	695,548	613,201	530,855	448,508	366,161
	150	809,662	727,316	644,969	562,622	480,276	397,929	315,583
CIL £psm	170	759,039	676,693	594,346	512,000	429,653	347,307	264,960
131.33	190	708,395	626,048	543,702	461,355	379,009	296,662	214,315
	210	657,716	575,369	493,023	410,676	328,330	245,983	163,637
	230	606,991	524,645	442,298	359,951	277,605	195,258	112,912
	250	556,232	473,886	391,539	309,193	226,846	144,500	62,153
	270	505,434	423,088	340,741	258,395	176,048	93,701	11,355
	290	454,591	372,245	289,898	207,551	125,205	42,858	(39,488)
	310	403,690	321,343	238,997	156,650	74,304	(8,043)	(90,389)
	330	352,737	270,391	188,044	105,698	23,351	(58,996)	(141,342)
	350	301,727	219,381	137,034	54,688	(27,659)	(110,005)	(192,352)
	370	250,655	168,309	85,962	3,616	(78,731)	(161,077)	(243,424)
	390	199,516	117,169	34,822	(47,524)	(129,871)	(212,217)	(294,564)
	410	148,303	65,956	(16,391)	(98,737)	(181,084)	(263,430)	(345,777)
	430	96,999	14,653	(67,694)	(150,040)	(232,387)	(314,733)	(397,080)
	450	45,608	(36,739)	(119,085)	(201,432)	(283,778)	(366,125)	(448,471)
	470	(5,877)	(88,223)	(170,570)	(252,916)	(335,263)	(417,609)	(503,054)
	490	(57,477)	(139,824)	(222,171)	(304,517)	(386,864)	(469,210)	(562,195)
	510	(109,194)	(191,540)	(273,887)	(356,233)	(438,580)	(527,089)	(621,469)
	530	(161,052)	(243,399)	(325,746)	(408,092)	(492,146)	(586,526)	(680,906)
	550	(213,058)	(295,405)	(377,751)	(460,098)	(551,751)	(646,131)	(740,511)
	570	(265,233)	(347,579)	(429,926)	(517,170)	(611,550)	(705,930)	(800,310)

Scheme Ref: **AN**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Age Restricted / Sheltered Housing**

**TABLE 5**

Balance (RLV - BLV)	445,145	BLV (per acre)						
		300,000	400,000	500,000	600,000	700,000	800,000	900,000
70		763,186	654,462	545,738	437,014	328,290	219,566	110,842
90		712,684	603,960	495,236	386,512	277,788	169,064	60,340
110		662,152	553,428	444,704	335,980	227,256	118,532	9,808
130		611,594	502,870	394,146	285,422	176,698	67,974	(40,750)
150		561,015	452,291	343,567	234,843	126,119	17,395	(91,329)
CIL £psm		510,393	401,669	292,945	184,221	75,497	(33,227)	(141,951)
131.33		459,748	351,024	242,300	133,576	24,852	(83,872)	(192,596)
210		409,069	300,345	191,621	82,897	(25,827)	(134,551)	(243,275)
230		358,344	249,620	140,896	32,172	(76,552)	(185,276)	(294,000)
250		307,586	198,862	90,138	(18,586)	(127,310)	(236,034)	(344,758)
270		256,787	148,063	39,339	(69,385)	(178,109)	(286,833)	(395,557)
290		205,944	97,220	(11,504)	(120,228)	(228,952)	(337,676)	(446,400)
310		155,043	46,319	(62,405)	(171,129)	(279,853)	(388,577)	(497,301)
330		104,090	(4,634)	(113,358)	(222,082)	(330,806)	(439,530)	(548,254)
350		53,081	(55,643)	(164,367)	(273,091)	(381,815)	(490,539)	(599,263)
370		2,009	(106,715)	(215,439)	(324,163)	(432,887)	(541,611)	(650,335)
390		(49,131)	(157,855)	(266,579)	(375,303)	(484,027)	(592,751)	(701,475)
410		(100,344)	(209,068)	(317,792)	(426,516)	(535,240)	(643,964)	(752,688)
430		(151,647)	(260,371)	(369,095)	(477,819)	(586,543)	(695,267)	(803,991)
450		(203,039)	(311,763)	(420,487)	(529,211)	(637,935)	(746,659)	(855,383)
470		(254,523)	(363,247)	(471,971)	(580,695)	(689,419)	(798,143)	(906,867)
490		(306,124)	(414,848)	(523,572)	(632,296)	(741,020)	(849,744)	(958,468)
510		(364,003)	(472,727)	(581,451)	(690,175)	(798,899)	(907,623)	(1,016,347)
530		(423,440)	(532,164)	(640,888)	(749,612)	(858,336)	(967,060)	(1,075,784)
550		(483,045)	(591,769)	(700,493)	(809,217)	(917,941)	(1,026,665)	(1,135,389)
570		(542,844)	(651,568)	(760,292)	(869,016)	(977,740)	(1,086,464)	(1,195,188)

**TABLE 6**

Balance (RLV - BLV)	445,145	Density (dph)						
		30	40	50	60	70	80	90
70		(949,217)	(439,573)	(133,787)	70,071	215,683	324,893	409,833
90		(999,719)	(490,076)	(184,289)	19,568	165,181	274,390	359,331
110		(1,050,251)	(540,607)	(234,821)	(30,963)	114,649	223,859	308,799
130		(1,100,809)	(591,165)	(285,379)	(81,522)	64,091	173,300	258,241
150		(1,151,388)	(641,744)	(335,958)	(132,100)	13,512	122,722	207,662
CIL £psm		(1,202,010)	(692,367)	(386,580)	(182,723)	(37,110)	72,099	157,040
131.33		(1,252,655)	(743,011)	(437,225)	(233,368)	(87,755)	21,454	106,395
210		(1,303,334)	(793,690)	(487,904)	(284,046)	(138,434)	(29,225)	55,716
230		(1,354,059)	(844,415)	(538,629)	(334,771)	(189,159)	(79,949)	4,991
250		(1,404,817)	(895,174)	(589,387)	(385,530)	(239,917)	(130,708)	(45,767)
270		(1,455,616)	(945,972)	(640,186)	(436,328)	(290,716)	(181,506)	(96,566)
290		(1,506,459)	(996,815)	(691,029)	(487,171)	(341,559)	(232,349)	(147,409)
310		(1,557,360)	(1,047,716)	(741,930)	(538,072)	(392,460)	(283,250)	(198,310)
330		(1,608,313)	(1,098,669)	(792,883)	(589,025)	(443,413)	(334,203)	(249,263)
350		(1,659,322)	(1,149,679)	(843,892)	(640,035)	(494,422)	(385,213)	(300,272)
370		(1,710,394)	(1,200,751)	(894,964)	(691,107)	(545,494)	(436,285)	(351,344)
390		(1,761,534)	(1,251,890)	(946,104)	(742,247)	(596,634)	(487,425)	(402,484)
410		(1,812,747)	(1,303,103)	(997,317)	(793,460)	(647,847)	(538,638)	(453,697)
430		(1,864,050)	(1,354,407)	(1,048,620)	(844,763)	(699,150)	(589,941)	(505,000)
450		(1,915,442)	(1,405,798)	(1,100,012)	(896,154)	(750,542)	(641,332)	(556,392)
470		(1,966,926)	(1,457,283)	(1,151,496)	(947,639)	(802,026)	(692,817)	(607,876)
490		(2,018,527)	(1,508,883)	(1,203,097)	(999,240)	(853,627)	(744,418)	(659,477)
510		(2,076,406)	(1,566,762)	(1,260,976)	(1,057,118)	(911,506)	(802,296)	(717,356)
530		(2,135,843)	(1,626,199)	(1,320,413)	(1,116,555)	(970,943)	(861,733)	(776,793)
550		(2,195,448)	(1,685,804)	(1,380,018)	(1,176,160)	(1,030,548)	(921,338)	(836,398)
570		(2,255,247)	(1,745,603)	(1,439,817)	(1,235,959)	(1,090,347)	(981,138)	(896,197)

Scheme Ref: **AN**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Age Restricted / Sheltered Housing**

**TABLE 7**

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	445,145							
	70	1,326,777	963,686	600,100	235,795	(129,694)	(499,912)	(925,791)
	90	1,276,456	913,286	549,598	185,116	(180,635)	(558,843)	(985,894)
	110	1,226,135	862,886	499,066	134,405	(231,638)	(617,917)	(1,046,290)
	130	1,175,790	812,445	448,508	83,657	(282,706)	(677,130)	(1,107,038)
	150	1,125,430	762,003	397,929	32,868	(333,846)	(736,505)	(1,168,198)
CIL £psm	170	1,075,071	711,525	347,307	(17,975)	(385,071)	(796,068)	(1,229,834)
131.33	190	1,024,671	661,039	296,662	(68,868)	(436,387)	(855,844)	(1,292,053)
	210	974,272	610,516	245,983	(119,815)	(489,116)	(915,860)	(1,354,967)
	230	923,848	559,984	195,258	(170,821)	(548,166)	(976,141)	(1,418,747)
	250	873,406	509,407	144,500	(221,892)	(607,349)	(1,036,749)	(1,483,594)
	270	822,949	458,817	93,701	(273,032)	(666,695)	(1,097,720)	(1,549,798)
	290	772,463	408,189	42,858	(324,251)	(726,211)	(1,159,126)	(1,617,765)
	310	721,965	357,529	(8,043)	(375,560)	(785,923)	(1,221,039)	(1,688,075)
	330	671,434	306,844	(58,996)	(426,960)	(845,856)	(1,283,569)	(1,761,434)
	350	620,885	256,112	(110,005)	(478,459)	(906,039)	(1,346,833)	(1,837,680)
	370	570,306	205,342	(161,077)	(537,582)	(966,521)	(1,411,008)	(1,917,390)
	390	519,699	154,534	(212,217)	(596,889)	(1,027,334)	(1,476,306)	(2,001,636)
	410	469,071	103,684	(263,430)	(656,356)	(1,088,535)	(1,543,039)	(2,090,633)
	430	418,396	52,783	(314,733)	(716,014)	(1,150,190)	(1,611,620)	(2,181,641)
	450	367,698	1,824	(366,125)	(775,876)	(1,212,387)	(1,682,665)	(2,273,290)
	470	316,966	(49,189)	(417,609)	(835,978)	(1,275,233)	(1,756,708)	(2,365,707)
	490	266,184	(100,263)	(469,210)	(896,345)	(1,338,854)	(1,833,591)	(2,458,888)
	510	215,367	(151,403)	(527,089)	(957,016)	(1,403,429)	(1,914,036)	(2,552,897)
	530	164,510	(202,613)	(586,526)	(1,018,041)	(1,469,193)	(1,999,138)	(2,788,565)
	550	113,606	(253,906)	(646,131)	(1,079,479)	(1,536,458)	(2,088,397)	(3,038,461)
	570	62,644	(305,290)	(705,930)	(1,141,392)	(1,605,666)	(2,179,383)	(3,288,357)

**TABLE 8**

		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	445,145							
	70	(26,345)	287,294	600,100	912,394	1,224,366	1,536,085	1,847,648
	90	(77,214)	236,653	549,598	861,994	1,174,011	1,485,801	1,797,398
	110	(128,142)	185,974	499,066	811,553	1,123,652	1,435,485	1,747,131
	130	(179,134)	135,249	448,508	761,111	1,073,288	1,385,163	1,696,847
	150	(230,195)	84,486	397,929	710,635	1,022,888	1,334,842	1,646,562
CIL £psm	170	(281,330)	33,678	347,307	660,149	972,488	1,284,494	1,596,278
131.33	190	(332,555)	(17,178)	296,662	609,630	922,064	1,234,134	1,545,961
	210	(383,876)	(68,088)	245,983	559,099	871,622	1,183,774	1,495,640
	230	(435,293)	(119,058)	195,258	508,528	821,169	1,133,382	1,445,319
	250	(488,017)	(170,092)	144,500	457,947	770,683	1,082,982	1,394,976
	270	(547,237)	(221,197)	93,701	407,319	720,194	1,032,575	1,344,616
	290	(606,625)	(272,377)	42,858	356,671	669,662	982,133	1,294,257
	310	(666,204)	(323,638)	(8,043)	305,992	619,127	931,691	1,243,875
	330	(726,003)	(374,989)	(58,996)	255,268	568,549	881,218	1,193,475
	350	(786,046)	(426,451)	(110,005)	204,514	517,959	830,732	1,143,076
	370	(846,378)	(478,015)	(161,077)	153,725	467,331	780,226	1,092,644
	390	(907,039)	(537,163)	(212,217)	102,881	416,679	729,695	1,042,202
	410	(968,088)	(596,575)	(263,430)	51,994	366,000	679,147	991,752
	430	(1,029,589)	(656,168)	(314,733)	1,059	315,277	628,569	941,267
	450	(1,091,636)	(715,966)	(366,125)	(49,929)	264,528	577,972	890,781
	470	(1,154,341)	(775,997)	(417,609)	(100,975)	213,741	527,344	840,259
	490	(1,217,838)	(836,288)	(469,210)	(152,084)	162,905	476,688	789,727
	510	(1,282,319)	(896,893)	(527,089)	(203,261)	112,030	426,009	739,168
	530	(1,348,036)	(957,846)	(586,526)	(254,513)	61,113	375,286	688,589
	550	(1,415,341)	(1,019,206)	(646,131)	(305,844)	10,147	324,542	637,984
	570	(1,484,730)	(1,081,053)	(705,930)	(357,261)	(40,877)	273,755	587,356

**NOTES**

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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



**Scheme Ref:** AN  
**No Units:** 55 **Location / Value Zone:** Lower **Development Scenario:** Greenfield  
**Notes:** Age Restricted / Sheltered Housing

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

<b>Scheme Ref:</b>	<b>AN</b>
No Units:	55
Location / Value Zone:	Lower
Development Scenario:	Greenfield
Notes:	Age Restricted / Sheltered Housing
Total GDV (£)	12,690,480
AH %	35%
Affordable Rent:	75.00%
Social Rent:	0.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	25.00%
CIL (£ psm)	131.33
CIL (£ per unit)	6,829.16
CIL (£)	375,604
Site Specific S106 (£ per unit)	6,000
Site Specific S106 (£)	330,000
Sub-total CIL+S106 (£ per unit)	12,829
Strategic Infrastructure (£ per unit)	-
Strategic Infrastructure (£)	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	12,829
Total Developers Profit (£)	2,082,749
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.41%
Developers Profit (% on costs)	21.81%
RLV (£)	934,403
RLV (£/acre)	859,426
RLV (£/ha)	2,123,642
<b>Balance for Plan VA:</b>	
BLV (£)	489,258
BLV (£/acre)	450,000
BLV (£/ha)	1,111,950
Surplus/Deficit	445,145
Surplus/Deficit (£/acre)	409,426
Surplus/Deficit (£/ha)	1,011,692
Plan Viability comments	Viable

Viable	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viable	if RLV < BLV, and RLV is negative

Scheme Ref: **AN - Commuted Sum**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Age Restricted / Sheltered Housing**

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme		55 Units				
AH Policy requirement (% Target)		0%				
AH tenure split %		Affordable Rent:	75.0%		75.0% % Rented	
		Social Rent:	0.0%		0.0% % of total (>10% for HWP (Feb 2017))	
		Intermediate (LCHO/Sub-Market/Starter etc.):	25.0%			
Open Market Sale (OMS) housing		100%				
CIL Rate (£ psm)		100%				
		131.33 £ psm				
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	60.0%	33.0	60.0%	0.0	60%	33.0
2 bed Flat	40.0%	22.0	40.0%	0.0	40%	22.0
Total number of units	100.0%	55.0	100.0%	0.0	100%	55.0
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		
			%	(sqm)	(sqft)	
1 bed House	62.0	667		62.0	667	
2 bed House	79.0	850		79.0	850	
3 bed House	100.0	1,076		100.0	1,076	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	165.0	1,776		165.0	1,776	
1 bed Flat	50.0	538	75.0%	66.7	718	
2 bed Flat	75.0	807	75.0%	100.0	1,076	
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		
			%	(sqm)	(sqft)	
1 bed House	62.0	667		62.0	667	
2 bed House	79.0	850		79.0	850	
3 bed House	100.0	1,076		100.0	1,076	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	165.0	1,776		165.0	1,776	
1 bed Flat	50.0	538	75.0%	66.7	718	
2 bed Flat	75.0	807	75.0%	100.0	1,076	
<b>Total Gross Floor areas -</b>	<b>Mkt Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units)</b>	
					(sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	2,200	23,681	0	0	2,200	23,681
2 bed Flat	2,200	23,681	0	0	2,200	23,681
	4,400	47,361	0	0	4,400	47,361
<b>AH % by floor area:</b>			<b>0.00% AH % by floor area due to mix</b>			
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£psf</b>	<b>total MV £ (no AH)</b>		
1 bed House	240,000	3,871	360	0		
2 bed House	290,000	3,671	341	0		
3 bed House	350,000	3,500	325	0		
4 bed House	385,000	3,348	311	0		
5 bed House	525,000	3,182	296	0		
1 bed Flat	240,000	4,800	446	7,920,000		
2 bed Flat	300,000	4,000	372	6,600,000		
				14,520,000		
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>Intermediate £</b>	<b>% of MV</b>
1 bed House	144,000	60%	105,600	44%	182,400	76%
2 bed House	174,000	60%	127,600	44%	220,400	76%
3 bed House	210,000	60%	154,000	44%	266,000	76%
4 bed House	231,000	60%	169,400	44%	292,600	76%
5 bed House	315,000	60%	231,000	44%	399,000	76%
1 bed Flat	144,000	60%	105,600	44%	182,400	76%
2 bed Flat	180,000	60%	132,000	44%	228,000	76%

Scheme Ref: **AN - Commuted Sum**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Age Restricted / Sheltered Housing**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	240,000	-
2 bed House	0.0	@	290,000	-
3 bed House	0.0	@	350,000	-
4 bed House	0.0	@	385,000	-
5 bed House	0.0	@	525,000	-
1 bed Flat	33.0	@	240,000	7,920,000
2 bed Flat	22.0	@	300,000	6,600,000
	55.0			14,520,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	144,000	-
2 bed House	0.0	@	174,000	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	231,000	-
5 bed House	0.0	@	315,000	-
1 bed Flat	0.0	@	144,000	-
2 bed Flat	0.0	@	180,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	105,600	-
2 bed House	0.0	@	127,600	-
3 bed House	0.0	@	154,000	-
4 bed House	0.0	@	169,400	-
5 bed House	0.0	@	231,000	-
1 bed Flat	0.0	@	105,600	-
2 bed Flat	0.0	@	132,000	-
	0.0			-
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	182,400	-
2 bed House	0.0	@	220,400	-
3 bed House	0.0	@	266,000	-
4 bed House	0.0	@	292,600	-
5 bed House	0.0	@	399,000	-
1 bed Flat	0.0	@	182,400	-
2 bed Flat	0.0	@	228,000	-
	0.0			-
<b>Sub-total GDV Residential</b>	<b>55</b>			<b>14,520,000</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
<b>Grant</b>	55	@	0	-
<b>Total GDV</b>				<b>14,520,000</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(23,549)
CIL	4,400 sqm (Market only)	131.33 £ psm		(577,852)
CIL analysis:	3.98% % of GDV	10,506 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	55 units @	6,000 per unit	(330,000)
<b>S106 analysis:</b>	750,000 £ per ha	2.27% % of GDV	6,000 £ per unit (total ur)	(330,000)
AH Commuted Sum	4,400 sqm (total)	111 £ psm		(487,447)
<b>Comm. Sum analysis:</b>		3.36% % of GDV		

Scheme Ref: **AN - Commuted Sum**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Age Restricted / Sheltered Housing**

<i>cont/</i>					
<b>Construction Costs -</b>					
Site Clearance and Demolition		1.09 acres @		0 £ per acre (if brownfield)	-
Infrastructure costs -	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	total		55 units @	0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha		0.00% % of GDV	0 £ per unit (total ur	-
1 bed House		- sqm @		1,160 psm	-
2 bed House		- sqm @		1,160 psm	-
3 bed House		- sqm @		1,160 psm	-
4 bed House		- sqm @		1,160 psm	-
5 bed House		- sqm @		1,160 psm	-
1 bed Flat		2,200 sqm @		1,563 psm	(3,438,600)
2 bed Flat	4,400	2,200 sqm @		1,563 psm	(3,438,600)
External works		6,877,200 @		10.0%	(687,720)
				12,504 £ per unit	
M4(2) Category 2 Housing	Aff units	- units @	100% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	- units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	55 units @	15% @	521 £ per unit	(4,298)
M4(3) Category 3 Housing	Mrkt units	- units @	0% @	10,111 £ per unit	-
Water Efficiency additional cost		55 units @		10 £ per unit	(550)
Contingency		7,569,768 @		3.0%	(227,093)
<b>Professional Fees</b>		7,569,768 @		6.5%	(492,035)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		14,520,000 OMS @		1.00%	2,640 £ per unit (145,200)
Residential Sales Legal Costs		14,520,000 OMS @		0.50%	1,320 £ per unit (72,600)
Marketing and Promotion		14,520,000 OMS @		3.00%	7,920 £ per unit (435,600)
				11,880 £ per unit	
<b>Interest (on Development Costs) -</b>			6.25% APR	0.506% pcm	(125,941)
<b>Developers Profit -</b>					
Margin on AH		0		6.00% on AH values	-
Profit on OMS		14,520,000		20.00%	(2,904,000)
<b>Profit analysis:</b>		10,557,085		27.51% on costs	(2,904,000)
		14,520,000		20.00% blended	(2,904,000)
<b>TOTAL COSTS</b>					<b>(13,461,085)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,058,915
SDLT		1,058,915 @		(slabbed)	(42,446)
Acquisition Agent fees		1,058,915 @		1.0%	(10,589)
Acquisition Legal fees		1,058,915 @		0.5%	(5,295)
Interest on Land		1,058,915 @		6.25%	(66,182)
Residual Land Value					<b>934,403</b>
<b>RLV analysis:</b>	16,989 £ per plot	2,123,643 £ per ha		859,427 £ per acre	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		125.0 dph			
Site Area (Net)		0.44 ha		1.09 acres	
<b>Density analysis:</b>		10,000 sqm/ha		43,561 sqft/ac	
Benchmark Land Value (Net)	8,896 £ per plot	1,111,950 £ per ha		450,000 £ per acre	<b>489,258</b>

<b>BALANCE</b>					
Surplus/(Deficit)		1,011,693 £ per ha		409,427 £ per acre	<b>445,145</b>

Scheme Ref: **AN - Commuted Sum**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Age Restricted / Sheltered Housing**

**SENSITIVITY ANALYSIS**

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

**TABLE 1**

Balance (RLV - BLV)	445,145	Affordable Housing - % on site 0%						
		20%	25%	30%	35%	40%	45%	50%
CIL £psm 131.33	70	340,914	253,087	164,828	76,029	(13,420)	(103,692)	(195,020)
	90	276,722	192,689	108,219	23,191	(62,496)	(149,020)	(236,625)
	110	212,403	132,164	51,463	(29,777)	(111,704)	(194,497)	(278,372)
	130	147,941	71,486	(5,431)	(82,906)	(161,079)	(240,117)	(320,283)
	150	83,319	10,656	(62,470)	(136,185)	(210,599)	(285,914)	(362,354)
	170	18,544	(50,327)	(119,691)	(189,634)	(260,306)	(331,882)	(404,620)
	190	(46,402)	(111,500)	(177,079)	(243,266)	(310,187)	(378,035)	(447,079)
	210	(111,548)	(172,853)	(234,672)	(297,098)	(360,276)	(424,407)	(491,355)
	230	(176,887)	(234,424)	(292,464)	(351,137)	(410,585)	(470,998)	(540,523)
	250	(242,455)	(296,209)	(350,488)	(405,407)	(461,128)	(523,538)	(589,976)
	270	(308,266)	(358,238)	(408,764)	(459,936)	(516,773)	(577,513)	(639,736)
	290	(374,335)	(420,541)	(467,307)	(519,994)	(575,315)	(631,811)	(689,829)
	310	(440,692)	(483,771)	(533,067)	(583,146)	(634,203)	(686,478)	(740,303)
	330	(511,547)	(555,870)	(600,868)	(646,681)	(693,482)	(741,530)	(791,165)
	350	(588,362)	(628,380)	(669,087)	(710,621)	(753,178)	(797,015)	(842,477)
	370	(665,611)	(701,331)	(737,747)	(775,020)	(813,341)	(852,969)	(894,273)
	390	(743,352)	(774,766)	(806,908)	(839,916)	(874,013)	(909,449)	(946,603)
	410	(821,623)	(848,747)	(876,615)	(905,375)	(935,256)	(966,513)	(999,529)
	430	(900,508)	(923,341)	(946,941)	(971,463)	(997,133)	(1,024,220)	(1,053,118)
450	(980,062)	(998,609)	(1,017,956)	(1,038,250)	(1,059,712)	(1,082,650)	(1,107,446)	
470	(1,060,376)	(1,074,654)	(1,089,734)	(1,105,811)	(1,123,096)	(1,141,890)	(1,162,601)	
490	(1,141,551)	(1,151,552)	(1,162,402)	(1,174,261)	(1,187,376)	(1,202,048)	(1,218,687)	
510	(1,223,701)	(1,229,440)	(1,236,057)	(1,243,725)	(1,252,680)	(1,263,238)	(1,275,725)	
530	(1,306,965)	(1,308,461)	(1,310,854)	(1,314,332)	(1,319,144)	(1,325,579)	(1,333,680)	
550	(1,391,522)	(1,388,768)	(1,386,954)	(1,386,263)	(1,386,932)	(1,388,993)	(1,392,660)	
570	(1,477,570)	(1,470,587)	(1,464,575)	(1,459,697)	(1,455,978)	(1,453,583)	(1,452,795)	

**TABLE 2**

Balance (RLV - BLV)	445,145	Site Specific S106 (where 110% is a 10% increase etc.)						
		100%	110%	120%	130%	140%	150%	160%
CIL £psm 131.33	70	689,127	659,050	628,914	598,776	568,577	538,371	508,107
	90	609,697	579,558	549,358	519,151	488,887	458,605	428,275
	110	530,140	499,932	469,668	439,384	409,055	378,688	348,292
	130	450,448	420,163	389,834	359,467	329,071	298,613	268,129
	150	370,614	340,245	309,849	279,390	248,905	218,370	187,782
	170	290,627	260,168	229,681	199,146	168,557	137,930	107,251
	190	210,457	179,922	149,331	118,704	88,025	57,281	26,490
	210	130,106	99,477	68,798	38,053	7,262	(23,582)	(54,489)
	230	49,572	18,826	(11,967)	(42,812)	(73,719)	(104,699)	(135,739)
	250	(31,196)	(62,042)	(92,950)	(123,930)	(154,972)	(186,080)	(217,258)
	270	(112,180)	(143,162)	(174,205)	(205,315)	(236,494)	(267,748)	(299,081)
	290	(193,438)	(224,549)	(255,730)	(286,985)	(318,320)	(349,738)	(381,244)
	310	(274,966)	(306,223)	(337,559)	(368,978)	(400,486)	(432,086)	(463,783)
	330	(356,797)	(388,218)	(419,727)	(451,329)	(483,652)	(520,099)	(556,669)
	350	(438,969)	(470,572)	(505,709)	(542,158)	(578,729)	(615,428)	(652,259)
	370	(527,766)	(564,217)	(600,790)	(637,490)	(674,323)	(711,302)	(748,444)
	390	(622,851)	(659,553)	(696,388)	(733,371)	(770,515)	(807,811)	(845,278)
	410	(718,452)	(755,439)	(792,585)	(829,883)	(867,355)	(905,014)	(942,858)
	430	(814,655)	(851,956)	(889,431)	(927,093)	(964,941)	(1,003,003)	(1,041,282)
450	(911,508)	(949,172)	(987,024)	(1,025,088)	(1,063,372)	(1,101,883)	(1,140,653)	
470	(1,009,108)	(1,047,174)	(1,085,463)	(1,123,978)	(1,162,750)	(1,201,795)	(1,241,127)	
490	(1,107,553)	(1,146,073)	(1,184,848)	(1,223,898)	(1,263,234)	(1,302,879)	(1,342,856)	
510	(1,206,945)	(1,246,000)	(1,285,342)	(1,324,992)	(1,364,974)	(1,405,321)	(1,446,061)	
530	(1,307,449)	(1,347,105)	(1,387,092)	(1,427,447)	(1,468,194)	(1,509,350)	(1,550,981)	
550	(1,409,210)	(1,449,574)	(1,490,326)	(1,531,490)	(1,573,129)	(1,615,259)	(1,657,932)	
570	(1,512,459)	(1,553,631)	(1,595,276)	(1,637,416)	(1,680,099)	(1,723,382)	(1,767,319)	

Scheme Ref: **AN - Commuted Sum**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Age Restricted / Sheltered Housing**

**TABLE 3**

		Infrastructure Costs						
		100% (where 110% is a 10% increase etc.)						
	Balance (RLV - BLV)	100%	110%	120%	130%	140%	150%	160%
445,145		445,145	445,145	445,145	445,145	445,145	445,145	445,145
70		689,127	689,127	689,127	689,127	689,127	689,127	689,127
90		609,697	609,697	609,697	609,697	609,697	609,697	609,697
110		530,140	530,140	530,140	530,140	530,140	530,140	530,140
130		450,448	450,448	450,448	450,448	450,448	450,448	450,448
150		370,614	370,614	370,614	370,614	370,614	370,614	370,614
170	CIL £psm	290,627	290,627	290,627	290,627	290,627	290,627	290,627
131.33		190	210,457	210,457	210,457	210,457	210,457	210,457
		210	130,106	130,106	130,106	130,106	130,106	130,106
		230	49,572	49,572	49,572	49,572	49,572	49,572
		250	(31,196)	(31,196)	(31,196)	(31,196)	(31,196)	(31,196)
		270	(112,180)	(112,180)	(112,180)	(112,180)	(112,180)	(112,180)
		290	(193,438)	(193,438)	(193,438)	(193,438)	(193,438)	(193,438)
		310	(274,966)	(274,966)	(274,966)	(274,966)	(274,966)	(274,966)
		330	(356,797)	(356,797)	(356,797)	(356,797)	(356,797)	(356,797)
		350	(438,969)	(438,969)	(438,969)	(438,969)	(438,969)	(438,969)
		370	(527,766)	(527,766)	(527,766)	(527,766)	(527,766)	(527,766)
		390	(622,851)	(622,851)	(622,851)	(622,851)	(622,851)	(622,851)
		410	(718,452)	(718,452)	(718,452)	(718,452)	(718,452)	(718,452)
		430	(814,655)	(814,655)	(814,655)	(814,655)	(814,655)	(814,655)
		450	(911,508)	(911,508)	(911,508)	(911,508)	(911,508)	(911,508)
		470	(1,009,108)	(1,009,108)	(1,009,108)	(1,009,108)	(1,009,108)	(1,009,108)
		490	(1,107,553)	(1,107,553)	(1,107,553)	(1,107,553)	(1,107,553)	(1,107,553)
		510	(1,206,945)	(1,206,945)	(1,206,945)	(1,206,945)	(1,206,945)	(1,206,945)
		530	(1,307,449)	(1,307,449)	(1,307,449)	(1,307,449)	(1,307,449)	(1,307,449)
		550	(1,409,210)	(1,409,210)	(1,409,210)	(1,409,210)	(1,409,210)	(1,409,210)
		570	(1,512,459)	(1,512,459)	(1,512,459)	(1,512,459)	(1,512,459)	(1,512,459)

**TABLE 4**

		Profit 20%						
		15%	16%	17%	18%	19%	20%	21%
445,145	Balance (RLV - BLV)	445,145	445,145	445,145	445,145	445,145	445,145	445,145
70		1,322,562	1,195,875	1,069,188	942,501	815,814	689,127	562,440
90		1,243,132	1,116,445	989,758	863,071	736,384	609,697	483,010
110		1,163,575	1,036,888	910,201	783,514	656,827	530,140	403,453
130		1,083,883	957,196	830,509	703,822	577,135	450,448	323,761
150		1,004,049	877,362	750,675	623,988	497,301	370,614	243,927
170	CIL £psm	924,062	797,375	670,688	544,001	417,314	290,627	163,940
131.33		190	843,892	717,205	590,518	463,831	337,144	83,770
		210	763,541	636,854	510,167	383,480	256,793	3,419
		230	683,007	556,320	429,633	302,946	176,259	49,572
		250	602,239	475,552	348,865	222,178	95,491	(31,196)
		270	521,255	394,568	267,881	141,194	14,507	(112,180)
		290	439,997	313,310	186,623	59,936	(66,751)	(193,438)
		310	358,469	231,782	105,095	(21,592)	(148,279)	(274,966)
		330	276,638	149,951	23,264	(103,423)	(230,110)	(356,797)
		350	194,466	67,779	(58,908)	(185,595)	(312,282)	(438,969)
		370	111,918	(14,769)	(141,456)	(268,143)	(394,830)	(527,766)
		390	28,956	(97,731)	(224,418)	(351,105)	(477,792)	(622,851)
		410	(54,456)	(181,143)	(307,830)	(434,517)	(573,252)	(718,452)
		430	(138,394)	(265,081)	(391,768)	(524,255)	(669,455)	(814,655)
		450	(222,898)	(349,585)	(476,272)	(621,108)	(766,308)	(911,508)
		470	(308,053)	(434,740)	(573,508)	(718,708)	(863,908)	(1,009,108)
		490	(393,946)	(526,753)	(671,953)	(817,153)	(962,353)	(1,107,553)
		510	(480,945)	(626,145)	(771,345)	(916,545)	(1,061,745)	(1,206,945)
		530	(581,449)	(726,649)	(871,849)	(1,017,049)	(1,162,249)	(1,307,449)
		550	(683,210)	(828,410)	(973,610)	(1,118,810)	(1,264,010)	(1,409,210)
		570	(786,459)	(931,659)	(1,076,859)	(1,222,059)	(1,367,259)	(1,512,459)

Scheme Ref: **AN - Commuted Sum**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Age Restricted / Sheltered Housing**

**TABLE 5**

Balance (RLV - BLV)	445,145	BLV (per acre)						
		300,000	400,000	500,000	600,000	700,000	800,000	900,000
	70	852,213	743,489	634,765	526,041	417,317	308,593	199,869
	90	772,783	664,059	555,335	446,611	337,887	229,163	120,439
	110	693,226	584,502	475,778	367,054	258,330	149,606	40,882
	130	613,534	504,810	396,086	287,362	178,638	69,914	(38,810)
	150	533,700	424,976	316,252	207,528	98,804	(9,920)	(118,644)
CIL £psm	170	453,713	344,989	236,265	127,541	18,817	(89,907)	(198,631)
131.33	190	373,543	264,819	156,095	47,371	(61,353)	(170,077)	(278,801)
	210	293,192	184,468	75,744	(32,980)	(141,704)	(250,428)	(359,152)
	230	212,658	103,934	(4,790)	(113,514)	(222,238)	(330,962)	(439,686)
	250	131,890	23,166	(85,558)	(194,282)	(303,006)	(411,730)	(520,454)
	270	50,906	(57,818)	(166,542)	(275,266)	(383,990)	(492,714)	(601,438)
	290	(30,352)	(139,076)	(247,800)	(356,524)	(465,248)	(573,972)	(682,696)
	310	(111,880)	(220,604)	(329,328)	(438,052)	(546,776)	(655,500)	(764,224)
	330	(193,711)	(302,435)	(411,159)	(519,883)	(628,607)	(737,331)	(846,055)
	350	(275,883)	(384,607)	(493,331)	(602,055)	(710,779)	(819,503)	(928,227)
	370	(364,680)	(473,404)	(582,128)	(690,852)	(799,576)	(908,300)	(1,017,024)
	390	(459,765)	(568,489)	(677,213)	(785,937)	(894,661)	(1,003,385)	(1,112,109)
	410	(555,366)	(664,090)	(772,814)	(881,538)	(990,262)	(1,098,986)	(1,207,710)
	430	(651,569)	(760,293)	(869,017)	(977,741)	(1,086,465)	(1,195,189)	(1,303,913)
	450	(748,422)	(857,146)	(965,870)	(1,074,594)	(1,183,318)	(1,292,042)	(1,400,766)
	470	(846,022)	(954,746)	(1,063,470)	(1,172,194)	(1,280,918)	(1,389,642)	(1,498,366)
	490	(944,467)	(1,053,191)	(1,161,915)	(1,270,639)	(1,379,363)	(1,488,087)	(1,596,811)
	510	(1,043,859)	(1,152,583)	(1,261,307)	(1,370,031)	(1,478,755)	(1,587,479)	(1,696,203)
	530	(1,144,363)	(1,253,087)	(1,361,811)	(1,470,535)	(1,579,259)	(1,687,983)	(1,796,707)
	550	(1,246,124)	(1,354,848)	(1,463,572)	(1,572,296)	(1,681,020)	(1,789,744)	(1,898,468)
	570	(1,349,373)	(1,458,097)	(1,566,821)	(1,675,545)	(1,784,269)	(1,892,993)	(2,001,717)

**TABLE 6**

Balance (RLV - BLV)	445,145	Density (dph)						
		30	40	50	60	70	80	90
	70	(860,190)	(350,546)	(44,760)	159,098	304,710	413,920	498,860
	90	(939,620)	(429,977)	(124,190)	79,667	225,280	334,489	419,430
	110	(1,019,177)	(509,534)	(203,747)	110	145,723	254,932	339,873
	130	(1,098,869)	(589,225)	(283,439)	(79,581)	66,031	175,241	260,181
	150	(1,178,703)	(669,060)	(363,273)	(159,416)	(13,803)	95,406	180,347
CIL £psm	170	(1,258,690)	(749,046)	(443,260)	(239,402)	(93,790)	15,420	100,360
131.33	190	(1,338,860)	(829,217)	(523,430)	(319,573)	(173,960)	(64,751)	20,190
	210	(1,419,211)	(909,567)	(603,781)	(399,923)	(254,311)	(145,101)	(60,161)
	230	(1,499,745)	(990,101)	(684,315)	(480,458)	(334,845)	(225,636)	(140,695)
	250	(1,580,513)	(1,070,870)	(765,083)	(561,226)	(415,613)	(306,404)	(221,463)
	270	(1,661,497)	(1,151,853)	(846,067)	(642,209)	(496,597)	(387,387)	(302,447)
	290	(1,742,755)	(1,233,112)	(927,325)	(723,468)	(577,855)	(468,646)	(383,705)
	310	(1,824,283)	(1,314,639)	(1,008,853)	(804,995)	(659,383)	(550,173)	(465,233)
	330	(1,906,114)	(1,396,470)	(1,090,684)	(886,827)	(741,214)	(632,005)	(547,064)
	350	(1,988,286)	(1,478,642)	(1,172,856)	(968,998)	(823,386)	(714,177)	(629,236)
	370	(2,077,083)	(1,567,439)	(1,261,653)	(1,057,795)	(912,183)	(802,973)	(718,033)
	390	(2,172,168)	(1,662,524)	(1,356,738)	(1,152,880)	(1,007,268)	(898,058)	(813,118)
	410	(2,267,769)	(1,758,126)	(1,452,339)	(1,248,482)	(1,102,869)	(993,660)	(908,719)
	430	(2,363,972)	(1,854,329)	(1,548,542)	(1,344,685)	(1,199,072)	(1,089,863)	(1,004,922)
	450	(2,460,825)	(1,951,181)	(1,645,395)	(1,441,538)	(1,295,925)	(1,186,716)	(1,101,775)
	470	(2,558,425)	(2,048,781)	(1,742,995)	(1,539,137)	(1,393,525)	(1,284,315)	(1,199,375)
	490	(2,656,870)	(2,147,226)	(1,841,440)	(1,637,582)	(1,491,970)	(1,382,760)	(1,297,820)
	510	(2,756,262)	(2,246,618)	(1,940,832)	(1,736,975)	(1,591,362)	(1,482,153)	(1,397,212)
	530	(2,856,766)	(2,347,123)	(2,041,336)	(1,837,479)	(1,691,866)	(1,582,657)	(1,497,716)
	550	(2,958,527)	(2,448,884)	(2,143,097)	(1,939,240)	(1,793,627)	(1,684,418)	(1,599,477)
	570	(3,061,776)	(2,552,132)	(2,246,346)	(2,042,488)	(1,896,876)	(1,787,666)	(1,702,726)

Scheme Ref: **AN - Commuted Sum**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Age Restricted / Sheltered Housing**

**TABLE 7**

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	445,145							
	70	1,426,828	1,058,691	689,127	317,675	(56,457)	(434,483)	(868,171)
	90	1,348,129	979,674	609,697	237,674	(137,272)	(522,018)	(964,362)
	110	1,269,365	900,567	530,140	157,486	(218,340)	(616,452)	(1,061,248)
	130	1,190,532	821,361	450,448	77,122	(299,667)	(711,357)	(1,158,928)
	150	1,111,620	742,048	370,614	(3,439)	(381,292)	(806,791)	(1,257,505)
CIL £psm	170	1,032,599	662,619	290,627	(84,234)	(463,249)	(902,823)	(1,357,133)
131.33	190	953,489	583,065	210,457	(165,257)	(555,324)	(999,524)	(1,457,955)
	210	874,281	503,379	130,106	(246,546)	(650,134)	(1,096,978)	(1,560,193)
	230	794,968	423,552	49,572	(328,129)	(745,451)	(1,195,284)	(1,664,070)
	250	715,541	343,574	(31,196)	(410,023)	(841,326)	(1,294,589)	(1,769,903)
	270	635,991	263,427	(112,180)	(494,239)	(937,848)	(1,395,020)	(1,878,084)
	290	556,311	183,091	(193,438)	(588,940)	(1,035,092)	(1,496,756)	(1,989,117)
	310	476,490	102,572	(274,966)	(684,125)	(1,133,148)	(1,600,044)	(2,103,399)
	330	396,522	21,841	(356,797)	(779,878)	(1,232,150)	(1,705,140)	(2,221,119)
	350	316,396	(59,121)	(438,969)	(876,226)	(1,332,210)	(1,812,399)	(2,343,039)
	370	236,075	(140,331)	(527,766)	(973,265)	(1,433,509)	(1,922,266)	(2,470,112)
	390	155,573	(221,803)	(622,851)	(1,071,091)	(1,536,239)	(2,035,254)	(2,603,571)
	410	74,879	(303,587)	(718,452)	(1,169,806)	(1,640,664)	(2,151,491)	(2,742,067)
	430	(6,062)	(385,695)	(814,655)	(1,269,520)	(1,747,086)	(2,271,537)	(2,882,529)
	450	(87,224)	(468,161)	(911,508)	(1,370,403)	(1,855,907)	(2,396,237)	(3,024,240)
	470	(168,665)	(561,581)	(1,009,108)	(1,472,641)	(1,967,632)	(2,526,717)	(3,167,146)
	490	(250,393)	(657,072)	(1,107,553)	(1,576,447)	(2,082,514)	(2,663,149)	(3,311,242)
	510	(332,435)	(753,117)	(1,206,945)	(1,682,108)	(2,200,882)	(2,802,864)	(3,577,585)
	530	(414,826)	(849,801)	(1,307,449)	(1,789,978)	(2,323,468)	(2,943,884)	(3,962,039)
	550	(500,358)	(947,190)	(1,409,210)	(1,900,507)	(2,451,237)	(3,086,112)	(4,346,494)
	570	(595,718)	(1,045,382)	(1,512,459)	(2,014,126)	(2,585,281)	(3,229,513)	(4,730,949)

**TABLE 8**

		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	445,145							
	70	(302,256)	196,986	689,127	1,177,257	1,662,897	2,146,858	2,629,685
	90	(384,260)	116,634	609,697	1,098,390	1,584,399	2,068,638	2,551,642
	110	(466,651)	36,091	530,140	1,019,446	1,505,854	1,990,375	2,473,593
	130	(559,798)	(44,699)	450,448	940,417	1,427,257	1,912,065	2,395,496
	150	(655,275)	(125,718)	370,614	861,283	1,348,567	1,833,702	2,317,363
CIL £psm	170	(751,365)	(207,009)	290,627	782,044	1,269,824	1,755,299	2,239,201
131.33	190	(848,163)	(288,603)	210,457	702,699	1,191,019	1,676,824	2,160,981
	210	(945,767)	(370,518)	130,106	623,242	1,112,108	1,598,320	2,082,739
	230	(1,044,277)	(452,791)	49,572	543,662	1,033,122	1,519,723	2,004,429
	250	(1,143,848)	(543,745)	(31,196)	463,952	954,054	1,441,081	1,926,093
	270	(1,244,634)	(639,021)	(112,180)	384,103	874,897	1,362,382	1,847,691
	290	(1,346,861)	(734,850)	(193,438)	304,104	795,642	1,283,589	1,769,249
	310	(1,450,767)	(831,334)	(274,966)	223,927	716,271	1,204,737	1,690,750
	330	(1,556,689)	(928,536)	(356,797)	143,578	636,787	1,125,819	1,612,188
	350	(1,665,031)	(1,026,554)	(438,969)	63,050	557,185	1,046,798	1,533,591
	370	(1,776,343)	(1,125,521)	(527,766)	(17,694)	477,456	967,692	1,454,895
	390	(1,890,967)	(1,225,558)	(622,851)	(98,659)	397,593	888,500	1,376,156
	410	(2,009,168)	(1,326,844)	(718,452)	(179,868)	317,577	809,214	1,297,353
	430	(2,131,760)	(1,429,576)	(814,655)	(261,332)	237,397	729,826	1,218,455
	450	(2,259,786)	(1,534,025)	(911,508)	(343,103)	157,050	650,326	1,139,494
	470	(2,394,310)	(1,640,492)	(1,009,108)	(425,186)	76,528	570,708	1,060,463
	490	(2,533,205)	(1,749,408)	(1,107,553)	(511,833)	(4,192)	490,960	981,329
	510	(2,673,937)	(1,861,274)	(1,206,945)	(606,749)	(85,138)	411,078	902,102
	530	(2,815,986)	(1,976,332)	(1,307,449)	(702,147)	(166,297)	331,050	822,786
	550	(2,959,380)	(2,094,940)	(1,409,210)	(798,103)	(247,731)	250,867	743,371
	570	(3,123,456)	(2,217,863)	(1,512,459)	(894,650)	(329,426)	170,522	663,849

**NOTES**

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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



**Scheme Ref:** AN - Commuted Sum  
**No Units:** 55 **Location / Value Zone:** Lower **Development Scenario:** Greenfield  
**Notes:** Age Restricted / Sheltered Housing

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

Scheme Ref:	AN - Commuted Sum
No Units:	55
Location / Value Zone:	Lower
Development Scenario:	Greenfield
Notes:	Age Restricted / Sheltered Housing
Total GDV (£)	14,520,000
AH %	0%
Affordable Rent:	75.00%
Social Rent:	0.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	25.00%
CIL (£ psm)	131.33
CIL (£ per unit)	10,506.40
CIL (£)	577,852
Site Specific S106 (£ per unit)	6,000
Site Specific S106 (£)	330,000
Sub-total CIL+S106 (£ per unit)	16,506
Strategic Infrastructure (£ per unit)	-
Strategic Infrastructure (£)	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	16,506
Total Developers Profit (£)	2,904,000
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	20.00%
Developers Profit (% on costs)	27.51%
RLV (£)	934,403
RLV (£/acre)	859,427
RLV (£/ha)	2,123,643
<b>Balance for Plan VA:</b>	
BLV (£)	489,258
BLV (£/acre)	450,000
BLV (£/ha)	1,111,950
Surplus/Deficit	445,145
Surplus/Deficit (£/acre)	409,427
Surplus/Deficit (£/ha)	1,011,693
Plan Viability comments	Viable
Commuted Sum (£ psm)	£111
Commuted Sum (£)	£487,447

Viable	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viable	if RLV < BLV, and RLV is negative

Scheme Ref: **AO**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Assisted Living / Extra-Care**

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme				60 Units		
AH Policy requirement (% Target)				35%		
AH tenure split %				Affordable Rent:	75.0%	
				Social Rent:	0.0%	75.0% % Rented
				Intermediate (LCHO/Sub-Market/Starter etc.):	25.0%	8.8% % of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing				65%		
CIL Rate (£ psm)				100%		
				0.00 £ psm		
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	60.0%	23.4	60.0%	12.6	60%	36.0
2 bed Flat	40.0%	15.6	40.0%	8.4	40%	24.0
<b>Total number of units</b>	<b>100.0%</b>	<b>39.0</b>	<b>100.0%</b>	<b>21.0</b>	<b>100%</b>	<b>60.0</b>
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		
			%	(sqm)	(sqft)	
1 bed House	62.0	667		62.0	667	
2 bed House	79.0	850		79.0	850	
3 bed House	100.0	1,076		100.0	1,076	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	165.0	1,776		165.0	1,776	
1 bed Flat	60.0	646	65.0%	92.3	994	
2 bed Flat	80.0	861	65.0%	123.1	1,325	
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		
			%	(sqm)	(sqft)	
1 bed House	62.0	667		62.0	667	
2 bed House	79.0	850		79.0	850	
3 bed House	100.0	1,076		100.0	1,076	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	165.0	1,776		165.0	1,776	
1 bed Flat	60.0	646	65.0%	92.3	994	
2 bed Flat	80.0	861	65.0%	123.1	1,325	
<b>Total Gross Floor areas -</b>	<b>Mkt Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units)</b>	
					(sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	2,160	23,250	1,163	12,519	3,323	35,769
2 bed Flat	1,920	20,667	1,034	11,128	2,954	31,795
	4,080	43,917	2,197	23,647	6,277	67,564
<b>AH % by floor area:</b>			<b>35.00% AH % by floor area due to mix</b>			
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£psf</b>	<b>total MV £ (no AH)</b>		
1 bed House	240,000	3,871	360	0		
2 bed House	290,000	3,671	341	0		
3 bed House	350,000	3,500	325	0		
4 bed House	385,000	3,348	311	0		
5 bed House	525,000	3,182	296	0		
1 bed Flat	300,000	5,000	465	10,800,000		
2 bed Flat	375,000	4,688	435	9,000,000		
				19,800,000		
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>Intermediate £</b>	<b>% of MV</b>
1 bed House	144,000	60%	105,600	44%	182,400	76%
2 bed House	174,000	60%	127,600	44%	220,400	76%
3 bed House	210,000	60%	154,000	44%	266,000	76%
4 bed House	231,000	60%	169,400	44%	292,600	76%
5 bed House	315,000	60%	231,000	44%	399,000	76%
1 bed Flat	180,000	60%	132,000	44%	228,000	76%
2 bed Flat	225,000	60%	165,000	44%	285,000	76%

Scheme Ref: **AO**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Assisted Living / Extra-Care**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	240,000	-
2 bed House	0.0	@	290,000	-
3 bed House	0.0	@	350,000	-
4 bed House	0.0	@	385,000	-
5 bed House	0.0	@	525,000	-
1 bed Flat	23.4	@	300,000	7,020,000
2 bed Flat	15.6	@	375,000	5,850,000
	39.0			12,870,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	144,000	-
2 bed House	0.0	@	174,000	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	231,000	-
5 bed House	0.0	@	315,000	-
1 bed Flat	9.5	@	180,000	1,701,000
2 bed Flat	6.3	@	225,000	1,417,500
	15.8			3,118,500
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	105,600	-
2 bed House	0.0	@	127,600	-
3 bed House	0.0	@	154,000	-
4 bed House	0.0	@	169,400	-
5 bed House	0.0	@	231,000	-
1 bed Flat	0.0	@	132,000	-
2 bed Flat	0.0	@	165,000	-
	0.0			-
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	182,400	-
2 bed House	0.0	@	220,400	-
3 bed House	0.0	@	266,000	-
4 bed House	0.0	@	292,600	-
5 bed House	0.0	@	399,000	-
1 bed Flat	3.2	@	228,000	718,200
2 bed Flat	2.1	@	285,000	598,500
	5.3			1,316,700
<b>Sub-total GDV Residential</b>	<b>60</b>			<b>17,305,200</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>2,494,800</b>
			397 £ psm (total GIA sqm)	41,580 £ per unit (total units)
<b>Grant</b>	60	@	0	-
<b>Total GDV</b>				<b>17,305,200</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(24,239)
CIL		4,080 sqm (Market only)	0.00 £ psm	-
CIL analysis:		0.00% % of GDV	0 £ per unit (total units)	-
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	60 units @	6,000 per unit	(360,000)
<b>S106 analysis:</b>	600,000 £ per ha	2.08% % of GDV	6,000 £ per unit (total ur	(360,000)
AH Commuted Sum		6,277 sqm (total)	0 £ psm	-
<b>Comm. Sum analysis:</b>		0.00% % of GDV		

Scheme Ref: **AO**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Assisted Living / Extra-Care**

<i>cont/</i>					
<b>Construction Costs -</b>					
Site Clearance and Demolition		1.48 acres @		0 £ per acre (if brownfield)	-
Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	60 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House	-	sqm @		1,160 psm	-
2 bed House	-	sqm @		1,160 psm	-
3 bed House	-	sqm @		1,160 psm	-
4 bed House	-	sqm @		1,160 psm	-
5 bed House	-	sqm @		1,160 psm	-
1 bed Flat	3,323	sqm @		1,626 psm	(5,401,728)
2 bed Flat	6,277	2,954 sqm @		1,626 psm	(4,801,536)
External works		10,203,264 @		10.0% 17,005 £per unit	(1,020,326)
M4(2) Category 2 Housing	Aff units	21 units @	100% @	521 £ per unit	(10,941)
M4(3) Category 3 Housing	Aff units	21 units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	39 units @	15% @	521 £ per unit	(3,048)
M4(3) Category 3 Housing	Mrkt units	- units @	0% @	10,111 £ per unit	-
Water Efficiency additional cost		60 units @		10 £ per unit	(600)
Contingency		11,238,179 @		3.0%	(337,145)
<b>Professional Fees</b>		11,238,179 @		6.5%	(730,482)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		12,870,000 OMS @		1.00% 2,145 £ per unit	(128,700)
Residential Sales Legal Costs		12,870,000 OMS @		0.50% 1,073 £ per unit	(64,350)
Marketing and Promotion		12,870,000 OMS @		3.00% 9,653 £ per unit	(386,100)
<b>Interest (on Development Costs) -</b>			6.25% APR	0.506% pcm	(29,774)
<b>Developers Profit -</b>					
Margin on AH		4,435,200		6.00% on AH values	(266,112)
Profit on OMS		12,870,000		20.00%	(2,574,000)
<b>Profit analysis:</b>		13,368,970		21.24% on costs	(2,840,112)
		17,305,200		16.41% blended	(2,840,112)
<b>TOTAL COSTS</b>					<b>(16,209,082)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,096,118
SDLT		1,096,118 @		(slabbed)	(44,306)
Acquisition Agent fees		1,096,118 @		1.0%	(10,961)
Acquisition Legal fees		1,096,118 @		0.5%	(5,481)
Interest on Land		1,096,118 @		6.25%	(68,507)
Residual Land Value					<b>966,863</b>
<b>RLV analysis:</b>	16,114 £ per plot	1,611,439 £ per ha		652,140 £ per acre	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		100.0 dph			
Site Area (Net)		0.60 ha		1.48 acres	
<b>Density analysis:</b>		10,462 sqm/ha		45,571 sqft/ac	
Benchmark Land Value (Net)	11,120 £ per plot	1,111,950 £ per ha		450,000 £ per acre	<b>667,170</b>

<b>BALANCE</b>					
Surplus/(Deficit)		499,489 £ per ha		202,140 £ per acre	<b>299,693</b>

Scheme Ref: **AO**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Assisted Living / Extra-Care**

**SENSITIVITY ANALYSIS**

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

**TABLE 1**

		Affordable Housing - % on site 35%						
Balance (RLV - BLV)		20%	25%	30%	35%	40%	45%	50%
CIL £psm 0.00	299,693							
	70	390,973	276,378	161,735	47,023	(67,782)	(182,703)	(297,781)
	90	302,174	193,082	83,936	(25,286)	(134,607)	(244,051)	(353,651)
	110	213,317	109,727	6,076	(97,658)	(201,495)	(305,461)	(409,587)
	130	124,394	26,303	(71,864)	(170,108)	(268,454)	(366,939)	(465,593)
	150	35,396	(57,204)	(149,878)	(242,630)	(335,488)	(428,494)	(521,677)
	170	(53,686)	(140,794)	(227,972)	(315,233)	(402,607)	(490,130)	(577,843)
	190	(142,862)	(224,472)	(306,155)	(387,923)	(469,817)	(551,854)	(634,099)
	210	(232,141)	(308,248)	(384,434)	(460,716)	(537,124)	(613,680)	(695,392)
	230	(321,532)	(392,138)	(462,828)	(533,621)	(604,537)	(678,393)	(760,121)
	250	(411,045)	(476,152)	(541,345)	(606,642)	(674,320)	(749,516)	(824,982)
	270	(500,689)	(560,296)	(619,989)	(683,168)	(751,884)	(820,805)	(890,012)
	290	(590,474)	(644,579)	(704,936)	(767,192)	(829,610)	(892,258)	(955,217)
	310	(683,921)	(739,624)	(795,437)	(851,393)	(907,533)	(963,913)	(1,020,619)
	330	(787,235)	(836,633)	(886,153)	(935,812)	(985,676)	(1,035,787)	(1,086,249)
	350	(890,810)	(933,890)	(977,105)	(1,020,477)	(1,064,059)	(1,107,908)	(1,152,133)
	370	(994,652)	(1,031,423)	(1,068,333)	(1,105,414)	(1,142,719)	(1,180,316)	(1,218,307)
	390	(1,098,805)	(1,129,263)	(1,159,876)	(1,190,665)	(1,221,699)	(1,253,048)	(1,284,822)
410	(1,203,313)	(1,227,461)	(1,251,773)	(1,276,282)	(1,301,046)	(1,326,154)	(1,351,723)	
430	(1,308,232)	(1,326,076)	(1,344,084)	(1,362,310)	(1,380,817)	(1,399,694)	(1,419,072)	
450	(1,413,632)	(1,425,163)	(1,436,873)	(1,448,825)	(1,461,080)	(1,473,741)	(1,486,960)	
470	(1,519,590)	(1,524,810)	(1,530,231)	(1,535,913)	(1,541,928)	(1,548,394)	(1,555,473)	
490	(1,626,198)	(1,625,116)	(1,624,252)	(1,623,675)	(1,623,468)	(1,623,762)	(1,624,738)	
510	(1,733,602)	(1,726,214)	(1,719,073)	(1,712,253)	(1,705,847)	(1,699,998)	(1,694,922)	
530	(1,841,941)	(1,828,258)	(1,814,857)	(1,801,810)	(1,789,237)	(1,777,292)	(1,766,227)	
550	(1,951,435)	(1,931,470)	(1,911,825)	(1,892,586)	(1,873,881)	(1,855,899)	(1,838,940)	
570	(2,062,346)	(2,036,124)	(2,010,262)	(1,984,870)	(1,960,096)	(1,936,173)	(1,913,442)	

**TABLE 2**

		Site Specific S106 (where 110% is a 10% increase etc.)						
Balance (RLV - BLV)		100%	110%	120%	130%	140%	150%	160%
CIL £psm 0.00	299,693							
	70	47,023	14,971	(17,106)	(49,202)	(81,324)	(113,466)	(145,639)
	90	(25,286)	(57,382)	(89,491)	(121,633)	(153,792)	(185,981)	(218,200)
	110	(97,658)	(129,799)	(161,946)	(194,135)	(226,339)	(258,577)	(290,847)
	130	(170,108)	(202,288)	(234,479)	(266,716)	(298,972)	(331,260)	(363,588)
	150	(242,630)	(274,856)	(307,097)	(339,385)	(371,698)	(404,038)	(436,431)
	170	(315,233)	(347,510)	(379,809)	(412,148)	(444,526)	(476,935)	(509,383)
	190	(387,923)	(420,259)	(452,621)	(485,015)	(517,463)	(549,948)	(582,476)
	210	(460,716)	(493,109)	(525,542)	(558,012)	(590,522)	(623,085)	(655,701)
	230	(533,621)	(566,075)	(598,579)	(631,131)	(664,762)	(702,183)	(739,669)
	250	(606,642)	(639,178)	(673,965)	(711,366)	(748,831)	(786,364)	(823,971)
	270	(683,168)	(720,557)	(758,009)	(795,525)	(833,111)	(870,772)	(908,514)
	290	(767,192)	(804,687)	(842,252)	(879,891)	(917,611)	(955,415)	(993,310)
	310	(851,393)	(889,011)	(926,708)	(964,489)	(1,002,361)	(1,040,328)	(1,078,396)
	330	(935,812)	(973,565)	(1,011,412)	(1,049,355)	(1,087,399)	(1,125,548)	(1,163,827)
	350	(1,020,477)	(1,058,384)	(1,096,401)	(1,134,526)	(1,172,761)	(1,211,133)	(1,249,638)
	370	(1,105,414)	(1,143,503)	(1,181,713)	(1,220,038)	(1,258,510)	(1,297,119)	(1,335,904)
	390	(1,190,665)	(1,228,963)	(1,267,383)	(1,305,962)	(1,344,691)	(1,383,592)	(1,422,691)
410	(1,276,282)	(1,314,806)	(1,353,494)	(1,392,349)	(1,431,387)	(1,470,631)	(1,510,104)	
430	(1,362,310)	(1,401,109)	(1,440,098)	(1,479,283)	(1,518,686)	(1,558,331)	(1,598,254)	
450	(1,448,825)	(1,487,948)	(1,527,287)	(1,566,865)	(1,606,706)	(1,646,833)	(1,687,298)	
470	(1,535,913)	(1,575,418)	(1,615,176)	(1,655,224)	(1,695,584)	(1,736,308)	(1,777,432)	
490	(1,623,675)	(1,663,638)	(1,703,904)	(1,744,517)	(1,785,522)	(1,826,966)	(1,868,919)	
510	(1,712,253)	(1,752,760)	(1,793,646)	(1,834,962)	(1,876,764)	(1,919,115)	(1,962,108)	
530	(1,801,810)	(1,842,998)	(1,884,653)	(1,926,836)	(1,969,636)	(2,013,150)	(2,057,489)	
550	(1,892,586)	(1,934,608)	(1,977,224)	(2,020,521)	(2,064,612)	(2,109,632)	(2,155,761)	
570	(1,984,870)	(2,027,960)	(2,071,813)	(2,116,552)	(2,162,338)	(2,209,387)	(2,257,954)	

Scheme Ref: **AO**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Assisted Living / Extra-Care**

**TABLE 3**

		Infrastructure Costs 100% (where 110% is a 10% increase etc.)						
		100%	110%	120%	130%	140%	150%	160%
Balance (RLV - BLV)	299,693							
	70	47,023	47,023	47,023	47,023	47,023	47,023	47,023
	90	(25,286)	(25,286)	(25,286)	(25,286)	(25,286)	(25,286)	(25,286)
	110	(97,658)	(97,658)	(97,658)	(97,658)	(97,658)	(97,658)	(97,658)
	130	(170,108)	(170,108)	(170,108)	(170,108)	(170,108)	(170,108)	(170,108)
	150	(242,630)	(242,630)	(242,630)	(242,630)	(242,630)	(242,630)	(242,630)
CIL £psm	170	(315,233)	(315,233)	(315,233)	(315,233)	(315,233)	(315,233)	(315,233)
0.00	190	(387,923)	(387,923)	(387,923)	(387,923)	(387,923)	(387,923)	(387,923)
	210	(460,716)	(460,716)	(460,716)	(460,716)	(460,716)	(460,716)	(460,716)
	230	(533,621)	(533,621)	(533,621)	(533,621)	(533,621)	(533,621)	(533,621)
	250	(606,642)	(606,642)	(606,642)	(606,642)	(606,642)	(606,642)	(606,642)
	270	(683,168)	(683,168)	(683,168)	(683,168)	(683,168)	(683,168)	(683,168)
	290	(767,192)	(767,192)	(767,192)	(767,192)	(767,192)	(767,192)	(767,192)
	310	(851,393)	(851,393)	(851,393)	(851,393)	(851,393)	(851,393)	(851,393)
	330	(935,812)	(935,812)	(935,812)	(935,812)	(935,812)	(935,812)	(935,812)
	350	(1,020,477)	(1,020,477)	(1,020,477)	(1,020,477)	(1,020,477)	(1,020,477)	(1,020,477)
	370	(1,105,414)	(1,105,414)	(1,105,414)	(1,105,414)	(1,105,414)	(1,105,414)	(1,105,414)
	390	(1,190,665)	(1,190,665)	(1,190,665)	(1,190,665)	(1,190,665)	(1,190,665)	(1,190,665)
	410	(1,276,282)	(1,276,282)	(1,276,282)	(1,276,282)	(1,276,282)	(1,276,282)	(1,276,282)
	430	(1,362,310)	(1,362,310)	(1,362,310)	(1,362,310)	(1,362,310)	(1,362,310)	(1,362,310)
	450	(1,448,825)	(1,448,825)	(1,448,825)	(1,448,825)	(1,448,825)	(1,448,825)	(1,448,825)
	470	(1,535,913)	(1,535,913)	(1,535,913)	(1,535,913)	(1,535,913)	(1,535,913)	(1,535,913)
	490	(1,623,675)	(1,623,675)	(1,623,675)	(1,623,675)	(1,623,675)	(1,623,675)	(1,623,675)
	510	(1,712,253)	(1,712,253)	(1,712,253)	(1,712,253)	(1,712,253)	(1,712,253)	(1,712,253)
	530	(1,801,810)	(1,801,810)	(1,801,810)	(1,801,810)	(1,801,810)	(1,801,810)	(1,801,810)
	550	(1,892,586)	(1,892,586)	(1,892,586)	(1,892,586)	(1,892,586)	(1,892,586)	(1,892,586)
	570	(1,984,870)	(1,984,870)	(1,984,870)	(1,984,870)	(1,984,870)	(1,984,870)	(1,984,870)

**TABLE 4**

		Profit 20%						
		15%	16%	17%	18%	19%	20%	21%
Balance (RLV - BLV)	299,693							
	70	608,477	496,186	383,896	271,605	159,314	47,023	(65,267)
	90	536,168	423,877	311,586	199,296	87,005	(25,286)	(137,577)
	110	463,795	351,505	239,214	126,923	14,632	(97,658)	(209,949)
	130	391,346	279,055	166,764	54,473	(57,817)	(170,108)	(282,399)
	150	318,823	206,533	94,242	(18,049)	(130,340)	(242,630)	(354,921)
CIL £psm	170	246,221	133,930	21,639	(90,651)	(202,942)	(315,233)	(427,524)
0.00	190	173,531	61,240	(51,051)	(163,342)	(275,632)	(387,923)	(500,214)
	210	100,738	(11,553)	(123,844)	(236,135)	(348,425)	(460,716)	(573,007)
	230	27,832	(84,458)	(196,749)	(309,040)	(421,331)	(533,621)	(645,912)
	250	(45,189)	(157,479)	(269,770)	(382,061)	(494,352)	(606,642)	(728,032)
	270	(118,336)	(230,626)	(342,917)	(455,208)	(567,499)	(683,168)	(811,868)
	290	(191,646)	(303,937)	(416,228)	(528,519)	(640,809)	(767,192)	(895,892)
	310	(265,112)	(377,403)	(489,693)	(601,984)	(722,693)	(851,393)	(980,093)
	330	(338,768)	(451,058)	(563,349)	(678,412)	(807,112)	(935,812)	(1,064,512)
	350	(412,638)	(524,929)	(637,220)	(763,077)	(891,777)	(1,020,477)	(1,149,177)
	370	(486,745)	(599,036)	(719,314)	(848,014)	(976,714)	(1,105,414)	(1,234,114)
	390	(561,126)	(675,865)	(804,565)	(933,265)	(1,061,965)	(1,190,665)	(1,319,365)
	410	(635,828)	(761,482)	(890,182)	(1,018,882)	(1,147,582)	(1,276,282)	(1,404,982)
	430	(718,810)	(847,510)	(976,210)	(1,104,910)	(1,233,610)	(1,362,310)	(1,491,010)
	450	(805,325)	(934,025)	(1,062,725)	(1,191,425)	(1,320,125)	(1,448,825)	(1,577,525)
	470	(892,413)	(1,021,113)	(1,149,813)	(1,278,513)	(1,407,213)	(1,535,913)	(1,664,613)
	490	(980,175)	(1,108,875)	(1,237,575)	(1,366,275)	(1,494,975)	(1,623,675)	(1,752,375)
	510	(1,068,753)	(1,197,453)	(1,326,153)	(1,454,853)	(1,583,553)	(1,712,253)	(1,840,953)
	530	(1,158,310)	(1,287,010)	(1,415,710)	(1,544,410)	(1,673,110)	(1,801,810)	(1,930,510)
	550	(1,249,086)	(1,377,786)	(1,506,486)	(1,635,186)	(1,763,886)	(1,892,586)	(2,021,286)
	570	(1,341,370)	(1,470,070)	(1,598,770)	(1,727,470)	(1,856,170)	(1,984,870)	(2,113,570)

Scheme Ref: **AO**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Assisted Living / Extra-Care**

Balance (RLV - BLV)	299,693	BLV (per acre)						
		300,000	400,000	450,000	500,000	600,000	700,000	800,000
CIL £psm 0.00	70	269,413	121,153	(27,107)	(175,367)	(323,627)	(471,887)	(620,147)
	90	197,104	48,844	(99,416)	(247,676)	(395,936)	(544,196)	(692,456)
	110	124,732	(23,528)	(171,788)	(320,048)	(468,308)	(616,568)	(764,828)
	130	52,282	(95,978)	(244,238)	(392,498)	(540,758)	(689,018)	(837,278)
	150	(20,240)	(168,500)	(316,760)	(465,020)	(613,280)	(761,540)	(909,800)
	170	(92,843)	(241,103)	(389,363)	(537,623)	(685,883)	(834,143)	(982,403)
	190	(165,533)	(313,793)	(462,053)	(610,313)	(758,573)	(906,833)	(1,055,093)
	210	(238,326)	(386,586)	(534,846)	(683,106)	(831,366)	(979,626)	(1,127,886)
	230	(311,231)	(459,491)	(607,751)	(756,011)	(904,271)	(1,052,531)	(1,200,791)
	250	(384,252)	(532,512)	(680,772)	(829,032)	(977,292)	(1,125,552)	(1,273,812)
	270	(460,778)	(609,038)	(757,298)	(905,558)	(1,053,818)	(1,202,078)	(1,350,338)
	290	(544,802)	(693,062)	(841,322)	(989,582)	(1,137,842)	(1,286,102)	(1,434,362)
	310	(629,003)	(777,263)	(925,523)	(1,073,783)	(1,222,043)	(1,370,303)	(1,518,563)
	330	(713,422)	(861,682)	(1,009,942)	(1,158,202)	(1,306,462)	(1,454,722)	(1,602,982)
	350	(798,087)	(946,347)	(1,094,607)	(1,242,867)	(1,391,127)	(1,539,387)	(1,687,647)
	370	(883,024)	(1,031,284)	(1,179,544)	(1,327,804)	(1,476,064)	(1,624,324)	(1,772,584)
	390	(968,275)	(1,116,535)	(1,264,795)	(1,413,055)	(1,561,315)	(1,709,575)	(1,857,835)
	410	(1,053,892)	(1,202,152)	(1,350,412)	(1,498,672)	(1,646,932)	(1,795,192)	(1,943,452)
	430	(1,139,920)	(1,288,180)	(1,436,440)	(1,584,700)	(1,732,960)	(1,881,220)	(2,029,480)
	450	(1,226,435)	(1,374,695)	(1,522,955)	(1,671,215)	(1,819,475)	(1,967,735)	(2,115,995)
470	(1,313,523)	(1,461,783)	(1,610,043)	(1,758,303)	(1,906,563)	(2,054,823)	(2,203,083)	
490	(1,401,285)	(1,549,545)	(1,697,805)	(1,846,065)	(1,994,325)	(2,142,585)	(2,290,845)	
510	(1,489,863)	(1,638,123)	(1,786,383)	(1,934,643)	(2,082,903)	(2,231,163)	(2,379,423)	
530	(1,579,420)	(1,727,680)	(1,875,940)	(2,024,200)	(2,172,460)	(2,320,720)	(2,468,980)	
550	(1,670,196)	(1,818,456)	(1,966,716)	(2,114,976)	(2,263,236)	(2,411,496)	(2,559,756)	
570	(1,762,480)	(1,910,740)	(2,059,000)	(2,207,260)	(2,355,520)	(2,503,780)	(2,652,040)	

Balance (RLV - BLV)	299,693	Density (dph)						
		30	40	50	60	70	80	90
CIL £psm 0.00	70	(1,509,707)	(953,732)	(620,147)	(397,757)	(238,907)	(119,769)	(27,107)
	90	(1,582,016)	(1,026,041)	(692,456)	(470,066)	(311,216)	(192,078)	(99,416)
	110	(1,654,388)	(1,098,413)	(764,828)	(542,438)	(383,588)	(264,451)	(171,788)
	130	(1,726,838)	(1,170,863)	(837,278)	(614,888)	(456,038)	(336,901)	(244,238)
	150	(1,799,360)	(1,243,385)	(909,800)	(687,410)	(528,560)	(409,423)	(316,760)
	170	(1,871,963)	(1,315,988)	(982,403)	(760,013)	(601,163)	(482,025)	(389,363)
	190	(1,944,653)	(1,388,678)	(1,055,093)	(832,703)	(673,853)	(554,716)	(462,053)
	210	(2,017,446)	(1,461,471)	(1,127,886)	(905,496)	(746,646)	(627,509)	(534,846)
	230	(2,090,351)	(1,534,376)	(1,200,791)	(978,401)	(819,551)	(700,414)	(607,751)
	250	(2,163,372)	(1,607,397)	(1,273,812)	(1,051,422)	(892,572)	(773,435)	(680,772)
	270	(2,239,898)	(1,683,923)	(1,350,338)	(1,127,948)	(969,098)	(849,960)	(757,298)
	290	(2,323,922)	(1,767,947)	(1,434,362)	(1,211,972)	(1,053,122)	(933,984)	(841,322)
	310	(2,408,123)	(1,852,148)	(1,518,563)	(1,296,173)	(1,137,323)	(1,018,185)	(925,523)
	330	(2,492,542)	(1,936,567)	(1,602,982)	(1,380,592)	(1,221,742)	(1,102,604)	(1,009,942)
	350	(2,577,207)	(2,021,232)	(1,687,647)	(1,465,257)	(1,306,407)	(1,187,270)	(1,094,607)
	370	(2,662,144)	(2,106,169)	(1,772,584)	(1,550,194)	(1,391,344)	(1,272,207)	(1,179,544)
	390	(2,747,395)	(2,191,420)	(1,857,835)	(1,635,445)	(1,476,595)	(1,357,457)	(1,264,795)
	410	(2,833,012)	(2,277,037)	(1,943,452)	(1,721,062)	(1,562,212)	(1,443,075)	(1,350,412)
	430	(2,919,040)	(2,363,065)	(2,029,480)	(1,807,090)	(1,648,240)	(1,529,102)	(1,436,440)
	450	(3,005,555)	(2,449,580)	(2,115,995)	(1,893,605)	(1,734,755)	(1,615,617)	(1,522,955)
470	(3,092,643)	(2,536,668)	(2,203,083)	(1,980,693)	(1,821,843)	(1,702,706)	(1,610,043)	
490	(3,180,405)	(2,624,430)	(2,290,845)	(2,068,455)	(1,909,605)	(1,790,468)	(1,697,805)	
510	(3,268,983)	(2,713,008)	(2,379,423)	(2,157,033)	(1,998,183)	(1,879,045)	(1,786,383)	
530	(3,358,540)	(2,802,565)	(2,468,980)	(2,246,590)	(2,087,740)	(1,968,603)	(1,875,940)	
550	(3,449,316)	(2,893,341)	(2,559,756)	(2,337,366)	(2,178,516)	(2,059,378)	(1,966,716)	
570	(3,541,600)	(2,985,625)	(2,652,040)	(2,429,650)	(2,270,800)	(2,151,663)	(2,059,000)	

Scheme Ref: **AO**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Assisted Living / Extra-Care**

**TABLE 7**

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	299,693							
	70	1,126,787	587,522	47,023	(495,617)	(1,098,898)	(1,737,698)	(2,423,193)
	90	1,054,946	515,501	(25,286)	(568,434)	(1,183,540)	(1,825,631)	(2,528,450)
	110	983,048	443,418	(97,658)	(641,362)	(1,268,474)	(1,914,528)	(2,639,015)
	130	911,149	371,307	(170,108)	(722,851)	(1,353,761)	(2,004,633)	(2,756,633)
	150	839,196	299,153	(242,630)	(806,756)	(1,439,436)	(2,096,289)	(2,883,269)
CIL £psm	170	767,237	226,938	(315,233)	(890,833)	(1,525,581)	(2,189,949)	(3,013,306)
0.00	190	695,218	154,679	(387,923)	(975,122)	(1,612,282)	(2,286,295)	(3,144,349)
	210	623,185	82,368	(460,716)	(1,059,649)	(1,699,635)	(2,386,363)	(3,276,537)
	230	551,098	9,996	(533,621)	(1,144,439)	(1,787,789)	(2,491,420)	(3,409,959)
	250	478,976	(62,452)	(606,642)	(1,229,531)	(1,876,915)	(2,601,572)	(3,622,895)
	270	406,822	(134,969)	(683,168)	(1,314,986)	(1,967,252)	(2,718,386)	(3,979,389)
	290	334,599	(207,563)	(767,192)	(1,400,839)	(2,059,128)	(2,843,700)	(4,335,884)
	310	262,335	(280,240)	(851,393)	(1,487,171)	(2,152,981)	(2,973,429)	(4,692,379)
	330	190,023	(353,010)	(935,812)	(1,574,068)	(2,249,465)	(3,104,161)	(5,048,873)
	350	117,650	(425,880)	(1,020,477)	(1,661,628)	(2,349,534)	(3,236,032)	(5,405,368)
	370	45,204	(498,875)	(1,105,414)	(1,749,997)	(2,454,399)	(3,369,063)	(5,761,862)
	390	(27,307)	(571,990)	(1,190,665)	(1,839,343)	(2,564,175)	(3,513,918)	(6,118,357)
	410	(99,892)	(645,233)	(1,276,282)	(1,929,904)	(2,680,254)	(3,870,412)	(6,474,852)
	430	(172,558)	(727,703)	(1,362,310)	(2,021,987)	(2,804,519)	(4,226,907)	(6,831,346)
	450	(245,312)	(812,027)	(1,448,825)	(2,116,030)	(2,933,707)	(4,583,401)	(7,187,841)
	470	(318,161)	(896,577)	(1,535,913)	(2,212,635)	(3,064,083)	(4,939,896)	(7,544,335)
	490	(391,115)	(981,380)	(1,623,675)	(2,312,706)	(3,195,558)	(5,296,391)	(7,900,830)
	510	(464,192)	(1,066,462)	(1,712,253)	(2,417,399)	(3,328,265)	(5,652,885)	(8,257,325)
	530	(537,402)	(1,151,867)	(1,801,810)	(2,526,819)	(3,462,148)	(6,009,380)	(8,613,819)
	550	(610,743)	(1,237,646)	(1,892,586)	(2,642,223)	(3,761,435)	(6,365,874)	(8,970,314)
	570	(688,288)	(1,323,844)	(1,984,870)	(2,765,561)	(4,117,930)	(6,722,369)	(9,326,808)

**TABLE 8**

		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	299,693							
	70	(834,477)	(381,083)	47,023	473,784	899,747	1,325,204	1,750,311
	90	(918,664)	(453,785)	(25,286)	401,698	827,805	1,253,362	1,678,564
	110	(1,003,099)	(526,598)	(97,658)	329,568	755,846	1,181,520	1,606,777
	130	(1,087,820)	(599,524)	(170,108)	257,405	683,843	1,109,632	1,534,990
	150	(1,172,863)	(674,902)	(242,630)	185,181	611,821	1,037,733	1,463,183
CIL £psm	170	(1,258,292)	(758,812)	(315,233)	112,905	539,745	965,803	1,391,341
0.00	190	(1,344,166)	(842,905)	(387,923)	40,580	467,651	893,844	1,319,500
	210	(1,430,572)	(927,209)	(460,716)	(31,802)	395,497	821,862	1,247,617
	230	(1,517,621)	(1,011,761)	(533,621)	(104,253)	323,308	749,840	1,175,718
	250	(1,605,443)	(1,096,598)	(606,642)	(176,780)	251,084	677,793	1,103,802
	270	(1,694,227)	(1,181,755)	(683,168)	(249,383)	178,788	605,706	1,031,843
	290	(1,784,211)	(1,267,272)	(767,192)	(322,068)	106,447	533,581	959,881
	310	(1,875,720)	(1,353,231)	(851,393)	(394,843)	34,054	461,427	887,859
	330	(1,969,228)	(1,439,693)	(935,812)	(467,718)	(38,399)	389,211	815,838
	350	(2,065,419)	(1,526,767)	(1,020,477)	(540,713)	(110,930)	316,967	743,754
	370	(2,165,316)	(1,614,559)	(1,105,414)	(613,825)	(183,533)	244,670	671,664
	390	(2,270,240)	(1,703,225)	(1,190,665)	(691,505)	(256,213)	172,313	599,510
	410	(2,380,300)	(1,792,981)	(1,276,282)	(775,631)	(328,977)	99,909	527,339
	430	(2,497,063)	(1,884,087)	(1,362,310)	(859,934)	(401,834)	27,451	455,115
	450	(2,622,202)	(1,976,918)	(1,448,825)	(944,466)	(474,791)	(45,080)	382,849
	470	(2,751,635)	(2,071,999)	(1,535,913)	(1,029,231)	(547,863)	(117,683)	310,551
	490	(2,882,281)	(2,170,087)	(1,623,675)	(1,114,266)	(621,064)	(190,357)	238,179
	510	(3,014,171)	(2,272,337)	(1,712,253)	(1,199,607)	(699,906)	(263,111)	165,765
	530	(3,147,373)	(2,379,425)	(1,801,810)	(1,285,293)	(784,122)	(335,952)	93,301
	550	(3,351,577)	(2,491,818)	(1,892,586)	(1,371,396)	(868,534)	(408,888)	20,770
	570	(3,708,071)	(2,611,424)	(1,984,870)	(1,457,957)	(953,156)	(481,925)	(51,833)

**NOTES**

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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



**Scheme Ref:** AO  
**No Units:** 60 **Location / Value Zone:** Lower **Development Scenario:** Greenfield  
**Notes:** Assisted Living / Extra-Care

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

<b>Scheme Ref:</b>	<b>AO</b>
No Units:	60
Location / Value Zone:	Lower
Development Scenario:	Greenfield
Notes:	Assisted Living / Extra-Care
Total GDV (£)	17,305,200
AH %	35%
Affordable Rent:	75.00%
Social Rent:	0.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	25.00%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL (£)	-
Site Specific S106 (£ per unit)	6,000
Site Specific S106 (£)	360,000
Sub-total CIL+S106 (£ per unit)	6,000
Strategic Infrastructure (£ per unit)	-
Strategic Infrastructure (£)	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	6,000
Total Developers Profit (£)	2,840,112
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	16.41%
Developers Profit (% on costs)	21.24%
RLV (£)	966,863
RLV (£/acre)	652,140
RLV (£/ha)	1,611,439
<b>Balance for Plan VA:</b>	
BLV (£)	667,170
BLV (£/acre)	450,000
BLV (£/ha)	1,111,950
Surplus/Deficit	299,693
Surplus/Deficit (£/acre)	202,140
Surplus/Deficit (£/ha)	499,489
Plan Viability comments	Viable

Viable	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viable	if RLV < BLV, and RLV is negative

Scheme Ref: **AO - Commuted Sum**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Assisted Living / Extra-Care**

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme				60 Units		
AH Policy requirement (% Target)				0%		
AH tenure split %				Affordable Rent:	75.0%	
				Social Rent:	0.0%	75.0% % Rented
				Intermediate (LCHO/Sub-Market/Starter etc.):	25.0%	0.0% % of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing				100%		
CIL Rate (£ psm)				100%		
				0.00 £ psm		
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	60.0%	36.0	60.0%	0.0	60%	36.0
2 bed Flat	40.0%	24.0	40.0%	0.0	40%	24.0
Total number of units	100.0%	60.0	100.0%	0.0	100%	60.0
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>
1 bed House	62.0	667			62.0	667
2 bed House	79.0	850			79.0	850
3 bed House	100.0	1,076			100.0	1,076
4 bed House	115.0	1,238			115.0	1,238
5 bed House	165.0	1,776			165.0	1,776
1 bed Flat	60.0	646	65.0%		92.3	994
2 bed Flat	80.0	861	65.0%		123.1	1,325
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>
1 bed House	62.0	667			62.0	667
2 bed House	79.0	850			79.0	850
3 bed House	100.0	1,076			100.0	1,076
4 bed House	115.0	1,238			115.0	1,238
5 bed House	165.0	1,776			165.0	1,776
1 bed Flat	60.0	646	65.0%		92.3	994
2 bed Flat	80.0	861	65.0%		123.1	1,325
<b>Total Gross Floor areas -</b>	<b>Mkt Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>
1 bed House	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 bed House	0	0	0	0	0	0
5 bed House	0	0	0	0	0	0
1 bed Flat	3,323	35,769	0	0	3,323	35,769
2 bed Flat	2,954	31,795	0	0	2,954	31,795
	6,277	67,564	0	0	6,277	67,564
<b>AH % by floor area:</b>			<b>0.00% AH % by floor area due to mix</b>			
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£psf</b>		<b>total MV £ (no AH)</b>	
1 bed House	240,000	3,871	360		0	
2 bed House	290,000	3,671	341		0	
3 bed House	350,000	3,500	325		0	
4 bed House	385,000	3,348	311		0	
5 bed House	525,000	3,182	296		0	
1 bed Flat	300,000	5,000	465		10,800,000	
2 bed Flat	375,000	4,688	435		9,000,000	
					19,800,000	
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>Intermediate £</b>	<b>% of MV</b>
1 bed House	144,000	60%	105,600	44%	182,400	76%
2 bed House	174,000	60%	127,600	44%	220,400	76%
3 bed House	210,000	60%	154,000	44%	266,000	76%
4 bed House	231,000	60%	169,400	44%	292,600	76%
5 bed House	315,000	60%	231,000	44%	399,000	76%
1 bed Flat	180,000	60%	132,000	44%	228,000	76%
2 bed Flat	225,000	60%	165,000	44%	285,000	76%

Scheme Ref: **AO - Commuted Sum**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Assisted Living / Extra-Care**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	240,000	-
2 bed House	0.0	@	290,000	-
3 bed House	0.0	@	350,000	-
4 bed House	0.0	@	385,000	-
5 bed House	0.0	@	525,000	-
1 bed Flat	36.0	@	300,000	10,800,000
2 bed Flat	24.0	@	375,000	9,000,000
	60.0			19,800,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	144,000	-
2 bed House	0.0	@	174,000	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	231,000	-
5 bed House	0.0	@	315,000	-
1 bed Flat	0.0	@	180,000	-
2 bed Flat	0.0	@	225,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	105,600	-
2 bed House	0.0	@	127,600	-
3 bed House	0.0	@	154,000	-
4 bed House	0.0	@	169,400	-
5 bed House	0.0	@	231,000	-
1 bed Flat	0.0	@	132,000	-
2 bed Flat	0.0	@	165,000	-
	0.0			-
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	182,400	-
2 bed House	0.0	@	220,400	-
3 bed House	0.0	@	266,000	-
4 bed House	0.0	@	292,600	-
5 bed House	0.0	@	399,000	-
1 bed Flat	0.0	@	228,000	-
2 bed Flat	0.0	@	285,000	-
	0.0			-
<b>Sub-total GDV Residential</b>	<b>60</b>			<b>19,800,000</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
<b>Grant</b>	60	@	0	-
<b>Total GDV</b>				<b>19,800,000</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(24,239)
CIL		6,277 sqm (Market only)	0.00 £ psm	-
CIL analysis:		0.00% % of GDV	0 £ per unit (total units)	-
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	60 units @	6,000 per unit	(360,000)
<b>S106 analysis:</b>	600,000 £ per ha	1.82% % of GDV	6,000 £ per unit (total ur	(360,000)
AH Commuted Sum		6,277 sqm (total)	141 £ psm	(885,073)
<b>Comm. Sum analysis:</b>		4.47% % of GDV		

Scheme Ref: **AO - Commuted Sum**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Assisted Living / Extra-Care**

<i>cont/</i>					
<b>Construction Costs -</b>					
Site Clearance and Demolition		1.48 acres @		0 £ per acre (if brownfield)	-
Infrastructure costs -	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	total		60 units @	0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha		0.00% % of GDV	0 £ per unit (total ur	-
1 bed House		- sqm @		1,160 psm	-
2 bed House		- sqm @		1,160 psm	-
3 bed House		- sqm @		1,160 psm	-
4 bed House		- sqm @		1,160 psm	-
5 bed House		- sqm @		1,160 psm	-
1 bed Flat		3,323 sqm @		1,626 psm	(5,401,728)
2 bed Flat	6,277	2,954 sqm @		1,626 psm	(4,801,536)
External works		10,203,264 @		10.0% 17,005 £per unit	(1,020,326)
M4(2) Category 2 Housing	Aff units	- units @	100% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	- units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	60 units @	15% @	521 £ per unit	(4,689)
M4(3) Category 3 Housing	Mrkt units	- units @	0% @	10,111 £ per unit	-
Water Efficiency additional cost		60 units @		10 £ per unit	(600)
Contingency		11,228,879 @		3.0%	(336,866)
<b>Professional Fees</b>		11,228,879 @		6.5%	(729,877)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		19,800,000 OMS @		1.00% 3,300 £ per unit	(198,000)
Residential Sales Legal Costs		19,800,000 OMS @		0.50% 1,650 £ per unit	(99,000)
Marketing and Promotion		19,800,000 OMS @		3.00% 9,900 £ per unit 14,850 £ per unit	(594,000)
<b>Interest (on Development Costs) -</b>			6.25% APR	0.506% pcm	(217,947)
<b>Developers Profit -</b>					
Margin on AH		0		6.00% on AH values	-
Profit on OMS		19,800,000		20.00%	(3,960,000)
<b>Profit analysis:</b>		14,743,882		26.86% on costs	(3,960,000)
		19,800,000		20.00% blended	(3,960,000)
<b>TOTAL COSTS</b>					<b>(18,703,882)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,096,118
SDLT		1,096,118 @		(slabbed)	(44,306)
Acquisition Agent fees		1,096,118 @		1.0%	(10,961)
Acquisition Legal fees		1,096,118 @		0.5%	(5,481)
Interest on Land		1,096,118 @		6.25%	(68,507)
Residual Land Value					<b>966,863</b>
<b>RLV analysis:</b>	16,114 £ per plot	1,611,438 £ per ha		652,140 £ per acre	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		100.0 dph			
Site Area (Net)		0.60 ha		1.48 acres	
<b>Density analysis:</b>		10.462 sqm/ha		45.571 sqft/ac	
Benchmark Land Value (Net)	11,120 £ per plot	1,111,950 £ per ha		450,000 £ per acre	<b>667,170</b>

<b>BALANCE</b>					
Surplus/(Deficit)		499,488 £ per ha		202,140 £ per acre	<b>299,693</b>

Scheme Ref: **AO - Commuted Sum**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Assisted Living / Extra-Care**

**SENSITIVITY ANALYSIS**

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

**TABLE 1**

Balance (RLV - BLV)		Affordable Housing - % on site 0%							
		20%	25%	30%	35%	40%	45%	50%	
CIL £psm 0.00	299,693	70	(596,499)	(732,720)	(880,307)	(1,031,258)	(1,186,722)	(1,348,414)	(1,519,098)
		90	(697,514)	(836,811)	(978,816)	(1,124,362)	(1,274,679)	(1,431,592)	(1,598,064)
		110	(807,934)	(941,556)	(1,078,055)	(1,218,280)	(1,363,549)	(1,515,823)	(1,678,306)
		130	(919,017)	(1,047,051)	(1,178,087)	(1,313,083)	(1,453,422)	(1,601,238)	(1,759,822)
		150	(1,030,867)	(1,153,347)	(1,279,013)	(1,408,881)	(1,544,447)	(1,687,993)	(1,842,671)
		170	(1,143,531)	(1,260,543)	(1,380,936)	(1,505,798)	(1,636,739)	(1,776,249)	(1,927,004)
		190	(1,257,122)	(1,368,748)	(1,483,964)	(1,603,960)	(1,730,465)	(1,866,020)	(2,012,977)
		210	(1,371,756)	(1,478,075)	(1,588,250)	(1,703,534)	(1,825,830)	(1,957,382)	(2,100,815)
		230	(1,487,550)	(1,588,686)	(1,693,947)	(1,804,704)	(1,922,985)	(2,050,554)	(2,190,734)
		250	(1,604,652)	(1,700,734)	(1,801,249)	(1,907,720)	(2,021,941)	(2,145,744)	(2,283,041)
		270	(1,723,246)	(1,814,423)	(1,910,401)	(2,012,785)	(2,122,902)	(2,243,224)	(2,378,046)
		290	(1,843,551)	(1,930,000)	(2,021,669)	(2,119,915)	(2,226,157)	(2,343,344)	(2,475,743)
		310	(1,965,805)	(2,047,753)	(2,135,283)	(2,229,369)	(2,332,017)	(2,446,477)	(2,575,394)
		330	(2,090,337)	(2,168,019)	(2,251,299)	(2,341,475)	(2,440,897)	(2,552,892)	(2,675,626)
		350	(2,217,508)	(2,290,943)	(2,370,081)	(2,456,662)	(2,553,260)	(2,661,959)	(2,776,718)
		370	(2,347,643)	(2,416,759)	(2,492,049)	(2,575,411)	(2,669,403)	(2,772,030)	(2,878,716)
		390	(2,480,869)	(2,545,956)	(2,617,749)	(2,698,369)	(2,788,459)	(2,882,956)	(2,981,616)
		410	(2,617,720)	(2,679,109)	(2,747,834)	(2,825,339)	(2,908,593)	(2,994,852)	(3,197,682)
		430	(2,758,841)	(2,816,961)	(2,882,857)	(2,954,894)	(3,029,740)	(3,107,770)	(3,471,908)
		450	(2,905,061)	(2,960,338)	(3,021,491)	(3,085,484)	(3,151,944)	(3,295,306)	(3,746,135)
	470	(3,057,377)	(3,108,056)	(3,161,650)	(3,217,166)	(3,275,230)	(3,596,956)	(4,020,361)	
	490	(3,214,608)	(3,258,076)	(3,303,033)	(3,350,005)	(3,502,622)	(3,898,605)	(4,294,588)	
	510	(3,374,570)	(3,409,272)	(3,445,651)	(3,484,097)	(3,831,694)	(4,200,254)	(4,568,815)	
	530	(3,535,782)	(3,561,787)	(3,589,531)	(3,819,628)	(4,160,766)	(4,501,904)	(4,843,041)	
	550	(3,698,415)	(3,715,732)	(3,862,408)	(4,176,123)	(4,489,838)	(4,803,553)	(5,117,268)	
	570	(3,862,577)	(3,960,032)	(4,246,325)	(4,532,617)	(4,818,910)	(5,105,202)	(5,391,495)	

**TABLE 2**

Balance (RLV - BLV)		Site Specific S106 (where 110% is a 10% increase etc.)							
		100%	110%	120%	130%	140%	150%	160%	
CIL £psm 0.00	299,693	70	(104,942)	(138,924)	(172,966)	(207,050)	(241,218)	(275,445)	(309,726)
		90	(221,376)	(255,519)	(289,712)	(323,975)	(358,319)	(392,722)	(427,190)
		110	(338,242)	(372,550)	(406,917)	(441,377)	(475,910)	(510,512)	(545,191)
		130	(455,573)	(490,069)	(524,634)	(559,298)	(594,043)	(628,869)	(664,821)
		150	(573,420)	(608,127)	(642,914)	(680,875)	(720,969)	(761,169)	(801,480)
		170	(696,973)	(737,022)	(777,176)	(817,441)	(857,822)	(898,326)	(938,959)
		190	(833,404)	(873,750)	(914,215)	(954,804)	(995,522)	(1,036,376)	(1,077,371)
		210	(970,669)	(1,011,338)	(1,052,142)	(1,093,087)	(1,134,178)	(1,175,422)	(1,216,824)
		230	(1,108,802)	(1,149,842)	(1,191,034)	(1,232,383)	(1,273,897)	(1,315,580)	(1,357,439)
		250	(1,247,955)	(1,289,402)	(1,331,031)	(1,372,834)	(1,414,820)	(1,456,992)	(1,499,386)
		270	(1,388,235)	(1,430,159)	(1,472,275)	(1,514,583)	(1,557,101)	(1,599,860)	(1,642,836)
		290	(1,529,808)	(1,572,257)	(1,614,911)	(1,657,820)	(1,700,957)	(1,744,360)	(1,788,022)
		310	(1,672,822)	(1,715,879)	(1,759,180)	(1,802,753)	(1,846,595)	(1,890,753)	(1,935,213)
		330	(1,817,511)	(1,861,260)	(1,905,288)	(1,949,645)	(1,994,318)	(2,039,333)	(2,084,715)
		350	(1,964,107)	(2,008,668)	(2,053,562)	(2,098,812)	(2,144,444)	(2,190,483)	(2,236,957)
		370	(2,112,949)	(2,158,442)	(2,204,331)	(2,250,642)	(2,297,403)	(2,344,644)	(2,392,416)
		390	(2,264,381)	(2,310,975)	(2,358,051)	(2,405,626)	(2,453,728)	(2,502,426)	(2,551,726)
		410	(2,418,904)	(2,466,805)	(2,515,291)	(2,564,362)	(2,614,080)	(2,664,353)	(2,715,190)
		430	(2,577,084)	(2,626,579)	(2,676,654)	(2,727,334)	(2,778,612)	(2,830,492)	(2,883,029)
		450	(2,739,523)	(2,790,621)	(2,842,379)	(2,894,766)	(2,947,845)	(3,001,587)	(3,056,054)
	470	(2,906,547)	(2,959,494)	(3,013,162)	(3,067,559)	(3,122,698)	(3,178,605)	(3,235,318)	
	490	(3,079,065)	(3,134,163)	(3,190,063)	(3,246,795)	(3,304,374)	(3,362,826)	(3,422,179)	
	510	(3,258,278)	(3,315,921)	(3,374,478)	(3,433,978)	(3,494,380)	(3,555,328)	(3,616,734)	
	530	(3,445,790)	(3,506,329)	(3,567,372)	(3,628,898)	(3,690,909)	(3,753,353)	(3,815,845)	
	550	(3,641,063)	(3,703,180)	(3,765,642)	(3,828,196)	(3,890,974)	(3,953,896)	(4,016,992)	
	570	(3,840,548)	(3,903,326)	(3,966,310)	(4,029,406)	(4,092,764)	(4,156,180)	(4,219,915)	

Scheme Ref: **AO - Commuted Sum**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Assisted Living / Extra-Care**

**TABLE 3**

Balance (RLV - BLV)	299,693	Infrastructure Costs 100% (where 110% is a 10% increase etc.)					
		100%	110%	120%	130%	140%	150%
70	(104,942)	(104,942)	(104,942)	(104,942)	(104,942)	(104,942)	(104,942)
90	(221,376)	(221,376)	(221,376)	(221,376)	(221,376)	(221,376)	(221,376)
110	(338,242)	(338,242)	(338,242)	(338,242)	(338,242)	(338,242)	(338,242)
130	(455,573)	(455,573)	(455,573)	(455,573)	(455,573)	(455,573)	(455,573)
150	(573,420)	(573,420)	(573,420)	(573,420)	(573,420)	(573,420)	(573,420)
170	(696,973)	(696,973)	(696,973)	(696,973)	(696,973)	(696,973)	(696,973)
190	(833,404)	(833,404)	(833,404)	(833,404)	(833,404)	(833,404)	(833,404)
210	(970,669)	(970,669)	(970,669)	(970,669)	(970,669)	(970,669)	(970,669)
230	(1,108,802)	(1,108,802)	(1,108,802)	(1,108,802)	(1,108,802)	(1,108,802)	(1,108,802)
250	(1,247,955)	(1,247,955)	(1,247,955)	(1,247,955)	(1,247,955)	(1,247,955)	(1,247,955)
270	(1,388,235)	(1,388,235)	(1,388,235)	(1,388,235)	(1,388,235)	(1,388,235)	(1,388,235)
290	(1,529,808)	(1,529,808)	(1,529,808)	(1,529,808)	(1,529,808)	(1,529,808)	(1,529,808)
310	(1,672,822)	(1,672,822)	(1,672,822)	(1,672,822)	(1,672,822)	(1,672,822)	(1,672,822)
330	(1,817,511)	(1,817,511)	(1,817,511)	(1,817,511)	(1,817,511)	(1,817,511)	(1,817,511)
350	(1,964,107)	(1,964,107)	(1,964,107)	(1,964,107)	(1,964,107)	(1,964,107)	(1,964,107)
370	(2,112,949)	(2,112,949)	(2,112,949)	(2,112,949)	(2,112,949)	(2,112,949)	(2,112,949)
390	(2,264,381)	(2,264,381)	(2,264,381)	(2,264,381)	(2,264,381)	(2,264,381)	(2,264,381)
410	(2,418,904)	(2,418,904)	(2,418,904)	(2,418,904)	(2,418,904)	(2,418,904)	(2,418,904)
430	(2,577,084)	(2,577,084)	(2,577,084)	(2,577,084)	(2,577,084)	(2,577,084)	(2,577,084)
450	(2,739,523)	(2,739,523)	(2,739,523)	(2,739,523)	(2,739,523)	(2,739,523)	(2,739,523)
470	(2,906,547)	(2,906,547)	(2,906,547)	(2,906,547)	(2,906,547)	(2,906,547)	(2,906,547)
490	(3,079,065)	(3,079,065)	(3,079,065)	(3,079,065)	(3,079,065)	(3,079,065)	(3,079,065)
510	(3,258,278)	(3,258,278)	(3,258,278)	(3,258,278)	(3,258,278)	(3,258,278)	(3,258,278)
530	(3,445,790)	(3,445,790)	(3,445,790)	(3,445,790)	(3,445,790)	(3,445,790)	(3,445,790)
550	(3,641,063)	(3,641,063)	(3,641,063)	(3,641,063)	(3,641,063)	(3,641,063)	(3,641,063)
570	(3,840,548)	(3,840,548)	(3,840,548)	(3,840,548)	(3,840,548)	(3,840,548)	(3,840,548)

**TABLE 4**

Balance (RLV - BLV)	299,693	Profit 20%						
		15%	16%	17%	18%	19%	20%	21%
70	758,833	586,078	413,323	240,568	67,813	(104,942)	(277,697)	
90	642,399	469,644	296,889	124,134	(48,621)	(221,376)	(394,131)	
110	525,533	352,778	180,023	7,268	(165,487)	(338,242)	(510,997)	
130	408,202	235,447	62,692	(110,063)	(282,818)	(455,573)	(628,328)	
150	290,355	117,600	(55,155)	(227,910)	(400,665)	(573,420)	(759,254)	
170	171,941	(814)	(173,569)	(346,324)	(519,079)	(696,973)	(894,973)	
190	52,905	(119,850)	(292,605)	(465,360)	(638,115)	(833,404)	(1,031,404)	
210	(66,859)	(239,614)	(412,369)	(585,124)	(772,669)	(970,669)	(1,168,669)	
230	(187,381)	(360,136)	(532,891)	(712,802)	(910,802)	(1,108,802)	(1,306,802)	
250	(308,791)	(481,546)	(654,301)	(851,955)	(1,049,955)	(1,247,955)	(1,445,955)	
270	(431,186)	(603,941)	(794,235)	(992,235)	(1,190,235)	(1,388,235)	(1,586,235)	
290	(554,708)	(737,808)	(935,808)	(1,133,808)	(1,331,808)	(1,529,808)	(1,727,808)	
310	(682,822)	(880,822)	(1,078,822)	(1,276,822)	(1,474,822)	(1,672,822)	(1,870,822)	
330	(827,511)	(1,025,511)	(1,223,511)	(1,421,511)	(1,619,511)	(1,817,511)	(2,015,511)	
350	(974,107)	(1,172,107)	(1,370,107)	(1,568,107)	(1,766,107)	(1,964,107)	(2,162,107)	
370	(1,122,949)	(1,320,949)	(1,518,949)	(1,716,949)	(1,914,949)	(2,112,949)	(2,310,949)	
390	(1,274,381)	(1,472,381)	(1,670,381)	(1,868,381)	(2,066,381)	(2,264,381)	(2,462,381)	
410	(1,428,904)	(1,626,904)	(1,824,904)	(2,022,904)	(2,220,904)	(2,418,904)	(2,616,904)	
430	(1,587,084)	(1,785,084)	(1,983,084)	(2,181,084)	(2,379,084)	(2,577,084)	(2,775,084)	
450	(1,749,523)	(1,947,523)	(2,145,523)	(2,343,523)	(2,541,523)	(2,739,523)	(2,937,523)	
470	(1,916,547)	(2,114,547)	(2,312,547)	(2,510,547)	(2,708,547)	(2,906,547)	(3,104,547)	
490	(2,089,065)	(2,287,065)	(2,485,065)	(2,683,065)	(2,881,065)	(3,079,065)	(3,277,065)	
510	(2,268,278)	(2,466,278)	(2,664,278)	(2,862,278)	(3,060,278)	(3,258,278)	(3,456,278)	
530	(2,455,790)	(2,653,790)	(2,851,790)	(3,049,790)	(3,247,790)	(3,445,790)	(3,643,790)	
550	(2,651,063)	(2,849,063)	(3,047,063)	(3,245,063)	(3,443,063)	(3,641,063)	(3,839,063)	
570	(2,850,548)	(3,048,548)	(3,246,548)	(3,444,548)	(3,642,548)	(3,840,548)	(4,038,548)	

Scheme Ref: **AO - Commuted Sum**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Assisted Living / Extra-Care**

Balance (RLV - BLV)	299,693	BLV (per acre)						
		300,000	400,000	500,000	600,000	700,000	800,000	900,000
	70	117,448	(30,812)	(179,072)	(327,332)	(475,592)	(623,852)	(772,112)
	90	1,014	(147,246)	(295,506)	(443,766)	(592,026)	(740,286)	(888,546)
	110	(115,852)	(264,112)	(412,372)	(560,632)	(708,892)	(857,152)	(1,005,412)
	130	(233,183)	(381,443)	(529,703)	(677,963)	(826,223)	(974,483)	(1,122,743)
	150	(351,030)	(499,290)	(647,550)	(795,810)	(944,070)	(1,092,330)	(1,240,590)
CIL £psm	170	(474,583)	(622,843)	(771,103)	(919,363)	(1,067,623)	(1,215,883)	(1,364,143)
0.00	190	(611,014)	(759,274)	(907,534)	(1,055,794)	(1,204,054)	(1,352,314)	(1,500,574)
	210	(748,279)	(896,539)	(1,044,799)	(1,193,059)	(1,341,319)	(1,489,579)	(1,637,839)
	230	(886,412)	(1,034,672)	(1,182,932)	(1,331,192)	(1,479,452)	(1,627,712)	(1,775,972)
	250	(1,025,565)	(1,173,825)	(1,322,085)	(1,470,345)	(1,618,605)	(1,766,865)	(1,915,125)
	270	(1,165,845)	(1,314,105)	(1,462,365)	(1,610,625)	(1,758,885)	(1,907,145)	(2,055,405)
	290	(1,307,418)	(1,455,678)	(1,603,938)	(1,752,198)	(1,900,458)	(2,048,718)	(2,196,978)
	310	(1,450,432)	(1,598,692)	(1,746,952)	(1,895,212)	(2,043,472)	(2,191,732)	(2,339,992)
	330	(1,595,121)	(1,743,381)	(1,891,641)	(2,039,901)	(2,188,161)	(2,336,421)	(2,484,681)
	350	(1,741,717)	(1,889,977)	(2,038,237)	(2,186,497)	(2,334,757)	(2,483,017)	(2,631,277)
	370	(1,890,559)	(2,038,819)	(2,187,079)	(2,335,339)	(2,483,599)	(2,631,859)	(2,780,119)
	390	(2,041,991)	(2,190,251)	(2,338,511)	(2,486,771)	(2,635,031)	(2,783,291)	(2,931,551)
	410	(2,196,514)	(2,344,774)	(2,493,034)	(2,641,294)	(2,789,554)	(2,937,814)	(3,086,074)
	430	(2,354,694)	(2,502,954)	(2,651,214)	(2,799,474)	(2,947,734)	(3,095,994)	(3,244,254)
	450	(2,517,133)	(2,665,393)	(2,813,653)	(2,961,913)	(3,110,173)	(3,258,433)	(3,406,693)
	470	(2,684,157)	(2,832,417)	(2,980,677)	(3,128,937)	(3,277,197)	(3,425,457)	(3,573,717)
	490	(2,856,675)	(3,004,935)	(3,153,195)	(3,301,455)	(3,449,715)	(3,597,975)	(3,746,235)
	510	(3,035,888)	(3,184,148)	(3,332,408)	(3,480,668)	(3,628,928)	(3,777,188)	(3,925,448)
	530	(3,223,400)	(3,371,660)	(3,519,920)	(3,668,180)	(3,816,440)	(3,964,700)	(4,112,960)
	550	(3,418,673)	(3,566,933)	(3,715,193)	(3,863,453)	(4,011,713)	(4,159,973)	(4,308,233)
	570	(3,618,158)	(3,766,418)	(3,914,678)	(4,062,938)	(4,211,198)	(4,359,458)	(4,507,718)

Balance (RLV - BLV)	299,693	Density (dph)						
		30	40	50	60	70	80	90
	70	(1,661,672)	(1,105,697)	(772,112)	(549,722)	(390,872)	(271,735)	(179,072)
	90	(1,778,106)	(1,222,131)	(888,546)	(666,156)	(507,306)	(388,168)	(295,506)
	110	(1,894,972)	(1,338,997)	(1,005,412)	(783,022)	(624,172)	(505,035)	(412,372)
	130	(2,012,303)	(1,456,328)	(1,122,743)	(900,353)	(741,503)	(622,366)	(529,703)
	150	(2,130,150)	(1,574,175)	(1,240,590)	(1,018,200)	(859,350)	(740,212)	(647,550)
CIL £psm	170	(2,253,703)	(1,697,728)	(1,364,143)	(1,141,753)	(982,903)	(863,765)	(771,103)
0.00	190	(2,390,134)	(1,834,159)	(1,500,574)	(1,278,184)	(1,119,334)	(1,000,196)	(907,534)
	210	(2,527,399)	(1,971,424)	(1,637,839)	(1,415,449)	(1,256,599)	(1,137,461)	(1,044,799)
	230	(2,665,532)	(2,109,557)	(1,775,972)	(1,553,582)	(1,394,732)	(1,275,595)	(1,182,932)
	250	(2,804,685)	(2,248,710)	(1,915,125)	(1,692,735)	(1,533,885)	(1,414,748)	(1,322,085)
	270	(2,944,965)	(2,388,990)	(2,055,405)	(1,833,015)	(1,674,165)	(1,555,028)	(1,462,365)
	290	(3,086,538)	(2,530,563)	(2,196,978)	(1,974,588)	(1,815,738)	(1,696,600)	(1,603,938)
	310	(3,229,552)	(2,673,577)	(2,339,992)	(2,117,602)	(1,958,752)	(1,839,615)	(1,746,952)
	330	(3,374,241)	(2,818,266)	(2,484,681)	(2,262,291)	(2,103,441)	(1,984,303)	(1,891,641)
	350	(3,520,837)	(2,964,862)	(2,631,277)	(2,408,887)	(2,250,037)	(2,130,900)	(2,038,237)
	370	(3,669,679)	(3,113,704)	(2,780,119)	(2,557,729)	(2,398,879)	(2,279,741)	(2,187,079)
	390	(3,821,111)	(3,265,136)	(2,931,551)	(2,709,161)	(2,550,311)	(2,431,174)	(2,338,511)
	410	(3,975,634)	(3,419,659)	(3,086,074)	(2,863,684)	(2,704,834)	(2,585,696)	(2,493,034)
	430	(4,133,814)	(3,577,839)	(3,244,254)	(3,021,864)	(2,863,014)	(2,743,876)	(2,651,214)
	450	(4,296,253)	(3,740,278)	(3,406,693)	(3,184,303)	(3,025,453)	(2,906,315)	(2,813,653)
	470	(4,463,277)	(3,907,302)	(3,573,717)	(3,351,327)	(3,192,477)	(3,073,339)	(2,980,677)
	490	(4,635,795)	(4,079,820)	(3,746,235)	(3,523,845)	(3,364,995)	(3,245,857)	(3,153,195)
	510	(4,815,008)	(4,259,033)	(3,925,448)	(3,703,058)	(3,544,208)	(3,425,071)	(3,332,408)
	530	(5,002,520)	(4,446,545)	(4,112,960)	(3,890,570)	(3,731,720)	(3,612,583)	(3,519,920)
	550	(5,197,793)	(4,641,818)	(4,308,233)	(4,085,843)	(3,926,993)	(3,807,856)	(3,715,193)
	570	(5,397,278)	(4,841,303)	(4,507,718)	(4,285,328)	(4,126,478)	(4,007,340)	(3,914,678)

Scheme Ref: **AO - Commuted Sum**  
 No Units: **60** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: **Assisted Living / Extra-Care**

**TABLE 7**

		Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	299,693							
	70	1,008,282	454,179	(104,942)	(673,727)	(1,336,745)	(2,023,370)	(2,756,845)
	90	894,339	339,208	(221,376)	(809,726)	(1,476,920)	(2,171,182)	(2,920,703)
	110	780,172	223,942	(338,242)	(946,473)	(1,618,394)	(2,321,517)	(3,089,684)
	130	665,779	108,379	(455,573)	(1,084,105)	(1,761,367)	(2,474,870)	(3,264,879)
	150	551,148	(7,557)	(573,420)	(1,222,672)	(1,906,043)	(2,631,811)	(3,447,804)
CIL £psm	170	436,267	(123,852)	(696,973)	(1,362,315)	(2,052,695)	(2,793,043)	(3,640,151)
0.00	190	321,094	(240,548)	(833,404)	(1,503,174)	(2,201,643)	(2,958,899)	(3,839,503)
	210	205,607	(357,714)	(970,669)	(1,645,395)	(2,353,315)	(3,130,222)	(4,040,771)
	230	89,807	(475,365)	(1,108,802)	(1,789,211)	(2,508,189)	(3,308,228)	(4,243,936)
	250	(26,373)	(593,553)	(1,247,955)	(1,934,825)	(2,666,913)	(3,494,544)	(4,448,886)
	270	(142,939)	(720,470)	(1,388,235)	(2,082,550)	(2,830,045)	(3,689,881)	(4,719,530)
	290	(259,925)	(857,393)	(1,529,808)	(2,232,716)	(2,997,994)	(3,889,936)	(5,267,983)
	310	(377,381)	(995,135)	(1,672,822)	(2,385,756)	(3,171,798)	(4,091,715)	(5,816,436)
	330	(495,360)	(1,133,842)	(1,817,511)	(2,542,248)	(3,352,785)	(4,295,256)	(6,364,889)
	350	(613,914)	(1,273,598)	(1,964,107)	(2,702,832)	(3,542,651)	(4,500,609)	(6,913,343)
	370	(744,265)	(1,414,544)	(2,112,949)	(2,867,867)	(3,740,036)	(4,857,356)	(7,461,796)
	390	(881,646)	(1,556,835)	(2,264,381)	(3,038,034)	(3,940,444)	(5,405,810)	(8,010,249)
	410	(1,019,929)	(1,700,679)	(2,418,804)	(3,214,475)	(4,142,660)	(5,954,263)	(8,558,702)
	430	(1,159,191)	(1,846,280)	(2,577,084)	(3,398,614)	(4,346,718)	(6,502,716)	(9,107,155)
	450	(1,299,575)	(1,993,918)	(2,739,523)	(3,591,577)	(4,552,582)	(7,051,169)	(9,655,609)
	470	(1,441,221)	(2,143,915)	(2,906,547)	(3,790,215)	(4,995,183)	(7,599,623)	(10,204,062)
	490	(1,584,278)	(2,296,700)	(3,079,065)	(3,991,132)	(5,543,636)	(8,148,076)	(10,752,515)
	510	(1,728,979)	(2,452,757)	(3,258,278)	(4,193,793)	(6,092,090)	(8,696,529)	(11,300,968)
	530	(1,875,534)	(2,612,725)	(3,445,790)	(4,398,234)	(6,640,543)	(9,244,982)	(11,849,422)
	550	(2,024,259)	(2,776,994)	(3,641,063)	(4,604,567)	(7,188,996)	(9,793,435)	(12,397,875)
	570	(2,175,489)	(2,946,123)	(3,840,548)	(5,133,010)	(7,737,449)	(10,341,889)	(12,946,328)

**TABLE 8**

		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	299,693							
	70	(1,648,746)	(819,511)	(104,942)	574,540	1,245,987	1,912,518	2,575,758
	90	(1,794,828)	(956,879)	(221,376)	459,955	1,132,552	1,799,809	2,463,606
	110	(1,943,233)	(1,095,207)	(338,242)	345,121	1,018,947	1,686,999	2,351,337
	130	(2,094,386)	(1,234,593)	(455,573)	230,026	905,161	1,574,075	2,238,986
	150	(2,248,793)	(1,375,178)	(573,420)	114,619	791,180	1,461,018	2,126,567
CIL £psm	170	(2,407,150)	(1,517,146)	(696,973)	(1,108)	676,994	1,347,799	2,013,998
0.00	190	(2,570,068)	(1,660,675)	(833,404)	(117,184)	562,588	1,234,439	1,901,347
	210	(2,737,971)	(1,806,025)	(970,669)	(233,633)	447,951	1,120,926	1,788,603
	230	(2,911,978)	(1,953,463)	(1,108,802)	(350,517)	333,070	1,007,247	1,675,712
	250	(3,093,505)	(2,103,364)	(1,247,955)	(467,847)	217,918	893,391	1,562,697
	270	(3,284,346)	(2,256,185)	(1,388,235)	(585,673)	102,452	779,346	1,449,562
	290	(3,482,685)	(2,412,454)	(1,529,808)	(710,972)	(13,304)	665,098	1,336,294
	310	(3,683,740)	(2,572,898)	(1,672,822)	(847,336)	(129,426)	550,636	1,222,882
	330	(3,886,774)	(2,737,857)	(1,817,511)	(984,458)	(245,891)	435,947	1,109,300
	350	(4,091,828)	(2,908,048)	(1,964,107)	(1,122,459)	(362,793)	321,011	995,548
	370	(4,427,147)	(3,084,634)	(2,112,949)	(1,261,393)	(480,121)	205,785	881,622
	390	(4,975,600)	(3,269,133)	(2,264,381)	(1,401,392)	(597,927)	90,285	767,511
	410	(5,524,053)	(3,462,581)	(2,418,904)	(1,542,598)	(724,972)	(25,508)	653,203
	430	(6,072,507)	(3,661,586)	(2,577,084)	(1,685,157)	(861,268)	(141,668)	538,684
	450	(6,620,960)	(3,862,780)	(2,739,523)	(1,829,257)	(998,294)	(258,157)	423,926
	470	(7,169,413)	(4,065,885)	(2,906,547)	(1,975,120)	(1,136,125)	(375,068)	308,917
	490	(7,717,866)	(4,270,892)	(3,079,065)	(2,123,013)	(1,274,877)	(492,395)	193,652
	510	(8,266,319)	(4,574,765)	(3,258,278)	(2,273,267)	(1,414,627)	(610,181)	78,118
	530	(8,814,773)	(5,123,218)	(3,445,790)	(2,426,268)	(1,555,502)	(738,971)	(37,729)
	550	(9,363,226)	(5,671,672)	(3,641,063)	(2,582,530)	(1,697,644)	(875,201)	(153,910)
	570	(9,911,679)	(6,220,125)	(3,840,548)	(2,742,651)	(1,841,208)	(1,012,137)	(270,426)

**NOTES**

Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells

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



**Scheme Ref:** AO - Commuted Sum  
**No Units:** 60 **Location / Value Zone:** Lower **Development Scenario:** Greenfield  
**Notes:** Assisted Living / Extra-Care

[ KPI's for Report Summary Table ]

[ note that this table is combined with other similar Scheme Typologies as a Summary table ]

[ please check that it captures the required KPI's that you would like carried forward to the Summary Table ]

Scheme Ref:	AO - Commuted Sum
No Units:	60
Location / Value Zone:	Lower
Development Scenario:	Greenfield
Notes:	Assisted Living / Extra-Care
Total GDV (£)	19,800,000
AH %	0%
Affordable Rent:	75.00%
Social Rent:	0.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	25.00%
CIL (£ psm)	-
CIL (£ per unit)	-
CIL (£)	-
Site Specific S106 (£ per unit)	6,000
Site Specific S106 (£)	360,000
Sub-total CIL+S106 (£ per unit)	6,000
Strategic Infrastructure (£ per unit)	-
Strategic Infrastructure (£)	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	6,000
Total Developers Profit (£)	3,960,000
Developers Profit (% on OMS)	20.0%
Developers Profit (% on AH)	6.0%
Developers Profit (% blended)	20.00%
Developers Profit (% on costs)	26.86%
RLV (£)	966,863
RLV (£/acre)	652,140
RLV (£/ha)	1,611,438
<b>Balance for Plan VA:</b>	
BLV (£)	667,170
BLV (£/acre)	450,000
BLV (£/ha)	1,111,950
Surplus/Deficit	299,693
Surplus/Deficit (£/acre)	202,140
Surplus/Deficit (£/ha)	499,488
Plan Viability comments	Viable
Commuted Sum (£ psm)	£141
Commuted Sum (£)	£885,073

Viable	if RLV > BLV
Marginal	if RLV < BLV, but RLV is positive
Not Viable	if RLV < BLV, and RLV is negative

## 190311 VOWH Residential Appraisals\_AL\_AO\_v3 - Summary Table

Scheme Ref:	AL	AL - Commuted Sum	AM	AM - Commuted Sum	AN	AN - Commuted Sum	AO	AO - Commuted Sum
No Units:	55	55	60	60	55	55	60	60
Location / Value Zone:	Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower
Development Scenario:	Brownfield	Brownfield	Brownfield	Brownfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:	Age Restricted / Sheltered Housing	Age Restricted / Sheltered Housing	Assisted Living / Extra-Care	Assisted Living / Extra-Care	Age Restricted / Sheltered Housing	Age Restricted / Sheltered Housing	Assisted Living / Extra-Care	Assisted Living / Extra-Care
Total GDV (£)	12,690,480	14,520,000	17,305,200	19,800,000	12,690,480	14,520,000	17,305,200	19,800,000
AH %	35%	0%	35%	0%	35%	0%	35%	0%
Affordable Rent:	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%
Social Rent:	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%
CIL (£ psm)	93.02	93.02	-	-	131.33	131.33	-	-
CIL (£ per unit)	4,837.04	7,441.60	-	-	6,829.16	10,506.40	-	-
CIL (£)	266,037	409,288	-	-	375,604	577,852	-	-
Site Specific S106 (£ per unit)	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000
Site Specific S106 (£)	330,000	330,000	360,000	360,000	330,000	330,000	360,000	360,000
Sub-total CIL+S106 (£ per unit)	10,837	13,442	6,000	6,000	12,829	16,506	6,000	6,000
Strategic Infrastructure (£ per unit)	-	-	-	-	-	-	-	-
Strategic Infrastructure (£)	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	10,837	13,442	6,000	6,000	12,829	16,506	6,000	6,000
Total Developers Profit (£)	2,082,749	2,904,000	2,840,112	3,960,000	2,082,749	2,904,000	2,840,112	3,960,000
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	16.41%	20.00%	16.41%	20.00%	16.41%	20.00%	16.41%	20.00%
Developers Profit (% on costs)	21.78%	27.47%	21.10%	26.69%	21.81%	27.51%	21.24%	26.86%
RLV (£)	923,465	923,466	886,653	886,653	934,403	934,403	966,863	966,863
RLV (£/acre)	849,366	849,367	598,039	598,039	859,426	859,427	652,140	652,140
RLV (£/ha)	2,098,784	2,098,785	1,477,755	1,477,755	2,123,642	2,123,643	1,611,439	1,611,438
<b>Balance for Plan VA:</b>								
BLV (£)	587,110	587,110	800,604	800,604	489,258	489,258	667,170	667,170
BLV (£/acre)	540,000	540,000	540,000	540,000	450,000	450,000	450,000	450,000
BLV (£/ha)	1,334,340	1,334,340	1,334,340	1,334,340	1,111,950	1,111,950	1,111,950	1,111,950
Surplus/Deficit	336,356	336,356	86,049	86,049	445,145	445,145	299,693	299,693
Surplus/Deficit (£/acre)	309,366	309,367	58,039	58,039	409,426	409,427	202,140	202,140
Surplus/Deficit (£/ha)	764,444	764,445	143,415	143,415	1,011,692	1,011,693	499,489	499,488
Plan Viability comments	Viabile	Viabile	Viabile	Viabile	Viabile	Viabile	Viabile	Viabile
Commuted Sum (£ psm)		126		140		111		141
Commuted Sum (£)		555,808		876,057		487,447		885,073