

Appendix 6 – Residential Appraisals

190306 VOWH Residential Appraisals_A_C_v3 - Version Notes

| Date | Version | Comments |
|--------|---------|----------|
| 190306 | v3 | |

Scheme Ref: **A**
 No Units: **400** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **North West of Grove Strategic Site**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|-----------------------|--|---------------------------|------------------------------------|-----------------------------|-----------------------|
| Total number of units in scheme | | 400 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% £ psm | | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 10.0% | 26.0 | 15.0% | 21.0 | 12% | 47.0 |
| 2 bed House | 25.0% | 65.0 | 30.0% | 42.0 | 27% | 107.0 |
| 3 bed House | 35.0% | 91.0 | 40.0% | 56.0 | 37% | 147.0 |
| 4 bed House | 5.0% | 13.0 | 7.5% | 10.5 | 6% | 23.5 |
| 5 bed House | 5.0% | 13.0 | 7.5% | 10.5 | 6% | 23.5 |
| 1 bed Flat | 7.0% | 18.2 | 0.0% | 0.0 | 5% | 18.2 |
| 2 bed Flat | 13.0% | 33.8 | 0.0% | 0.0 | 8% | 33.8 |
| Total number of units | | 100.0% | 260.0 | 100.0% | 140.0 | 100% |
| OMS Unit Floor areas - | | Net area per unit (sqm) | Net to Gross % | Gross (GIA) per unit (sqm) | | |
| 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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | | Net area per unit (sqm) | Net to Gross % | Gross (GIA) per unit (sqm) | | |
| 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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | | Mkt Units GIA (sqm) | AH units GIA (sqm) | Total GIA (all units) (sqm) | | |
| 1 bed House | 1,612 | 17,351 | 1,302 | 14,015 | 2,914 | 31,366 |
| 2 bed House | 5,135 | 55,273 | 3,318 | 35,715 | 8,453 | 90,987 |
| 3 bed House | 9,100 | 97,952 | 5,600 | 60,278 | 14,700 | 158,229 |
| 4 bed House | 1,495 | 16,092 | 1,208 | 12,997 | 2,703 | 29,089 |
| 5 bed House | 2,145 | 23,089 | 1,733 | 18,648 | 3,878 | 41,737 |
| 1 bed Flat | 1,071 | 11,524 | 0 | 0 | 1,071 | 11,524 |
| 2 bed Flat | 2,784 | 29,962 | 0 | 0 | 2,784 | 29,962 |
| | | 23,341 | 251,242 | 13,160 | 141,653 | 36,501 |
| AH % by floor area: | | 36.05% AH % by floor area due to mix | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | £psm | £psf | total MV (£ (no AH)) | |
| 1 bed House | 240,000 | 3,871 | 360 | | 11,280,000 | |
| 2 bed House | 300,000 | 3,797 | 353 | | 32,100,000 | |
| 3 bed House | 365,000 | 3,650 | 339 | | 53,655,000 | |
| 4 bed House | 400,000 | 3,478 | 323 | | 9,400,000 | |
| 5 bed House | 525,000 | 3,182 | 296 | | 12,337,500 | |
| 1 bed Flat | 200,000 | 4,000 | 372 | | 3,640,000 | |
| 2 bed Flat | 255,000 | 3,643 | 338 | | 8,619,000 | |
| | | 131,031,500 | | | | |
| Affordable Housing values (£) - | | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% |

Scheme Ref: **A**
 No Units: **400** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **North West of Grove Strategic Site**

| GROSS DEVELOPMENT VALUE | | | | | |
|---|------------|---|----------------------------------|--|--------------------|
| OMS GDV - (part houses due to % mix) | | | | | |
| 1 bed House | 26.0 | @ | 240,000 | | 6,240,000 |
| 2 bed House | 65.0 | @ | 300,000 | | 19,500,000 |
| 3 bed House | 91.0 | @ | 365,000 | | 33,215,000 |
| 4 bed House | 13.0 | @ | 400,000 | | 5,200,000 |
| 5 bed House | 13.0 | @ | 525,000 | | 6,825,000 |
| 1 bed Flat | 18.2 | @ | 200,000 | | 3,640,000 |
| 2 bed Flat | 33.8 | @ | 255,000 | | 8,619,000 |
| | 260.0 | | | | 83,239,000 |
| Affordable Rent GDV - | | | | | |
| 1 bed House | 15.8 | @ | 144,000 | | 2,268,000 |
| 2 bed House | 31.5 | @ | 180,000 | | 5,670,000 |
| 3 bed House | 42.0 | @ | 219,000 | | 9,198,000 |
| 4 bed House | 7.9 | @ | 240,000 | | 1,890,000 |
| 5 bed House | 7.9 | @ | 315,000 | | 2,480,625 |
| 1 bed Flat | 0.0 | @ | 120,000 | | - |
| 2 bed Flat | 0.0 | @ | 153,000 | | - |
| | 105.0 | | | | 21,506,625 |
| Social Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 105,600 | | - |
| 2 bed House | 0.0 | @ | 132,000 | | - |
| 3 bed House | 0.0 | @ | 160,600 | | - |
| 4 bed House | 0.0 | @ | 176,000 | | - |
| 5 bed House | 0.0 | @ | 231,000 | | - |
| 1 bed Flat | 0.0 | @ | 88,000 | | - |
| 2 bed Flat | 0.0 | @ | 112,200 | | - |
| | 0.0 | | | | - |
| Intermediate GDV - | | | | | |
| 1 bed House | 5.3 | @ | 182,400 | | 957,600 |
| 2 bed House | 10.5 | @ | 228,000 | | 2,394,000 |
| 3 bed House | 14.0 | @ | 277,400 | | 3,883,600 |
| 4 bed House | 2.6 | @ | 304,000 | | 798,000 |
| 5 bed House | 2.6 | @ | 399,000 | | 1,047,375 |
| 1 bed Flat | 0.0 | @ | 152,000 | | - |
| 2 bed Flat | 0.0 | @ | 193,800 | | - |
| | 35.0 | | | | 9,080,575 |
| Sub-total GDV Residential | 400 | | | | 113,826,200 |
| AH on-site cost analysis: | | | | EMV (no AH) less £GDV (inc. AH) | 17,205,300 |
| | | | 471 £ psm (total GIA sqm) | 43,013 £ per unit (total units) | |
| Grant | 400 | @ | 0 | | - |
| Total GDV | | | | | 113,826,200 |

| DEVELOPMENT COSTS | | | | | |
|---|---------------------------|--------------------------|--|-------------------------------------|---------------------|
| Initial Payments - | | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | | (210,000) |
| Statutory Planning Fees (Residential) | | | | | (71,159) |
| CIL | | 23,341 sqm (Market only) | | 0.00 £ psm | - |
| CIL analysis: | | 0.00% % of GDV | | 0 £ per unit (total units) | - |
| Site Specific S106 Contributions | Year 1 | 3,403,447 | | | (3,403,447) |
| | Year 2 | 3,403,447 | | | (3,403,447) |
| | Year 3 | 6,806,894 | | | (6,806,894) |
| | Year 4 | 0 | | | - |
| | Year 5 | 0 | | | - |
| | Year 6 | 0 | | | - |
| | Year 7 | 0 | | | - |
| | Year 8 | 0 | | | - |
| | Year 9 | 0 | | | - |
| | Year 10 | 0 | | | - |
| | Year 11 | 0 | | | - |
| | Year 12 | 0 | | | - |
| | Year 13 | 0 | | | - |
| | Year 14 | 0 | | | - |
| | Year 15 | 0 | | | - |
| | total | 400 units @ | | per unit | - |
| S106 analysis: | 1,021,034 £ per ha | 11.96% % of GDV | | 34,034 £ per unit (total ur) | (13,613,788) |
| AH Commuted Sum | | 36,501 sqm (total) | | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | | |

| | | | | | |
|--|--------------------------|--|--------------|------------------------------------|---------------------|
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| No Units: | 400 | Notes: North West of Grove Strategic Site | | | |
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 32.95 acres @ | | 0 £ per acre (if brownfield) | - |
| Infrastructure costs - | Year 1 | 1,167,000 | | | (1,167,000) |
| | Year 2 | 1,167,000 | | | (1,167,000) |
| | Year 3 | 2,334,000 | | | (2,334,000) |
| | Year 4 | 0 | | | - |
| | Year 5 | 0 | | | - |
| | Year 6 | 0 | | | - |
| | Year 7 | 0 | | | - |
| | Year 8 | 0 | | | - |
| | Year 9 | 0 | | | - |
| | Year 10 | 0 | | | - |
| | Year 11 | 0 | | | - |
| | Year 12 | 0 | | | - |
| | Year 13 | 0 | | | - |
| | Year 14 | 0 | | | - |
| | Year 15 | 0 | | | - |
| | total | 400 units @ | | 0 per unit | - |
| Infra. Costs analysis: | 350,100 £ per ha | 4.10% % of GDV | | 11,670 £ per unit (total ur | (4,668,000) |
| 1 bed House | | 2,914 sqm @ | | 1,160 psm | (3,380,240) |
| 2 bed House | | 8,453 sqm @ | | 1,160 psm | (9,805,480) |
| 3 bed House | | 14,700 sqm @ | | 1,160 psm | (17,052,000) |
| 4 bed House | | 2,703 sqm @ | | 1,160 psm | (3,134,900) |
| 5 bed House | | 3,878 sqm @ | | 1,160 psm | (4,497,900) |
| 1 bed Flat | | 1,071 sqm @ | | 1,288 psm | (1,378,918) |
| 2 bed Flat | 36,501 | 2,784 sqm @ | | 1,288 psm | (3,585,186) |
| External works | | 42,834,624 @ | | 15.0% 16,063 £ per unit | (6,425,194) |
| M4(2) Category 2 Housing | Aff units | 140 units @ | 95% @ | 521 £ per unit | (69,293) |
| M4(3) Category 3 Housing | Aff units | 140 units @ | 5% @ | 10,111 £ per unit | (70,777) |
| M4(2) Category 2 Housing | Mrkt units | 260 units @ | 15% @ | 521 £ per unit | (20,319) |
| M4(3) Category 3 Housing | Mrkt units | 260 units @ | 2% @ | 10,111 £ per unit | (52,577) |
| Water Efficiency additional cost | | 400 units @ | | 10 £ per unit | (4,000) |
| Contingency | | 54,144,783 @ | | 3.0% | (1,624,343) |
| Professional Fees | | 54,144,783 @ | | 6.5% | (3,519,411) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 83,239,000 OMS @ | | 1.00% 2,081 £ per unit | (832,390) |
| Residential Sales Legal Costs | | 83,239,000 OMS @ | | 0.50% 1,040 £ per unit | (416,195) |
| Marketing and Promotion | | 83,239,000 OMS @ | | 3.00% 9,364 £ per unit | (2,497,170) |
| Interest (on Development Costs) - | | 6.25% APR | | 0.506% pcm | (378,991) |
| Developers Profit - | | | | | |
| Margin on AH | | 30,587,200 | | 6.00% on AH values | (1,835,232) |
| Profit on OMS | | 83,239,000 | | 20.00% | (16,647,800) |
| Profit analysis: | | 77,308,231 | | 23.91% on costs | (18,483,032) |
| | | 113,826,200 | | 16.24% blended | (18,483,032) |
| TOTAL COSTS | | | | | (95,791,263) |
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 18,034,937 |
| SDLT | | 18,034,937 @ | | (slabbed) | (891,247) |
| Acquisition Agent fees | | 18,034,937 @ | | 1.0% | (180,349) |
| Acquisition Legal fees | | 18,034,937 @ | | 0.5% | (90,175) |
| Interest on Land | | 18,034,937 @ | | 6.25% | (1,127,184) |
| Residual Land Value | | | | | 15,745,982 |
| RLV analysis: | 39,365 £ per plot | 1,180,949 £ per ha | | 477,923 £ per acre | |
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 13.33 ha | | 32.95 acres | |
| Density analysis: | | 2.738 sqm/ha | | 11.925 sqft/ac | |
| Benchmark Land Value (Net) | 37,065 £ per plot | 1,111,950 £ per ha | | 450,000 £ per acre | 14,826,000 |
| BALANCE | | | | | |
| Surplus/(Deficit) | | 68,999 £ per ha | | 27,923 £ per acre | 919,982 |

Scheme Ref: **A**
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 Notes: **North West of Grove Strategic Site**

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 | 919,982 | 0 | 3,028,694 | 2,325,790 | 1,622,886 | 919,982 | 217,079 | (485,825) | (1,188,764) |
| | 20 | 2,513,582 | 1,842,873 | 1,172,164 | 501,454 | (169,255) | (839,964) | (1,510,674) | |
| | 40 | 1,998,471 | 1,359,956 | 721,441 | 82,926 | (555,589) | (1,194,104) | (1,832,619) | |
| | 60 | 1,482,250 | 876,281 | 270,312 | (335,657) | (941,923) | (1,548,243) | (2,154,563) | |
| | 80 | 965,658 | 391,976 | (181,706) | (755,388) | (1,329,070) | (1,902,752) | (2,476,508) | |
| | 100 | 449,066 | (92,329) | (633,724) | (1,175,119) | (1,716,515) | (2,257,910) | (2,799,305) | |
| | 120 | (68,860) | (577,464) | (1,086,069) | (1,594,851) | (2,103,959) | (2,613,067) | (3,122,175) | |
| | 140 | (587,011) | (1,063,231) | (1,539,450) | (2,015,670) | (2,491,890) | (2,968,224) | (3,445,045) | |
| | 160 | (1,105,531) | (1,548,997) | (1,992,832) | (2,436,668) | (2,880,503) | (3,324,338) | (3,768,173) | |
| | 180 | (1,625,319) | (2,036,085) | (2,446,850) | (2,857,665) | (3,269,116) | (3,680,567) | (4,092,018) | |
| | 200 | (2,145,107) | (2,523,386) | (2,901,665) | (3,279,943) | (3,658,222) | (4,036,795) | (4,415,862) | |
| | 220 | (2,666,309) | (3,011,313) | (3,356,479) | (3,702,271) | (4,048,063) | (4,393,855) | (4,739,706) | |
| | 240 | (3,187,813) | (3,500,223) | (3,812,633) | (4,125,043) | (4,437,904) | (4,751,209) | (5,064,515) | |
| | 260 | (3,710,436) | (3,989,342) | (4,268,949) | (4,548,765) | (4,828,581) | (5,108,563) | (5,389,382) | |
| | 280 | (4,234,667) | (4,479,934) | (4,726,134) | (4,972,486) | (5,219,708) | (5,466,930) | (5,714,252) | |
| | 300 | (4,760,734) | (4,972,281) | (5,184,723) | (5,397,513) | (5,611,007) | (5,825,464) | (6,040,092) | |
| | 320 | (5,288,868) | (5,466,389) | (5,644,916) | (5,823,867) | (6,003,485) | (6,184,268) | (6,366,032) | |
| | 340 | (5,819,302) | (5,962,679) | (6,106,915) | (6,251,734) | (6,397,365) | (6,544,160) | (6,692,117) | |
| | 360 | (6,352,269) | (6,461,312) | (6,570,924) | (6,681,302) | (6,792,672) | (6,905,298) | (7,019,188) | |
| | 380 | (6,888,633) | (6,962,505) | (7,037,147) | (7,112,847) | (7,189,726) | (7,267,840) | (7,347,421) | |
| 400 | (7,428,177) | (7,466,683) | (7,506,209) | (7,546,804) | (7,588,655) | (7,631,947) | (7,676,864) | | |
| 420 | (7,972,020) | (7,974,523) | (7,978,178) | (7,983,158) | (7,989,635) | (7,997,778) | (8,007,758) | | |
| 440 | (8,520,472) | (8,486,452) | (8,453,768) | (8,422,578) | (8,393,040) | (8,365,496) | (8,340,217) | | |
| 460 | (9,071,637) | (9,002,509) | (8,933,380) | (8,865,313) | (8,799,349) | (8,735,610) | (8,674,388) | | |
| 480 | (9,622,803) | (9,519,227) | (9,415,650) | (9,312,074) | (9,208,978) | (9,108,234) | (9,010,611) | | |
| 500 | (10,176,663) | (10,036,935) | (9,897,920) | (9,759,896) | (9,621,872) | (9,484,094) | (9,349,233) | | |

TABLE 2

| | | Site Specific S106 100% (where 110% is a 10% increase etc.) | | | | | | | |
|---------------------|-------------|---|--------------|--------------|--------------|--------------|--------------|--------------|-------------|
| Balance (RLV - BLV) | | 100% | 110% | 120% | 130% | 140% | 150% | 160% | |
| CIL £psm 0.00 | 919,982 | 0 | 919,982 | (292,373) | (1,506,438) | (2,721,958) | (3,939,714) | (5,159,997) | (6,382,673) |
| | 20 | 501,454 | (711,182) | (1,926,169) | (3,142,955) | (4,361,659) | (5,582,680) | (6,806,421) | |
| | 40 | 82,926 | (1,130,913) | (2,346,196) | (3,563,953) | (4,783,986) | (6,006,401) | (7,232,192) | |
| | 60 | (335,657) | (1,550,644) | (2,767,194) | (3,985,648) | (5,206,408) | (6,430,123) | (7,660,615) | |
| | 80 | (755,388) | (1,970,434) | (3,188,191) | (4,407,976) | (5,630,130) | (6,855,237) | (8,092,412) | |
| | 100 | (1,175,119) | (2,391,432) | (3,609,637) | (4,830,303) | (6,053,851) | (7,282,671) | (8,528,497) | |
| | 120 | (1,594,851) | (2,812,429) | (4,031,965) | (5,253,858) | (6,478,512) | (7,712,858) | (8,970,131) | |
| | 140 | (2,015,670) | (3,233,627) | (4,454,292) | (5,677,580) | (6,905,167) | (8,146,370) | (9,417,423) | |
| | 160 | (2,436,668) | (3,655,954) | (4,877,586) | (6,101,967) | (7,334,177) | (8,583,966) | (9,865,245) | |
| | 180 | (2,857,665) | (4,078,282) | (5,301,308) | (6,528,030) | (7,765,891) | (9,026,923) | (10,313,451) | |
| | 200 | (3,279,943) | (4,501,315) | (5,725,423) | (6,955,986) | (8,200,876) | (9,474,502) | (10,763,541) | |
| | 220 | (3,702,271) | (4,925,036) | (6,151,075) | (7,386,486) | (8,639,893) | (9,922,324) | (11,213,631) | |
| | 240 | (4,125,043) | (5,348,878) | (6,578,451) | (7,819,484) | (9,083,759) | (10,370,819) | (11,665,059) | |
| | 260 | (4,548,765) | (5,774,119) | (7,007,740) | (8,255,751) | (9,531,581) | (10,820,909) | (12,117,429) | |
| | 280 | (4,972,486) | (6,200,947) | (7,439,369) | (8,695,892) | (9,979,403) | (11,270,999) | (12,569,839) | |
| | 300 | (5,397,513) | (6,629,548) | (7,873,691) | (9,140,837) | (10,428,187) | (11,722,718) | (13,024,500) | |
| | 320 | (5,823,867) | (7,060,114) | (8,311,167) | (9,588,659) | (10,878,277) | (12,175,088) | (13,479,161) | |
| | 340 | (6,251,734) | (7,492,833) | (8,752,319) | (10,036,482) | (11,328,367) | (12,627,789) | (13,934,883) | |
| | 360 | (6,681,302) | (7,928,283) | (9,197,916) | (10,485,555) | (11,780,376) | (13,082,450) | (14,391,846) | |
| | 380 | (7,112,847) | (8,366,635) | (9,645,738) | (10,935,645) | (12,232,746) | (13,537,111) | (14,853,678) | |
| 400 | (7,546,804) | (8,808,746) | (10,093,560) | (11,385,735) | (12,685,740) | (13,993,127) | (15,379,851) | | |
| 420 | (7,983,158) | (9,254,995) | (10,542,923) | (11,838,035) | (13,140,401) | (14,450,090) | (15,906,245) | | |
| 440 | (8,422,578) | (9,702,817) | (10,993,013) | (12,290,405) | (13,595,062) | (14,920,551) | (16,433,668) | | |
| 460 | (8,865,313) | (10,150,639) | (11,443,324) | (12,743,690) | (14,051,371) | (15,446,945) | (16,962,727) | | |
| 480 | (9,312,074) | (10,600,291) | (11,895,693) | (13,198,351) | (14,508,335) | (15,973,338) | (17,491,787) | | |
| 500 | (9,759,896) | (11,050,381) | (12,348,063) | (13,653,012) | (14,987,645) | (16,501,101) | (18,020,846) | | |

Scheme Ref: **A**
 No Units: **400** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **North West of Grove Strategic Site**

TABLE 3

| Balance (RLV - BLV) | 919,982 | Infrastructure Costs 100% (where 110% is a 10% increase etc.) | | | | | |
|---------------------|-------------|---|--------------|--------------|--------------|--------------|--------------|
| | | 100% | 110% | 120% | 130% | 140% | 150% |
| 0 | 919,982 | 465,083 | 10,184 | (444,716) | (899,985) | (1,355,865) | (1,811,745) |
| 20 | 501,454 | 46,555 | (408,344) | (863,836) | (1,319,716) | (1,775,596) | (2,231,476) |
| 40 | 82,926 | (371,973) | (827,686) | (1,283,567) | (1,739,447) | (2,195,327) | (2,652,170) |
| 60 | (335,657) | (791,537) | (1,247,418) | (1,703,298) | (2,159,338) | (2,616,253) | (3,073,167) |
| 80 | (755,388) | (1,211,269) | (1,667,149) | (2,123,421) | (2,580,336) | (3,037,250) | (3,494,165) |
| 100 | (1,175,119) | (1,631,000) | (2,087,504) | (2,544,419) | (3,001,333) | (3,458,318) | (3,916,321) |
| CIL Epsm | | | | | | | |
| 0.00 | | | | | | | |
| 120 | (1,594,851) | (2,051,587) | (2,508,502) | (2,965,416) | (3,422,643) | (3,880,646) | (4,338,649) |
| 140 | (2,015,670) | (2,472,585) | (2,929,499) | (3,386,968) | (3,844,971) | (4,302,974) | (4,761,302) |
| 160 | (2,436,668) | (2,893,582) | (3,351,293) | (3,809,296) | (4,267,299) | (4,725,879) | (5,185,023) |
| 180 | (2,857,665) | (3,315,618) | (3,773,621) | (4,231,624) | (4,690,456) | (5,149,600) | (5,608,745) |
| 200 | (3,279,943) | (3,737,946) | (4,195,949) | (4,655,033) | (5,114,177) | (5,573,322) | (6,033,656) |
| 220 | (3,702,271) | (4,160,466) | (4,619,610) | (5,078,755) | (5,538,155) | (5,998,522) | (6,460,156) |
| 240 | (4,125,043) | (4,584,187) | (5,043,332) | (5,502,995) | (5,963,591) | (6,425,406) | (6,888,726) |
| 260 | (4,548,765) | (5,007,909) | (5,467,834) | (5,928,660) | (6,390,671) | (6,854,156) | (7,319,402) |
| 280 | (4,972,486) | (5,432,674) | (5,893,729) | (6,355,937) | (6,819,585) | (7,284,961) | (7,752,486) |
| 300 | (5,397,513) | (5,858,798) | (6,321,203) | (6,785,014) | (7,250,521) | (7,718,205) | (8,188,663) |
| 320 | (5,823,867) | (6,286,469) | (6,750,443) | (7,216,081) | (7,683,925) | (8,154,412) | (8,628,341) |
| 340 | (6,251,734) | (6,715,873) | (7,181,640) | (7,649,645) | (8,120,161) | (8,594,047) | (9,072,157) |
| 360 | (6,681,302) | (7,147,200) | (7,615,365) | (8,085,911) | (8,559,754) | (9,037,683) | (9,519,769) |
| 380 | (7,112,847) | (7,581,084) | (8,051,660) | (8,525,460) | (9,003,209) | (9,485,153) | (9,967,591) |
| 400 | (7,546,804) | (8,017,409) | (8,491,166) | (8,968,735) | (9,450,537) | (9,932,975) | (10,416,152) |
| 420 | (7,983,158) | (8,456,872) | (8,934,261) | (9,415,922) | (9,898,360) | (10,381,388) | (10,866,243) |
| 440 | (8,422,578) | (8,899,787) | (9,381,306) | (9,863,744) | (10,346,624) | (10,831,479) | (11,316,333) |
| 460 | (8,865,313) | (9,346,690) | (9,829,128) | (10,311,860) | (10,796,715) | (11,281,569) | (11,768,150) |
| 480 | (9,312,074) | (9,794,512) | (10,277,097) | (10,761,951) | (11,246,805) | (11,733,232) | (12,220,520) |
| 500 | (9,759,896) | (10,242,334) | (10,727,187) | (11,212,041) | (11,698,314) | (12,185,602) | (12,673,354) |

TABLE 4

| Balance (RLV - BLV) | 919,982 | Profit 20% | | | | | | |
|---------------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|-----|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| 0 | 4,551,284 | 3,825,024 | 3,098,763 | 2,372,503 | 1,646,243 | 919,982 | 193,722 | |
| 20 | 4,132,756 | 3,406,495 | 2,680,235 | 1,953,975 | 1,227,715 | 501,454 | (224,806) | |
| 40 | 3,714,227 | 2,987,967 | 2,261,707 | 1,535,447 | 809,186 | 82,926 | (643,334) | |
| 60 | 3,295,644 | 2,569,384 | 1,843,124 | 1,116,863 | 390,603 | (335,657) | (1,061,917) | |
| 80 | 2,875,913 | 2,149,653 | 1,423,392 | 697,132 | (29,128) | (755,388) | (1,481,649) | |
| 100 | 2,456,182 | 1,729,922 | 1,003,661 | 277,401 | (448,859) | (1,175,119) | (1,901,380) | |
| 120 | 2,036,451 | 1,310,190 | 583,930 | (142,330) | (868,590) | (1,594,851) | (2,321,111) | |
| 140 | 1,615,631 | 889,371 | 163,111 | (563,150) | (1,289,410) | (2,015,670) | (2,741,930) | |
| 160 | 1,194,634 | 468,374 | (257,887) | (984,147) | (1,710,407) | (2,436,668) | (3,162,928) | |
| 180 | 773,636 | 47,376 | (678,884) | (1,405,145) | (2,131,405) | (2,857,665) | (3,583,925) | |
| 200 | 351,358 | (374,902) | (1,101,163) | (1,827,423) | (2,553,683) | (3,279,943) | (4,006,204) | |
| 220 | (70,970) | (797,230) | (1,523,490) | (2,249,750) | (2,976,011) | (3,702,271) | (4,428,531) | |
| 240 | (493,742) | (1,220,002) | (1,946,262) | (2,672,522) | (3,398,783) | (4,125,043) | (4,851,303) | |
| 260 | (917,463) | (1,643,724) | (2,369,984) | (3,096,244) | (3,822,504) | (4,548,765) | (5,275,025) | |
| 280 | (1,341,185) | (2,067,445) | (2,793,705) | (3,519,966) | (4,246,226) | (4,972,486) | (5,698,746) | |
| 300 | (1,766,212) | (2,492,472) | (3,218,733) | (3,944,993) | (4,671,253) | (5,397,513) | (6,123,774) | |
| 320 | (2,192,566) | (2,918,826) | (3,645,087) | (4,371,347) | (5,097,607) | (5,823,867) | (6,550,128) | |
| 340 | (2,620,433) | (3,346,693) | (4,072,954) | (4,799,214) | (5,525,474) | (6,251,734) | (6,977,995) | |
| 360 | (3,050,001) | (3,776,261) | (4,502,521) | (5,228,782) | (5,955,042) | (6,681,302) | (7,407,562) | |
| 380 | (3,481,546) | (4,207,806) | (4,934,066) | (5,660,327) | (6,386,587) | (7,112,847) | (7,839,108) | |
| 400 | (3,915,503) | (4,641,763) | (5,368,023) | (6,094,284) | (6,820,544) | (7,546,804) | (8,273,064) | |
| 420 | (4,351,857) | (5,078,117) | (5,804,377) | (6,530,638) | (7,256,898) | (7,983,158) | (8,709,419) | |
| 440 | (4,791,277) | (5,517,537) | (6,243,798) | (6,970,058) | (7,696,318) | (8,422,578) | (9,148,839) | |
| 460 | (5,234,012) | (5,960,272) | (6,686,532) | (7,412,793) | (8,139,053) | (8,865,313) | (9,591,574) | |
| 480 | (5,680,773) | (6,407,033) | (7,133,293) | (7,859,553) | (8,585,814) | (9,312,074) | (10,038,334) | |
| 500 | (6,128,595) | (6,854,855) | (7,581,115) | (8,307,375) | (9,033,636) | (9,759,896) | (10,486,156) | |

Scheme Ref: **A**
 No Units: **400** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **North West of Grove Strategic Site**

TABLE 5

| Balance (RLV - BLV) | 919,982 | BLV (per acre) | | | | | | |
|---------------------|---------|----------------|-------------|--------------|--------------|--------------|--------------|--------------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| | 0 | 5,861,982 | 2,567,316 | (727,351) | (4,022,018) | (7,316,684) | (10,611,351) | (13,906,018) |
| | 20 | 5,443,454 | 2,148,788 | (1,145,879) | (4,440,546) | (7,735,212) | (11,029,879) | (14,324,546) |
| | 40 | 5,024,926 | 1,730,259 | (1,564,407) | (4,859,074) | (8,153,741) | (11,448,407) | (14,743,074) |
| | 60 | 4,606,343 | 1,311,676 | (1,982,990) | (5,277,657) | (8,572,324) | (11,866,990) | (15,161,657) |
| | 80 | 4,186,612 | 891,945 | (2,402,722) | (5,697,388) | (8,992,055) | (12,286,722) | (15,581,388) |
| CIL £psm | 100 | 3,766,881 | 472,214 | (2,822,453) | (6,117,119) | (9,411,786) | (12,706,453) | (16,001,119) |
| 0.00 | 120 | 3,347,149 | 52,483 | (3,242,184) | (6,536,851) | (9,831,517) | (13,126,184) | (16,420,851) |
| | 140 | 2,926,330 | (368,337) | (3,663,003) | (6,957,670) | (10,252,337) | (13,547,003) | (16,841,670) |
| | 160 | 2,505,332 | (789,334) | (4,084,001) | (7,378,668) | (10,673,334) | (13,968,001) | (17,262,668) |
| | 180 | 2,084,335 | (1,210,332) | (4,504,998) | (7,799,665) | (11,094,332) | (14,388,998) | (17,683,665) |
| | 200 | 1,662,057 | (1,632,610) | (4,927,277) | (8,221,943) | (11,516,610) | (14,811,277) | (18,105,943) |
| | 220 | 1,239,729 | (2,054,938) | (5,349,604) | (8,644,271) | (11,938,938) | (15,233,604) | (18,528,271) |
| | 240 | 816,957 | (2,477,710) | (5,772,376) | (9,067,043) | (12,361,710) | (15,656,376) | (18,951,043) |
| | 260 | 393,235 | (2,901,431) | (6,196,098) | (9,490,765) | (12,785,431) | (16,080,098) | (19,374,765) |
| | 280 | (30,486) | (3,325,153) | (6,619,820) | (9,914,486) | (13,209,153) | (16,503,820) | (19,798,486) |
| | 300 | (455,513) | (3,750,180) | (7,044,847) | (10,339,513) | (13,634,180) | (16,928,847) | (20,223,513) |
| | 320 | (881,867) | (4,176,534) | (7,471,201) | (10,765,867) | (14,060,534) | (17,355,201) | (20,649,867) |
| | 340 | (1,309,734) | (4,604,401) | (7,899,068) | (11,193,734) | (14,488,401) | (17,783,068) | (21,077,734) |
| | 360 | (1,739,302) | (5,033,969) | (8,328,635) | (11,623,302) | (14,917,969) | (18,212,635) | (21,507,302) |
| | 380 | (2,170,847) | (5,465,514) | (8,760,181) | (12,054,847) | (15,349,514) | (18,644,181) | (21,938,847) |
| | 400 | (2,604,804) | (5,899,471) | (9,194,137) | (12,488,804) | (15,783,471) | (19,078,137) | (22,372,804) |
| | 420 | (3,041,158) | (6,335,825) | (9,630,492) | (12,925,158) | (16,219,825) | (19,514,492) | (22,809,158) |
| | 440 | (3,480,578) | (6,775,245) | (10,069,912) | (13,364,578) | (16,659,245) | (19,953,912) | (23,248,578) |
| | 460 | (3,923,313) | (7,217,980) | (10,512,647) | (13,807,313) | (17,101,980) | (20,396,647) | (23,691,313) |
| | 480 | (4,370,074) | (7,664,741) | (10,959,407) | (14,254,074) | (17,548,741) | (20,843,407) | (24,138,074) |
| | 500 | (4,817,896) | (8,112,563) | (11,407,229) | (14,701,896) | (17,996,563) | (21,291,229) | (24,585,896) |

TABLE 6

| Balance (RLV - BLV) | 919,982 | Density (dph) | | | | | | |
|---------------------|---------|---------------|-------------|-------------|-------------|-------------|------------|------------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| | 0 | 919,982 | 4,626,482 | 6,850,382 | 8,332,982 | 9,391,982 | 10,186,232 | 10,803,982 |
| | 20 | 501,454 | 4,207,954 | 6,431,854 | 7,914,454 | 8,973,454 | 9,767,704 | 10,385,454 |
| | 40 | 82,926 | 3,789,426 | 6,013,326 | 7,495,926 | 8,554,926 | 9,349,176 | 9,966,926 |
| | 60 | (335,657) | 3,370,843 | 5,594,743 | 7,077,343 | 8,136,343 | 8,930,593 | 9,548,343 |
| | 80 | (755,388) | 2,951,112 | 5,175,012 | 6,657,612 | 7,716,612 | 8,510,862 | 9,128,612 |
| CIL £psm | 100 | (1,175,119) | 2,531,381 | 4,755,281 | 6,237,881 | 7,296,881 | 8,091,131 | 8,708,881 |
| 0.00 | 120 | (1,594,851) | 2,111,649 | 4,335,549 | 5,818,149 | 6,877,149 | 7,671,399 | 8,289,149 |
| | 140 | (2,015,670) | 1,690,830 | 3,914,730 | 5,397,330 | 6,456,330 | 7,250,580 | 7,868,330 |
| | 160 | (2,436,668) | 1,269,832 | 3,493,732 | 4,976,332 | 6,035,332 | 6,829,582 | 7,447,332 |
| | 180 | (2,857,665) | 848,835 | 3,072,735 | 4,555,335 | 5,614,335 | 6,408,585 | 7,026,335 |
| | 200 | (3,279,943) | 426,557 | 2,650,457 | 4,133,057 | 5,192,057 | 5,986,307 | 6,604,057 |
| | 220 | (3,702,271) | 4,229 | 2,228,129 | 3,710,729 | 4,769,729 | 5,563,979 | 6,181,729 |
| | 240 | (4,125,043) | (418,543) | 1,805,357 | 3,287,957 | 4,346,957 | 5,141,207 | 5,758,957 |
| | 260 | (4,548,765) | (842,265) | 1,381,635 | 2,864,235 | 3,923,235 | 4,717,485 | 5,335,235 |
| | 280 | (4,972,486) | (1,265,986) | 957,914 | 2,440,514 | 3,499,514 | 4,293,764 | 4,911,514 |
| | 300 | (5,397,513) | (1,691,013) | 532,887 | 2,015,487 | 3,074,487 | 3,868,737 | 4,486,487 |
| | 320 | (5,823,867) | (2,117,367) | 106,533 | 1,589,133 | 2,648,133 | 3,442,383 | 4,060,133 |
| | 340 | (6,251,734) | (2,545,234) | (321,334) | 1,161,266 | 2,220,266 | 3,014,516 | 3,632,266 |
| | 360 | (6,681,302) | (2,974,802) | (750,902) | 731,698 | 1,790,698 | 2,584,948 | 3,202,698 |
| | 380 | (7,112,847) | (3,406,347) | (1,182,447) | 300,153 | 1,359,153 | 2,153,403 | 2,771,153 |
| | 400 | (7,546,804) | (3,840,304) | (1,616,404) | (133,804) | 925,196 | 1,719,446 | 2,337,196 |
| | 420 | (7,983,158) | (4,276,658) | (2,052,758) | (570,158) | 488,842 | 1,283,092 | 1,900,842 |
| | 440 | (8,422,578) | (4,716,078) | (2,492,178) | (1,009,578) | 49,422 | 843,672 | 1,461,422 |
| | 460 | (8,865,313) | (5,158,813) | (2,934,913) | (1,452,313) | (393,313) | 400,937 | 1,018,687 |
| | 480 | (9,312,074) | (5,605,574) | (3,381,674) | (1,899,074) | (840,074) | (45,824) | 571,926 |
| | 500 | (9,759,896) | (6,053,396) | (3,829,496) | (2,346,896) | (1,287,896) | (493,646) | 124,104 |



Scheme Ref: **A**
 No Units: **400** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **North West of Grove Strategic Site**

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) | 919,982 | 0 | 5,676,123 | 3,300,048 | 919,982 | (1,465,110) | (3,856,272) | (6,255,856) | (8,671,219) |
| | 20 | 5,259,812 | 2,882,660 | 501,454 | (1,884,841) | (4,277,587) | (6,679,577) | (9,102,637) | |
| | 40 | 4,843,501 | 2,465,272 | 82,926 | (2,304,573) | (4,699,914) | (7,104,313) | (9,536,970) | |
| | 60 | 4,427,190 | 2,047,883 | (335,657) | (2,725,473) | (5,122,242) | (7,530,622) | (9,974,703) | |
| | 80 | 4,009,914 | 1,629,725 | (755,388) | (3,146,470) | (5,545,585) | (7,958,767) | (10,416,427) | |
| CIL £psm | 100 | 3,592,525 | 1,211,197 | (1,175,119) | (3,567,601) | (5,969,306) | (8,389,208) | (10,862,914) | |
| | 0.00 | 120 | 3,175,137 | 792,669 | (1,594,851) | (3,989,929) | (6,393,653) | (8,821,914) | (11,310,736) |
| | | 140 | 2,757,749 | 374,065 | (2,015,670) | (4,412,256) | (6,819,469) | (9,257,676) | (11,759,642) |
| | | 160 | 2,339,468 | (45,666) | (2,436,668) | (4,835,314) | (7,246,942) | (9,696,751) | (12,209,732) |
| | | 180 | 1,920,940 | (465,398) | (2,857,665) | (5,259,036) | (7,676,260) | (10,139,902) | (12,660,908) |
| | | 200 | 1,502,412 | (885,129) | (3,279,943) | (5,682,993) | (8,107,742) | (10,587,160) | (13,113,278) |
| | | 220 | 1,083,787 | (1,305,868) | (3,702,271) | (6,108,317) | (8,541,887) | (11,034,982) | (13,566,759) |
| | | 240 | 664,055 | (1,726,865) | (4,125,043) | (6,535,193) | (8,978,801) | (11,484,146) | (14,021,420) |
| | | 260 | 244,324 | (2,147,863) | (4,548,765) | (6,963,809) | (9,419,112) | (11,934,237) | (14,477,240) |
| | | 280 | (175,407) | (2,569,958) | (4,972,486) | (7,394,354) | (9,863,583) | (12,385,342) | (14,951,550) |
| | | 300 | (596,065) | (2,992,286) | (5,397,513) | (7,827,019) | (10,311,405) | (12,837,711) | (15,476,701) |
| | | 320 | (1,017,063) | (3,414,772) | (5,823,867) | (8,262,258) | (10,759,227) | (13,290,789) | (16,003,095) |
| | | 340 | (1,438,060) | (3,838,494) | (6,251,734) | (8,700,452) | (11,208,650) | (13,745,450) | (16,531,008) |
| | | 360 | (1,859,973) | (4,262,215) | (6,681,302) | (9,142,142) | (11,658,741) | (14,200,535) | (17,060,068) |
| | | 380 | (2,282,300) | (4,686,854) | (7,112,847) | (9,587,828) | (12,109,775) | (14,657,499) | (17,589,127) |
| | | 400 | (2,704,628) | (5,112,715) | (7,546,804) | (10,035,651) | (12,562,144) | (15,158,384) | (18,118,187) |
| | | 420 | (3,128,223) | (5,539,985) | (7,983,158) | (10,483,473) | (13,014,820) | (15,684,727) | (18,647,246) |
| | | 440 | (3,551,944) | (5,968,851) | (8,422,578) | (10,933,155) | (13,469,481) | (16,211,121) | (19,176,800) |
| | | 460 | (3,976,194) | (6,399,501) | (8,865,313) | (11,383,245) | (13,924,142) | (16,740,088) | (19,708,539) |
| | | 480 | (4,401,562) | (6,832,124) | (9,312,074) | (11,834,208) | (14,380,793) | (17,269,148) | (20,240,278) |
| | | 500 | (4,828,266) | (7,266,913) | (9,759,896) | (12,286,577) | (14,841,010) | (17,798,207) | (20,772,017) |

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) | 919,982 | 0 | (4,607,638) | (1,841,065) | 919,982 | 3,676,874 | 6,430,970 | 9,183,621 | 11,933,348 |
| | 20 | (5,028,635) | (2,260,796) | 501,454 | 3,259,486 | 6,014,659 | 8,767,416 | 11,518,051 | |
| | 40 | (5,450,953) | (2,680,528) | 82,926 | 2,842,098 | 5,598,348 | 8,351,105 | 11,102,754 | |
| | 60 | (5,873,281) | (3,101,155) | (335,657) | 2,424,590 | 5,180,954 | 7,934,794 | 10,687,458 | |
| | 80 | (6,296,518) | (3,522,153) | (755,388) | 2,006,062 | 4,763,566 | 7,518,482 | 10,271,240 | |
| CIL £psm | 100 | (6,720,240) | (3,943,150) | (1,175,119) | 1,587,534 | 4,346,178 | 7,102,171 | 9,854,928 | |
| | 0.00 | 120 | (7,144,701) | (4,365,448) | (1,594,851) | 1,169,005 | 3,928,789 | 6,685,034 | 9,438,617 |
| | | 140 | (7,570,855) | (4,787,776) | (2,015,670) | 750,020 | 3,510,670 | 6,267,646 | 9,022,306 |
| | | 160 | (7,999,046) | (5,210,780) | (2,436,668) | 330,289 | 3,092,141 | 5,850,257 | 8,605,994 |
| | | 180 | (8,429,690) | (5,634,502) | (2,857,665) | (89,443) | 2,673,613 | 5,432,869 | 8,189,114 |
| | | 200 | (8,863,030) | (6,058,517) | (3,279,943) | (509,188) | 2,255,085 | 5,015,277 | 7,771,726 |
| | | 220 | (9,299,659) | (6,484,009) | (3,702,271) | (930,185) | 1,835,697 | 4,596,749 | 7,354,337 |
| | | 240 | (9,740,340) | (6,911,166) | (4,125,043) | (1,351,183) | 1,415,966 | 4,178,221 | 6,936,949 |
| | | 260 | (10,185,846) | (7,340,174) | (4,548,765) | (1,772,180) | 996,234 | 3,759,693 | 6,519,560 |
| | | 280 | (10,633,668) | (7,771,225) | (4,972,486) | (2,194,439) | 576,298 | 3,341,105 | 6,101,357 |
| | | 300 | (11,081,648) | (8,204,917) | (5,397,513) | (2,616,766) | 155,300 | 2,921,374 | 5,682,828 |
| | | 320 | (11,531,739) | (8,641,327) | (5,823,867) | (3,039,306) | (265,697) | 2,501,643 | 5,264,300 |
| | | 340 | (11,981,829) | (9,081,326) | (6,251,734) | (3,463,027) | (686,695) | 2,081,911 | 4,845,772 |
| | | 360 | (12,433,913) | (9,525,269) | (6,681,302) | (3,886,749) | (1,108,934) | 1,661,783 | 4,426,782 |
| | | 380 | (12,886,283) | (9,972,871) | (7,112,847) | (4,311,330) | (1,531,261) | 1,240,785 | 4,007,051 |
| | | 400 | (13,340,236) | (10,420,693) | (7,546,804) | (4,737,022) | (1,953,589) | 819,788 | 3,587,319 |
| | | 420 | (13,794,897) | (10,869,654) | (7,983,158) | (5,164,012) | (2,377,290) | 398,790 | 3,167,588 |
| | | 440 | (14,250,752) | (11,319,744) | (8,422,578) | (5,592,485) | (2,801,011) | (23,429) | 2,747,268 |
| | | 460 | (14,707,715) | (11,770,092) | (8,865,313) | (6,022,630) | (3,225,146) | (445,756) | 2,326,270 |
| | | 480 | (15,216,651) | (12,222,462) | (9,312,074) | (6,454,635) | (3,650,326) | (868,084) | 1,905,273 |
| | | 500 | (15,743,044) | (12,674,832) | (9,759,896) | (6,888,691) | (4,076,880) | (1,291,552) | 1,484,275 |

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: **A**
No Units: **400** **Location / Value Zone:** **Lower** **Development Scenario:** **Greenfield**
Notes: **North West of Grove Strategic Site**

[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: | A |
| No Units: | 400 |
| Location / Value Zone: | Lower |
| Development Scenario: | Greenfield |
| Notes: | North West of Grove Strategic Site |
| Total GDV (£) | 113,826,200 |
| 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) | 34,034 |
| Site Specific S106 (£) | 13,613,788 |
| Sub-total CIL+S106 (£ per unit) | 34,034 |
| Strategic Infrastructure (£ per unit) | 11,670 |
| Strategic Infrastructure (£) | 4,668,000 |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 45,704 |
| Total Developers Profit (£) | 18,483,032 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 16.24% |
| Developers Profit (% on costs) | 23.91% |
| RLV (£) | 15,745,982 |
| RLV (£/acre) | 477,923 |
| RLV (£/ha) | 1,180,949 |
| Balance for Plan VA: | |
| BLV (£) | 14,826,000 |
| BLV (£/acre) | 450,000 |
| BLV (£/ha) | 1,111,950 |
| Surplus/Deficit | 919,982 |
| Surplus/Deficit (£/acre) | 27,923 |
| Surplus/Deficit (£/ha) | 68,999 |
| 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: **B**
 No Units: **1200** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: **Dalton Barracks Strategic Site**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|--|---------------------------|-----------------------------|---|----------------------|
| Total number of units in scheme | | 1,200 Units | | | | |
| AH Policy requirement (% Target) | | 35% | | | | |
| AH tenure split % | | Affordable Rent: | 75.0% | | 75.0% % Rented | |
| | | Social Rent: | 0.0% | | 8.8% % of total (>10% for HWP (Feb 2017)) | |
| | | Intermediate (LCHO/Sub-Market/Starter etc.): | 25.0% | | | |
| Open Market Sale (OMS) housing | | 65% | | | | |
| CIL Rate (£ psm) | | 100% £ psm | | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 10.0% | 78.0 | 15.0% | 63.0 | 12% | 141.0 |
| 2 bed House | 25.0% | 195.0 | 30.0% | 126.0 | 27% | 321.0 |
| 3 bed House | 35.0% | 273.0 | 40.0% | 168.0 | 37% | 441.0 |
| 4 bed House | 5.0% | 39.0 | 7.5% | 31.5 | 6% | 70.5 |
| 5 bed House | 5.0% | 39.0 | 7.5% | 31.5 | 6% | 70.5 |
| 1 bed Flat | 7.0% | 54.6 | 0.0% | 0.0 | 5% | 54.6 |
| 2 bed Flat | 13.0% | 101.4 | 0.0% | 0.0 | 8% | 101.4 |
| Total number of units | 100.0% | 780.0 | 100.0% | 420.0 | 100% | 1,200.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqft) | |
| 1 bed House | 4,836 | 52,054 | 3,906 | 42,044 | 8,742 | |
| 2 bed House | 15,405 | 165,818 | 9,954 | 107,144 | 25,359 | |
| 3 bed House | 27,300 | 293,855 | 16,800 | 180,834 | 44,100 | |
| 4 bed House | 4,485 | 48,276 | 3,623 | 38,992 | 8,108 | |
| 5 bed House | 6,435 | 69,266 | 5,198 | 55,945 | 11,633 | |
| 1 bed Flat | 3,212 | 34,571 | 0 | 0 | 3,212 | |
| 2 bed Flat | 8,351 | 89,885 | 0 | 0 | 8,351 | |
| | 70,023 | 753,725 | 39,480 | 424,959 | 109,503 | |
| AH % by floor area: | | 36.05% AH % by floor area due to mix | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 240,000 | 3,871 | 360 | 33,840,000 | | |
| 2 bed House | 300,000 | 3,797 | 353 | 96,300,000 | | |
| 3 bed House | 365,000 | 3,650 | 339 | 160,965,000 | | |
| 4 bed House | 400,000 | 3,478 | 323 | 28,200,000 | | |
| 5 bed House | 525,000 | 3,182 | 296 | 37,012,500 | | |
| 1 bed Flat | 200,000 | 4,000 | 372 | 10,920,000 | | |
| 2 bed Flat | 255,000 | 3,643 | 338 | 25,857,000 | | |
| | | | | 393,094,500 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% |

Scheme Ref: **B**
 No Units: **1200** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: **Dalton Barracks Strategic Site**

| GROSS DEVELOPMENT VALUE | | | | |
|---|--------------|---|--|---------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 78.0 | @ | 240,000 | 18,720,000 |
| 2 bed House | 195.0 | @ | 300,000 | 58,500,000 |
| 3 bed House | 273.0 | @ | 365,000 | 99,645,000 |
| 4 bed House | 39.0 | @ | 400,000 | 15,600,000 |
| 5 bed House | 39.0 | @ | 525,000 | 20,475,000 |
| 1 bed Flat | 54.6 | @ | 200,000 | 10,920,000 |
| 2 bed Flat | 101.4 | @ | 255,000 | 25,857,000 |
| | 780.0 | | | 249,717,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 47.3 | @ | 144,000 | 6,804,000 |
| 2 bed House | 94.5 | @ | 180,000 | 17,010,000 |
| 3 bed House | 126.0 | @ | 219,000 | 27,594,000 |
| 4 bed House | 23.6 | @ | 240,000 | 5,670,000 |
| 5 bed House | 23.6 | @ | 315,000 | 7,441,875 |
| 1 bed Flat | 0.0 | @ | 120,000 | - |
| 2 bed Flat | 0.0 | @ | 153,000 | - |
| | 315.0 | | | 64,519,875 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 105,600 | - |
| 2 bed House | 0.0 | @ | 132,000 | - |
| 3 bed House | 0.0 | @ | 160,600 | - |
| 4 bed House | 0.0 | @ | 176,000 | - |
| 5 bed House | 0.0 | @ | 231,000 | - |
| 1 bed Flat | 0.0 | @ | 88,000 | - |
| 2 bed Flat | 0.0 | @ | 112,200 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 15.8 | @ | 182,400 | 2,872,800 |
| 2 bed House | 31.5 | @ | 228,000 | 7,182,000 |
| 3 bed House | 42.0 | @ | 277,400 | 11,650,800 |
| 4 bed House | 7.9 | @ | 304,000 | 2,394,000 |
| 5 bed House | 7.9 | @ | 399,000 | 3,142,125 |
| 1 bed Flat | 0.0 | @ | 152,000 | - |
| 2 bed Flat | 0.0 | @ | 193,800 | - |
| | 105.0 | | | 27,241,725 |
| Sub-total GDV Residential | 1,200 | | | 341,478,600 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 51,615,900 |
| | | | 471 £ psm (total GIA sqm) | 43,013 £ per unit (total units) |
| Grant | 1,200 | @ | 0 | - |
| Total GDV | | | | 341,478,600 |

| DEVELOPMENT COSTS | | | | |
|---|--------------------------|---------------------|-----------------------------|--------------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (540,000) |
| Statutory Planning Fees (Residential) | | | | (181,559) |
| CIL | 70,023 sqm (Market only) | | 0.00 £ psm | - |
| CIL analysis: | 0.00% % of GDV | | 0 £ per unit (total units) | |
| Site Specific S106 Contributions | Year 1 | 1,134,043 | | (1,134,043) |
| | Year 2 | 2,268,086 | | (2,268,086) |
| | Year 3 | 3,402,130 | | (3,402,130) |
| | Year 4 | 3,402,130 | | (3,402,130) |
| | Year 5 | 3,402,130 | | (3,402,130) |
| | Year 6 | 4,536,173 | | (4,536,173) |
| | Year 7 | 4,536,173 | | (4,536,173) |
| | Year 8 | 4,536,173 | | (4,536,173) |
| | Year 9 | 0 | | - |
| | Year 10 | 0 | | - |
| | Year 11 | 0 | | - |
| | Year 12 | 0 | | - |
| | Year 13 | 0 | | - |
| | Year 14 | 0 | | - |
| | Year 15 | 0 | | - |
| | total | 1,200 units @ | per unit | - |
| S106 analysis: | 680,426 £ per ha | 7.97% % of GDV | 22,681 £ per unit (total ur | (27,217,038) |
| AH Commuted Sum | | 109,503 sqm (total) | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

| | | | | | |
|--|-------------------------|--|--------------|--|----------------------|
| Scheme Ref: | B | Location / Value Zone: | Lower | Development Scenario: | Brownfield |
| No Units: | 1200 | Notes: Dalton Barracks Strategic Site | | | |
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 98.84 acres @ | | 10,000 £ per acre (if brownfield) | (988,400) |
| Infrastructure costs - | Year 1 | 683,500 | | | (683,500) |
| | Year 2 | 1,367,000 | | | (1,367,000) |
| | Year 3 | 2,050,500 | | | (2,050,500) |
| | Year 4 | 2,050,500 | | | (2,050,500) |
| | Year 5 | 2,050,500 | | | (2,050,500) |
| | Year 6 | 2,734,000 | | | (2,734,000) |
| | Year 7 | 2,734,000 | | | (2,734,000) |
| | Year 8 | 2,734,000 | | | (2,734,000) |
| | Year 9 | 0 | | | - |
| | Year 10 | 0 | | | - |
| | Year 11 | 0 | | | - |
| | Year 12 | 0 | | | - |
| | Year 13 | 0 | | | - |
| | Year 14 | 0 | | | - |
| | Year 15 | 0 | | | - |
| | total | 1,200 units @ | | per unit | - |
| Infra. Costs analysis: | 410,100 £ per ha | 4.80% % of GDV | | 13,670 £ per unit (total ur | (16,404,000) |
| 1 bed House | | 8,742 sqm @ | | 1,160 psm | (10,140,720) |
| 2 bed House | | 25,359 sqm @ | | 1,160 psm | (29,416,440) |
| 3 bed House | | 44,100 sqm @ | | 1,160 psm | (51,156,000) |
| 4 bed House | | 8,108 sqm @ | | 1,160 psm | (9,404,700) |
| 5 bed House | | 11,633 sqm @ | | 1,160 psm | (13,493,700) |
| 1 bed Flat | | 3,212 sqm @ | | 1,288 psm | (4,136,753) |
| 2 bed Flat | 109,503 | 8,351 sqm @ | | 1,288 psm | (10,755,558) |
| External works | | 128,503,871 @ | | 15.0% 16,063 £ per unit | (19,275,581) |
| M4(2) Category 2 Housing | Aff units | 420 units @ | 95% @ | 521 £ per unit | (207,879) |
| M4(3) Category 3 Housing | Aff units | 420 units @ | 5% @ | 10,111 £ per unit | (212,331) |
| M4(2) Category 2 Housing | Mrkt units | 780 units @ | 15% @ | 521 £ per unit | (60,957) |
| M4(3) Category 3 Housing | Mrkt units | 780 units @ | 2% @ | 10,111 £ per unit | (157,732) |
| Water Efficiency additional cost | | 1,200 units @ | | 10 £ per unit | (12,000) |
| Contingency | | 165,822,750 @ | | 3.0% | (4,974,682) |
| Professional Fees | | 165,822,750 @ | | 6.5% | (10,778,479) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 249,717,000 OMS @ | | 1.00% 2,081 £ per unit | (2,497,170) |
| Residential Sales Legal Costs | | 249,717,000 OMS @ | | 0.50% 1,040 £ per unit | (1,248,585) |
| Marketing and Promotion | | 249,717,000 OMS @ | | 3.00% 6,243 £ per unit 9,364 £ per unit | (7,491,510) |
| Interest (on Development Costs) - | | 6.25% APR | | 0.506% pcm | (331,720) |
| Developers Profit - | | | | | |
| Margin on AH | | 91,761,600 | | 6.00% on AH values | (5,505,696) |
| Profit on OMS | | 249,717,000 | | 20.00% | (49,943,400) |
| Profit analysis: | | 221,083,493 | | 25.08% on costs | (55,449,096) |
| | | 341,478,600 | | 16.24% blended | (55,449,096) |
| TOTAL COSTS | | | | | (276,532,589) |

| | | | | | |
|----------------------------------|--------------------------|---------------------------|--|---------------------------|-------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 64,946,011 |
| SDLT | | 64,946,011 @ | | (slabbed) | (3,236,801) |
| Acquisition Agent fees | | 64,946,011 @ | | 1.0% | (649,460) |
| Acquisition Legal fees | | 64,946,011 @ | | 0.5% | (324,730) |
| Interest on Land | | 64,946,011 @ | | 6.25% | (4,059,126) |
| Residual Land Value | | | | | 56,675,894 |
| RLV analysis: | 47,230 £ per plot | 1,416,897 £ per ha | | 573,411 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|---------------------|--|-----------------------|-------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 40.00 ha | | 98.84 acres | |
| Density analysis: | | 2,738 sqm/ha | | 11,925 sqft/ac | |
| Benchmark Land Value (Net) | 44,478 £ per plot | 1,334,340 £ per ha | | 540,000 £ per acre | 53,373,600 |

| | | | | | |
|-------------------|--|------------------------|--|--------------------------|------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 82,557 £ per ha | | 33,411 £ per acre | 3,302,294 |

Scheme Ref: **B**
 No Units: **1200** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: **Dalton Barracks Strategic Site**

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) | 3,302,294 | Affordable Housing - % on site 35% | | | | | | |
|---------------------|-----------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| 0 | | 9,696,142 | 7,564,860 | 5,433,577 | 3,302,294 | 1,171,012 | (960,653) | (3,092,453) |
| 20 | | 8,181,187 | 6,144,589 | 4,107,991 | 2,071,393 | 34,796 | (2,001,802) | (4,038,476) |
| 40 | | 6,666,232 | 4,724,319 | 2,782,406 | 840,493 | (1,101,421) | (3,043,334) | (4,985,247) |
| 60 | | 5,151,277 | 3,304,049 | 1,456,820 | (390,408) | (2,237,637) | (4,084,865) | (5,932,094) |
| 80 | | 3,635,049 | 1,883,155 | 131,235 | (1,621,309) | (3,373,853) | (5,126,397) | (6,878,941) |
| CIL £psm | 100 | 2,118,690 | 461,567 | (1,195,555) | (2,852,677) | (4,510,069) | (6,167,929) | (7,825,788) |
| 0.00 | 120 | 602,330 | (960,020) | (2,522,370) | (4,084,720) | (5,647,069) | (7,209,460) | (8,772,635) |
| | 140 | (914,030) | (2,381,608) | (3,849,185) | (5,316,762) | (6,784,339) | (8,251,917) | (9,719,494) |
| | 160 | (2,431,389) | (3,803,371) | (5,176,000) | (6,548,804) | (7,921,609) | (9,294,414) | (10,667,219) |
| | 180 | (3,949,241) | (5,226,357) | (6,503,473) | (7,780,847) | (9,058,879) | (10,336,911) | (11,614,944) |
| | 200 | (5,467,092) | (6,649,342) | (7,831,593) | (9,013,843) | (10,196,149) | (11,379,409) | (12,562,669) |
| | 220 | (6,984,943) | (8,072,328) | (9,159,713) | (10,247,097) | (11,334,482) | (12,421,906) | (13,510,394) |
| | 240 | (8,504,184) | (9,495,663) | (10,487,832) | (11,480,352) | (12,472,871) | (13,465,390) | (14,458,118) |
| | 260 | (10,023,613) | (10,920,129) | (11,816,644) | (12,713,606) | (13,611,259) | (14,508,912) | (15,406,566) |
| | 280 | (11,543,042) | (12,344,594) | (13,146,145) | (13,947,696) | (14,749,647) | (15,552,435) | (16,355,223) |
| | 300 | (13,063,254) | (13,769,059) | (14,475,646) | (15,182,233) | (15,888,820) | (16,595,958) | (17,303,880) |
| | 320 | (14,584,349) | (15,194,674) | (15,805,147) | (16,416,769) | (17,028,392) | (17,640,014) | (18,252,537) |
| | 340 | (16,105,444) | (16,620,700) | (17,135,956) | (17,651,306) | (18,167,964) | (18,684,622) | (19,201,280) |
| | 360 | (17,627,213) | (18,046,727) | (18,466,915) | (18,887,102) | (19,307,536) | (19,729,230) | (20,150,924) |
| | 380 | (19,150,061) | (19,473,690) | (19,797,873) | (20,122,992) | (20,448,111) | (20,773,838) | (21,100,567) |
| | 400 | (20,672,910) | (20,901,360) | (21,129,811) | (21,358,882) | (21,588,922) | (21,818,983) | (22,050,211) |
| | 420 | (22,196,825) | (22,329,031) | (22,462,303) | (22,595,576) | (22,729,754) | (22,864,736) | (22,999,854) |
| | 440 | (23,721,515) | (23,757,894) | (23,794,796) | (23,832,890) | (23,870,985) | (23,910,489) | (23,950,403) |
| | 460 | (25,246,242) | (25,187,291) | (25,128,377) | (25,070,205) | (25,013,121) | (24,956,242) | (24,901,087) |
| | 480 | (26,772,862) | (26,616,802) | (26,462,481) | (26,308,274) | (26,155,257) | (26,002,996) | (25,851,772) |
| | 500 | (28,299,482) | (28,048,009) | (27,796,585) | (27,547,084) | (27,297,584) | (27,049,954) | (26,802,514) |

TABLE 2

| Balance (RLV - BLV) | 3,302,294 | Site Specific S106 (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|-----------|--|--------------|--------------|--------------|--------------|--------------|--------------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| 0 | | 3,302,294 | 921,362 | (1,459,570) | (3,840,503) | (6,221,435) | (8,602,367) | (10,983,761) |
| 20 | | 2,071,393 | (309,539) | (2,690,471) | (5,071,403) | (7,452,336) | (9,833,921) | (12,215,804) |
| 40 | | 840,493 | (1,540,440) | (3,921,372) | (6,302,304) | (8,684,081) | (11,065,964) | (13,447,846) |
| 60 | | (390,408) | (2,771,341) | (5,152,358) | (7,534,241) | (9,916,123) | (12,298,006) | (14,679,889) |
| 80 | | (1,621,309) | (4,002,518) | (6,384,400) | (8,766,283) | (11,148,166) | (13,530,048) | (15,911,931) |
| CIL £psm | 100 | (2,852,677) | (5,234,560) | (7,616,443) | (9,998,325) | (12,380,208) | (14,762,180) | (17,145,101) |
| 0.00 | 120 | (4,084,720) | (6,466,602) | (8,848,485) | (11,230,368) | (13,612,513) | (15,995,434) | (18,378,355) |
| | 140 | (5,316,762) | (7,698,645) | (10,080,527) | (12,462,845) | (14,845,767) | (17,228,688) | (19,611,610) |
| | 160 | (6,548,804) | (8,930,687) | (11,313,178) | (13,696,099) | (16,079,021) | (18,461,942) | (20,844,864) |
| | 180 | (7,780,847) | (10,163,511) | (12,546,432) | (14,929,353) | (17,312,275) | (19,695,259) | (22,079,308) |
| | 200 | (9,013,843) | (11,396,765) | (13,779,686) | (16,162,608) | (18,545,746) | (20,929,795) | (23,313,844) |
| | 220 | (10,247,097) | (12,630,019) | (15,012,940) | (17,396,234) | (19,780,283) | (22,164,332) | (24,548,381) |
| | 240 | (11,480,352) | (13,863,273) | (16,246,721) | (18,630,770) | (21,014,819) | (23,398,868) | (25,783,358) |
| | 260 | (12,713,606) | (15,097,209) | (17,481,258) | (19,865,307) | (22,249,356) | (24,633,982) | (27,019,248) |
| | 280 | (13,947,696) | (16,331,745) | (18,715,794) | (21,099,843) | (23,484,606) | (25,869,872) | (28,255,137) |
| | 300 | (15,182,233) | (17,566,282) | (19,950,331) | (22,335,230) | (24,720,496) | (27,105,761) | (29,491,122) |
| | 320 | (16,416,769) | (18,800,818) | (21,185,854) | (23,571,120) | (25,956,386) | (28,341,865) | (30,728,437) |
| | 340 | (17,651,306) | (20,036,478) | (22,421,744) | (24,807,010) | (27,192,607) | (29,579,179) | (31,965,751) |
| | 360 | (18,887,102) | (21,272,368) | (23,657,634) | (26,043,349) | (28,429,921) | (30,816,493) | (33,203,222) |
| | 380 | (20,122,992) | (22,508,258) | (24,894,091) | (27,280,664) | (29,667,236) | (32,054,064) | (34,442,033) |
| | 400 | (21,358,882) | (23,744,834) | (26,131,406) | (28,517,978) | (30,904,906) | (33,292,875) | (35,680,843) |
| | 420 | (22,595,576) | (24,982,148) | (27,368,720) | (29,755,748) | (32,143,717) | (34,531,685) | (36,920,282) |
| | 440 | (23,832,890) | (26,219,462) | (28,606,590) | (30,994,559) | (33,382,527) | (35,771,205) | (38,160,661) |
| | 460 | (25,070,205) | (27,457,432) | (29,845,400) | (32,233,369) | (34,622,128) | (37,011,584) | (39,401,039) |
| | 480 | (26,308,274) | (28,696,242) | (31,084,211) | (33,473,051) | (35,862,507) | (38,251,963) | (40,642,930) |
| | 500 | (27,547,084) | (29,935,053) | (32,323,974) | (34,713,430) | (37,102,886) | (39,493,916) | (41,885,254) |

Scheme Ref: **B**
 No Units: **1200** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: **Dalton Barracks Strategic Site**

TABLE 3

| Balance (RLV - BLV) | 3,302,294 | Infrastructure Costs 100% (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|-----------|---|--------------|--------------|--------------|--------------|--------------|--------------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| 0 | | 3,302,294 | 1,730,912 | 159,529 | (1,411,854) | (2,983,236) | (4,554,619) | (6,126,001) |
| 20 | | 2,071,393 | 500,011 | (1,071,372) | (2,642,754) | (4,214,137) | (5,785,520) | (7,356,902) |
| 40 | | 840,493 | (730,890) | (2,302,273) | (3,873,655) | (5,445,038) | (7,016,732) | (8,588,768) |
| 60 | | (390,408) | (1,961,791) | (3,533,174) | (5,104,702) | (6,676,738) | (8,248,774) | (9,820,811) |
| 80 | | (1,621,309) | (3,192,692) | (4,764,708) | (6,336,744) | (7,908,780) | (9,480,817) | (11,052,853) |
| CIL £psm | | (2,852,677) | (4,424,714) | (5,996,750) | (7,568,786) | (9,140,823) | (10,712,859) | (12,284,896) |
| 0.00 | | (4,084,720) | (5,656,756) | (7,228,792) | (8,800,829) | (10,372,865) | (11,944,902) | (13,517,333) |
| | | (5,316,762) | (6,888,798) | (8,460,835) | (10,032,871) | (11,605,085) | (13,177,836) | (14,750,587) |
| | | (6,548,804) | (8,120,841) | (9,692,877) | (11,265,588) | (12,838,339) | (14,411,090) | (15,983,841) |
| | | (7,780,847) | (9,353,340) | (10,926,091) | (12,498,842) | (14,071,593) | (15,644,344) | (17,217,095) |
| | | (9,013,843) | (10,586,594) | (12,159,345) | (13,732,096) | (15,304,847) | (16,877,598) | (18,450,710) |
| | | (10,247,097) | (11,819,848) | (13,392,599) | (14,965,350) | (16,538,194) | (18,111,720) | (19,685,247) |
| | | (11,480,352) | (13,053,103) | (14,625,853) | (16,199,203) | (17,772,730) | (19,346,257) | (20,919,783) |
| | | (12,713,606) | (14,286,686) | (15,860,213) | (17,433,740) | (19,007,267) | (20,580,793) | (22,154,320) |
| | | (13,947,696) | (15,521,223) | (17,094,750) | (18,668,276) | (20,241,803) | (21,815,362) | (23,389,726) |
| | | (15,182,233) | (16,755,759) | (18,329,286) | (19,902,813) | (21,476,888) | (23,051,252) | (24,625,616) |
| | | (16,416,769) | (17,990,296) | (19,564,050) | (21,138,414) | (22,712,778) | (24,287,142) | (25,861,506) |
| | | (17,651,306) | (19,225,576) | (20,799,940) | (22,374,304) | (23,948,668) | (25,523,032) | (27,097,895) |
| | | (18,887,102) | (20,461,466) | (22,035,830) | (23,610,194) | (25,184,684) | (26,759,946) | (28,335,209) |
| | | (20,122,992) | (21,697,356) | (23,271,720) | (24,846,735) | (26,421,998) | (27,997,261) | (29,572,523) |
| | | (21,358,882) | (22,933,524) | (24,508,787) | (26,084,050) | (27,659,312) | (29,234,575) | (30,810,373) |
| | | (22,595,576) | (24,170,839) | (25,746,101) | (27,321,364) | (28,896,737) | (30,472,960) | (32,049,184) |
| | | (23,832,890) | (25,408,153) | (26,983,416) | (28,559,323) | (30,135,547) | (31,711,771) | (33,287,995) |
| | | (25,070,205) | (26,645,687) | (28,221,910) | (29,798,134) | (31,374,358) | (32,950,582) | (34,527,786) |
| | | (26,308,274) | (27,884,497) | (29,460,721) | (31,036,945) | (32,613,671) | (34,190,918) | (35,768,165) |
| | | (27,547,084) | (29,123,308) | (30,699,556) | (32,276,803) | (33,854,050) | (35,431,297) | (37,008,744) |

TABLE 4

| Balance (RLV - BLV) | 3,302,294 | Profit 20% | | | | | | |
|---------------------|-----------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| 0 | | 14,196,199 | 12,017,418 | 9,838,637 | 7,659,856 | 5,481,075 | 3,302,294 | 1,123,514 |
| 20 | | 12,965,298 | 10,786,517 | 8,607,736 | 6,428,955 | 4,250,174 | 2,071,393 | (107,387) |
| 40 | | 11,734,397 | 9,555,616 | 7,376,835 | 5,198,054 | 3,019,273 | 840,493 | (1,338,288) |
| 60 | | 10,503,496 | 8,324,715 | 6,145,934 | 3,967,153 | 1,788,372 | (390,408) | (2,569,189) |
| 80 | | 9,272,595 | 7,093,814 | 4,915,033 | 2,736,252 | 557,471 | (1,621,309) | (3,800,090) |
| CIL £psm | | 8,041,227 | 5,862,446 | 3,683,665 | 1,504,884 | (673,896) | (2,852,677) | (5,031,458) |
| 0.00 | | 6,809,184 | 4,630,404 | 2,451,623 | 272,842 | (1,905,939) | (4,084,720) | (6,263,500) |
| | | 5,577,142 | 3,398,361 | 1,219,580 | (959,200) | (3,137,981) | (5,316,762) | (7,495,543) |
| | | 4,345,100 | 2,166,319 | (12,462) | (2,191,243) | (4,370,024) | (6,548,804) | (8,727,585) |
| | | 3,113,057 | 934,276 | (1,244,504) | (3,423,285) | (5,602,066) | (7,780,847) | (9,959,628) |
| | | 1,880,061 | (298,720) | (2,477,501) | (4,656,282) | (6,835,062) | (9,013,843) | (11,192,624) |
| | | 646,807 | (1,531,974) | (3,710,755) | (5,889,536) | (8,068,317) | (10,247,097) | (12,425,878) |
| | | (586,447) | (2,765,228) | (4,944,009) | (7,122,790) | (9,301,571) | (11,480,352) | (13,659,132) |
| | | (1,819,702) | (3,998,482) | (6,177,263) | (8,356,044) | (10,534,825) | (12,713,606) | (14,892,386) |
| | | (3,053,792) | (5,232,573) | (7,411,354) | (9,590,135) | (11,768,915) | (13,947,696) | (16,126,477) |
| | | (4,288,329) | (6,467,109) | (8,645,890) | (10,824,671) | (13,003,452) | (15,182,233) | (17,361,014) |
| | | (5,522,865) | (7,701,646) | (9,880,427) | (12,059,208) | (14,237,988) | (16,416,769) | (18,595,550) |
| | | (6,757,402) | (8,936,182) | (11,114,963) | (13,293,744) | (15,472,525) | (17,651,306) | (19,830,086) |
| | | (7,993,198) | (10,171,979) | (12,350,760) | (14,529,541) | (16,708,321) | (18,887,102) | (21,065,883) |
| | | (9,229,088) | (11,407,869) | (13,586,649) | (15,765,430) | (17,944,211) | (20,122,992) | (22,301,773) |
| | | (10,464,978) | (12,643,758) | (14,822,539) | (17,001,320) | (19,180,101) | (21,358,882) | (23,537,663) |
| | | (11,701,672) | (13,880,452) | (16,059,233) | (18,238,014) | (20,416,795) | (22,595,576) | (24,774,357) |
| | | (12,938,986) | (15,117,767) | (17,296,548) | (19,475,329) | (21,654,109) | (23,832,890) | (26,011,671) |
| | | (14,176,300) | (16,355,081) | (18,533,862) | (20,712,643) | (22,891,424) | (25,070,205) | (27,248,985) |
| | | (15,414,370) | (17,593,150) | (19,771,931) | (21,950,712) | (24,129,493) | (26,308,274) | (28,487,054) |
| | | (16,653,180) | (18,831,961) | (21,010,742) | (23,189,523) | (25,368,303) | (27,547,084) | (29,725,865) |

Scheme Ref: **B**
 No Units: **1200** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: **Dalton Barracks Strategic Site**

TABLE 5

| Balance (RLV - BLV) | 3,302,294 | BLV (per acre) | | | | | | |
|---------------------|-----------|----------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| 0 | | 27,023,894 | 17,139,894 | 7,255,894 | (2,628,106) | (12,512,106) | (22,396,106) | (32,280,106) |
| 20 | | 25,792,993 | 15,908,993 | 6,024,993 | (3,859,007) | (13,743,007) | (23,627,007) | (33,511,007) |
| 40 | | 24,562,093 | 14,678,093 | 4,794,093 | (5,089,907) | (14,973,907) | (24,857,907) | (34,741,907) |
| 60 | | 23,331,192 | 13,447,192 | 3,563,192 | (6,320,808) | (16,204,808) | (26,088,808) | (35,972,808) |
| 80 | | 22,100,291 | 12,216,291 | 2,332,291 | (7,551,709) | (17,435,709) | (27,319,709) | (37,203,709) |
| CIL £psm | | 20,868,923 | 10,984,923 | 1,100,923 | (8,783,077) | (18,667,077) | (28,551,077) | (38,435,077) |
| 0.00 | | 19,636,880 | 9,752,880 | (131,120) | (10,015,120) | (19,899,120) | (29,783,120) | (39,667,120) |
| | | 18,404,838 | 8,520,838 | (1,363,162) | (11,247,162) | (21,131,162) | (31,015,162) | (40,899,162) |
| | | 17,172,796 | 7,288,796 | (2,595,204) | (12,479,204) | (22,363,204) | (32,247,204) | (42,131,204) |
| | | 15,940,753 | 6,056,753 | (3,827,247) | (13,711,247) | (23,595,247) | (33,479,247) | (43,363,247) |
| | | 14,707,757 | 4,823,757 | (5,060,243) | (14,944,243) | (24,828,243) | (34,712,243) | (44,596,243) |
| | | 13,474,503 | 3,590,503 | (6,293,497) | (16,177,497) | (26,061,497) | (35,945,497) | (45,829,497) |
| | | 12,241,248 | 2,357,248 | (7,526,752) | (17,410,752) | (27,294,752) | (37,178,752) | (47,062,752) |
| | | 11,007,994 | 1,123,994 | (8,760,006) | (18,644,006) | (28,528,006) | (38,412,006) | (48,296,006) |
| | | 9,773,904 | (110,096) | (9,994,096) | (19,878,096) | (29,762,096) | (39,646,096) | (49,530,096) |
| | | 8,539,367 | (1,344,633) | (11,228,633) | (21,112,633) | (30,996,633) | (40,880,633) | (50,764,633) |
| | | 7,304,831 | (2,579,169) | (12,463,169) | (22,347,169) | (32,231,169) | (42,115,169) | (51,999,169) |
| | | 6,070,294 | (3,813,706) | (13,697,706) | (23,581,706) | (33,465,706) | (43,349,706) | (53,233,706) |
| | | 4,834,498 | (5,049,502) | (14,933,502) | (24,817,502) | (34,701,502) | (44,585,502) | (54,469,502) |
| | | 3,598,608 | (6,285,392) | (16,169,392) | (26,053,392) | (35,937,392) | (45,821,392) | (55,705,392) |
| | | 2,362,718 | (7,521,282) | (17,405,282) | (27,289,282) | (37,173,282) | (47,057,282) | (56,941,282) |
| | | 1,126,024 | (8,757,976) | (18,641,976) | (28,525,976) | (38,409,976) | (48,293,976) | (58,177,976) |
| | | (111,290) | (9,995,290) | (19,879,290) | (29,763,290) | (39,647,290) | (49,531,290) | (59,415,290) |
| | | (1,348,605) | (11,232,605) | (21,116,605) | (31,000,605) | (40,884,605) | (50,768,605) | (60,652,605) |
| | | (2,586,674) | (12,470,674) | (22,354,674) | (32,238,674) | (42,122,674) | (52,006,674) | (61,890,674) |
| | | (3,825,484) | (13,709,484) | (23,593,484) | (33,477,484) | (43,361,484) | (53,245,484) | (63,129,484) |

TABLE 6

| Balance (RLV - BLV) | 3,302,294 | Density (dph) | | | | | | |
|---------------------|-----------|---------------|--------------|-------------|------------|------------|------------|------------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| 0 | | 3,302,294 | 16,896,535 | 25,052,688 | 30,490,123 | 34,374,006 | 37,286,917 | 39,552,515 |
| 20 | | 2,071,393 | 15,666,156 | 23,822,859 | 29,260,294 | 33,144,176 | 36,057,088 | 38,322,686 |
| 40 | | 840,493 | 14,435,255 | 22,592,112 | 28,030,017 | 31,914,235 | 34,827,259 | 37,092,857 |
| 60 | | (390,408) | 13,204,354 | 21,361,211 | 26,799,116 | 30,683,334 | 33,596,498 | 35,862,291 |
| 80 | | (1,621,309) | 11,973,453 | 20,130,310 | 25,568,215 | 29,452,433 | 32,365,597 | 34,631,390 |
| CIL £psm | | (2,852,677) | 10,742,552 | 18,899,410 | 24,337,314 | 28,221,532 | 31,134,696 | 33,400,489 |
| 0.00 | | (4,084,720) | 9,511,224 | 17,668,509 | 23,106,414 | 26,990,631 | 29,903,795 | 32,169,588 |
| | | (5,316,762) | 8,279,182 | 16,436,748 | 21,875,125 | 25,759,680 | 28,672,894 | 30,938,687 |
| | | (6,548,804) | 7,047,139 | 15,204,705 | 20,643,083 | 24,527,638 | 27,441,055 | 29,707,045 |
| | | (7,780,847) | 5,815,097 | 13,972,663 | 19,411,040 | 23,295,596 | 26,209,012 | 28,475,003 |
| | | (9,013,843) | 4,583,054 | 12,740,620 | 18,178,998 | 22,063,553 | 24,976,970 | 27,242,960 |
| | | (10,247,097) | 3,350,035 | 11,508,314 | 16,946,956 | 20,831,511 | 23,744,927 | 26,010,918 |
| | | (11,480,352) | 2,116,780 | 10,275,060 | 15,713,912 | 19,598,807 | 22,512,478 | 24,778,667 |
| | | (12,713,606) | 883,526 | 9,041,805 | 14,480,658 | 18,365,553 | 21,279,224 | 23,545,413 |
| | | (13,947,696) | (349,728) | 7,808,551 | 13,247,404 | 17,132,299 | 20,045,970 | 22,312,159 |
| | | (15,182,233) | (1,583,905) | 6,575,091 | 12,014,150 | 15,899,045 | 18,812,716 | 21,078,905 |
| | | (16,416,769) | (2,818,442) | 5,340,555 | 10,779,886 | 14,665,122 | 17,579,049 | 19,845,437 |
| | | (17,651,306) | (4,052,978) | 4,106,018 | 9,545,349 | 13,430,585 | 16,344,513 | 18,610,901 |
| | | (18,887,102) | (5,287,572) | 2,871,482 | 8,310,813 | 12,196,049 | 15,109,976 | 17,376,364 |
| | | (20,122,992) | (6,523,462) | 1,636,256 | 7,076,068 | 10,961,513 | 13,875,440 | 16,141,828 |
| | | (21,358,882) | (7,759,352) | 400,366 | 5,840,178 | 9,725,758 | 12,639,943 | 14,906,531 |
| | | (22,595,576) | (8,995,242) | (835,524) | 4,604,288 | 8,489,868 | 11,404,053 | 13,670,642 |
| | | (23,832,890) | (10,232,151) | (2,071,707) | 3,368,399 | 7,253,979 | 10,168,164 | 12,434,752 |
| | | (25,070,205) | (11,469,465) | (3,309,021) | 2,131,275 | 6,017,200 | 8,931,645 | 11,198,435 |
| | | (26,308,274) | (12,706,779) | (4,546,335) | 893,960 | 4,779,886 | 7,694,330 | 9,961,120 |
| | | (27,547,084) | (13,945,128) | (5,783,954) | (343,354) | 3,542,572 | 6,457,016 | 8,723,806 |



Scheme Ref: **B**
 No Units: **1200** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: **Dalton Barracks Strategic Site**

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) | 3,302,294 | | | | | | | |
| | 0 | 17,455,262 | 10,379,267 | 3,302,294 | (3,777,836) | (10,861,131) | (17,948,088) | (25,039,868) |
| | 20 | 16,225,758 | 9,149,438 | 2,071,393 | (5,008,840) | (12,093,173) | (19,181,343) | (26,274,404) |
| | 40 | 14,995,929 | 7,919,609 | 840,493 | (6,240,883) | (13,325,668) | (20,415,020) | (27,510,105) |
| | 60 | 13,766,099 | 6,689,722 | (390,408) | (7,472,925) | (14,558,922) | (21,649,557) | (28,745,995) |
| | 80 | 12,536,270 | 5,458,821 | (1,621,309) | (8,704,968) | (15,792,176) | (22,884,093) | (29,981,885) |
| CIL £psm | 100 | 11,306,441 | 4,227,920 | (2,852,677) | (9,937,010) | (17,025,430) | (24,118,629) | (31,218,942) |
| 0.00 | 120 | 10,076,611 | 2,997,020 | (4,084,720) | (11,169,756) | (18,259,245) | (25,354,355) | (32,456,256) |
| | 140 | 8,846,249 | 1,766,119 | (5,316,762) | (12,403,010) | (19,493,782) | (26,590,244) | (33,693,652) |
| | 160 | 7,615,348 | 535,218 | (6,548,804) | (13,636,264) | (20,728,318) | (27,826,134) | (34,932,462) |
| | 180 | 6,384,447 | (696,514) | (7,780,847) | (14,869,518) | (21,962,855) | (29,063,100) | (36,171,273) |
| | 200 | 5,153,546 | (1,928,556) | (9,013,843) | (16,103,471) | (23,198,604) | (30,300,415) | (37,410,915) |
| | 220 | 3,922,646 | (3,160,599) | (10,247,097) | (17,338,007) | (24,434,494) | (31,537,729) | (38,651,294) |
| | 240 | 2,691,692 | (4,392,641) | (11,480,352) | (18,572,544) | (25,670,383) | (32,776,415) | (39,892,028) |
| | 260 | 1,459,649 | (5,624,684) | (12,713,606) | (19,807,080) | (26,907,259) | (34,015,226) | (41,134,048) |
| | 280 | 227,607 | (6,857,931) | (13,947,696) | (21,042,853) | (28,144,573) | (35,254,547) | (42,376,888) |
| | 300 | (1,004,436) | (8,091,185) | (15,182,233) | (22,278,743) | (29,381,887) | (36,494,926) | (43,620,621) |
| | 320 | (2,236,478) | (9,324,439) | (16,416,769) | (23,514,633) | (30,620,368) | (37,735,305) | (44,865,918) |
| | 340 | (3,468,765) | (10,557,693) | (17,651,306) | (24,751,417) | (31,859,179) | (38,977,242) | (46,112,163) |
| | 360 | (4,702,019) | (11,791,922) | (18,887,102) | (25,988,732) | (33,098,178) | (40,219,528) | (47,359,565) |
| | 380 | (5,935,273) | (13,026,458) | (20,122,992) | (27,226,046) | (34,338,557) | (41,463,261) | (48,608,880) |
| | 400 | (7,168,527) | (14,260,995) | (21,358,882) | (28,464,321) | (35,578,936) | (42,707,886) | (49,859,656) |
| | 420 | (8,401,781) | (15,495,531) | (22,595,576) | (29,703,131) | (36,820,436) | (43,953,406) | (51,112,083) |
| | 440 | (9,636,147) | (16,731,351) | (23,832,890) | (30,941,942) | (38,062,456) | (45,200,722) | (52,366,373) |
| | 460 | (10,870,684) | (17,967,241) | (25,070,205) | (32,182,189) | (39,305,901) | (46,449,150) | (53,660,681) |
| | 480 | (12,105,220) | (19,203,131) | (26,308,274) | (33,422,568) | (40,549,854) | (47,698,898) | (55,103,270) |
| | 500 | (13,339,756) | (20,439,734) | (27,547,084) | (34,663,630) | (41,795,374) | (48,950,221) | (56,548,735) |

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) | 3,302,294 | | | | | | | |
| | 0 | (13,168,392) | (4,932,064) | 3,302,294 | 11,534,245 | 19,765,543 | 27,995,797 | 36,224,575 |
| | 20 | (14,400,434) | (6,162,965) | 2,071,393 | 10,304,415 | 18,535,713 | 26,766,970 | 34,995,748 |
| | 40 | (15,632,477) | (7,394,513) | 840,493 | 9,074,586 | 17,305,884 | 25,537,182 | 33,766,921 |
| | 60 | (16,865,294) | (8,626,556) | (390,408) | 7,843,950 | 16,076,054 | 24,307,352 | 32,538,094 |
| | 80 | (18,098,548) | (9,858,598) | (1,621,309) | 6,613,049 | 14,846,225 | 23,077,523 | 31,308,821 |
| CIL £psm | 100 | (19,331,802) | (11,090,641) | (2,852,677) | 5,382,148 | 13,616,396 | 21,847,694 | 30,078,991 |
| 0.00 | 120 | (20,565,056) | (12,322,942) | (4,084,720) | 4,151,247 | 12,385,606 | 20,617,864 | 28,849,162 |
| | 140 | (21,799,572) | (13,556,196) | (5,316,762) | 2,920,346 | 11,154,705 | 19,388,035 | 27,619,333 |
| | 160 | (23,034,109) | (14,789,450) | (6,548,804) | 1,689,159 | 9,923,804 | 18,158,163 | 26,389,503 |
| | 180 | (24,268,645) | (16,022,704) | (7,780,847) | 457,116 | 8,692,903 | 16,927,262 | 25,159,674 |
| | 200 | (25,504,122) | (17,256,366) | (9,013,843) | (774,926) | 7,462,002 | 15,696,361 | 23,929,845 |
| | 220 | (26,740,012) | (18,490,903) | (10,247,097) | (2,006,968) | 6,230,995 | 14,465,460 | 22,699,818 |
| | 240 | (27,975,901) | (19,725,439) | (11,480,352) | (3,239,011) | 4,998,953 | 13,234,559 | 21,468,918 |
| | 260 | (29,212,815) | (20,959,975) | (12,713,606) | (4,471,491) | 3,766,910 | 12,003,658 | 20,238,017 |
| | 280 | (30,450,129) | (22,195,612) | (13,947,696) | (5,704,745) | 2,534,868 | 10,772,757 | 19,007,116 |
| | 300 | (31,687,464) | (23,431,502) | (15,182,233) | (6,937,999) | 1,302,825 | 9,540,789 | 17,776,215 |
| | 320 | (32,926,275) | (24,667,392) | (16,416,769) | (8,171,253) | 70,783 | 8,308,746 | 16,545,314 |
| | 340 | (34,165,085) | (25,904,195) | (17,651,306) | (9,404,507) | (1,162,393) | 7,076,704 | 15,314,413 |
| | 360 | (35,404,749) | (27,141,510) | (18,887,102) | (10,639,026) | (2,395,647) | 5,844,661 | 14,082,625 |
| | 380 | (36,645,128) | (28,378,824) | (20,122,992) | (11,873,563) | (3,628,901) | 4,612,619 | 12,850,582 |
| | 400 | (37,885,966) | (29,617,274) | (21,358,882) | (13,108,099) | (4,862,155) | 3,379,960 | 11,618,540 |
| | 420 | (39,127,986) | (30,856,085) | (22,595,576) | (14,342,703) | (6,095,820) | 2,146,706 | 10,386,498 |
| | 440 | (40,371,014) | (32,095,095) | (23,832,890) | (15,578,592) | (7,330,357) | 913,451 | 9,154,455 |
| | 460 | (41,614,795) | (33,335,474) | (25,070,205) | (16,814,482) | (8,564,893) | (319,803) | 7,922,312 |
| | 480 | (42,860,315) | (34,575,853) | (26,308,274) | (18,050,372) | (9,799,430) | (1,553,057) | 6,689,058 |
| | 500 | (44,106,917) | (35,817,405) | (27,547,084) | (19,286,956) | (11,034,193) | (2,787,150) | 5,455,804 |

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: **B**
No Units: **1200** **Location / Value Zone:** **Lower** **Development Scenario:** **Brownfield**
Notes: **Dalton Barracks Strategic Site**

[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: | B |
| No Units: | 1200 |
| Location / Value Zone: | Lower |
| Development Scenario: | Brownfield |
| Notes: | Dalton Barracks Strategic Site |
| Total GDV (£) | 341,478,600 |
| 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) | 22,681 |
| Site Specific S106 (£) | 27,217,038 |
| Sub-total CIL+S106 (£ per unit) | 22,681 |
| Strategic Infrastructure (£ per unit) | 13,670 |
| Strategic Infrastructure (£) | 16,404,000 |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 36,351 |
| Total Developers Profit (£) | 55,449,096 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 16.24% |
| Developers Profit (% on costs) | 25.08% |
| RLV (£) | 56,675,894 |
| RLV (£/acre) | 573,411 |
| RLV (£/ha) | 1,416,897 |
| Balance for Plan VA: | |
| BLV (£) | 53,373,600 |
| BLV (£/acre) | 540,000 |
| BLV (£/ha) | 1,334,340 |
| Surplus/Deficit | 3,302,294 |
| Surplus/Deficit (£/acre) | 33,411 |
| Surplus/Deficit (£/ha) | 82,557 |
| 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: **C**
 No Units: **600** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **East of Kingston Bagpuize Strategic Site**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|--|-----------------------|--|-----------------------|------------------------------|---|-----------------------|----------------|
| Total number of units in scheme | | 600 Units | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | |
| AH tenure split % | | Affordable Rent: | 75.0% | | 75.0% % Rented | | |
| | | Social Rent: | 0.0% | | 8.8% % of total (>10% for HWP (Feb 2017)) | | |
| | | Intermediate (LCHO/Sub-Market/Starter etc.): | 25.0% | | | | |
| Open Market Sale (OMS) housing | | 65% | | | | | |
| CIL Rate (£ psm) | | 100% £ psm | | | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | |
| 1 bed House | 10.0% | 39.0 | 15.0% | 31.5 | 12% | 70.5 | |
| 2 bed House | 25.0% | 97.5 | 30.0% | 63.0 | 27% | 160.5 | |
| 3 bed House | 35.0% | 136.5 | 40.0% | 84.0 | 37% | 220.5 | |
| 4 bed House | 5.0% | 19.5 | 7.5% | 15.8 | 6% | 35.3 | |
| 5 bed House | 5.0% | 19.5 | 7.5% | 15.8 | 6% | 35.3 | |
| 1 bed Flat | 7.0% | 27.3 | 0.0% | 0.0 | 5% | 27.3 | |
| 2 bed Flat | 13.0% | 50.7 | 0.0% | 0.0 | 8% | 50.7 | |
| Total number of units | | 100.0% | 390.0 | 100.0% | 210.0 | 100% | 600.0 |
| OMS Unit Floor areas - | | Net area per unit | Net to Gross % | Gross (GIA) per unit | | | |
| | (sqm) | (sqft) | % | (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 | 85.0% | 58.8 | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | |
| AH Unit Floor areas - | | Net area per unit | Net to Gross % | Gross (GIA) per unit | | | |
| | (sqm) | (sqft) | % | (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 | 85.0% | 58.8 | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | |
| Total Gross Floor areas - | | Mkt Units GIA | AH units GIA | Total GIA (all units) | | | |
| | (sqm) | (sqft) | (sqm) | (sqft) | (sqm) | (sqft) | |
| 1 bed House | 2,418 | 26,027 | 1,953 | 21,022 | 4,371 | 47,049 | |
| 2 bed House | 7,703 | 82,909 | 4,977 | 53,572 | 12,680 | 136,481 | |
| 3 bed House | 13,650 | 146,927 | 8,400 | 90,417 | 22,050 | 237,344 | |
| 4 bed House | 2,243 | 24,138 | 1,811 | 19,496 | 4,054 | 43,634 | |
| 5 bed House | 3,218 | 34,633 | 2,599 | 27,973 | 5,816 | 62,606 | |
| 1 bed Flat | 1,606 | 17,286 | 0 | 0 | 1,606 | 17,286 | |
| 2 bed Flat | 4,175 | 44,942 | 0 | 0 | 4,175 | 44,942 | |
| | | 35,012 | 376,863 | 19,740 | 212,480 | 54,752 | 589,342 |
| AH % by floor area: | | 36.05% AH % by floor area due to mix | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 240,000 | 3,871 | 360 | | 16,920,000 | | |
| 2 bed House | 300,000 | 3,797 | 353 | | 48,150,000 | | |
| 3 bed House | 365,000 | 3,650 | 339 | | 80,482,500 | | |
| 4 bed House | 400,000 | 3,478 | 323 | | 14,100,000 | | |
| 5 bed House | 525,000 | 3,182 | 296 | | 18,506,250 | | |
| 1 bed Flat | 200,000 | 4,000 | 372 | | 5,460,000 | | |
| 2 bed Flat | 255,000 | 3,643 | 338 | | 12,928,500 | | |
| | | | | | 196,547,250 | | |
| Affordable Housing values (£) - | | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% | |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% | |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% | |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% | |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% | |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% | |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% | |

Scheme Ref: **C**
 No Units: **600** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **East of Kingston Bagpuizee Strategic Site**

| GROSS DEVELOPMENT VALUE | | | | |
|---|------------|---|--|---------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 39.0 | @ | 240,000 | 9,360,000 |
| 2 bed House | 97.5 | @ | 300,000 | 29,250,000 |
| 3 bed House | 136.5 | @ | 365,000 | 49,822,500 |
| 4 bed House | 19.5 | @ | 400,000 | 7,800,000 |
| 5 bed House | 19.5 | @ | 525,000 | 10,237,500 |
| 1 bed Flat | 27.3 | @ | 200,000 | 5,460,000 |
| 2 bed Flat | 50.7 | @ | 255,000 | 12,928,500 |
| | 390.0 | | | 124,858,500 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 23.6 | @ | 144,000 | 3,402,000 |
| 2 bed House | 47.3 | @ | 180,000 | 8,505,000 |
| 3 bed House | 63.0 | @ | 219,000 | 13,797,000 |
| 4 bed House | 11.8 | @ | 240,000 | 2,835,000 |
| 5 bed House | 11.8 | @ | 315,000 | 3,720,938 |
| 1 bed Flat | 0.0 | @ | 120,000 | - |
| 2 bed Flat | 0.0 | @ | 153,000 | - |
| | 157.5 | | | 32,259,938 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 105,600 | - |
| 2 bed House | 0.0 | @ | 132,000 | - |
| 3 bed House | 0.0 | @ | 160,600 | - |
| 4 bed House | 0.0 | @ | 176,000 | - |
| 5 bed House | 0.0 | @ | 231,000 | - |
| 1 bed Flat | 0.0 | @ | 88,000 | - |
| 2 bed Flat | 0.0 | @ | 112,200 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 7.9 | @ | 182,400 | 1,436,400 |
| 2 bed House | 15.8 | @ | 228,000 | 3,591,000 |
| 3 bed House | 21.0 | @ | 277,400 | 5,825,400 |
| 4 bed House | 3.9 | @ | 304,000 | 1,197,000 |
| 5 bed House | 3.9 | @ | 399,000 | 1,571,063 |
| 1 bed Flat | 0.0 | @ | 152,000 | - |
| 2 bed Flat | 0.0 | @ | 193,800 | - |
| | 52.5 | | | 13,620,863 |
| Sub-total GDV Residential | 600 | | | 170,739,300 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 25,807,950 |
| | | | 471 £ psm (total GIA sqm) | 43,013 £ per unit (total units) |
| Grant | 600 | @ | 0 | - |
| Total GDV | | | | 170,739,300 |

| DEVELOPMENT COSTS | | | | |
|---|--------------------------|----------------------------|-----------------------------|--------------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (300,000) |
| Statutory Planning Fees (Residential) | | | | (98,759) |
| CIL | 35,012 sqm (Market only) | 0.00 £ psm | | - |
| CIL analysis: | 0.00% % of GDV | 0 £ per unit (total units) | | |
| Site Specific S106 Contributions | Year 1 | 1,646,039 | | (1,646,039) |
| | Year 2 | 3,292,077 | | (3,292,077) |
| | Year 3 | 3,292,077 | | (3,292,077) |
| | Year 4 | 3,292,077 | | (3,292,077) |
| | Year 5 | 3,292,077 | | (3,292,077) |
| | Year 6 | 3,292,077 | | (3,292,077) |
| | Year 7 | 1,646,039 | | (1,646,039) |
| | 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 | 600 units @ | 32,921 per unit | (19,752,463) |
| S106 analysis: | 987,623 £ per ha | 11.57% % of GDV | 32,921 £ per unit (total ur | (19,752,463) |
| AH Commuted Sum | | 54,752 sqm (total) | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

Scheme Ref: **C**
 No Units: **600** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **East of Kingston Bagpuize Strategic Site**

| | | | | | |
|--|-------------------------|-----------------------|-------|--|----------------------|
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 49.42 acres @ | | 0 £ per acre (if brownfield) | - |
| Infrastructure costs - | Year 1 | 683,500 | | | (683,500) |
| | Year 2 | 1,367,000 | | | (1,367,000) |
| | Year 3 | 1,367,000 | | | (1,367,000) |
| | Year 4 | 1,367,000 | | | (1,367,000) |
| | Year 5 | 1,367,000 | | | (1,367,000) |
| | Year 6 | 1,367,000 | | | (1,367,000) |
| | Year 7 | 683,500 | | | (683,500) |
| | 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 | 600 units @ | | 0 per unit | - |
| Infra. Costs analysis: | 410,100 £ per ha | 4.80% % of GDV | | 13,670 £ per unit (total ur | (8,202,000) |
| 1 bed House | | 4,371 sqm @ | | 1,160 psm | (5,070,360) |
| 2 bed House | | 12,680 sqm @ | | 1,160 psm | (14,708,220) |
| 3 bed House | | 22,050 sqm @ | | 1,160 psm | (25,578,000) |
| 4 bed House | | 4,054 sqm @ | | 1,160 psm | (4,702,350) |
| 5 bed House | | 5,816 sqm @ | | 1,160 psm | (6,746,850) |
| 1 bed Flat | | 1,606 sqm @ | | 1,288 psm | (2,068,376) |
| 2 bed Flat | 54,752 | 4,175 sqm @ | | 1,288 psm | (5,377,779) |
| External works | | 64,251,935 @ | | 15.0% 16,063 £ per unit | (9,637,790) |
| M4(2) Category 2 Housing | Aff units | 210 units @ | 95% @ | 521 £ per unit | (103,940) |
| M4(3) Category 3 Housing | Aff units | 210 units @ | 5% @ | 10,111 £ per unit | (106,166) |
| M4(2) Category 2 Housing | Mrkt units | 390 units @ | 15% @ | 521 £ per unit | (30,479) |
| M4(3) Category 3 Housing | Mrkt units | 390 units @ | 2% @ | 10,111 £ per unit | (78,866) |
| Water Efficiency additional cost | | 600 units @ | | 10 £ per unit | (6,000) |
| Contingency | | 82,417,175 @ | | 3.0% | (2,472,515) |
| Professional Fees | | 82,417,175 @ | | 6.5% | (5,357,116) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 124,858,500 OMS @ | | 1.00% 2,081 £ per unit | (1,248,585) |
| Residential Sales Legal Costs | | 124,858,500 OMS @ | | 0.50% 1,040 £ per unit | (624,293) |
| Marketing and Promotion | | 124,858,500 OMS @ | | 3.00% 6,243 £ per unit 9,364 £ per unit | (3,745,755) |
| Interest (on Development Costs) - | | 6.25% APR | | 0.506% pcm | (239,689) |
| Developers Profit - | | | | | |
| Margin on AH | | 45,880,800 | | 6.00% on AH values | (2,752,848) |
| Profit on OMS | | 124,858,500 | | 20.00% | (24,971,700) |
| Profit analysis: | | 116,256,350 | | 23.85% on costs | (27,724,548) |
| | | 170,739,300 | | 16.24% blended | (27,724,548) |
| TOTAL COSTS | | | | | (143,980,898) |

| | | | | | |
|----------------------------------|--------------------------|---------------------------|--|---------------------------|-------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 26,758,402 |
| SDLT | | 26,758,402 @ | | (slabbed) | (1,327,420) |
| Acquisition Agent fees | | 26,758,402 @ | | 1.0% | (267,584) |
| Acquisition Legal fees | | 26,758,402 @ | | 0.5% | (133,792) |
| Interest on Land | | 26,758,402 @ | | 6.25% | (1,672,400) |
| Residual Land Value | | | | | 23,357,206 |
| RLV analysis: | 38,929 £ per plot | 1,167,860 £ per ha | | 472.627 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|---------------------|--|-----------------------|-------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 20.00 ha | | 49.42 acres | |
| Density analysis: | | 2,738 sqm/ha | | 11,925 sqft/ac | |
| Benchmark Land Value (Net) | 37,065 £ per plot | 1,111,950 £ per ha | | 450,000 £ per acre | 22,239,000 |

| | | | | | |
|-------------------|--|------------------------|--|--------------------------|------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 55,910 £ per ha | | 22,627 £ per acre | 1,118,206 |

Scheme Ref: **C**
 No Units: **600** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **East of Kingston Bagpuize Strategic Site**

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) | 1,118,206 | Affordable Housing - % on site 35% | | | | | | |
|---------------------|-----------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| 0 | | 4,312,225 | 3,247,552 | 2,182,879 | 1,118,206 | 53,533 | (1,011,141) | (2,075,814) |
| 20 | | 3,551,400 | 2,534,279 | 1,517,157 | 500,035 | (517,086) | (1,534,208) | (2,551,329) |
| 40 | | 2,790,575 | 1,821,005 | 851,435 | (118,135) | (1,087,705) | (2,057,275) | (3,026,845) |
| 60 | | 2,029,325 | 1,107,297 | 185,270 | (736,757) | (1,658,784) | (2,580,811) | (3,502,838) |
| 80 | | 1,267,548 | 393,132 | (481,284) | (1,355,701) | (2,230,117) | (3,104,533) | (3,978,949) |
| 100 | CIL £psm | 505,771 | (321,034) | (1,147,839) | (1,974,644) | (2,801,449) | (3,628,254) | (4,455,059) |
| 0.00 | | (256,813) | (1,035,944) | (1,815,075) | (2,594,206) | (3,373,337) | (4,152,467) | (4,931,598) |
| 140 | | (1,019,592) | (1,751,049) | (2,482,506) | (3,213,963) | (3,945,421) | (4,676,878) | (5,408,335) |
| 160 | | (1,782,796) | (2,466,492) | (3,150,188) | (3,833,884) | (4,517,580) | (5,201,288) | (5,885,072) |
| 180 | | (2,546,627) | (3,182,584) | (3,818,540) | (4,454,497) | (5,090,454) | (5,726,410) | (6,362,367) |
| 200 | | (3,310,693) | (3,898,786) | (4,486,893) | (5,075,110) | (5,663,327) | (6,251,544) | (6,839,761) |
| 220 | | (4,075,627) | (4,615,912) | (5,156,196) | (5,696,481) | (6,236,766) | (6,777,051) | (7,317,335) |
| 240 | | (4,840,796) | (5,333,099) | (5,825,514) | (6,317,990) | (6,810,466) | (7,302,943) | (7,795,419) |
| 260 | | (5,606,884) | (6,051,307) | (6,495,730) | (6,940,153) | (7,384,576) | (7,828,999) | (8,273,503) |
| 280 | | (6,373,400) | (6,769,709) | (7,166,057) | (7,562,599) | (7,959,142) | (8,355,685) | (8,752,227) |
| 300 | | (7,140,693) | (7,489,046) | (7,837,399) | (8,185,752) | (8,534,105) | (8,882,458) | (9,231,032) |
| 320 | | (7,908,802) | (8,208,892) | (8,508,982) | (8,809,177) | (9,109,575) | (9,409,972) | (9,710,369) |
| 340 | | (8,677,443) | (8,929,407) | (9,181,463) | (9,433,518) | (9,685,574) | (9,937,629) | (10,189,927) |
| 360 | | (9,447,301) | (9,650,929) | (9,854,557) | (10,058,185) | (10,261,986) | (10,466,007) | (10,670,028) |
| 380 | | (10,217,980) | (10,373,085) | (10,528,190) | (10,683,694) | (10,839,206) | (10,994,718) | (11,150,372) |
| 400 | | (10,989,534) | (11,096,102) | (11,203,006) | (11,309,910) | (11,416,814) | (11,523,995) | (11,631,391) |
| 420 | | (11,762,165) | (11,820,353) | (11,878,541) | (11,936,730) | (11,995,227) | (12,053,930) | (12,112,633) |
| 440 | | (12,536,209) | (12,545,563) | (12,554,918) | (12,564,492) | (12,574,391) | (12,584,290) | (12,594,645) |
| 460 | | (13,311,477) | (13,271,872) | (13,232,266) | (13,193,226) | (13,154,200) | (13,115,473) | (13,077,083) |
| 480 | | (14,088,120) | (13,999,418) | (13,910,928) | (13,822,847) | (13,734,771) | (13,647,364) | (13,559,977) |
| 500 | | (14,866,290) | (14,728,344) | (14,590,752) | (14,453,475) | (14,316,475) | (14,179,918) | (14,043,767) |

TABLE 2

| Balance (RLV - BLV) | 1,118,206 | Site Specific S106 (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|-----------|--|--------------|--------------|--------------|--------------|--------------|--------------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| 0 | | 1,118,206 | (618,786) | (2,357,442) | (4,097,622) | (5,839,707) | (7,584,082) | (9,331,692) |
| 20 | | 500,035 | (1,237,627) | (2,976,725) | (4,717,639) | (6,460,751) | (8,206,448) | (9,955,118) |
| 40 | | (118,135) | (1,856,571) | (3,596,483) | (5,338,252) | (7,082,260) | (8,828,989) | (10,579,487) |
| 60 | | (736,757) | (2,475,587) | (4,216,241) | (5,958,929) | (7,704,211) | (9,452,415) | (11,204,357) |
| 80 | | (1,355,701) | (3,095,344) | (4,836,796) | (6,580,438) | (8,326,657) | (10,076,269) | (11,829,867) |
| 100 | CIL £psm | (1,974,644) | (3,715,102) | (5,457,409) | (7,201,973) | (8,949,712) | (10,700,716) | (12,456,461) |
| 0.00 | | (2,594,206) | (4,335,340) | (6,078,616) | (7,824,419) | (9,573,138) | (11,326,083) | (13,083,837) |
| 140 | | (3,213,963) | (4,955,953) | (6,700,125) | (8,447,009) | (10,197,497) | (11,952,062) | (13,712,114) |
| 160 | | (3,833,884) | (5,576,794) | (7,322,182) | (9,070,435) | (10,822,300) | (12,578,771) | (14,341,414) |
| 180 | | (4,454,497) | (6,198,303) | (7,944,628) | (9,694,279) | (11,447,809) | (13,206,534) | (14,971,858) |
| 200 | | (5,075,110) | (6,819,944) | (8,567,732) | (10,318,726) | (12,074,277) | (13,835,284) | (15,603,569) |
| 220 | | (5,696,481) | (7,442,391) | (9,191,158) | (10,944,026) | (12,701,468) | (14,465,048) | (16,236,671) |
| 240 | | (6,317,990) | (8,065,029) | (9,815,508) | (11,569,878) | (13,329,501) | (15,095,948) | (16,871,289) |
| 260 | | (6,940,153) | (8,688,455) | (10,440,242) | (12,196,493) | (13,958,496) | (15,728,107) | (17,507,547) |
| 280 | | (7,562,599) | (9,312,290) | (11,065,752) | (12,824,165) | (14,588,682) | (16,361,649) | (18,145,571) |
| 300 | | (8,185,752) | (9,936,736) | (11,692,094) | (13,452,670) | (15,220,038) | (16,996,697) | (18,785,810) |
| 320 | | (8,809,177) | (10,561,968) | (12,319,099) | (14,082,130) | (15,852,645) | (17,633,377) | (19,428,272) |
| 340 | | (9,433,518) | (11,187,694) | (12,946,887) | (14,712,667) | (16,486,626) | (18,272,103) | (20,073,389) |
| 360 | | (10,058,185) | (11,814,309) | (13,575,840) | (15,344,402) | (17,122,206) | (18,912,856) | (20,721,342) |
| 380 | | (10,683,694) | (12,441,795) | (14,205,764) | (15,977,459) | (17,759,563) | (19,555,858) | (21,372,640) |
| 400 | | (11,309,910) | (13,070,056) | (14,836,757) | (16,611,962) | (18,398,752) | (20,201,571) | (22,027,798) |
| 420 | | (11,936,730) | (13,699,213) | (15,468,940) | (17,248,036) | (19,039,901) | (20,850,238) | (22,754,390) |
| 440 | | (12,564,492) | (14,329,398) | (16,102,436) | (17,885,807) | (19,683,670) | (21,502,214) | (23,515,940) |
| 460 | | (13,193,226) | (14,960,847) | (16,737,370) | (18,525,401) | (20,329,863) | (22,158,014) | (24,284,370) |
| 480 | | (13,822,847) | (15,593,478) | (17,373,866) | (19,167,323) | (20,979,134) | (22,904,329) | (25,060,621) |
| 500 | | (14,453,475) | (16,227,413) | (18,012,051) | (19,811,483) | (21,631,789) | (23,666,761) | (25,846,243) |

Scheme Ref: **C**
 No Units: **600** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **East of Kingston Bagpuize Strategic Site**

TABLE 3

| Balance (RLV - BLV) | 1,118,206 | Infrastructure Costs | | | | | | 100% (where 110% is a 10% increase etc.) | | | | | | | | |
|---------------------|-----------|----------------------|--------------|--------------|--------------|--------------|--------------|--|------|------|------|------|------|------|------|--|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% | 100% | 110% | 120% | 130% | 140% | 150% | 160% | |
| 0 | | 1,118,206 | 328,573 | (461,059) | (1,251,201) | (2,041,626) | (2,832,051) | (3,623,316) | | | | | | | | |
| 20 | | 500,035 | (289,597) | (1,079,720) | (1,870,145) | (2,660,570) | (3,451,798) | (4,243,074) | | | | | | | | |
| 40 | | (118,135) | (908,238) | (1,698,663) | (2,489,088) | (3,280,279) | (4,071,556) | (4,863,324) | | | | | | | | |
| 60 | | (736,757) | (1,527,182) | (2,317,607) | (3,108,761) | (3,900,037) | (4,691,751) | (5,483,937) | | | | | | | | |
| 80 | | (1,355,701) | (2,146,126) | (2,937,243) | (3,728,519) | (4,520,178) | (5,312,364) | (6,104,848) | | | | | | | | |
| 100 | CIL £psm | (1,974,644) | (2,765,724) | (3,557,000) | (4,348,604) | (5,140,790) | (5,933,202) | (6,726,357) | | | | | | | | |
| 0.00 | | (2,594,206) | (3,385,482) | (4,177,031) | (4,969,217) | (5,761,556) | (6,554,711) | (7,348,127) | | | | | | | | |
| 120 | | (3,213,963) | (4,005,458) | (4,797,644) | (5,589,910) | (6,383,065) | (7,176,390) | (7,970,573) | | | | | | | | |
| 140 | | (3,833,884) | (4,626,070) | (5,418,264) | (6,211,419) | (7,004,653) | (7,798,837) | (8,593,399) | | | | | | | | |
| 160 | | (4,454,497) | (5,246,683) | (6,039,773) | (6,832,928) | (7,627,100) | (8,421,554) | (9,216,825) | | | | | | | | |
| 180 | | (5,075,110) | (5,868,127) | (6,661,282) | (7,455,363) | (8,249,708) | (9,044,979) | (9,840,906) | | | | | | | | |
| 200 | | (5,696,481) | (6,489,636) | (7,283,626) | (8,077,863) | (8,873,134) | (9,668,933) | (10,465,381) | | | | | | | | |
| 220 | | (6,317,990) | (7,111,890) | (7,906,073) | (8,701,288) | (9,496,961) | (10,293,380) | (11,090,890) | | | | | | | | |
| 240 | | (6,940,153) | (7,734,336) | (8,529,443) | (9,324,989) | (10,121,408) | (10,918,773) | (11,716,981) | | | | | | | | |
| 260 | | (7,562,599) | (8,357,597) | (9,153,016) | (9,949,435) | (10,746,655) | (11,544,700) | (12,343,745) | | | | | | | | |
| 280 | | (8,185,752) | (8,981,044) | (9,777,463) | (10,574,537) | (11,372,419) | (12,171,315) | (12,971,507) | | | | | | | | |
| 300 | | (8,809,177) | (9,605,490) | (10,402,420) | (11,200,138) | (11,999,034) | (12,799,044) | (13,600,254) | | | | | | | | |
| 320 | | (9,433,518) | (10,230,302) | (11,027,929) | (11,826,753) | (12,626,581) | (13,427,590) | (14,229,955) | | | | | | | | |
| 340 | | (10,058,185) | (10,855,812) | (11,654,472) | (12,454,119) | (13,254,927) | (14,057,073) | (14,860,735) | | | | | | | | |
| 360 | | (10,683,694) | (11,482,191) | (12,281,656) | (13,082,263) | (13,884,191) | (14,687,614) | (15,492,713) | | | | | | | | |
| 380 | | (11,309,910) | (12,109,193) | (12,909,600) | (13,711,308) | (14,514,494) | (15,319,337) | (16,126,015) | | | | | | | | |
| 400 | | (11,936,730) | (12,736,955) | (13,538,553) | (14,341,494) | (15,145,960) | (15,952,363) | (16,760,764) | | | | | | | | |
| 420 | | (12,564,492) | (13,365,889) | (14,168,611) | (14,972,836) | (15,778,741) | (16,586,817) | (17,397,085) | | | | | | | | |
| 440 | | (13,193,226) | (13,995,729) | (14,799,716) | (15,605,365) | (16,412,871) | (17,222,825) | (18,035,104) | | | | | | | | |
| 460 | | (13,822,847) | (14,626,595) | (15,431,988) | (16,239,203) | (17,048,564) | (17,860,511) | (18,675,122) | | | | | | | | |
| 480 | | (14,453,475) | (15,258,611) | (16,065,551) | (16,874,475) | (17,685,918) | (18,500,002) | (19,317,369) | | | | | | | | |
| 500 | | | | | | | | | | | | | | | | |

TABLE 4

| Balance (RLV - BLV) | 1,118,206 | Profit 20% | | | | | | |
|---------------------|-----------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| 0 | | 6,565,158 | 5,475,767 | 4,386,377 | 3,296,987 | 2,207,596 | 1,118,206 | 28,815 |
| 20 | | 5,946,987 | 4,857,597 | 3,768,207 | 2,678,816 | 1,589,426 | 500,035 | (589,355) |
| 40 | | 5,328,817 | 4,239,427 | 3,150,036 | 2,060,646 | 971,256 | (118,135) | (1,207,525) |
| 60 | | 4,710,195 | 3,620,805 | 2,531,414 | 1,442,024 | 352,634 | (736,757) | (1,826,147) |
| 80 | | 4,091,252 | 3,001,861 | 1,912,471 | 823,080 | (266,310) | (1,355,701) | (2,445,091) |
| 100 | CIL £psm | 3,472,308 | 2,382,918 | 1,293,527 | 204,137 | (885,254) | (1,974,644) | (3,064,035) |
| 0.00 | | 2,852,746 | 1,763,356 | 673,966 | (415,425) | (1,504,815) | (2,594,206) | (3,683,596) |
| 120 | | 2,232,989 | 1,143,598 | 54,208 | (1,035,183) | (2,124,573) | (3,213,963) | (4,303,354) |
| 140 | | 1,613,068 | 523,677 | (565,713) | (1,655,104) | (2,744,494) | (3,833,884) | (4,923,275) |
| 160 | | 992,455 | (96,935) | (1,186,326) | (2,275,716) | (3,365,107) | (4,454,497) | (5,543,887) |
| 180 | | 371,842 | (717,548) | (1,806,939) | (2,896,329) | (3,985,719) | (5,075,110) | (6,164,500) |
| 200 | | (249,529) | (1,338,919) | (2,428,310) | (3,517,700) | (4,607,091) | (5,696,481) | (6,785,872) |
| 220 | | (871,038) | (1,960,428) | (3,049,819) | (4,139,209) | (5,228,600) | (6,317,990) | (7,407,380) |
| 240 | | (1,493,201) | (2,582,591) | (3,671,982) | (4,761,372) | (5,850,763) | (6,940,153) | (8,029,543) |
| 260 | | (2,115,647) | (3,205,038) | (4,294,428) | (5,383,819) | (6,473,209) | (7,562,599) | (8,651,990) |
| 280 | | (2,738,800) | (3,828,190) | (4,917,581) | (6,006,971) | (7,096,361) | (8,185,752) | (9,275,142) |
| 300 | | (3,362,225) | (4,451,616) | (5,541,006) | (6,630,397) | (7,719,787) | (8,809,177) | (9,898,568) |
| 320 | | (3,986,566) | (5,075,956) | (6,165,347) | (7,254,737) | (8,344,128) | (9,433,518) | (10,522,909) |
| 340 | | (4,611,233) | (5,700,623) | (6,790,014) | (7,879,404) | (8,968,794) | (10,058,185) | (11,147,575) |
| 360 | | (5,236,742) | (6,326,133) | (7,415,523) | (8,504,914) | (9,594,304) | (10,683,694) | (11,773,085) |
| 380 | | (5,862,958) | (6,952,348) | (8,041,739) | (9,131,129) | (10,220,519) | (11,309,910) | (12,399,300) |
| 400 | | (6,489,778) | (7,579,168) | (8,668,558) | (9,757,949) | (10,847,339) | (11,936,730) | (13,026,120) |
| 420 | | (7,117,540) | (8,206,930) | (9,296,321) | (10,385,711) | (11,475,102) | (12,564,492) | (13,653,882) |
| 440 | | (7,746,274) | (8,835,664) | (9,925,055) | (11,014,445) | (12,103,835) | (13,193,226) | (14,282,616) |
| 460 | | (8,375,894) | (9,465,285) | (10,554,675) | (11,644,066) | (12,733,456) | (13,822,847) | (14,912,237) |
| 480 | | (9,006,523) | (10,095,914) | (11,185,304) | (12,274,694) | (13,364,085) | (14,453,475) | (15,542,866) |
| 500 | | | | | | | | |

Scheme Ref: **C**
 No Units: **600** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **East of Kingston Bagpuize Strategic Site**

TABLE 5

| Balance (RLV - BLV) | 1,118,206 | BLV (per acre) | | | | | | |
|---------------------|-----------|----------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| 0 | | 8,531,206 | 3,589,206 | (1,352,794) | (6,294,794) | (11,236,794) | (16,178,794) | (21,120,794) |
| 20 | | 7,913,035 | 2,971,035 | (1,970,965) | (6,912,965) | (11,854,965) | (16,796,965) | (21,738,965) |
| 40 | | 7,294,865 | 2,352,865 | (2,589,135) | (7,531,135) | (12,473,135) | (17,415,135) | (22,357,135) |
| 60 | | 6,676,243 | 1,734,243 | (3,207,757) | (8,149,757) | (13,091,757) | (18,033,757) | (22,975,757) |
| 80 | | 6,057,299 | 1,115,299 | (3,826,701) | (8,768,701) | (13,710,701) | (18,652,701) | (23,594,701) |
| CIL Epsm | | 5,438,356 | 496,356 | (4,445,644) | (9,387,644) | (14,329,644) | (19,271,644) | (24,213,644) |
| 0.00 | | 4,818,794 | (123,206) | (5,065,206) | (10,007,206) | (14,949,206) | (19,891,206) | (24,833,206) |
| | | 4,199,037 | (742,963) | (5,684,963) | (10,626,963) | (15,568,963) | (20,510,963) | (25,452,963) |
| | | 3,579,116 | (1,362,884) | (6,304,884) | (11,246,884) | (16,188,884) | (21,130,884) | (26,072,884) |
| | | 2,958,503 | (1,983,497) | (6,925,497) | (11,867,497) | (16,809,497) | (21,751,497) | (26,693,497) |
| | | 2,337,890 | (2,604,110) | (7,546,110) | (12,488,110) | (17,430,110) | (22,372,110) | (27,314,110) |
| | | 1,716,519 | (3,225,481) | (8,167,481) | (13,109,481) | (18,051,481) | (22,993,481) | (27,935,481) |
| | | 1,095,010 | (3,846,990) | (8,788,990) | (13,730,990) | (18,672,990) | (23,614,990) | (28,556,990) |
| | | 472,847 | (4,469,153) | (9,411,153) | (14,353,153) | (19,295,153) | (24,237,153) | (29,179,153) |
| | | (149,599) | (5,091,599) | (10,033,599) | (14,975,599) | (19,917,599) | (24,859,599) | (29,801,599) |
| | | (772,752) | (5,714,752) | (10,656,752) | (15,598,752) | (20,540,752) | (25,482,752) | (30,424,752) |
| | | (1,396,177) | (6,338,177) | (11,280,177) | (16,222,177) | (21,164,177) | (26,106,177) | (31,048,177) |
| | | (2,020,518) | (6,962,518) | (11,904,518) | (16,846,518) | (21,788,518) | (26,730,518) | (31,672,518) |
| | | (2,645,185) | (7,587,185) | (12,529,185) | (17,471,185) | (22,413,185) | (27,355,185) | (32,297,185) |
| | | (3,270,694) | (8,212,694) | (13,154,694) | (18,096,694) | (23,038,694) | (27,980,694) | (32,922,694) |
| | | (3,896,910) | (8,838,910) | (13,780,910) | (18,722,910) | (23,664,910) | (28,606,910) | (33,548,910) |
| | | (4,523,730) | (9,465,730) | (14,407,730) | (19,349,730) | (24,291,730) | (29,233,730) | (34,175,730) |
| | | (5,151,492) | (10,093,492) | (15,035,492) | (19,977,492) | (24,919,492) | (29,861,492) | (34,803,492) |
| | | (5,780,226) | (10,722,226) | (15,664,226) | (20,606,226) | (25,548,226) | (30,490,226) | (35,432,226) |
| | | (6,409,847) | (11,351,847) | (16,293,847) | (21,235,847) | (26,177,847) | (31,119,847) | (36,061,847) |
| | | (7,040,475) | (11,982,475) | (16,924,475) | (21,866,475) | (26,808,475) | (31,750,475) | (36,692,475) |

TABLE 6

| Balance (RLV - BLV) | 1,118,206 | Density (dph) | | | | | | |
|---------------------|-----------|---------------|-------------|-------------|-------------|-------------|------------|------------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| 0 | | 1,118,206 | 6,677,956 | 10,013,806 | 12,237,706 | 13,826,206 | 15,017,581 | 15,944,206 |
| 20 | | 500,035 | 6,059,785 | 9,395,635 | 11,619,535 | 13,208,035 | 14,399,410 | 15,326,035 |
| 40 | | (118,135) | 5,441,615 | 8,777,465 | 11,001,365 | 12,589,865 | 13,781,240 | 14,707,865 |
| 60 | | (736,757) | 4,822,993 | 8,158,843 | 10,382,743 | 11,971,243 | 13,162,618 | 14,089,243 |
| 80 | | (1,355,701) | 4,204,049 | 7,539,899 | 9,763,799 | 11,352,299 | 12,543,674 | 13,470,299 |
| CIL Epsm | | (1,974,644) | 3,585,106 | 6,920,956 | 9,144,856 | 10,733,356 | 11,924,731 | 12,851,356 |
| 0.00 | | (2,594,206) | 2,965,544 | 6,301,394 | 8,525,294 | 10,113,794 | 11,305,169 | 12,231,794 |
| | | (3,213,963) | 2,345,787 | 5,681,637 | 7,905,537 | 9,494,037 | 10,685,412 | 11,612,037 |
| | | (3,833,884) | 1,725,866 | 5,061,716 | 7,285,616 | 8,874,116 | 10,065,491 | 10,992,116 |
| | | (4,454,497) | 1,105,253 | 4,441,103 | 6,665,003 | 8,253,503 | 9,444,878 | 10,371,503 |
| | | (5,075,110) | 484,640 | 3,820,490 | 6,044,390 | 7,632,890 | 8,824,265 | 9,750,890 |
| | | (5,696,481) | (136,731) | 3,199,119 | 5,423,019 | 7,011,519 | 8,202,894 | 9,129,519 |
| | | (6,317,990) | (758,240) | 2,577,610 | 4,801,510 | 6,390,010 | 7,581,385 | 8,508,010 |
| | | (6,940,153) | (1,380,403) | 1,955,447 | 4,179,347 | 5,767,847 | 6,959,222 | 7,885,847 |
| | | (7,562,599) | (2,002,849) | 1,333,001 | 3,556,901 | 5,145,401 | 6,336,776 | 7,263,401 |
| | | (8,185,752) | (2,626,002) | 709,848 | 2,933,748 | 4,522,248 | 5,713,623 | 6,640,248 |
| | | (8,809,177) | (3,249,427) | 86,423 | 2,310,323 | 3,898,823 | 5,090,198 | 6,016,823 |
| | | (9,433,518) | (3,873,768) | (537,918) | 1,685,982 | 3,274,482 | 4,465,857 | 5,392,482 |
| | | (10,058,185) | (4,498,435) | (1,162,585) | 1,061,315 | 2,649,815 | 3,841,190 | 4,767,815 |
| | | (10,683,694) | (5,123,944) | (1,788,094) | 435,806 | 2,024,306 | 3,215,681 | 4,142,306 |
| | | (11,309,910) | (5,750,160) | (2,414,310) | (190,410) | 1,398,090 | 2,589,465 | 3,516,090 |
| | | (11,936,730) | (6,376,980) | (3,041,130) | (817,230) | 771,270 | 1,962,645 | 2,889,270 |
| | | (12,564,492) | (7,004,742) | (3,668,892) | (1,444,992) | 143,508 | 1,334,883 | 2,261,508 |
| | | (13,193,226) | (7,633,476) | (4,297,626) | (2,073,726) | (485,226) | 706,149 | 1,632,774 |
| | | (13,822,847) | (8,263,097) | (4,927,247) | (2,703,347) | (1,114,847) | 76,528 | 1,003,153 |
| | | (14,453,475) | (8,893,725) | (5,557,875) | (3,333,975) | (1,745,475) | (554,100) | 372,525 |

Scheme Ref: **C**
 No Units: **600** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **East of Kingston Bagpuize Strategic Site**

TABLE 7

| Balance (RLV - BLV) | 1,118,206 | Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | |
|---------------------|-----------|--|--------------|--------------|--------------|--------------|--------------|--------------|
| | | 90% | 95% | 100% | 105% | 110% | 115% | 120% |
| 0 | | 8,209,520 | 4,665,302 | 1,118,206 | (2,432,437) | (5,987,695) | (9,549,724) | (13,121,230) |
| 20 | | 7,592,775 | 4,047,865 | 500,035 | (3,051,380) | (6,608,308) | (10,172,170) | (13,746,639) |
| 40 | | 6,976,030 | 3,430,427 | (118,135) | (3,670,994) | (7,229,150) | (10,795,293) | (14,372,720) |
| 60 | | 6,359,285 | 2,812,990 | (736,757) | (4,290,751) | (7,850,659) | (11,418,744) | (14,999,593) |
| 80 | | 5,742,130 | 2,194,955 | (1,355,701) | (4,910,790) | (8,472,385) | (12,043,190) | (15,627,378) |
| CIL £psm | | 5,124,693 | 1,576,785 | (1,974,644) | (5,531,402) | (9,094,831) | (12,668,148) | (16,256,331) |
| 0.00 | | 4,507,255 | 958,615 | (2,594,206) | (6,152,061) | (9,717,638) | (13,293,710) | (16,886,382) |
| | | 3,889,818 | 339,979 | (3,213,963) | (6,773,570) | (10,341,063) | (13,920,325) | (17,517,633) |
| | | 3,271,705 | (278,964) | (3,833,884) | (7,395,079) | (10,965,151) | (14,547,758) | (18,150,204) |
| | | 2,653,535 | (897,908) | (4,454,497) | (8,017,492) | (11,589,657) | (15,176,078) | (18,784,257) |
| | | 2,035,364 | (1,517,418) | (5,075,110) | (8,639,982) | (12,215,167) | (15,805,406) | (19,420,090) |
| | | 1,416,715 | (2,137,175) | (5,696,481) | (9,263,408) | (12,841,315) | (16,435,862) | (20,057,700) |
| | | 797,772 | (2,756,979) | (6,317,990) | (9,887,111) | (13,468,161) | (17,067,571) | (20,697,215) |
| | | 178,828 | (3,377,592) | (6,940,153) | (10,511,558) | (14,095,924) | (17,700,655) | (21,339,225) |
| | | (440,630) | (3,998,204) | (7,562,599) | (11,136,676) | (14,724,778) | (18,335,240) | (21,983,615) |
| | | (1,060,388) | (4,619,392) | (8,185,752) | (11,762,305) | (15,354,614) | (18,971,449) | (22,689,890) |
| | | (1,680,145) | (5,240,901) | (8,809,177) | (12,388,920) | (15,985,554) | (19,609,410) | (23,435,722) |
| | | (2,300,686) | (5,862,814) | (9,433,518) | (13,016,327) | (16,617,719) | (20,249,473) | (24,185,842) |
| | | (2,921,299) | (6,485,260) | (10,058,185) | (13,644,526) | (17,251,234) | (20,891,824) | (24,940,966) |
| | | (3,542,303) | (7,108,096) | (10,683,694) | (14,273,638) | (17,886,222) | (21,536,672) | (25,701,955) |
| | | (4,163,812) | (7,731,522) | (11,309,910) | (14,903,823) | (18,522,808) | (22,184,307) | (26,469,646) |
| | | (4,785,475) | (8,355,479) | (11,936,730) | (15,535,246) | (19,161,246) | (22,924,015) | (27,245,286) |
| | | (5,407,921) | (8,979,925) | (12,564,492) | (16,167,867) | (19,801,803) | (23,674,340) | (28,030,296) |
| | | (6,030,440) | (9,605,204) | (13,193,226) | (16,801,812) | (20,444,424) | (24,429,529) | (28,826,774) |
| | | (6,653,866) | (10,230,900) | (13,822,847) | (17,437,204) | (21,089,728) | (25,190,397) | (29,637,161) |
| | | (7,277,439) | (10,857,515) | (14,453,475) | (18,074,332) | (21,737,695) | (25,957,658) | (30,462,099) |

TABLE 8

| Balance (RLV - BLV) | 1,118,206 | Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | |
|---------------------|-----------|---|--------------|--------------|--------------|-------------|-------------|------------|
| | | 90% | 95% | 100% | 105% | 110% | 115% | 120% |
| 0 | | (7,138,646) | (3,007,836) | 1,118,206 | 5,240,973 | 9,361,394 | 13,480,387 | 17,598,226 |
| 20 | | (7,759,259) | (3,626,779) | 500,035 | 4,623,536 | 8,744,649 | 12,864,294 | 16,982,133 |
| 40 | | (8,380,441) | (4,246,387) | (118,135) | 4,006,098 | 8,127,903 | 12,247,792 | 16,366,040 |
| 60 | | (9,001,950) | (4,866,145) | (736,757) | 3,388,618 | 7,510,911 | 11,631,047 | 15,749,947 |
| 80 | | (9,624,192) | (5,486,265) | (1,355,701) | 2,770,447 | 6,893,473 | 11,014,302 | 15,133,854 |
| CIL £psm | | (10,246,713) | (6,106,878) | (1,974,644) | 2,152,277 | 6,276,035 | 10,397,557 | 14,517,446 |
| 0.00 | | (10,870,139) | (6,727,707) | (2,594,206) | 1,534,107 | 5,658,598 | 9,780,812 | 13,900,701 |
| | | (11,494,078) | (7,349,215) | (3,213,963) | 915,378 | 5,040,859 | 9,163,410 | 13,283,956 |
| | | (12,118,573) | (7,970,949) | (3,833,884) | 296,435 | 4,422,689 | 8,545,973 | 12,667,211 |
| | | (12,744,083) | (8,593,396) | (4,454,497) | (322,509) | 3,804,519 | 7,928,535 | 12,050,466 |
| | | (13,370,358) | (9,216,232) | (5,075,110) | (942,024) | 3,186,348 | 7,311,097 | 11,433,347 |
| | | (13,997,471) | (9,839,658) | (5,696,481) | (1,561,782) | 2,567,514 | 6,693,101 | 10,815,910 |
| | | (14,625,541) | (10,463,798) | (6,317,990) | (2,181,540) | 1,948,570 | 6,074,930 | 10,198,472 |
| | | (15,254,690) | (11,088,379) | (6,940,153) | (2,802,116) | 1,329,626 | 5,456,760 | 9,581,035 |
| | | (15,885,040) | (11,713,889) | (7,562,599) | (3,422,729) | 710,157 | 4,838,590 | 8,963,513 |
| | | (16,516,715) | (12,340,134) | (8,185,752) | (4,043,747) | 90,400 | 4,219,649 | 8,345,342 |
| | | (17,149,837) | (12,967,100) | (8,809,177) | (4,665,256) | (529,358) | 3,600,705 | 7,727,172 |
| | | (17,784,533) | (13,594,907) | (9,433,518) | (5,286,911) | (1,149,735) | 2,981,762 | 7,109,002 |
| | | (18,420,927) | (14,223,860) | (10,058,185) | (5,909,357) | (1,770,348) | 2,362,339 | 6,490,728 |
| | | (19,059,281) | (14,853,861) | (10,683,694) | (6,531,846) | (2,391,013) | 1,742,581 | 5,871,784 |
| | | (19,699,948) | (15,484,989) | (11,309,910) | (7,155,271) | (3,012,521) | 1,122,823 | 5,252,841 |
| | | (20,342,984) | (16,117,365) | (11,936,730) | (7,778,792) | (3,634,030) | 502,645 | 4,633,897 |
| | | (20,988,817) | (16,751,114) | (12,564,492) | (8,403,238) | (4,256,115) | (117,967) | 4,014,520 |
| | | (21,637,930) | (17,386,360) | (13,193,226) | (9,027,991) | (4,878,561) | (738,580) | 3,394,762 |
| | | (22,299,709) | (18,023,346) | (13,822,847) | (9,653,500) | (5,501,365) | (1,359,787) | 2,775,005 |
| | | (23,052,634) | (18,662,297) | (14,453,475) | (10,279,686) | (6,124,791) | (1,981,296) | 2,155,026 |

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: C
No Units: 600 **Location / Value Zone:** Lower **Development Scenario:** Greenfield
Notes: East of Kingston Bagpuizee Strategic Site

[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: | C |
|---|---|
| No Units: | 600 |
| Location / Value Zone: | Lower |
| Development Scenario: | Greenfield |
| Notes: | East of Kingston Bagpuizee Strategic Site |
| Total GDV (£) | 170,739,300 |
| 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) | 32,921 |
| Site Specific S106 (£) | 19,752,463 |
| Sub-total CIL+S106 (£ per unit) | 32,921 |
| Strategic Infrastructure (£ per unit) | 13,670 |
| Strategic Infrastructure (£) | 8,202,000 |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 46,591 |
| Total Developers Profit (£) | 27,724,548 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 16.24% |
| Developers Profit (% on costs) | 23.85% |
| RLV (£) | 23,357,206 |
| RLV (£/acre) | 472,627 |
| RLV (£/ha) | 1,167,860 |
| Balance for Plan VA: | |
| BLV (£) | 22,239,000 |
| BLV (£/acre) | 450,000 |
| BLV (£/ha) | 1,111,950 |
| Surplus/Deficit | 1,118,206 |
| Surplus/Deficit (£/acre) | 22,627 |
| Surplus/Deficit (£/ha) | 55,910 |
| 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 |

190306 VOWH Residential Appraisals_A_C_v3 - Summary Table

| Scheme Ref: | A | B | C |
|---|------------------------------------|--------------------------------|---|
| No Units: | 400 | 1200 | 600 |
| Location / Value Zone: | Lower | Lower | Lower |
| Development Scenario: | Greenfield | Brownfield | Greenfield |
| Notes: | North West of Grove Strategic Site | Dalton Barracks Strategic Site | East of Kingston Bagpuizee Strategic Site |
| Total GDV (£) | 113,826,200 | 341,478,600 | 170,739,300 |
| AH % | 35% | 35% | 35% |
| Affordable Rent: | 75.00% | 75.00% | 75.00% |
| Social Rent: | 0.00% | 0.00% | 0.00% |
| Intermediate (LCHO/Sub-Market/Starter etc.): | 25.00% | 25.00% | 25.00% |
| CIL (£ psm) | - | - | - |
| CIL (£ per unit) | - | - | - |
| CIL (£) | - | - | - |
| Site Specific S106 (£ per unit) | 34,034 | 22,681 | 32,921 |
| Site Specific S106 (£) | 13,613,788 | 27,217,038 | 19,752,463 |
| Sub-total CIL+S106 (£ per unit) | 34,034 | 22,681 | 32,921 |
| Strategic Infrastructure (£ per unit) | 11,670 | 13,670 | 13,670 |
| Strategic Infrastructure (£) | 4,668,000 | 16,404,000 | 8,202,000 |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 45,704 | 36,351 | 46,591 |
| Total Developers Profit (£) | 18,483,032 | 55,449,096 | 27,724,548 |
| Developers Profit (% on OMS) | 20.0% | 20.0% | 20.0% |
| Developers Profit (% on AH) | 6.0% | 6.0% | 6.0% |
| Developers Profit (% blended) | 16.24% | 16.24% | 16.24% |
| Developers Profit (% on costs) | 23.91% | 25.08% | 23.85% |
| RLV (£) | 15,745,982 | 56,675,894 | 23,357,206 |
| RLV (£/acre) | 477,923 | 573,411 | 472,627 |
| RLV (£/ha) | 1,180,949 | 1,416,897 | 1,167,860 |
| Balance for Plan VA: | | | |
| BLV (£) | 14,826,000 | 53,373,600 | 22,239,000 |
| BLV (£/acre) | 450,000 | 540,000 | 450,000 |
| BLV (£/ha) | 1,111,950 | 1,334,340 | 1,111,950 |
| Surplus/Deficit | 919,982 | 3,302,294 | 1,118,206 |
| Surplus/Deficit (£/acre) | 27,923 | 33,411 | 22,627 |
| Surplus/Deficit (£/ha) | 68,999 | 82,557 | 55,910 |
| Plan Viability comments | Viable | Viable | Viable |

190311 VOWH Residential Appraisals_D_J_v3 - Version Notes

| Date | Version | Comments |
|--------|---------|----------|
| 190311 | v3 | |

Scheme Ref: **D**
 No Units: **270** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|--|-----------------------|--------------------------|-----------------------|--|---------------------------|---|----------------|
| Total number of units in scheme | | | | 270 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% | | | |
| CIL Rate (£ psm) | | | | 100% | | | |
| | | | | 131.33 £ psm | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | |
| 1 bed House | 10.0% | 17.6 | 15.0% | 14.2 | 12% | 31.7 | |
| 2 bed House | 25.0% | 43.9 | 30.0% | 28.4 | 27% | 72.2 | |
| 3 bed House | 35.0% | 61.4 | 40.0% | 37.8 | 37% | 99.2 | |
| 4 bed House | 5.0% | 8.8 | 7.5% | 7.1 | 6% | 15.9 | |
| 5 bed House | 5.0% | 8.8 | 7.5% | 7.1 | 6% | 15.9 | |
| 1 bed Flat | 7.0% | 12.3 | 0.0% | 0.0 | 5% | 12.3 | |
| 2 bed Flat | 13.0% | 22.8 | 0.0% | 0.0 | 8% | 22.8 | |
| Total number of units | | 100.0% | 175.5 | 100.0% | 94.5 | 100% | 270.0 |
| OMS Unit Floor areas - | | Net area per unit | Net to Gross % | Gross (GIA) per unit | | | |
| | | (sqm) | (sqft) | | | (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 | 85.0% | 58.8 | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | |
| AH Unit Floor areas - | | Net area per unit | Net to Gross % | Gross (GIA) per unit | | | |
| | | (sqm) | (sqft) | | | (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 | 85.0% | 58.8 | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | |
| Total Gross Floor areas - | | Mkt Units GIA | AH units GIA | Total GIA (all units) | | | |
| | | (sqm) | (sqft) | (sqm) | (sqft) | (sqm) | (sqft) |
| 1 bed House | 1,088 | 11,712 | 879 | 9,460 | 1,967 | 21,172 | |
| 2 bed House | 3,466 | 37,309 | 2,240 | 24,107 | 5,706 | 61,416 | |
| 3 bed House | 6,143 | 66,117 | 3,780 | 40,688 | 9,923 | 106,805 | |
| 4 bed House | 1,009 | 10,862 | 815 | 8,773 | 1,824 | 19,635 | |
| 5 bed House | 1,448 | 15,585 | 1,169 | 12,588 | 2,617 | 28,173 | |
| 1 bed Flat | 723 | 7,779 | 0 | 0 | 723 | 7,779 | |
| 2 bed Flat | 1,879 | 20,224 | 0 | 0 | 1,879 | 20,224 | |
| | | 15,755 | 169,588 | 8,883 | 95,616 | 24,638 | 265,204 |
| AH % by floor area: | | | | 36.05% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 240,000 | 3,871 | 360 | 7,614,000 | | | |
| 2 bed House | 300,000 | 3,797 | 353 | 21,667,500 | | | |
| 3 bed House | 365,000 | 3,650 | 339 | 36,217,125 | | | |
| 4 bed House | 400,000 | 3,478 | 323 | 6,345,000 | | | |
| 5 bed House | 525,000 | 3,182 | 296 | 8,327,813 | | | |
| 1 bed Flat | 200,000 | 4,000 | 372 | 2,457,000 | | | |
| 2 bed Flat | 255,000 | 3,643 | 338 | 5,817,825 | | | |
| | | | | 88,446,263 | | | |
| Affordable Housing values (£) - | | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% | |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% | |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% | |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% | |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% | |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% | |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% | |

Scheme Ref: **D**
 No Units: **270** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|------------|---|--|---------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 17.6 | @ | 240,000 | 4,212,000 |
| 2 bed House | 43.9 | @ | 300,000 | 13,162,500 |
| 3 bed House | 61.4 | @ | 365,000 | 22,420,125 |
| 4 bed House | 8.8 | @ | 400,000 | 3,510,000 |
| 5 bed House | 8.8 | @ | 525,000 | 4,606,875 |
| 1 bed Flat | 12.3 | @ | 200,000 | 2,457,000 |
| 2 bed Flat | 22.8 | @ | 255,000 | 5,817,825 |
| | 175.5 | | | 56,186,325 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 10.6 | @ | 144,000 | 1,530,900 |
| 2 bed House | 21.3 | @ | 180,000 | 3,827,250 |
| 3 bed House | 28.4 | @ | 219,000 | 6,208,650 |
| 4 bed House | 5.3 | @ | 240,000 | 1,275,750 |
| 5 bed House | 5.3 | @ | 315,000 | 1,674,422 |
| 1 bed Flat | 0.0 | @ | 120,000 | - |
| 2 bed Flat | 0.0 | @ | 153,000 | - |
| | 70.9 | | | 14,516,972 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 105,600 | - |
| 2 bed House | 0.0 | @ | 132,000 | - |
| 3 bed House | 0.0 | @ | 160,600 | - |
| 4 bed House | 0.0 | @ | 176,000 | - |
| 5 bed House | 0.0 | @ | 231,000 | - |
| 1 bed Flat | 0.0 | @ | 88,000 | - |
| 2 bed Flat | 0.0 | @ | 112,200 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 3.5 | @ | 182,400 | 646,380 |
| 2 bed House | 7.1 | @ | 228,000 | 1,615,950 |
| 3 bed House | 9.5 | @ | 277,400 | 2,621,430 |
| 4 bed House | 1.8 | @ | 304,000 | 538,650 |
| 5 bed House | 1.8 | @ | 399,000 | 706,978 |
| 1 bed Flat | 0.0 | @ | 152,000 | - |
| 2 bed Flat | 0.0 | @ | 193,800 | - |
| | 23.6 | | | 6,129,388 |
| Sub-total GDV Residential | 270 | | | 76,832,685 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 11,613,578 |
| | | | 471 £ psm (total GIA sqm) | 43,013 £ per unit (total units) |
| Grant | 270 | @ | 0 | - |
| Total GDV | | | | 76,832,685 |

| DEVELOPMENT COSTS | | | | |
|---|--------------------------|--------------------------------|----------------------------|-------------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (160,000) |
| Statutory Planning Fees (Residential) | | | | (53,219) |
| CIL | 15,755 sqm (Market only) | 131.33 £ psm | | (2,069,138) |
| CIL analysis: | 2.69% % of GDV | 7,663 £ 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 | 270 units @ | 7,000 per unit | | (1,890,000) |
| S106 analysis: | 210,000 £ per ha | 2.46% % of GDV | 7,000 £ per unit (total ur | (1,890,000) |
| AH Commuted Sum | 24,638 sqm (total) | 0 £ psm | | - |
| Comm. Sum analysis: | 0.00% % of GDV | | | |

Scheme Ref: **D**
 No Units: **270** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| | | | | | | |
|--|------------|---------------|------------------|------------------------------|------------------|---------------------|
| <i>cont/</i> | | | | | | |
| Construction Costs - | | | | | | |
| Site Clearance and Demolition | | 22.24 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 | | 270 units @ | 0 per unit | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total ur | | - |
| 1 bed House | | | 1,967 sqm @ | 1,160 psm | | (2,281,662) |
| 2 bed House | | | 5,706 sqm @ | 1,160 psm | | (6,618,699) |
| 3 bed House | | | 9,923 sqm @ | 1,160 psm | | (11,510,100) |
| 4 bed House | | | 1,824 sqm @ | 1,160 psm | | (2,116,058) |
| 5 bed House | | | 2,617 sqm @ | 1,160 psm | | (3,036,083) |
| 1 bed Flat | | | 723 sqm @ | 1,288 psm | | (930,769) |
| 2 bed Flat | | 24,638 | 1,879 sqm @ | 1,288 psm | | (2,420,000) |
| External works | | | 28,913,371 @ | 15.0% | | (4,337,006) |
| | | | | 16,063 £ per unit | | |
| M4(2) Category 2 Housing | Aff units | 95 units @ | 95% @ | 521 £ per unit | | (46,773) |
| M4(3) Category 3 Housing | Aff units | 95 units @ | 5% @ | 10,111 £ per unit | | (47,774) |
| M4(2) Category 2 Housing | Mrkt units | 176 units @ | 15% @ | 521 £ per unit | | (13,715) |
| M4(3) Category 3 Housing | Mrkt units | 176 units @ | 2% @ | 10,111 £ per unit | | (35,490) |
| Water Efficiency additional cost | | 270 units @ | | 10 £ per unit | | (2,700) |
| Contingency | | | 33,396,829 @ | 3.0% | | (1,001,905) |
| Professional Fees | | | 33,396,829 @ | 6.5% | | (2,170,794) |
| Disposal Costs - | | | | | | |
| Residential Sales Agent Costs | | | 56,186,325 OMS @ | 1.00% | 2,081 £ per unit | (561,863) |
| Residential Sales Legal Costs | | | 56,186,325 OMS @ | 0.50% | 1,040 £ per unit | (280,932) |
| Marketing and Promotion | | | 56,186,325 OMS @ | 3.00% | 6,243 £ per unit | (1,685,590) |
| | | | | | 9,364 £ per unit | |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | | (61,836) |
| Developers Profit - | | | | | | |
| Margin on AH | | | 20,646,360 | 6.00% on AH values | | (1,238,782) |
| Profit on OMS | | | 56,186,325 | 20.00% | | (11,237,265) |
| Profit analysis: | | | 43,332,104 | 28.79% on costs | | (12,476,047) |
| | | | 76,832,685 | 16.24% blended | | (12,476,047) |
| TOTAL COSTS | | | | | | (55,808,151) |

| | | | | | | |
|----------------------------------|--|--|-------------------|--------------------|--------------------|-------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | | |
| Residual Land Value (gross) | | | | | | 21,024,534 |
| SDLT | | | 21,024,534 @ | (slabbed) | | (1,040,727) |
| Acquisition Agent fees | | | 21,024,534 @ | 1.0% | | (210,245) |
| Acquisition Legal fees | | | 21,024,534 @ | 0.5% | | (105,123) |
| Interest on Land | | | 21,024,534 @ | 6.25% | | (1,314,033) |
| Residual Land Value | | | | | | 18,354,406 |
| RLV analysis: | | | 67,979 £ per plot | 2,039,378 £ per ha | 825,325 £ per acre | |

| | | | | | | |
|-----------------------------------|--|-------------------|--------------------|--|--------------------|-------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | | |
| Residential Density | | | 30.0 dph | | | |
| Site Area (Net) | | | 9.00 ha | | 22.24 acres | |
| Density analysis: | | | 2.738 sqm/ha | | 11.925 sqft/ac | |
| Benchmark Land Value (Net) | | 37,065 £ per plot | 1,111,950 £ per ha | | 450,000 £ per acre | 10,007,550 |

| | | | | | | |
|-------------------|--|--|------------------|--|--------------------|------------------|
| BALANCE | | | | | | |
| Surplus/(Deficit) | | | 927,428 £ per ha | | 375,325 £ per acre | 8,346,856 |

Scheme Ref: **D**
 No Units: **270** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | 8,346,856 | Affordable Housing - % on site 35% | | | | | | |
|---------------------|-----------|------------------------------------|------------|-----------|-----------|-----------|-----------|-----------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| CIL £psm 131.33 | 70 | 10,411,225 | 10,005,716 | 9,600,206 | 9,194,563 | 8,788,859 | 8,383,155 | 7,977,451 |
| | 90 | 10,070,936 | 9,686,695 | 9,302,453 | 8,918,212 | 8,533,824 | 8,149,373 | 7,764,922 |
| | 110 | 9,730,648 | 9,367,674 | 9,004,701 | 8,641,727 | 8,278,754 | 7,915,591 | 7,552,393 |
| | 130 | 9,390,359 | 9,048,653 | 8,706,948 | 8,365,242 | 8,023,537 | 7,681,809 | 7,339,864 |
| | 150 | 9,050,037 | 8,729,632 | 8,409,195 | 8,088,758 | 7,768,320 | 7,447,883 | 7,127,334 |
| | 170 | 8,709,489 | 8,410,555 | 8,111,442 | 7,812,273 | 7,513,103 | 7,213,934 | 6,914,765 |
| | 190 | 8,368,941 | 8,091,291 | 7,813,642 | 7,535,788 | 7,257,887 | 6,979,986 | 6,702,084 |
| | 210 | 8,028,393 | 7,772,028 | 7,515,662 | 7,259,297 | 7,002,670 | 6,746,037 | 6,489,404 |
| | 230 | 7,687,845 | 7,452,764 | 7,217,683 | 6,982,602 | 6,747,453 | 6,512,088 | 6,276,723 |
| | 250 | 7,347,278 | 7,133,500 | 6,919,703 | 6,705,906 | 6,492,109 | 6,278,140 | 6,064,043 |
| | 270 | 7,006,454 | 6,814,228 | 6,621,724 | 6,429,211 | 6,236,698 | 6,044,186 | 5,851,362 |
| | 290 | 6,665,630 | 6,494,706 | 6,323,745 | 6,152,516 | 5,981,287 | 5,810,059 | 5,638,681 |
| | 310 | 6,324,807 | 6,175,184 | 6,025,560 | 5,875,821 | 5,725,877 | 5,575,932 | 5,425,988 |
| | 330 | 5,983,983 | 5,855,661 | 5,727,339 | 5,599,018 | 5,470,466 | 5,341,806 | 5,213,146 |
| | 350 | 5,642,990 | 5,536,139 | 5,429,119 | 5,322,098 | 5,215,055 | 5,107,679 | 5,000,303 |
| | 370 | 5,301,874 | 5,216,503 | 5,130,898 | 5,045,179 | 4,959,460 | 4,873,552 | 4,787,461 |
| | 390 | 4,960,757 | 4,896,707 | 4,832,656 | 4,768,260 | 4,703,843 | 4,639,425 | 4,574,618 |
| | 410 | 4,619,641 | 4,576,910 | 4,534,179 | 4,491,341 | 4,448,225 | 4,405,109 | 4,361,776 |
| | 430 | 4,278,352 | 4,257,113 | 4,235,702 | 4,214,291 | 4,192,607 | 4,170,793 | 4,148,933 |
| | 450 | 3,936,925 | 3,937,235 | 3,937,225 | 3,937,133 | 3,936,989 | 3,936,476 | 3,935,963 |
| 470 | 3,595,499 | 3,617,148 | 3,638,748 | 3,659,976 | 3,681,205 | 3,702,160 | 3,722,949 | |
| 490 | 3,254,072 | 3,297,060 | 3,340,049 | 3,382,819 | 3,425,367 | 3,467,844 | 3,509,934 | |
| 510 | 2,912,339 | 2,976,973 | 3,041,300 | 3,105,628 | 3,169,530 | 3,233,398 | 3,296,919 | |
| 530 | 2,570,585 | 2,656,714 | 2,742,552 | 2,828,219 | 2,913,692 | 2,998,880 | 3,083,904 | |
| 550 | 2,228,832 | 2,336,321 | 2,443,804 | 2,550,810 | 2,657,815 | 2,764,363 | 2,870,870 | |
| 570 | 1,886,850 | 2,015,927 | 2,144,775 | 2,273,401 | 2,401,745 | 2,529,845 | 2,657,672 | |

TABLE 2

| Balance (RLV - BLV) | 8,346,856 | Site Specific S106 | | | | | | |
|---------------------|-----------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| CIL £psm 131.33 | 70 | 9,194,563 | 9,028,920 | 8,863,195 | 8,697,444 | 8,531,694 | 8,365,943 | 8,200,192 |
| | 90 | 8,918,212 | 8,752,461 | 8,586,710 | 8,420,960 | 8,255,209 | 8,089,458 | 7,923,708 |
| | 110 | 8,641,727 | 8,475,976 | 8,310,226 | 8,144,475 | 7,978,724 | 7,812,974 | 7,647,223 |
| | 130 | 8,365,242 | 8,199,492 | 8,033,741 | 7,867,990 | 7,702,239 | 7,536,489 | 7,370,738 |
| | 150 | 8,088,758 | 7,923,007 | 7,757,256 | 7,591,505 | 7,425,755 | 7,260,004 | 7,094,190 |
| | 170 | 7,812,273 | 7,646,522 | 7,480,771 | 7,315,021 | 7,149,225 | 6,983,360 | 6,817,494 |
| | 190 | 7,535,788 | 7,370,037 | 7,204,261 | 7,038,396 | 6,872,530 | 6,706,665 | 6,540,799 |
| | 210 | 7,259,297 | 7,093,431 | 6,927,566 | 6,761,700 | 6,595,835 | 6,429,969 | 6,264,104 |
| | 230 | 6,982,602 | 6,816,736 | 6,650,871 | 6,485,005 | 6,319,140 | 6,153,274 | 5,987,409 |
| | 250 | 6,705,906 | 6,540,041 | 6,374,175 | 6,208,310 | 6,042,445 | 5,876,579 | 5,710,714 |
| | 270 | 6,429,211 | 6,263,346 | 6,097,480 | 5,931,615 | 5,765,749 | 5,599,837 | 5,433,850 |
| | 290 | 6,152,516 | 5,986,651 | 5,820,785 | 5,654,893 | 5,488,906 | 5,322,918 | 5,156,930 |
| | 310 | 5,875,821 | 5,709,949 | 5,543,962 | 5,377,974 | 5,211,986 | 5,045,999 | 4,880,011 |
| | 330 | 5,599,018 | 5,433,030 | 5,267,042 | 5,101,055 | 4,935,067 | 4,769,079 | 4,603,092 |
| | 350 | 5,322,098 | 5,156,111 | 4,990,123 | 4,824,135 | 4,658,148 | 4,492,160 | 4,326,172 |
| | 370 | 5,045,179 | 4,879,191 | 4,713,204 | 4,547,216 | 4,381,228 | 4,215,175 | 4,049,058 |
| | 390 | 4,768,260 | 4,602,272 | 4,436,284 | 4,270,253 | 4,104,136 | 3,938,018 | 3,771,901 |
| | 410 | 4,491,341 | 4,325,331 | 4,159,213 | 3,993,096 | 3,826,978 | 3,660,861 | 3,494,744 |
| | 430 | 4,214,291 | 4,048,173 | 3,882,056 | 3,715,939 | 3,549,821 | 3,383,704 | 3,217,586 |
| | 450 | 3,937,133 | 3,771,016 | 3,604,899 | 3,438,781 | 3,272,664 | 3,106,546 | 2,940,327 |
| 470 | 3,659,976 | 3,493,859 | 3,327,741 | 3,161,624 | 2,995,427 | 2,829,172 | 2,662,918 | |
| 490 | 3,382,819 | 3,216,702 | 3,050,527 | 2,884,273 | 2,718,018 | 2,551,763 | 2,385,509 | |
| 510 | 3,105,628 | 2,939,373 | 2,773,118 | 2,606,864 | 2,440,609 | 2,274,354 | 2,108,100 | |
| 530 | 2,828,219 | 2,661,964 | 2,495,709 | 2,329,455 | 2,163,200 | 1,996,945 | 1,830,575 | |
| 550 | 2,550,810 | 2,384,555 | 2,218,300 | 2,052,046 | 1,885,699 | 1,719,300 | 1,552,900 | |
| 570 | 2,273,401 | 2,107,146 | 1,940,824 | 1,774,424 | 1,608,025 | 1,441,625 | 1,275,225 | |

Scheme Ref: **D**
 No Units: **270** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| Balance (RLV - BLV) | 8,346,856 | Infrastructure Costs | | | | | | |
|---------------------|-----------|-------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | | (where 110% is a 10% increase etc.) | | | | | | |
| | 70 | 9,194,563 | 9,194,563 | 9,194,563 | 9,194,563 | 9,194,563 | 9,194,563 | 9,194,563 |
| | 90 | 8,918,212 | 8,918,212 | 8,918,212 | 8,918,212 | 8,918,212 | 8,918,212 | 8,918,212 |
| | 110 | 8,641,727 | 8,641,727 | 8,641,727 | 8,641,727 | 8,641,727 | 8,641,727 | 8,641,727 |
| | 130 | 8,365,242 | 8,365,242 | 8,365,242 | 8,365,242 | 8,365,242 | 8,365,242 | 8,365,242 |
| | 150 | 8,088,758 | 8,088,758 | 8,088,758 | 8,088,758 | 8,088,758 | 8,088,758 | 8,088,758 |
| CIL £psm | 170 | 7,812,273 | 7,812,273 | 7,812,273 | 7,812,273 | 7,812,273 | 7,812,273 | 7,812,273 |
| 131.33 | 190 | 7,535,788 | 7,535,788 | 7,535,788 | 7,535,788 | 7,535,788 | 7,535,788 | 7,535,788 |
| | 210 | 7,259,297 | 7,259,297 | 7,259,297 | 7,259,297 | 7,259,297 | 7,259,297 | 7,259,297 |
| | 230 | 6,982,602 | 6,982,602 | 6,982,602 | 6,982,602 | 6,982,602 | 6,982,602 | 6,982,602 |
| | 250 | 6,705,906 | 6,705,906 | 6,705,906 | 6,705,906 | 6,705,906 | 6,705,906 | 6,705,906 |
| | 270 | 6,429,211 | 6,429,211 | 6,429,211 | 6,429,211 | 6,429,211 | 6,429,211 | 6,429,211 |
| | 290 | 6,152,516 | 6,152,516 | 6,152,516 | 6,152,516 | 6,152,516 | 6,152,516 | 6,152,516 |
| | 310 | 5,875,821 | 5,875,821 | 5,875,821 | 5,875,821 | 5,875,821 | 5,875,821 | 5,875,821 |
| | 330 | 5,599,018 | 5,599,018 | 5,599,018 | 5,599,018 | 5,599,018 | 5,599,018 | 5,599,018 |
| | 350 | 5,322,098 | 5,322,098 | 5,322,098 | 5,322,098 | 5,322,098 | 5,322,098 | 5,322,098 |
| | 370 | 5,045,179 | 5,045,179 | 5,045,179 | 5,045,179 | 5,045,179 | 5,045,179 | 5,045,179 |
| | 390 | 4,768,260 | 4,768,260 | 4,768,260 | 4,768,260 | 4,768,260 | 4,768,260 | 4,768,260 |
| | 410 | 4,491,341 | 4,491,341 | 4,491,341 | 4,491,341 | 4,491,341 | 4,491,341 | 4,491,341 |
| | 430 | 4,214,291 | 4,214,291 | 4,214,291 | 4,214,291 | 4,214,291 | 4,214,291 | 4,214,291 |
| | 450 | 3,937,133 | 3,937,133 | 3,937,133 | 3,937,133 | 3,937,133 | 3,937,133 | 3,937,133 |
| | 470 | 3,659,976 | 3,659,976 | 3,659,976 | 3,659,976 | 3,659,976 | 3,659,976 | 3,659,976 |
| | 490 | 3,382,819 | 3,382,819 | 3,382,819 | 3,382,819 | 3,382,819 | 3,382,819 | 3,382,819 |
| | 510 | 3,105,628 | 3,105,628 | 3,105,628 | 3,105,628 | 3,105,628 | 3,105,628 | 3,105,628 |
| | 530 | 2,828,219 | 2,828,219 | 2,828,219 | 2,828,219 | 2,828,219 | 2,828,219 | 2,828,219 |
| | 550 | 2,550,810 | 2,550,810 | 2,550,810 | 2,550,810 | 2,550,810 | 2,550,810 | 2,550,810 |
| | 570 | 2,273,401 | 2,273,401 | 2,273,401 | 2,273,401 | 2,273,401 | 2,273,401 | 2,273,401 |

| Balance (RLV - BLV) | 8,346,856 | Profit 20% | | | | | | |
|---------------------|-----------|------------|------------|------------|------------|-----------|-----------|-----------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| | 70 | 11,645,692 | 11,155,466 | 10,665,240 | 10,175,015 | 9,684,789 | 9,194,563 | 8,704,337 |
| | 90 | 11,369,340 | 10,879,115 | 10,388,889 | 9,898,663 | 9,408,438 | 8,918,212 | 8,427,986 |
| | 110 | 11,092,855 | 10,602,630 | 10,112,404 | 9,622,178 | 9,131,953 | 8,641,727 | 8,151,501 |
| | 130 | 10,816,371 | 10,326,145 | 9,835,919 | 9,345,694 | 8,855,468 | 8,365,242 | 7,875,017 |
| | 150 | 10,539,886 | 10,049,660 | 9,559,435 | 9,069,209 | 8,578,983 | 8,088,758 | 7,598,532 |
| CIL £psm | 170 | 10,263,401 | 9,773,176 | 9,282,950 | 8,792,724 | 8,302,498 | 7,812,273 | 7,322,047 |
| 131.33 | 190 | 9,986,916 | 9,496,691 | 9,006,465 | 8,516,239 | 8,026,014 | 7,535,788 | 7,045,562 |
| | 210 | 9,710,425 | 9,220,199 | 8,729,974 | 8,239,748 | 7,749,522 | 7,259,297 | 6,769,071 |
| | 230 | 9,433,730 | 8,943,504 | 8,453,279 | 7,963,053 | 7,472,827 | 6,982,602 | 6,492,376 |
| | 250 | 9,157,035 | 8,666,809 | 8,176,583 | 7,686,358 | 7,196,132 | 6,705,906 | 6,215,681 |
| | 270 | 8,880,340 | 8,390,114 | 7,899,888 | 7,409,663 | 6,919,437 | 6,429,211 | 5,938,985 |
| | 290 | 8,603,644 | 8,113,419 | 7,623,193 | 7,132,967 | 6,642,742 | 6,152,516 | 5,662,290 |
| | 310 | 8,326,949 | 7,836,724 | 7,346,498 | 6,856,272 | 6,366,047 | 5,875,821 | 5,385,595 |
| | 330 | 8,050,146 | 7,559,921 | 7,069,695 | 6,579,469 | 6,089,243 | 5,599,018 | 5,108,792 |
| | 350 | 7,773,227 | 7,283,001 | 6,792,776 | 6,302,550 | 5,812,324 | 5,322,098 | 4,831,873 |
| | 370 | 7,496,308 | 7,006,082 | 6,515,856 | 6,025,631 | 5,535,405 | 5,045,179 | 4,554,953 |
| | 390 | 7,219,388 | 6,729,163 | 6,238,937 | 5,748,711 | 5,258,486 | 4,768,260 | 4,278,034 |
| | 410 | 6,942,469 | 6,452,243 | 5,962,018 | 5,471,792 | 4,981,566 | 4,491,341 | 4,001,115 |
| | 430 | 6,665,419 | 6,175,193 | 5,684,968 | 5,194,742 | 4,704,516 | 4,214,291 | 3,724,065 |
| | 450 | 6,388,262 | 5,898,036 | 5,407,811 | 4,917,585 | 4,427,359 | 3,937,133 | 3,446,908 |
| | 470 | 6,111,105 | 5,620,879 | 5,130,653 | 4,640,428 | 4,150,202 | 3,659,976 | 3,169,751 |
| | 490 | 5,833,947 | 5,343,722 | 4,853,496 | 4,363,270 | 3,873,045 | 3,382,819 | 2,892,593 |
| | 510 | 5,556,756 | 5,066,530 | 4,576,305 | 4,086,079 | 3,595,853 | 3,105,628 | 2,615,402 |
| | 530 | 5,279,347 | 4,789,121 | 4,298,896 | 3,808,670 | 3,318,444 | 2,828,219 | 2,337,993 |
| | 550 | 5,001,938 | 4,511,712 | 4,021,487 | 3,531,261 | 3,041,035 | 2,550,810 | 2,060,584 |
| | 570 | 4,724,529 | 4,234,303 | 3,744,078 | 3,253,852 | 2,763,626 | 2,273,401 | 1,783,175 |

Scheme Ref: **D**
 No Units: **270** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| Balance (RLV - BLV) | 8,346,856 | BLV (per acre) | | | | | | |
|---------------------|-----------|----------------|------------|-----------|-------------|-------------|-------------|-------------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| CIL £psm 131.33 | 70 | 12,530,413 | 10,306,513 | 8,082,613 | 5,858,713 | 3,634,813 | 1,410,913 | (812,987) |
| | 90 | 12,254,062 | 10,030,162 | 7,806,262 | 5,582,362 | 3,358,462 | 1,134,562 | (1,089,338) |
| | 110 | 11,977,577 | 9,753,677 | 7,529,777 | 5,305,877 | 3,081,977 | 858,077 | (1,365,823) |
| | 130 | 11,701,092 | 9,477,192 | 7,253,292 | 5,029,392 | 2,805,492 | 581,592 | (1,642,308) |
| | 150 | 11,424,608 | 9,200,708 | 6,976,808 | 4,752,908 | 2,529,008 | 305,108 | (1,918,792) |
| | 170 | 11,148,123 | 8,924,223 | 6,700,323 | 4,476,423 | 2,252,523 | 28,623 | (2,195,277) |
| | 190 | 10,871,638 | 8,647,738 | 6,423,838 | 4,199,938 | 1,976,038 | (247,862) | (2,471,762) |
| | 210 | 10,595,147 | 8,371,247 | 6,147,347 | 3,923,447 | 1,699,547 | (524,353) | (2,748,253) |
| | 230 | 10,318,452 | 8,094,552 | 5,870,652 | 3,646,752 | 1,422,852 | (801,048) | (3,024,948) |
| | 250 | 10,041,756 | 7,817,856 | 5,593,956 | 3,370,056 | 1,146,156 | (1,077,744) | (3,301,644) |
| | 270 | 9,765,061 | 7,541,161 | 5,317,261 | 3,093,361 | 869,461 | (1,354,439) | (3,578,339) |
| | 290 | 9,488,366 | 7,264,466 | 5,040,566 | 2,816,666 | 592,766 | (1,631,134) | (3,855,034) |
| | 310 | 9,211,671 | 6,987,771 | 4,763,871 | 2,539,971 | 316,071 | (1,907,829) | (4,131,729) |
| | 330 | 8,934,868 | 6,710,968 | 4,487,068 | 2,263,168 | 39,268 | (2,184,632) | (4,408,532) |
| | 350 | 8,657,948 | 6,434,048 | 4,210,148 | 1,986,248 | (237,652) | (2,461,552) | (4,685,452) |
| | 370 | 8,381,029 | 6,157,129 | 3,933,229 | 1,709,329 | (514,571) | (2,738,471) | (4,962,371) |
| | 390 | 8,104,110 | 5,880,210 | 3,656,310 | 1,432,410 | (791,490) | (3,015,390) | (5,239,290) |
| | 410 | 7,827,191 | 5,603,291 | 3,379,391 | 1,155,491 | (1,068,409) | (3,292,309) | (5,516,209) |
| | 430 | 7,550,141 | 5,326,241 | 3,102,341 | 878,441 | (1,345,459) | (3,569,359) | (5,793,259) |
| | 450 | 7,272,983 | 5,049,083 | 2,825,183 | 601,283 | (1,622,617) | (3,846,517) | (6,070,417) |
| | 470 | 6,995,826 | 4,771,926 | 2,548,026 | 324,126 | (1,899,774) | (4,123,674) | (6,347,574) |
| | 490 | 6,718,669 | 4,494,769 | 2,270,869 | 46,969 | (2,176,931) | (4,400,831) | (6,624,731) |
| | 510 | 6,441,478 | 4,217,578 | 1,993,678 | (230,222) | (2,454,122) | (4,678,022) | (6,901,922) |
| | 530 | 6,164,069 | 3,940,169 | 1,716,269 | (507,631) | (2,731,531) | (4,955,431) | (7,179,331) |
| | 550 | 5,886,660 | 3,662,760 | 1,438,860 | (785,040) | (3,008,940) | (5,232,840) | (7,456,740) |
| | 570 | 5,609,251 | 3,385,351 | 1,161,451 | (1,062,449) | (3,286,349) | (5,510,249) | (7,734,149) |

| Balance (RLV - BLV) | 8,346,856 | Density (dph) | | | | | | |
|---------------------|-----------|---------------|------------|------------|------------|------------|------------|------------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| CIL £psm 131.33 | 70 | 9,194,563 | 11,696,451 | 13,197,583 | 14,198,338 | 14,913,163 | 15,449,282 | 15,866,263 |
| | 90 | 8,918,212 | 11,420,099 | 12,921,232 | 13,921,987 | 14,636,812 | 15,172,931 | 15,589,912 |
| | 110 | 8,641,727 | 11,143,615 | 12,644,747 | 13,645,502 | 14,360,327 | 14,896,446 | 15,313,427 |
| | 130 | 8,365,242 | 10,867,130 | 12,368,262 | 13,369,017 | 14,083,842 | 14,619,961 | 15,036,942 |
| | 150 | 8,088,758 | 10,590,645 | 12,091,778 | 13,092,533 | 13,807,358 | 14,343,476 | 14,760,458 |
| | 170 | 7,812,273 | 10,314,160 | 11,815,293 | 12,816,048 | 13,530,873 | 14,066,992 | 14,483,973 |
| | 190 | 7,535,788 | 10,037,676 | 11,538,808 | 12,539,563 | 13,254,388 | 13,790,507 | 14,207,488 |
| | 210 | 7,259,297 | 9,761,184 | 11,262,317 | 12,263,072 | 12,977,897 | 13,514,015 | 13,930,997 |
| | 230 | 6,982,602 | 9,484,489 | 10,985,622 | 11,986,377 | 12,701,202 | 13,237,320 | 13,654,302 |
| | 250 | 6,705,906 | 9,207,794 | 10,708,926 | 11,709,681 | 12,424,506 | 12,960,625 | 13,377,606 |
| | 270 | 6,429,211 | 8,931,099 | 10,432,231 | 11,432,986 | 12,147,811 | 12,683,930 | 13,100,911 |
| | 290 | 6,152,516 | 8,654,404 | 10,155,536 | 11,156,291 | 11,871,116 | 12,407,235 | 12,824,216 |
| | 310 | 5,875,821 | 8,377,708 | 9,878,841 | 10,879,596 | 11,594,421 | 12,130,540 | 12,547,521 |
| | 330 | 5,599,018 | 8,100,905 | 9,602,038 | 10,602,793 | 11,317,618 | 11,853,737 | 12,270,718 |
| | 350 | 5,322,098 | 7,823,986 | 9,325,118 | 10,325,873 | 11,040,698 | 11,576,817 | 11,993,798 |
| | 370 | 5,045,179 | 7,547,067 | 9,048,199 | 10,048,954 | 10,763,779 | 11,299,898 | 11,716,879 |
| | 390 | 4,768,260 | 7,270,147 | 8,771,280 | 9,772,035 | 10,488,860 | 11,022,979 | 11,439,960 |
| | 410 | 4,491,341 | 6,993,228 | 8,494,361 | 9,495,116 | 10,209,941 | 10,746,059 | 11,163,041 |
| | 430 | 4,214,291 | 6,716,178 | 8,217,311 | 9,218,066 | 9,932,891 | 10,469,009 | 10,885,991 |
| | 450 | 3,937,133 | 6,439,021 | 7,940,153 | 8,940,908 | 9,655,733 | 10,191,852 | 10,608,833 |
| | 470 | 3,659,976 | 6,161,864 | 7,662,996 | 8,663,751 | 9,378,576 | 9,914,695 | 10,331,676 |
| | 490 | 3,382,819 | 5,884,706 | 7,385,839 | 8,386,594 | 9,101,419 | 9,637,538 | 10,054,519 |
| | 510 | 3,105,628 | 5,607,515 | 7,108,648 | 8,109,403 | 8,824,228 | 9,360,346 | 9,777,328 |
| | 530 | 2,828,219 | 5,330,106 | 6,831,239 | 7,831,994 | 8,546,819 | 9,082,937 | 9,499,919 |
| | 550 | 2,550,810 | 5,052,697 | 6,553,830 | 7,554,585 | 8,269,410 | 8,805,528 | 9,222,510 |
| | 570 | 2,273,401 | 4,775,288 | 6,276,421 | 7,277,176 | 7,992,001 | 8,528,119 | 8,945,101 |



Scheme Ref: **D**
 No Units: **270** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

TABLE 7

| Balance (RLV - BLV) | 8,346,856 | Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | |
|---------------------|-----------|--|------------|-----------|-----------|-----------|-------------|-------------|
| | | 90% | 95% | 100% | 105% | 110% | 115% | 120% |
| 70 | | 12,376,591 | 10,785,577 | 9,194,563 | 7,603,011 | 6,011,295 | 4,418,861 | 2,825,933 |
| 90 | | 12,100,303 | 10,509,289 | 8,918,212 | 7,326,526 | 5,734,600 | 4,142,166 | 2,549,014 |
| 110 | | 11,824,015 | 10,233,001 | 8,641,727 | 7,050,041 | 5,457,905 | 3,865,353 | 2,272,094 |
| 130 | | 11,547,727 | 9,956,713 | 8,365,242 | 6,773,557 | 5,181,210 | 3,588,434 | 1,995,004 |
| 150 | | 11,271,439 | 9,680,425 | 8,088,758 | 6,496,948 | 4,904,515 | 3,311,515 | 1,717,847 |
| 170 | CIL £psm | 10,995,151 | 9,403,958 | 7,812,273 | 6,220,253 | 4,627,819 | 3,034,595 | 1,440,689 |
| 190 | 131.33 | 10,718,863 | 9,127,474 | 7,535,788 | 5,943,558 | 4,350,935 | 2,757,676 | 1,163,532 |
| 210 | | 10,442,575 | 8,850,989 | 7,259,297 | 5,666,863 | 4,074,016 | 2,480,536 | 886,197 |
| 230 | | 10,166,190 | 8,574,504 | 6,982,602 | 5,390,168 | 3,797,096 | 2,203,379 | 608,788 |
| 250 | | 9,889,705 | 8,298,019 | 6,705,906 | 5,113,436 | 3,520,177 | 1,926,222 | 331,379 |
| 270 | | 9,613,220 | 8,021,535 | 6,429,211 | 4,836,517 | 3,243,226 | 1,649,064 | 53,945 |
| 290 | | 9,336,735 | 7,744,950 | 6,152,516 | 4,559,597 | 2,966,069 | 1,371,703 | (223,729) |
| 310 | | 9,060,251 | 7,468,255 | 5,875,821 | 4,282,678 | 2,688,911 | 1,094,293 | (501,404) |
| 330 | | 8,783,766 | 7,191,559 | 5,599,018 | 4,005,759 | 2,411,754 | 816,884 | (779,079) |
| 350 | | 8,507,281 | 6,914,864 | 5,322,098 | 3,728,758 | 2,134,597 | 539,446 | (1,056,984) |
| 370 | | 8,230,603 | 6,638,169 | 5,045,179 | 3,451,601 | 1,857,208 | 261,771 | (1,334,939) |
| 390 | | 7,953,908 | 6,361,474 | 4,768,260 | 3,174,444 | 1,579,799 | (15,904) | (1,612,894) |
| 410 | | 7,677,213 | 6,084,599 | 4,491,341 | 2,897,287 | 1,302,390 | (293,578) | (1,891,099) |
| 430 | | 7,400,517 | 5,807,680 | 4,214,291 | 2,620,122 | 1,024,947 | (571,466) | (2,169,347) |
| 450 | | 7,123,822 | 5,530,761 | 3,937,133 | 2,342,713 | 747,272 | (849,421) | (2,447,639) |
| 470 | | 6,847,100 | 5,253,842 | 3,659,976 | 2,065,304 | 469,597 | (1,127,375) | (2,726,195) |
| 490 | | 6,570,181 | 4,976,922 | 3,382,819 | 1,787,895 | 191,922 | (1,405,540) | (3,004,752) |
| 510 | | 6,293,262 | 4,699,823 | 3,105,628 | 1,510,447 | (85,947) | (1,683,788) | (3,283,519) |
| 530 | | 6,016,343 | 4,422,666 | 2,828,219 | 1,232,773 | (363,902) | (1,962,037) | (3,562,398) |
| 550 | | 5,739,423 | 4,145,509 | 2,550,810 | 955,098 | (641,857) | (2,240,573) | (3,841,400) |
| 570 | | 5,462,504 | 3,868,351 | 2,273,401 | 677,423 | (919,981) | (2,519,130) | (4,120,615) |

TABLE 8

| Balance (RLV - BLV) | 8,346,856 | Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | |
|---------------------|-----------|---|-----------|-----------|------------|------------|------------|------------|
| | | 90% | 95% | 100% | 105% | 110% | 115% | 120% |
| 70 | | 5,490,975 | 7,342,836 | 9,194,563 | 11,045,927 | 12,897,292 | 14,748,656 | 16,599,651 |
| 90 | | 5,214,490 | 7,066,351 | 8,918,212 | 10,769,639 | 12,621,004 | 14,472,368 | 16,323,546 |
| 110 | | 4,937,843 | 6,789,866 | 8,641,727 | 10,493,351 | 12,344,716 | 14,196,080 | 16,047,441 |
| 130 | | 4,661,148 | 6,513,381 | 8,365,242 | 10,217,063 | 12,068,428 | 13,919,792 | 15,771,156 |
| 150 | | 4,384,453 | 6,236,897 | 8,088,758 | 9,940,619 | 11,792,140 | 13,643,504 | 15,494,868 |
| 170 | CIL £psm | 4,107,758 | 5,960,222 | 7,812,273 | 9,664,134 | 11,515,852 | 13,367,216 | 15,218,580 |
| 190 | 131.33 | 3,831,063 | 5,683,527 | 7,535,788 | 9,387,649 | 11,239,510 | 13,090,928 | 14,942,292 |
| 210 | | 3,554,183 | 5,406,832 | 7,259,297 | 9,111,164 | 10,963,025 | 12,814,640 | 14,666,004 |
| 230 | | 3,277,263 | 5,130,137 | 6,982,602 | 8,834,680 | 10,686,541 | 12,538,352 | 14,389,716 |
| 250 | | 3,000,344 | 4,853,442 | 6,705,906 | 8,558,195 | 10,410,056 | 12,261,917 | 14,113,428 |
| 270 | | 2,723,425 | 4,576,600 | 6,429,211 | 8,281,676 | 10,133,571 | 11,985,432 | 13,837,140 |
| 290 | | 2,446,403 | 4,299,681 | 6,152,516 | 8,004,981 | 9,857,086 | 11,708,947 | 13,560,808 |
| 310 | | 2,169,246 | 4,022,762 | 5,875,821 | 7,728,285 | 9,580,602 | 11,432,463 | 13,284,324 |
| 330 | | 1,892,089 | 3,745,842 | 5,599,018 | 7,451,590 | 9,304,055 | 11,155,978 | 13,007,839 |
| 350 | | 1,614,931 | 3,468,923 | 5,322,098 | 7,174,895 | 9,027,360 | 10,879,493 | 12,731,354 |
| 370 | | 1,337,648 | 3,191,768 | 5,045,179 | 6,898,200 | 8,750,664 | 10,603,008 | 12,454,869 |
| 390 | | 1,060,239 | 2,914,611 | 4,768,260 | 6,621,435 | 8,473,969 | 10,326,434 | 12,178,385 |
| 410 | | 782,830 | 2,637,454 | 4,491,341 | 6,344,516 | 8,197,274 | 10,049,739 | 11,901,900 |
| 430 | | 505,421 | 2,360,297 | 4,214,291 | 6,067,597 | 7,920,579 | 9,773,044 | 11,625,415 |
| 450 | | 227,757 | 2,082,934 | 3,937,133 | 5,790,677 | 7,643,853 | 9,496,348 | 11,348,813 |
| 470 | | (49,918) | 1,805,525 | 3,659,976 | 5,513,758 | 7,366,933 | 9,219,653 | 11,072,118 |
| 490 | | (327,593) | 1,528,115 | 3,382,819 | 5,236,813 | 7,090,014 | 8,942,958 | 10,795,423 |
| 510 | | (605,480) | 1,250,690 | 3,105,628 | 4,959,656 | 6,813,095 | 8,666,263 | 10,518,727 |
| 530 | | (883,435) | 973,015 | 2,828,219 | 4,682,499 | 6,536,176 | 8,389,351 | 10,242,032 |
| 550 | | (1,161,389) | 695,340 | 2,550,810 | 4,405,341 | 6,259,256 | 8,112,432 | 9,965,337 |
| 570 | | (1,439,594) | 417,666 | 2,273,401 | 4,128,184 | 5,982,178 | 7,835,512 | 9,688,642 |

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: **D**
No Units: **270** **Location / Value Zone:** **Lower** **Development Scenario:** **Greenfield**
Notes:

[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: | D |
|---|------------|
| No Units: | 270 |
| Location / Value Zone: | Lower |
| Development Scenario: | Greenfield |
| Notes: | 0 |
| Total GDV (£) | 76,832,685 |
| 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) | 7,663.47 |
| CIL (£) | 2,069,138 |
| Site Specific S106 (£ per unit) | 7,000 |
| Site Specific S106 (£) | 1,890,000 |
| Sub-total CIL+S106 (£ per unit) | 14,663 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 14,663 |
| Total Developers Profit (£) | 12,476,047 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 16.24% |
| Developers Profit (% on costs) | 28.79% |
| RLV (£) | 18,354,406 |
| RLV (£/acre) | 825,325 |
| RLV (£/ha) | 2,039,378 |
| Balance for Plan VA: | |
| BLV (£) | 10,007,550 |
| BLV (£/acre) | 450,000 |
| BLV (£/ha) | 1,111,950 |
| Surplus/Deficit | 8,346,856 |
| Surplus/Deficit (£/acre) | 375,325 |
| Surplus/Deficit (£/ha) | 927,428 |
| 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: **E**
 No Units: **170** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|--|-------------------------|-------------------|--------------------|--|-----------------------------|----------------------|--|
| Total number of units in scheme | | | | 170 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 | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | |
| 1 bed House | 10.0% | 11.1 | 15.0% | 8.9 | 12% | 20.0 | |
| 2 bed House | 25.0% | 27.6 | 30.0% | 17.9 | 27% | 45.5 | |
| 3 bed House | 35.0% | 38.7 | 40.0% | 23.8 | 37% | 62.5 | |
| 4 bed House | 5.0% | 5.5 | 7.5% | 4.5 | 6% | 10.0 | |
| 5 bed House | 5.0% | 5.5 | 7.5% | 4.5 | 6% | 10.0 | |
| 1 bed Flat | 7.0% | 7.7 | 0.0% | 0.0 | 5% | 7.7 | |
| 2 bed Flat | 13.0% | 14.4 | 0.0% | 0.0 | 8% | 14.4 | |
| Total number of units | 100.0% | 110.5 | 100.0% | 59.5 | 100% | 170.0 | |
| OMS Unit Floor areas - | | | | | | | |
| | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (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 | 85.0% | | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | |
| AH Unit Floor areas - | | | | | | | |
| | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (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 | 85.0% | | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | |
| Total Gross Floor areas - | | | | | | | |
| | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) | |
| 1 bed House | 685 | 7,374 | 553 | 5,956 | 1,238 | 13,331 | |
| 2 bed House | 2,182 | 23,491 | 1,410 | 15,179 | 3,593 | 38,670 | |
| 3 bed House | 3,868 | 41,629 | 2,380 | 25,618 | 6,248 | 67,248 | |
| 4 bed House | 635 | 6,839 | 513 | 5,524 | 1,149 | 12,363 | |
| 5 bed House | 912 | 9,813 | 736 | 7,926 | 1,648 | 17,738 | |
| 1 bed Flat | 455 | 4,898 | 0 | 0 | 455 | 4,898 | |
| 2 bed Flat | 1,183 | 12,734 | 0 | 0 | 1,183 | 12,734 | |
| | 9,920 | 106,778 | 5,593 | 60,203 | 15,513 | 166,980 | |
| AH % by floor area: | | | | 36.05% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | | | | | | | |
| | £ OMS (per unit) | £psm | £psf | | total MV £ (no AH) | | |
| 1 bed House | 240,000 | 3,871 | 360 | | 4,794,000 | | |
| 2 bed House | 300,000 | 3,797 | 353 | | 13,642,500 | | |
| 3 bed House | 365,000 | 3,650 | 339 | | 22,803,375 | | |
| 4 bed House | 400,000 | 3,478 | 323 | | 3,995,000 | | |
| 5 bed House | 525,000 | 3,182 | 296 | | 5,243,438 | | |
| 1 bed Flat | 200,000 | 4,000 | 372 | | 1,547,000 | | |
| 2 bed Flat | 255,000 | 3,643 | 338 | | 3,663,075 | | |
| | | | | | 55,688,388 | | |
| Affordable Housing values (£) - | | | | | | | |
| | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV | |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% | |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% | |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% | |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% | |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% | |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% | |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% | |

Scheme Ref: **E**
 No Units: **170** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|------------|---|--|---------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 11.1 | @ | 240,000 | 2,652,000 |
| 2 bed House | 27.6 | @ | 300,000 | 8,287,500 |
| 3 bed House | 38.7 | @ | 365,000 | 14,116,375 |
| 4 bed House | 5.5 | @ | 400,000 | 2,210,000 |
| 5 bed House | 5.5 | @ | 525,000 | 2,900,625 |
| 1 bed Flat | 7.7 | @ | 200,000 | 1,547,000 |
| 2 bed Flat | 14.4 | @ | 255,000 | 3,663,075 |
| | 110.5 | | | 35,376,575 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 6.7 | @ | 144,000 | 963,900 |
| 2 bed House | 13.4 | @ | 180,000 | 2,409,750 |
| 3 bed House | 17.9 | @ | 219,000 | 3,909,150 |
| 4 bed House | 3.3 | @ | 240,000 | 803,250 |
| 5 bed House | 3.3 | @ | 315,000 | 1,054,266 |
| 1 bed Flat | 0.0 | @ | 120,000 | - |
| 2 bed Flat | 0.0 | @ | 153,000 | - |
| | 44.6 | | | 9,140,316 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 105,600 | - |
| 2 bed House | 0.0 | @ | 132,000 | - |
| 3 bed House | 0.0 | @ | 160,600 | - |
| 4 bed House | 0.0 | @ | 176,000 | - |
| 5 bed House | 0.0 | @ | 231,000 | - |
| 1 bed Flat | 0.0 | @ | 88,000 | - |
| 2 bed Flat | 0.0 | @ | 112,200 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 2.2 | @ | 182,400 | 406,980 |
| 2 bed House | 4.5 | @ | 228,000 | 1,017,450 |
| 3 bed House | 6.0 | @ | 277,400 | 1,650,530 |
| 4 bed House | 1.1 | @ | 304,000 | 339,150 |
| 5 bed House | 1.1 | @ | 399,000 | 445,134 |
| 1 bed Flat | 0.0 | @ | 152,000 | - |
| 2 bed Flat | 0.0 | @ | 193,800 | - |
| | 14.9 | | | 3,859,244 |
| Sub-total GDV Residential | 170 | | | 48,376,135 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 7,312,253 |
| | | | 471 £ psm (total GIA sqm) | 43,013 £ per unit (total units) |
| Grant | 170 | @ | 0 | - |
| Total GDV | | | | 48,376,135 |

| DEVELOPMENT COSTS | | | | |
|---|-------------------------|--------------------------------|-----------------------------|-------------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (120,000) |
| Statutory Planning Fees (Residential) | | | | (39,419) |
| CIL | 9,920 sqm (Market only) | 131.33 £ psm | | (1,302,790) |
| CIL analysis: | 2.69% % of GDV | 7,663 £ 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 | 170 units @ | 7,000 per unit | (1,190,000) |
| S106 analysis: | 210,000 £ per ha | 2.46% % of GDV | 7,000 £ per unit (total ur) | (1,190,000) |
| AH Commuted Sum | 15,513 sqm (total) | 0 £ psm | | - |
| Comm. Sum analysis: | 0.00% % of GDV | | | |

Scheme Ref: **E**
 No Units: **170** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| | | | | | | | |
|--|------------|---------------|------------------|------------------------------|--------------------------------------|-------------|---------------------|
| <i>cont/</i> | | | | | | | |
| Construction Costs - | | | | | | | |
| Site Clearance and Demolition | | 14.00 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 | | 170 units @ | 0 per unit | | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total ur | | | - |
| 1 bed House | | | 1,238 sqm @ | 1,160 psm | | | (1,436,602) |
| 2 bed House | | | 3,593 sqm @ | 1,160 psm | | | (4,167,329) |
| 3 bed House | | | 6,248 sqm @ | 1,160 psm | | | (7,247,100) |
| 4 bed House | | | 1,149 sqm @ | 1,160 psm | | | (1,332,333) |
| 5 bed House | | | 1,648 sqm @ | 1,160 psm | | | (1,911,608) |
| 1 bed Flat | | | 455 sqm @ | 1,288 psm | | | (586,040) |
| 2 bed Flat | | 15,513 | 1,183 sqm @ | 1,288 psm | | | (1,523,704) |
| External works | | | 18,204,715 @ | 15.0% 16,063 £ per unit | | | (2,730,707) |
| M4(2) Category 2 Housing | Aff units | | 60 units @ | 95% @ | 521 £ per unit | | (29,450) |
| M4(3) Category 3 Housing | Aff units | | 60 units @ | 5% @ | 10,111 £ per unit | | (30,080) |
| M4(2) Category 2 Housing | Mrkt units | | 111 units @ | 15% @ | 521 £ per unit | | (8,636) |
| M4(3) Category 3 Housing | Mrkt units | | 111 units @ | 2% @ | 10,111 £ per unit | | (22,345) |
| Water Efficiency additional cost | | | 170 units @ | | 10 £ per unit | | (1,700) |
| Contingency | | | 21,027,633 @ | 3.0% | | | (630,829) |
| Professional Fees | | | 21,027,633 @ | 6.5% | | | (1,366,796) |
| Disposal Costs - | | | | | | | |
| Residential Sales Agent Costs | | | 35,376,575 OMS @ | 1.00% | 2,081 £ per unit | | (353,766) |
| Residential Sales Legal Costs | | | 35,376,575 OMS @ | 0.50% | 1,040 £ per unit | | (176,883) |
| Marketing and Promotion | | | 35,376,575 OMS @ | 3.00% | 6,243 £ per unit 9,364 £ per unit | | (1,061,297) |
| Interest (on Development Costs) - | | | | 6.25% APR | 0.506% pcm | | (51,939) |
| Developers Profit - | | | | | | | |
| Margin on AH | | | 12,999,560 | 6.00% on AH values | | | (779,974) |
| Profit on OMS | | | 35,376,575 | 20.00% | | | (7,075,315) |
| Profit analysis: | | | 27,321,353 | 28.75% on costs | | (7,855,289) | |
| | | | 48,376,135 | 16.24% blended | | (7,855,289) | |
| TOTAL COSTS | | | | | | | (35,176,641) |

| | | | | | | | |
|----------------------------------|--|--|-------------------|--------------------|--------------------|--|-------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | | | |
| Residual Land Value (gross) | | | | | | | 13,199,494 |
| SDLT | | | 13,199,494 @ | (slabbed) | | | (649,475) |
| Acquisition Agent fees | | | 13,199,494 @ | 1.0% | | | (131,995) |
| Acquisition Legal fees | | | 13,199,494 @ | 0.5% | | | (65,997) |
| Interest on Land | | | 13,199,494 @ | 6.25% | | | (824,968) |
| Residual Land Value | | | | | | | 11,527,058 |
| RLV analysis: | | | 67,806 £ per plot | 2,034,187 £ per ha | 823,224 £ per acre | | |

| | | | | | | | |
|-----------------------------------|--|-------------------|--------------------|--|--------------------|--|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | | | |
| Residential Density | | | 30.0 dph | | | | |
| Site Area (Net) | | | 5.67 ha | | 14.00 acres | | |
| Density analysis: | | | 2.738 sqm/ha | | 11.925 sqft/ac | | |
| Benchmark Land Value (Net) | | 37,065 £ per plot | 1,111,950 £ per ha | | 450,000 £ per acre | | 6,301,050 |

| | | | | | | | |
|-------------------|--|--|------------------|--|--------------------|--|------------------|
| BALANCE | | | | | | | |
| Surplus/(Deficit) | | | 922,237 £ per ha | | 373,224 £ per acre | | 5,226,008 |

Scheme Ref: **E**
 No Units: **170** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | 5,226,008 | Affordable Housing - % on site 35% | | | | | | |
|---------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| CIL £psm 131.33 | 70 | 6,524,895 | 6,270,248 | 6,015,601 | 5,760,953 | 5,506,306 | 5,269,770 | 5,013,430 |
| | 90 | 6,309,953 | 6,068,944 | 5,827,733 | 5,586,505 | 5,345,277 | 5,122,160 | 4,879,285 |
| | 110 | 6,095,009 | 5,867,433 | 5,639,858 | 5,412,057 | 5,184,248 | 4,974,550 | 4,745,094 |
| | 130 | 5,880,064 | 5,665,923 | 5,451,782 | 5,237,609 | 5,023,219 | 4,826,940 | 4,610,903 |
| | 150 | 5,665,119 | 5,464,412 | 5,263,705 | 5,062,998 | 4,862,190 | 4,679,330 | 4,476,713 |
| | 170 | 5,450,174 | 5,262,901 | 5,075,628 | 4,888,355 | 4,701,082 | 4,531,721 | 4,342,522 |
| | 190 | 5,235,112 | 5,061,390 | 4,887,551 | 4,713,713 | 4,539,874 | 4,384,111 | 4,208,331 |
| | 210 | 5,019,911 | 4,859,786 | 4,699,475 | 4,539,070 | 4,378,665 | 4,236,384 | 4,074,140 |
| | 230 | 4,804,710 | 4,658,035 | 4,511,360 | 4,364,427 | 4,217,456 | 4,088,609 | 3,939,950 |
| | 250 | 4,589,509 | 4,456,284 | 4,323,059 | 4,189,785 | 4,056,248 | 3,940,835 | 3,805,650 |
| | 270 | 4,374,308 | 4,254,533 | 4,134,758 | 4,014,984 | 3,895,039 | 3,793,060 | 3,671,310 |
| | 290 | 4,158,950 | 4,052,782 | 3,946,457 | 3,840,133 | 3,733,808 | 3,645,286 | 3,536,969 |
| | 310 | 3,943,476 | 3,850,937 | 3,758,157 | 3,665,282 | 3,572,407 | 3,497,511 | 3,402,629 |
| | 330 | 3,728,002 | 3,648,930 | 3,569,856 | 3,490,431 | 3,411,006 | 3,349,719 | 3,268,288 |
| | 350 | 3,512,528 | 3,446,923 | 3,381,318 | 3,315,580 | 3,249,606 | 3,201,768 | 3,133,948 |
| | 370 | 3,296,985 | 3,244,916 | 3,192,778 | 3,140,641 | 3,088,205 | 3,053,817 | 2,999,607 |
| | 390 | 3,081,221 | 3,042,909 | 3,004,239 | 2,965,568 | 2,926,804 | 2,905,867 | 2,865,143 |
| | 410 | 2,865,458 | 2,840,656 | 2,815,699 | 2,790,496 | 2,765,292 | 2,757,916 | 2,730,643 |
| | 430 | 2,649,694 | 2,638,377 | 2,627,061 | 2,615,423 | 2,603,687 | 2,609,965 | 2,596,142 |
| | 450 | 2,433,821 | 2,436,099 | 2,438,268 | 2,440,350 | 2,442,081 | 2,461,964 | 2,461,641 |
| 470 | 2,217,750 | 2,233,820 | 2,249,474 | 2,265,129 | 2,280,476 | 2,313,825 | 2,327,141 | |
| 490 | 2,001,680 | 2,031,279 | 2,060,681 | 2,089,821 | 2,118,870 | 2,165,687 | 2,192,640 | |
| 510 | 1,785,610 | 1,828,713 | 1,871,816 | 1,914,512 | 1,957,137 | 2,017,549 | 2,058,031 | |
| 530 | 1,569,260 | 1,626,147 | 1,682,754 | 1,739,204 | 1,795,314 | 1,869,410 | 1,923,359 | |
| 550 | 1,352,866 | 1,423,483 | 1,493,693 | 1,563,804 | 1,633,491 | 1,721,254 | 1,788,688 | |
| 570 | 1,136,472 | 1,220,613 | 1,304,631 | 1,388,247 | 1,471,669 | 1,572,917 | 1,654,017 | |

TABLE 2

| Balance (RLV - BLV) | 5,226,008 | Site Specific S106 (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|-----------|--|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| CIL £psm 131.33 | 70 | 5,760,953 | 5,656,659 | 5,552,365 | 5,448,071 | 5,343,777 | 5,239,483 | 5,135,189 |
| | 90 | 5,586,505 | 5,482,211 | 5,377,917 | 5,273,623 | 5,169,329 | 5,065,035 | 4,960,741 |
| | 110 | 5,412,057 | 5,307,763 | 5,203,469 | 5,099,175 | 4,994,837 | 4,890,475 | 4,786,114 |
| | 130 | 5,237,609 | 5,133,279 | 5,028,917 | 4,924,556 | 4,820,194 | 4,715,833 | 4,611,471 |
| | 150 | 5,062,998 | 4,958,636 | 4,854,275 | 4,749,913 | 4,645,552 | 4,541,190 | 4,436,829 |
| | 170 | 4,888,355 | 4,783,994 | 4,679,632 | 4,575,271 | 4,470,909 | 4,366,547 | 4,262,186 |
| | 190 | 4,713,713 | 4,609,351 | 4,504,989 | 4,400,628 | 4,296,266 | 4,191,905 | 4,087,543 |
| | 210 | 4,539,070 | 4,434,708 | 4,330,347 | 4,225,985 | 4,121,624 | 4,017,262 | 3,912,901 |
| | 230 | 4,364,427 | 4,260,066 | 4,155,704 | 4,051,343 | 3,946,950 | 3,842,516 | 3,738,082 |
| | 250 | 4,189,785 | 4,085,401 | 3,980,967 | 3,876,533 | 3,772,099 | 3,667,665 | 3,563,232 |
| | 270 | 4,014,984 | 3,910,550 | 3,806,116 | 3,701,682 | 3,597,248 | 3,492,815 | 3,388,381 |
| | 290 | 3,840,133 | 3,735,699 | 3,631,265 | 3,526,831 | 3,422,397 | 3,317,964 | 3,213,530 |
| | 310 | 3,665,282 | 3,560,848 | 3,456,414 | 3,351,980 | 3,247,547 | 3,143,113 | 3,038,679 |
| | 330 | 3,490,431 | 3,385,997 | 3,281,563 | 3,177,130 | 3,072,696 | 2,968,232 | 2,863,722 |
| | 350 | 3,315,580 | 3,211,146 | 3,106,692 | 3,002,181 | 2,897,670 | 2,793,160 | 2,688,649 |
| | 370 | 3,140,641 | 3,036,130 | 2,931,619 | 2,827,109 | 2,722,598 | 2,618,087 | 2,513,576 |
| | 390 | 2,965,568 | 2,861,057 | 2,756,547 | 2,652,036 | 2,547,525 | 2,443,014 | 2,338,504 |
| | 410 | 2,790,496 | 2,685,985 | 2,581,474 | 2,476,963 | 2,372,453 | 2,267,942 | 2,163,431 |
| | 430 | 2,615,423 | 2,510,912 | 2,406,401 | 2,301,891 | 2,197,375 | 2,092,782 | 1,988,190 |
| | 450 | 2,440,350 | 2,335,840 | 2,231,252 | 2,126,659 | 2,022,067 | 1,917,474 | 1,812,882 |
| 470 | 2,265,129 | 2,160,536 | 2,055,944 | 1,951,351 | 1,846,759 | 1,742,166 | 1,637,574 | |
| 490 | 2,089,821 | 1,985,228 | 1,880,636 | 1,776,043 | 1,671,451 | 1,566,858 | 1,462,266 | |
| 510 | 1,914,512 | 1,809,920 | 1,705,328 | 1,600,735 | 1,496,143 | 1,391,524 | 1,286,845 | |
| 530 | 1,739,204 | 1,634,612 | 1,530,004 | 1,425,325 | 1,320,646 | 1,215,967 | 1,111,288 | |
| 550 | 1,563,804 | 1,459,126 | 1,354,447 | 1,249,768 | 1,145,089 | 1,040,410 | 935,731 | |
| 570 | 1,388,247 | 1,283,568 | 1,178,889 | 1,074,211 | 969,532 | 864,853 | 760,174 | |

Scheme Ref: **E**
 No Units: **170** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| Balance (RLV - BLV) | 5,226,008 | Infrastructure Costs | | | | | | |
|---------------------|-----------|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| 70 | | 5,760,953 | 5,760,953 | 5,760,953 | 5,760,953 | 5,760,953 | 5,760,953 | 5,760,953 |
| 90 | | 5,586,505 | 5,586,505 | 5,586,505 | 5,586,505 | 5,586,505 | 5,586,505 | 5,586,505 |
| 110 | | 5,412,057 | 5,412,057 | 5,412,057 | 5,412,057 | 5,412,057 | 5,412,057 | 5,412,057 |
| 130 | | 5,237,609 | 5,237,609 | 5,237,609 | 5,237,609 | 5,237,609 | 5,237,609 | 5,237,609 |
| 150 | | 5,062,998 | 5,062,998 | 5,062,998 | 5,062,998 | 5,062,998 | 5,062,998 | 5,062,998 |
| CIL £psm | | 4,888,355 | 4,888,355 | 4,888,355 | 4,888,355 | 4,888,355 | 4,888,355 | 4,888,355 |
| 131.33 | | 4,713,713 | 4,713,713 | 4,713,713 | 4,713,713 | 4,713,713 | 4,713,713 | 4,713,713 |
| 210 | | 4,539,070 | 4,539,070 | 4,539,070 | 4,539,070 | 4,539,070 | 4,539,070 | 4,539,070 |
| 230 | | 4,364,427 | 4,364,427 | 4,364,427 | 4,364,427 | 4,364,427 | 4,364,427 | 4,364,427 |
| 250 | | 4,189,785 | 4,189,785 | 4,189,785 | 4,189,785 | 4,189,785 | 4,189,785 | 4,189,785 |
| 270 | | 4,014,984 | 4,014,984 | 4,014,984 | 4,014,984 | 4,014,984 | 4,014,984 | 4,014,984 |
| 290 | | 3,840,133 | 3,840,133 | 3,840,133 | 3,840,133 | 3,840,133 | 3,840,133 | 3,840,133 |
| 310 | | 3,665,282 | 3,665,282 | 3,665,282 | 3,665,282 | 3,665,282 | 3,665,282 | 3,665,282 |
| 330 | | 3,490,431 | 3,490,431 | 3,490,431 | 3,490,431 | 3,490,431 | 3,490,431 | 3,490,431 |
| 350 | | 3,315,580 | 3,315,580 | 3,315,580 | 3,315,580 | 3,315,580 | 3,315,580 | 3,315,580 |
| 370 | | 3,140,641 | 3,140,641 | 3,140,641 | 3,140,641 | 3,140,641 | 3,140,641 | 3,140,641 |
| 390 | | 2,965,568 | 2,965,568 | 2,965,568 | 2,965,568 | 2,965,568 | 2,965,568 | 2,965,568 |
| 410 | | 2,790,496 | 2,790,496 | 2,790,496 | 2,790,496 | 2,790,496 | 2,790,496 | 2,790,496 |
| 430 | | 2,615,423 | 2,615,423 | 2,615,423 | 2,615,423 | 2,615,423 | 2,615,423 | 2,615,423 |
| 450 | | 2,440,350 | 2,440,350 | 2,440,350 | 2,440,350 | 2,440,350 | 2,440,350 | 2,440,350 |
| 470 | | 2,265,129 | 2,265,129 | 2,265,129 | 2,265,129 | 2,265,129 | 2,265,129 | 2,265,129 |
| 490 | | 2,089,821 | 2,089,821 | 2,089,821 | 2,089,821 | 2,089,821 | 2,089,821 | 2,089,821 |
| 510 | | 1,914,512 | 1,914,512 | 1,914,512 | 1,914,512 | 1,914,512 | 1,914,512 | 1,914,512 |
| 530 | | 1,739,204 | 1,739,204 | 1,739,204 | 1,739,204 | 1,739,204 | 1,739,204 | 1,739,204 |
| 550 | | 1,563,804 | 1,563,804 | 1,563,804 | 1,563,804 | 1,563,804 | 1,563,804 | 1,563,804 |
| 570 | | 1,388,247 | 1,388,247 | 1,388,247 | 1,388,247 | 1,388,247 | 1,388,247 | 1,388,247 |

| Balance (RLV - BLV) | 5,226,008 | Profit 20% | | | | | | |
|---------------------|-----------|------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| 70 | | 7,304,256 | 6,995,595 | 6,686,935 | 6,378,274 | 6,069,614 | 5,760,953 | 5,452,292 |
| 90 | | 7,129,808 | 6,821,148 | 6,512,487 | 6,203,826 | 5,895,166 | 5,586,505 | 5,277,844 |
| 110 | | 6,955,360 | 6,646,700 | 6,338,039 | 6,029,378 | 5,720,718 | 5,412,057 | 5,103,396 |
| 130 | | 6,780,912 | 6,472,252 | 6,163,591 | 5,854,930 | 5,546,270 | 5,237,609 | 4,928,948 |
| 150 | | 6,606,301 | 6,297,640 | 5,988,980 | 5,680,319 | 5,371,659 | 5,062,998 | 4,754,337 |
| CIL £psm | | 6,431,658 | 6,122,998 | 5,814,337 | 5,505,676 | 5,197,016 | 4,888,355 | 4,579,695 |
| 131.33 | | 6,257,016 | 5,948,355 | 5,639,694 | 5,331,034 | 5,022,373 | 4,713,713 | 4,405,052 |
| 210 | | 6,082,373 | 5,773,712 | 5,465,052 | 5,156,391 | 4,847,731 | 4,539,070 | 4,230,409 |
| 230 | | 5,907,730 | 5,599,070 | 5,290,409 | 4,981,749 | 4,673,088 | 4,364,427 | 4,055,767 |
| 250 | | 5,733,088 | 5,424,427 | 5,115,766 | 4,807,106 | 4,498,445 | 4,189,785 | 3,881,124 |
| 270 | | 5,558,287 | 5,249,626 | 4,940,965 | 4,632,305 | 4,323,644 | 4,014,984 | 3,706,323 |
| 290 | | 5,383,436 | 5,074,775 | 4,766,115 | 4,457,454 | 4,148,793 | 3,840,133 | 3,531,472 |
| 310 | | 5,208,585 | 4,899,924 | 4,591,264 | 4,282,603 | 3,973,942 | 3,665,282 | 3,356,621 |
| 330 | | 5,033,734 | 4,725,073 | 4,416,413 | 4,107,752 | 3,799,092 | 3,490,431 | 3,181,770 |
| 350 | | 4,858,883 | 4,550,223 | 4,241,562 | 3,932,901 | 3,624,241 | 3,315,580 | 3,006,919 |
| 370 | | 4,683,944 | 4,375,283 | 4,066,623 | 3,757,962 | 3,449,301 | 3,140,641 | 2,831,980 |
| 390 | | 4,508,871 | 4,200,211 | 3,891,550 | 3,582,889 | 3,274,229 | 2,965,568 | 2,656,908 |
| 410 | | 4,333,799 | 4,025,138 | 3,716,477 | 3,407,817 | 3,099,156 | 2,790,496 | 2,481,835 |
| 430 | | 4,158,726 | 3,850,065 | 3,541,405 | 3,232,744 | 2,924,084 | 2,615,423 | 2,306,762 |
| 450 | | 3,983,653 | 3,674,993 | 3,366,332 | 3,057,671 | 2,749,011 | 2,440,350 | 2,131,690 |
| 470 | | 3,808,432 | 3,499,771 | 3,191,110 | 2,882,450 | 2,573,789 | 2,265,129 | 1,956,468 |
| 490 | | 3,633,124 | 3,324,463 | 3,015,802 | 2,707,142 | 2,398,481 | 2,089,821 | 1,781,160 |
| 510 | | 3,457,816 | 3,149,155 | 2,840,494 | 2,531,834 | 2,223,173 | 1,914,512 | 1,605,852 |
| 530 | | 3,282,508 | 2,973,847 | 2,665,186 | 2,356,526 | 2,047,865 | 1,739,204 | 1,430,544 |
| 550 | | 3,107,107 | 2,798,447 | 2,489,786 | 2,181,126 | 1,872,465 | 1,563,804 | 1,255,144 |
| 570 | | 2,931,550 | 2,622,890 | 2,314,229 | 2,005,568 | 1,696,908 | 1,388,247 | 1,079,587 |



Scheme Ref: **E**
 No Units: **170** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 5,226,008 | BLV (per acre) | | | | | | |
|---------------------|-----------|----------------|-----------|-----------|-----------|-------------|-------------|-------------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| 70 | | 7,861,303 | 6,461,070 | 5,060,836 | 3,660,603 | 2,260,370 | 860,136 | (540,097) |
| 90 | | 7,686,855 | 6,286,622 | 4,886,388 | 3,486,155 | 2,085,922 | 685,688 | (714,545) |
| 110 | | 7,512,407 | 6,112,174 | 4,711,940 | 3,311,707 | 1,911,474 | 511,240 | (888,993) |
| 130 | | 7,337,959 | 5,937,726 | 4,537,492 | 3,137,259 | 1,737,026 | 336,792 | (1,063,441) |
| 150 | | 7,163,348 | 5,763,115 | 4,362,881 | 2,962,648 | 1,562,415 | 162,181 | (1,238,052) |
| CIL £psm | | 6,988,705 | 5,588,472 | 4,188,239 | 2,788,005 | 1,387,772 | (12,461) | (1,412,695) |
| 131.33 | | 6,814,063 | 5,413,829 | 4,013,596 | 2,613,363 | 1,213,129 | (187,104) | (1,587,337) |
| 210 | | 6,639,420 | 5,239,187 | 3,838,953 | 2,438,720 | 1,038,487 | (361,747) | (1,761,980) |
| 230 | | 6,464,777 | 5,064,544 | 3,664,311 | 2,264,077 | 863,844 | (536,389) | (1,936,623) |
| 250 | | 6,290,135 | 4,889,901 | 3,489,668 | 2,089,435 | 689,201 | (711,032) | (2,111,265) |
| 270 | | 6,115,334 | 4,715,100 | 3,314,867 | 1,914,634 | 514,400 | (885,833) | (2,286,066) |
| 290 | | 5,940,483 | 4,540,249 | 3,140,016 | 1,739,783 | 339,549 | (1,060,684) | (2,460,917) |
| 310 | | 5,765,632 | 4,365,398 | 2,965,165 | 1,564,932 | 164,698 | (1,235,535) | (2,635,768) |
| 330 | | 5,590,781 | 4,190,548 | 2,790,314 | 1,390,081 | (10,152) | (1,410,386) | (2,810,619) |
| 350 | | 5,415,930 | 4,015,697 | 2,615,463 | 1,215,230 | (185,003) | (1,585,237) | (2,985,470) |
| 370 | | 5,240,991 | 3,840,757 | 2,440,524 | 1,040,291 | (359,943) | (1,760,176) | (3,160,409) |
| 390 | | 5,065,918 | 3,665,685 | 2,265,451 | 865,218 | (535,015) | (1,935,249) | (3,335,482) |
| 410 | | 4,890,846 | 3,490,612 | 2,090,379 | 690,146 | (710,088) | (2,110,321) | (3,510,554) |
| 430 | | 4,715,773 | 3,315,540 | 1,915,306 | 515,073 | (885,160) | (2,285,394) | (3,685,627) |
| 450 | | 4,540,700 | 3,140,467 | 1,740,234 | 340,000 | (1,060,233) | (2,460,466) | (3,860,700) |
| 470 | | 4,365,479 | 2,965,245 | 1,565,012 | 164,779 | (1,235,455) | (2,635,688) | (4,035,921) |
| 490 | | 4,190,171 | 2,789,937 | 1,389,704 | (10,529) | (1,410,763) | (2,810,996) | (4,211,229) |
| 510 | | 4,014,862 | 2,614,629 | 1,214,396 | (185,838) | (1,586,071) | (2,986,304) | (4,386,538) |
| 530 | | 3,839,554 | 2,439,321 | 1,039,088 | (361,146) | (1,761,379) | (3,161,612) | (4,561,846) |
| 550 | | 3,664,154 | 2,263,921 | 863,688 | (536,546) | (1,936,779) | (3,337,012) | (4,737,246) |
| 570 | | 3,488,597 | 2,088,364 | 688,131 | (712,103) | (2,112,336) | (3,512,569) | (4,912,803) |

TABLE 6

| Balance (RLV - BLV) | 5,226,008 | Density (dph) | | | | | | |
|---------------------|-----------|---------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| 70 | | 5,760,953 | 7,336,216 | 8,281,373 | 8,911,478 | 9,361,553 | 9,699,109 | 9,961,653 |
| 90 | | 5,586,505 | 7,161,768 | 8,106,925 | 8,737,030 | 9,187,105 | 9,524,661 | 9,787,205 |
| 110 | | 5,412,057 | 6,987,320 | 7,932,477 | 8,562,582 | 9,012,657 | 9,350,213 | 9,612,757 |
| 130 | | 5,237,609 | 6,812,872 | 7,758,029 | 8,388,134 | 8,838,209 | 9,175,765 | 9,438,309 |
| 150 | | 5,062,998 | 6,638,260 | 7,583,418 | 8,213,523 | 8,663,598 | 9,001,154 | 9,263,698 |
| CIL £psm | | 4,888,355 | 6,463,618 | 7,408,775 | 8,038,880 | 8,488,955 | 8,826,512 | 9,089,055 |
| 131.33 | | 4,713,713 | 6,288,975 | 7,234,133 | 7,864,238 | 8,314,313 | 8,651,869 | 8,914,413 |
| 210 | | 4,539,070 | 6,114,332 | 7,059,490 | 7,689,595 | 8,139,670 | 8,477,226 | 8,739,770 |
| 230 | | 4,364,427 | 5,939,690 | 6,884,847 | 7,514,952 | 7,965,027 | 8,302,584 | 8,565,127 |
| 250 | | 4,189,785 | 5,765,047 | 6,710,205 | 7,340,310 | 7,790,385 | 8,127,941 | 8,390,485 |
| 270 | | 4,014,984 | 5,590,246 | 6,535,404 | 7,165,509 | 7,615,584 | 7,953,140 | 8,215,684 |
| 290 | | 3,840,133 | 5,415,395 | 6,360,553 | 6,990,658 | 7,440,733 | 7,778,289 | 8,040,833 |
| 310 | | 3,665,282 | 5,240,544 | 6,185,702 | 6,815,807 | 7,265,882 | 7,603,438 | 7,865,982 |
| 330 | | 3,490,431 | 5,065,693 | 6,010,851 | 6,640,956 | 7,091,031 | 7,428,587 | 7,691,131 |
| 350 | | 3,315,580 | 4,890,843 | 5,836,000 | 6,466,105 | 6,916,180 | 7,253,736 | 7,516,280 |
| 370 | | 3,140,641 | 4,715,903 | 5,661,061 | 6,291,166 | 6,741,241 | 7,078,797 | 7,341,341 |
| 390 | | 2,965,568 | 4,540,831 | 5,485,988 | 6,116,093 | 6,566,168 | 6,903,724 | 7,166,268 |
| 410 | | 2,790,496 | 4,365,758 | 5,310,916 | 5,941,021 | 6,391,096 | 6,728,652 | 6,991,196 |
| 430 | | 2,615,423 | 4,190,685 | 5,135,843 | 5,765,948 | 6,216,023 | 6,553,579 | 6,816,123 |
| 450 | | 2,440,350 | 4,015,613 | 4,960,770 | 5,590,875 | 6,040,950 | 6,378,507 | 6,641,050 |
| 470 | | 2,265,129 | 3,840,391 | 4,785,549 | 5,415,654 | 5,865,729 | 6,203,285 | 6,465,829 |
| 490 | | 2,089,821 | 3,665,083 | 4,610,241 | 5,240,346 | 5,690,421 | 6,027,977 | 6,290,521 |
| 510 | | 1,914,512 | 3,489,775 | 4,434,932 | 5,065,037 | 5,515,112 | 5,852,669 | 6,115,212 |
| 530 | | 1,739,204 | 3,314,467 | 4,259,624 | 4,889,729 | 5,339,804 | 5,677,361 | 5,939,904 |
| 550 | | 1,563,804 | 3,139,067 | 4,084,224 | 4,714,329 | 5,164,404 | 5,501,961 | 5,764,504 |
| 570 | | 1,388,247 | 2,963,510 | 3,908,667 | 4,538,772 | 4,988,847 | 5,326,403 | 5,588,947 |



Scheme Ref: **E**
 No Units: **170** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

TABLE 7

| Balance (RLV - BLV) | 5,226,008 | Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | |
|---------------------|-----------|--|-----------|-----------|-----------|-----------|-------------|-------------|
| | | 90% | 95% | 100% | 105% | 110% | 115% | 120% |
| 70 | | 7,765,876 | 6,763,661 | 5,760,953 | 4,758,196 | 3,754,823 | 2,751,153 | 1,747,013 |
| 90 | | 7,591,610 | 6,589,213 | 5,586,505 | 4,583,553 | 3,580,181 | 2,576,302 | 1,571,940 |
| 110 | | 7,417,343 | 6,414,765 | 5,412,057 | 4,408,911 | 3,405,538 | 2,401,452 | 1,396,868 |
| 130 | | 7,243,025 | 6,240,317 | 5,237,609 | 4,234,268 | 3,230,714 | 2,226,601 | 1,221,795 |
| 150 | | 7,068,577 | 6,065,869 | 5,062,998 | 4,059,625 | 3,055,863 | 2,051,652 | 1,046,722 |
| CIL £psm | | 6,894,129 | 5,891,421 | 4,888,355 | 3,884,983 | 2,881,012 | 1,876,579 | 871,460 |
| 131.33 | | 6,719,681 | 5,716,973 | 4,713,713 | 3,710,274 | 2,706,161 | 1,701,506 | 696,152 |
| 210 | | 6,545,233 | 5,542,443 | 4,539,070 | 3,535,423 | 2,531,310 | 1,526,434 | 520,844 |
| 230 | | 6,370,785 | 5,367,800 | 4,364,427 | 3,360,572 | 2,356,290 | 1,351,358 | 345,536 |
| 250 | | 6,196,337 | 5,193,157 | 4,189,785 | 3,185,721 | 2,181,218 | 1,176,050 | 169,994 |
| 270 | | 6,021,887 | 5,018,515 | 4,014,984 | 3,010,871 | 2,006,145 | 1,000,742 | (5,563) |
| 290 | | 5,847,244 | 4,843,872 | 3,840,133 | 2,836,002 | 1,831,073 | 825,434 | (181,120) |
| 310 | | 5,672,602 | 4,669,229 | 3,665,282 | 2,660,929 | 1,655,948 | 650,114 | (356,799) |
| 330 | | 5,497,959 | 4,494,544 | 3,490,431 | 2,485,857 | 1,480,640 | 474,557 | (532,619) |
| 350 | | 5,323,316 | 4,319,693 | 3,315,580 | 2,310,784 | 1,305,332 | 299,000 | (708,439) |
| 370 | | 5,148,674 | 4,144,842 | 3,140,641 | 2,135,711 | 1,130,024 | 123,443 | (884,347) |
| 390 | | 4,974,031 | 3,969,991 | 2,965,568 | 1,960,539 | 954,678 | (52,240) | (1,060,444) |
| 410 | | 4,799,253 | 3,795,140 | 2,790,496 | 1,785,230 | 779,121 | (228,060) | (1,236,540) |
| 430 | | 4,624,403 | 3,620,290 | 2,615,423 | 1,609,922 | 603,563 | (403,881) | (1,412,770) |
| 450 | | 4,449,552 | 3,445,280 | 2,440,350 | 1,434,614 | 428,006 | (579,770) | (1,589,157) |
| 470 | | 4,274,701 | 3,270,207 | 2,265,129 | 1,259,241 | 252,318 | (755,867) | (1,765,545) |
| 490 | | 4,099,850 | 3,095,134 | 2,089,821 | 1,083,684 | 76,498 | (931,964) | (1,942,190) |
| 510 | | 3,924,991 | 2,920,062 | 1,914,512 | 908,127 | (99,322) | (1,108,153) | (2,118,882) |
| 530 | | 3,749,918 | 2,744,989 | 1,739,204 | 732,570 | (275,194) | (1,284,541) | (2,295,718) |
| 550 | | 3,574,846 | 2,569,719 | 1,563,804 | 556,877 | (451,291) | (1,460,929) | (2,472,729) |
| 570 | | 3,399,773 | 2,394,411 | 1,388,247 | 381,057 | (627,388) | (1,637,511) | (2,649,823) |

TABLE 8

| Balance (RLV - BLV) | 5,226,008 | Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | |
|---------------------|-----------|---|-----------|-----------|-----------|-----------|-----------|------------|
| | | 90% | 95% | 100% | 105% | 110% | 115% | 120% |
| 70 | | 3,428,709 | 4,595,007 | 5,760,953 | 6,926,899 | 8,092,770 | 9,258,336 | 10,423,902 |
| 90 | | 3,254,066 | 4,420,496 | 5,586,505 | 6,752,451 | 7,918,398 | 9,084,069 | 10,249,635 |
| 110 | | 3,079,423 | 4,245,853 | 5,412,057 | 6,578,003 | 7,743,950 | 8,909,803 | 10,075,368 |
| 130 | | 2,904,781 | 4,071,211 | 5,237,609 | 6,403,555 | 7,569,502 | 8,735,448 | 9,901,102 |
| 150 | | 2,730,054 | 3,896,568 | 5,062,998 | 6,229,107 | 7,395,054 | 8,561,000 | 9,726,835 |
| CIL £psm | | 2,555,203 | 3,721,925 | 4,888,355 | 6,054,659 | 7,220,606 | 8,386,552 | 9,552,498 |
| 131.33 | | 2,380,352 | 3,547,283 | 4,713,713 | 5,880,143 | 7,046,158 | 8,212,104 | 9,378,050 |
| 210 | | 2,205,501 | 3,372,519 | 4,539,070 | 5,705,500 | 6,871,710 | 8,037,656 | 9,203,602 |
| 230 | | 2,030,650 | 3,197,668 | 4,364,427 | 5,530,857 | 6,697,262 | 7,863,208 | 9,029,154 |
| 250 | | 1,855,658 | 3,022,817 | 4,189,785 | 5,356,215 | 6,522,645 | 7,688,760 | 8,854,706 |
| 270 | | 1,680,586 | 2,847,966 | 4,014,984 | 5,181,572 | 6,348,002 | 7,514,312 | 8,680,258 |
| 290 | | 1,505,513 | 2,673,115 | 3,840,133 | 5,006,929 | 6,173,359 | 7,339,789 | 8,505,810 |
| 310 | | 1,330,440 | 2,498,150 | 3,665,282 | 4,832,287 | 5,998,717 | 7,165,147 | 8,331,362 |
| 330 | | 1,155,274 | 2,323,077 | 3,490,431 | 4,657,448 | 5,824,074 | 6,990,504 | 8,156,914 |
| 350 | | 979,966 | 2,148,004 | 3,315,580 | 4,482,598 | 5,649,431 | 6,815,861 | 7,982,291 |
| 370 | | 804,658 | 1,972,932 | 3,140,641 | 4,307,747 | 5,474,764 | 6,641,219 | 7,807,649 |
| 390 | | 629,350 | 1,797,855 | 2,965,568 | 4,132,896 | 5,299,913 | 6,466,576 | 7,633,006 |
| 410 | | 453,890 | 1,622,547 | 2,790,496 | 3,958,045 | 5,125,063 | 6,291,933 | 7,458,363 |
| 430 | | 278,333 | 1,447,239 | 2,615,423 | 3,783,132 | 4,950,212 | 6,117,229 | 7,283,721 |
| 450 | | 102,776 | 1,271,931 | 2,440,350 | 3,608,059 | 4,775,361 | 5,942,378 | 7,109,078 |
| 470 | | (72,833) | 1,096,623 | 2,265,129 | 3,432,987 | 4,600,510 | 5,767,527 | 6,934,435 |
| 490 | | (248,653) | 921,069 | 2,089,821 | 3,257,914 | 4,425,623 | 5,592,677 | 6,759,694 |
| 510 | | (424,473) | 745,511 | 1,914,512 | 3,082,842 | 4,250,551 | 5,417,826 | 6,584,843 |
| 530 | | (600,324) | 569,954 | 1,739,204 | 2,907,710 | 4,075,478 | 5,242,975 | 6,409,992 |
| 550 | | (776,421) | 394,301 | 1,563,804 | 2,732,402 | 3,900,405 | 5,068,115 | 6,235,141 |
| 570 | | (952,518) | 218,481 | 1,388,247 | 2,557,094 | 3,725,333 | 4,893,042 | 6,060,291 |

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: E
No Units: 170 **Location / Value Zone:** Lower **Development Scenario:** Greenfield
Notes:

[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: | E |
|---|------------|
| No Units: | 170 |
| Location / Value Zone: | Lower |
| Development Scenario: | Greenfield |
| Notes: | 0 |
| Total GDV (£) | 48,376,135 |
| 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) | 7,663.47 |
| CIL (£) | 1,302,790 |
| Site Specific S106 (£ per unit) | 7,000 |
| Site Specific S106 (£) | 1,190,000 |
| Sub-total CIL+S106 (£ per unit) | 14,663 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 14,663 |
| Total Developers Profit (£) | 7,855,289 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 16.24% |
| Developers Profit (% on costs) | 28.75% |
| RLV (£) | 11,527,058 |
| RLV (£/acre) | 823,224 |
| RLV (£/ha) | 2,034,187 |
| Balance for Plan VA: | |
| BLV (£) | 6,301,050 |
| BLV (£/acre) | 450,000 |
| BLV (£/ha) | 1,111,950 |
| Surplus/Deficit | 5,226,008 |
| Surplus/Deficit (£/acre) | 373,224 |
| Surplus/Deficit (£/ha) | 922,237 |
| 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: **F**
 No Units: **90** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|-----------------------------|---|----------------------|
| Total number of units in scheme | | | 90 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% | | | |
| CIL Rate (£ psm) | | | 100% | | | |
| | | | 131.33 £ psm | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 10.0% | 5.9 | 15.0% | 4.7 | 12% | 10.6 |
| 2 bed House | 25.0% | 14.6 | 30.0% | 9.5 | 27% | 24.1 |
| 3 bed House | 35.0% | 20.5 | 40.0% | 12.6 | 37% | 33.1 |
| 4 bed House | 5.0% | 2.9 | 7.5% | 2.4 | 6% | 5.3 |
| 5 bed House | 5.0% | 2.9 | 7.5% | 2.4 | 6% | 5.3 |
| 1 bed Flat | 7.0% | 4.1 | 0.0% | 0.0 | 5% | 4.1 |
| 2 bed Flat | 13.0% | 7.6 | 0.0% | 0.0 | 8% | 7.6 |
| Total number of units | 100.0% | 58.5 | 100.0% | 31.5 | 100% | 90.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqm) | (sqft) |
| 1 bed House | 363 | 3,904 | 293 | 3,153 | 656 | 7,057 |
| 2 bed House | 1,155 | 12,436 | 747 | 8,036 | 1,902 | 20,472 |
| 3 bed House | 2,048 | 22,039 | 1,260 | 13,563 | 3,308 | 35,602 |
| 4 bed House | 336 | 3,621 | 272 | 2,924 | 608 | 6,545 |
| 5 bed House | 483 | 5,195 | 390 | 4,196 | 872 | 9,391 |
| 1 bed Flat | 241 | 2,593 | 0 | 0 | 241 | 2,593 |
| 2 bed Flat | 626 | 6,741 | 0 | 0 | 626 | 6,741 |
| | 5,252 | 56,529 | 2,961 | 31,872 | 8,213 | 88,401 |
| AH % by floor area: | | | 36.05% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 240,000 | 3,871 | 360 | 2,538,000 | | |
| 2 bed House | 300,000 | 3,797 | 353 | 7,222,500 | | |
| 3 bed House | 365,000 | 3,650 | 339 | 12,072,375 | | |
| 4 bed House | 400,000 | 3,478 | 323 | 2,115,000 | | |
| 5 bed House | 525,000 | 3,182 | 296 | 2,775,938 | | |
| 1 bed Flat | 200,000 | 4,000 | 372 | 819,000 | | |
| 2 bed Flat | 255,000 | 3,643 | 338 | 1,939,275 | | |
| | | | | 29,482,088 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% |

Scheme Ref: **F**
 No Units: **90** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|-----------|---|--|---------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 5.9 | @ | 240,000 | 1,404,000 |
| 2 bed House | 14.6 | @ | 300,000 | 4,387,500 |
| 3 bed House | 20.5 | @ | 365,000 | 7,473,375 |
| 4 bed House | 2.9 | @ | 400,000 | 1,170,000 |
| 5 bed House | 2.9 | @ | 525,000 | 1,535,625 |
| 1 bed Flat | 4.1 | @ | 200,000 | 819,000 |
| 2 bed Flat | 7.6 | @ | 255,000 | 1,939,275 |
| | 58.5 | | | 18,728,775 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 3.5 | @ | 144,000 | 510,300 |
| 2 bed House | 7.1 | @ | 180,000 | 1,275,750 |
| 3 bed House | 9.5 | @ | 219,000 | 2,069,550 |
| 4 bed House | 1.8 | @ | 240,000 | 425,250 |
| 5 bed House | 1.8 | @ | 315,000 | 558,141 |
| 1 bed Flat | 0.0 | @ | 120,000 | - |
| 2 bed Flat | 0.0 | @ | 153,000 | - |
| | 23.6 | | | 4,838,991 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 105,600 | - |
| 2 bed House | 0.0 | @ | 132,000 | - |
| 3 bed House | 0.0 | @ | 160,600 | - |
| 4 bed House | 0.0 | @ | 176,000 | - |
| 5 bed House | 0.0 | @ | 231,000 | - |
| 1 bed Flat | 0.0 | @ | 88,000 | - |
| 2 bed Flat | 0.0 | @ | 112,200 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 1.2 | @ | 182,400 | 215,460 |
| 2 bed House | 2.4 | @ | 228,000 | 538,650 |
| 3 bed House | 3.2 | @ | 277,400 | 873,810 |
| 4 bed House | 0.6 | @ | 304,000 | 179,550 |
| 5 bed House | 0.6 | @ | 399,000 | 235,659 |
| 1 bed Flat | 0.0 | @ | 152,000 | - |
| 2 bed Flat | 0.0 | @ | 193,800 | - |
| | 7.9 | | | 2,043,129 |
| Sub-total GDV Residential | 90 | | | 25,610,895 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 3,871,193 |
| | | | 471 £ psm (total GIA sqm) | 43,013 £ per unit (total units) |
| Grant | 90 | @ | 0 | - |
| Total GDV | | | | 25,610,895 |

| DEVELOPMENT COSTS | | | | |
|---|-------------------------|--------------------------------|----------------------------|-----------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (90,000) |
| Statutory Planning Fees (Residential) | | | | (28,379) |
| CIL | 5,252 sqm (Market only) | 131.33 £ psm | | (689,713) |
| CIL analysis: | 2.69% % of GDV | 7,663 £ 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 | 90 units @ | 7,000 per unit | (630,000) |
| S106 analysis: | 210,000 £ per ha | 2.46% % of GDV | 7,000 £ per unit (total ur | (630,000) |
| AH Commuted Sum | 8,213 sqm (total) | 0 £ psm | | - |
| Comm. Sum analysis: | 0.00% % of GDV | | | |

Scheme Ref: **F**
 No Units: **90** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| | | | | | | |
|--|------------|--------------|------------------|------------------------------|--------------------------------------|---------------------|
| <i>cont/</i> | | | | | | |
| Construction Costs - | | | | | | |
| Site Clearance and Demolition | | 7.41 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 | | 90 units @ | 0 per unit | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total ur | | - |
| 1 bed House | | | 656 sqm @ | 1,308 psm | | (857,590) |
| 2 bed House | | | 1,902 sqm @ | 1,308 psm | | (2,487,718) |
| 3 bed House | | | 3,308 sqm @ | 1,308 psm | | (4,326,210) |
| 4 bed House | | | 608 sqm @ | 1,308 psm | | (795,346) |
| 5 bed House | | | 872 sqm @ | 1,308 psm | | (1,141,148) |
| 1 bed Flat | | | 241 sqm @ | 1,439 psm | | (346,630) |
| 2 bed Flat | | 8,213 | 626 sqm @ | 1,439 psm | | (901,237) |
| External works | | | 10,855,879 @ | 15.0% 18,093 £ per unit | | (1,628,382) |
| M4(2) Category 2 Housing | Aff units | | 32 units @ | 100% @ | 521 £ per unit | (16,412) |
| M4(3) Category 3 Housing | Aff units | | 32 units @ | 0% @ | 10,111 £ per unit | - |
| M4(2) Category 2 Housing | Mrkt units | | 59 units @ | 15% @ | 521 £ per unit | (4,572) |
| M4(3) Category 3 Housing | Mrkt units | | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | | 90 units @ | | 10 £ per unit | (900) |
| Contingency | | | 12,506,144 @ | 3.0% | | (375,184) |
| Professional Fees | | | 12,506,144 @ | 6.5% | | (812,899) |
| Disposal Costs - | | | | | | |
| Residential Sales Agent Costs | | | 18,728,775 OMS @ | 1.00% | 2,081 £ per unit | (187,288) |
| Residential Sales Legal Costs | | | 18,728,775 OMS @ | 0.50% | 1,040 £ per unit | (93,644) |
| Marketing and Promotion | | | 18,728,775 OMS @ | 3.00% | 6,243 £ per unit 9,364 £ per unit | (561,863) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | | (56,006) |
| Developers Profit - | | | | | | |
| Margin on AH | | | 6,882,120 | 6.00% on AH values | | (412,927) |
| Profit on OMS | | | 18,728,775 | 20.00% | | (3,745,755) |
| Profit analysis: | | | 16,031,121 | 25.94% on costs | (4,158,682) | |
| | | | 25,610,895 | 16.24% blended | (4,158,682) | |
| TOTAL COSTS | | | | | | (20,189,803) |

| | | | | | | |
|----------------------------------|--|--|-------------------|--------------------|--------------------|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | | |
| Residual Land Value (gross) | | | | | | 5,421,092 |
| SDLT | | | 5,421,092 @ | (slabbed) | | (260,555) |
| Acquisition Agent fees | | | 5,421,092 @ | 1.0% | | (54,211) |
| Acquisition Legal fees | | | 5,421,092 @ | 0.5% | | (27,105) |
| Interest on Land | | | 5,421,092 @ | 6.25% | | (338,818) |
| Residual Land Value | | | | | | 4,740,403 |
| RLV analysis: | | | 52,671 £ per plot | 1,580,134 £ per ha | 639,472 £ per acre | |

| | | | | | | |
|-----------------------------------|--|-------------------|--------------------|--------------------|--|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | | |
| Residential Density | | | 30.0 dph | | | |
| Site Area (Net) | | | 3.00 ha | 7.41 acres | | |
| Density analysis: | | | 2,738 sqm/ha | 11,925 sqft/ac | | |
| Benchmark Land Value (Net) | | 37,065 £ per plot | 1,111,950 £ per ha | 450,000 £ per acre | | 3,335,850 |

| | | | | | | |
|-------------------|--|--|------------------|--------------------|--|------------------|
| BALANCE | | | | | | |
| Surplus/(Deficit) | | | 468,184 £ per ha | 189,472 £ per acre | | 1,404,553 |

Scheme Ref: **F**
 No Units: **90** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | 1,404,553 | Affordable Housing - % on site 35% | | | | | | |
|---------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | 70 | 2,095,931 | 1,960,984 | 1,826,038 | 1,690,919 | 1,555,763 | 1,420,608 | 1,285,453 |
| | 90 | 1,980,925 | 1,853,167 | 1,725,409 | 1,597,650 | 1,469,707 | 1,341,724 | 1,213,740 |
| | 110 | 1,865,920 | 1,745,350 | 1,624,779 | 1,504,209 | 1,383,638 | 1,262,839 | 1,142,026 |
| | 130 | 1,750,795 | 1,637,532 | 1,524,150 | 1,410,767 | 1,297,384 | 1,183,954 | 1,070,313 |
| | 150 | 1,635,509 | 1,529,563 | 1,423,520 | 1,317,325 | 1,211,130 | 1,104,935 | 998,600 |
| CIL £psm | 170 | 1,520,223 | 1,421,482 | 1,322,741 | 1,223,883 | 1,124,876 | 1,025,869 | 926,862 |
| 131.33 | 190 | 1,404,936 | 1,313,401 | 1,221,866 | 1,130,330 | 1,038,622 | 946,803 | 854,984 |
| | 210 | 1,289,468 | 1,205,320 | 1,120,990 | 1,036,660 | 952,330 | 867,737 | 783,106 |
| | 230 | 1,173,883 | 1,097,056 | 1,020,115 | 942,990 | 865,866 | 788,671 | 711,228 |
| | 250 | 1,058,299 | 988,695 | 919,092 | 849,320 | 779,401 | 709,482 | 639,349 |
| | 270 | 942,652 | 880,335 | 817,955 | 755,576 | 692,936 | 630,223 | 567,471 |
| | 290 | 826,752 | 771,930 | 716,819 | 661,663 | 606,472 | 550,963 | 495,455 |
| | 310 | 710,851 | 663,274 | 615,682 | 567,751 | 519,819 | 471,704 | 423,401 |
| | 330 | 594,909 | 554,617 | 514,283 | 473,838 | 433,131 | 392,424 | 351,347 |
| | 350 | 478,676 | 445,961 | 412,871 | 379,780 | 346,443 | 312,959 | 279,293 |
| | 370 | 362,443 | 336,994 | 311,458 | 285,612 | 259,754 | 233,495 | 207,235 |
| | 390 | 246,087 | 228,026 | 209,842 | 191,443 | 172,840 | 154,031 | 134,995 |
| | 410 | 129,503 | 119,012 | 108,138 | 97,219 | 85,915 | 74,556 | 62,755 |
| | 430 | 12,919 | 9,714 | 6,434 | 2,780 | (1,010) | (5,125) | (9,485) |
| | 450 | (103,967) | (99,583) | (95,501) | (91,660) | (88,050) | (84,807) | (81,726) |
| | 470 | (220,919) | (209,067) | (197,512) | (186,144) | (175,225) | (164,488) | (154,116) |
| | 490 | (338,071) | (318,710) | (299,549) | (280,869) | (262,400) | (244,260) | (226,553) |
| | 510 | (455,409) | (428,415) | (401,882) | (375,593) | (349,652) | (324,171) | (298,991) |
| | 530 | (572,910) | (538,420) | (504,215) | (470,434) | (437,090) | (404,081) | (371,428) |
| | 550 | (690,652) | (648,424) | (606,763) | (565,458) | (524,528) | (484,014) | (444,058) |
| | 570 | (808,587) | (758,807) | (709,434) | (660,482) | (612,082) | (564,166) | (516,704) |

TABLE 2

| Balance (RLV - BLV) | 1,404,553 | Site Specific S106 | | | | | | |
|---------------------|-----------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 1,690,919 | 1,635,668 | 1,580,418 | 1,525,168 | 1,469,918 | 1,414,650 | 1,359,361 |
| | 90 | 1,597,650 | 1,542,362 | 1,487,073 | 1,431,785 | 1,376,496 | 1,321,208 | 1,265,919 |
| | 110 | 1,504,209 | 1,448,920 | 1,393,632 | 1,338,343 | 1,283,055 | 1,227,766 | 1,172,478 |
| | 130 | 1,410,767 | 1,355,478 | 1,300,190 | 1,244,901 | 1,189,613 | 1,134,324 | 1,079,036 |
| | 150 | 1,317,325 | 1,262,037 | 1,206,748 | 1,151,460 | 1,096,171 | 1,040,883 | 985,594 |
| CIL £psm | 170 | 1,223,883 | 1,168,595 | 1,113,306 | 1,058,013 | 1,002,683 | 947,354 | 892,025 |
| 131.33 | 190 | 1,130,330 | 1,075,001 | 1,019,672 | 964,343 | 909,013 | 853,684 | 798,355 |
| | 210 | 1,036,660 | 981,331 | 926,002 | 870,673 | 815,343 | 760,014 | 704,685 |
| | 230 | 942,990 | 887,661 | 832,332 | 777,003 | 721,673 | 666,344 | 611,015 |
| | 250 | 849,320 | 793,991 | 738,662 | 683,333 | 627,998 | 572,626 | 517,253 |
| | 270 | 755,576 | 700,203 | 644,831 | 589,458 | 534,086 | 478,713 | 423,341 |
| | 290 | 661,663 | 606,291 | 550,918 | 495,546 | 440,173 | 384,801 | 329,428 |
| | 310 | 567,751 | 512,378 | 457,006 | 401,633 | 346,261 | 290,889 | 235,516 |
| | 330 | 473,838 | 418,466 | 363,094 | 307,695 | 252,276 | 196,858 | 141,440 |
| | 350 | 379,780 | 324,362 | 268,944 | 213,526 | 158,108 | 102,689 | 47,271 |
| | 370 | 285,612 | 230,193 | 174,775 | 119,357 | 63,939 | 8,520 | (46,898) |
| | 390 | 191,443 | 136,025 | 80,606 | 25,188 | (30,230) | (85,674) | (141,141) |
| | 410 | 97,219 | 41,753 | (13,714) | (69,180) | (124,647) | (180,114) | (235,580) |
| | 430 | 2,780 | (52,687) | (108,153) | (163,620) | (219,087) | (274,553) | (330,020) |
| | 450 | (91,660) | (147,126) | (202,593) | (258,060) | (313,526) | (369,007) | (424,524) |
| | 470 | (186,144) | (241,662) | (297,179) | (352,697) | (408,214) | (463,731) | (519,249) |
| | 490 | (280,869) | (336,386) | (391,904) | (447,421) | (502,938) | (558,456) | (613,973) |
| | 510 | (375,593) | (431,111) | (486,628) | (542,145) | (597,694) | (653,265) | (708,835) |
| | 530 | (470,434) | (526,005) | (581,576) | (637,147) | (692,718) | (748,288) | (803,859) |
| | 550 | (565,458) | (621,029) | (676,600) | (732,170) | (787,741) | (843,312) | (898,883) |
| | 570 | (660,482) | (716,066) | (771,692) | (827,319) | (882,946) | (938,573) | (994,199) |

Scheme Ref: **F**
 No Units: **90** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

TABLE 3

| Balance (RLV - BLV) | 1,404,553 | Infrastructure Costs | | | | | | |
|---------------------|-----------|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| 70 | | 1,690,919 | 1,690,919 | 1,690,919 | 1,690,919 | 1,690,919 | 1,690,919 | 1,690,919 |
| 90 | | 1,597,650 | 1,597,650 | 1,597,650 | 1,597,650 | 1,597,650 | 1,597,650 | 1,597,650 |
| 110 | | 1,504,209 | 1,504,209 | 1,504,209 | 1,504,209 | 1,504,209 | 1,504,209 | 1,504,209 |
| 130 | | 1,410,767 | 1,410,767 | 1,410,767 | 1,410,767 | 1,410,767 | 1,410,767 | 1,410,767 |
| 150 | | 1,317,325 | 1,317,325 | 1,317,325 | 1,317,325 | 1,317,325 | 1,317,325 | 1,317,325 |
| 170 | | 1,223,883 | 1,223,883 | 1,223,883 | 1,223,883 | 1,223,883 | 1,223,883 | 1,223,883 |
| 190 | | 1,130,330 | 1,130,330 | 1,130,330 | 1,130,330 | 1,130,330 | 1,130,330 | 1,130,330 |
| 210 | | 1,036,660 | 1,036,660 | 1,036,660 | 1,036,660 | 1,036,660 | 1,036,660 | 1,036,660 |
| 230 | | 942,990 | 942,990 | 942,990 | 942,990 | 942,990 | 942,990 | 942,990 |
| 250 | | 849,320 | 849,320 | 849,320 | 849,320 | 849,320 | 849,320 | 849,320 |
| 270 | | 755,576 | 755,576 | 755,576 | 755,576 | 755,576 | 755,576 | 755,576 |
| 290 | | 661,663 | 661,663 | 661,663 | 661,663 | 661,663 | 661,663 | 661,663 |
| 310 | | 567,751 | 567,751 | 567,751 | 567,751 | 567,751 | 567,751 | 567,751 |
| 330 | | 473,838 | 473,838 | 473,838 | 473,838 | 473,838 | 473,838 | 473,838 |
| 350 | | 379,780 | 379,780 | 379,780 | 379,780 | 379,780 | 379,780 | 379,780 |
| 370 | | 285,612 | 285,612 | 285,612 | 285,612 | 285,612 | 285,612 | 285,612 |
| 390 | | 191,443 | 191,443 | 191,443 | 191,443 | 191,443 | 191,443 | 191,443 |
| 410 | | 97,219 | 97,219 | 97,219 | 97,219 | 97,219 | 97,219 | 97,219 |
| 430 | | 2,780 | 2,780 | 2,780 | 2,780 | 2,780 | 2,780 | 2,780 |
| 450 | | (91,660) | (91,660) | (91,660) | (91,660) | (91,660) | (91,660) | (91,660) |
| 470 | | (186,144) | (186,144) | (186,144) | (186,144) | (186,144) | (186,144) | (186,144) |
| 490 | | (280,869) | (280,869) | (280,869) | (280,869) | (280,869) | (280,869) | (280,869) |
| 510 | | (375,593) | (375,593) | (375,593) | (375,593) | (375,593) | (375,593) | (375,593) |
| 530 | | (470,434) | (470,434) | (470,434) | (470,434) | (470,434) | (470,434) | (470,434) |
| 550 | | (565,458) | (565,458) | (565,458) | (565,458) | (565,458) | (565,458) | (565,458) |
| 570 | | (660,482) | (660,482) | (660,482) | (660,482) | (660,482) | (660,482) | (660,482) |

TABLE 4

| Balance (RLV - BLV) | 1,404,553 | Profit 20% | | | | | | |
|---------------------|-----------|------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| 70 | | 2,507,961 | 2,344,553 | 2,181,144 | 2,017,736 | 1,854,327 | 1,690,919 | 1,527,510 |
| 90 | | 2,414,693 | 2,251,285 | 2,087,876 | 1,924,467 | 1,761,059 | 1,597,650 | 1,434,242 |
| 110 | | 2,321,251 | 2,157,843 | 1,994,434 | 1,831,026 | 1,667,617 | 1,504,209 | 1,340,800 |
| 130 | | 2,227,810 | 2,064,401 | 1,900,993 | 1,737,584 | 1,574,175 | 1,410,767 | 1,247,358 |
| 150 | | 2,134,368 | 1,970,959 | 1,807,551 | 1,644,142 | 1,480,734 | 1,317,325 | 1,153,917 |
| 170 | | 2,040,926 | 1,877,518 | 1,714,109 | 1,550,700 | 1,387,292 | 1,223,883 | 1,060,475 |
| 190 | | 1,947,373 | 1,783,965 | 1,620,556 | 1,457,147 | 1,293,739 | 1,130,330 | 966,922 |
| 210 | | 1,853,703 | 1,690,295 | 1,526,886 | 1,363,477 | 1,200,069 | 1,036,660 | 873,252 |
| 230 | | 1,760,033 | 1,596,624 | 1,433,216 | 1,269,807 | 1,106,399 | 942,990 | 779,582 |
| 250 | | 1,666,363 | 1,502,954 | 1,339,546 | 1,176,137 | 1,012,729 | 849,320 | 685,912 |
| 270 | | 1,572,618 | 1,409,210 | 1,245,801 | 1,082,393 | 918,984 | 755,576 | 592,167 |
| 290 | | 1,478,706 | 1,315,297 | 1,151,889 | 988,480 | 825,072 | 661,663 | 498,255 |
| 310 | | 1,384,794 | 1,221,385 | 1,057,977 | 894,568 | 731,159 | 567,751 | 404,342 |
| 330 | | 1,290,881 | 1,127,473 | 964,064 | 800,656 | 637,247 | 473,838 | 310,430 |
| 350 | | 1,196,823 | 1,033,415 | 870,006 | 706,598 | 543,189 | 379,780 | 216,372 |
| 370 | | 1,102,654 | 939,246 | 775,837 | 612,429 | 449,020 | 285,612 | 122,203 |
| 390 | | 1,008,486 | 845,077 | 681,668 | 518,260 | 354,851 | 191,443 | 28,034 |
| 410 | | 914,262 | 750,853 | 587,445 | 424,036 | 260,628 | 97,219 | (66,189) |
| 430 | | 819,822 | 656,414 | 493,005 | 329,597 | 166,188 | 2,780 | (160,629) |
| 450 | | 725,383 | 561,974 | 398,566 | 235,157 | 71,749 | (91,660) | (255,068) |
| 470 | | 630,898 | 467,490 | 304,081 | 140,673 | (22,736) | (186,144) | (349,553) |
| 490 | | 536,174 | 372,765 | 209,357 | 45,948 | (117,460) | (280,869) | (444,277) |
| 510 | | 441,450 | 278,041 | 114,632 | (48,776) | (212,185) | (375,593) | (539,002) |
| 530 | | 346,608 | 183,200 | 19,791 | (143,617) | (307,026) | (470,434) | (633,843) |
| 550 | | 251,585 | 88,176 | (75,232) | (238,641) | (402,050) | (565,458) | (728,867) |
| 570 | | 156,561 | (6,848) | (170,256) | (333,665) | (497,073) | (660,482) | (823,890) |

Scheme Ref: **F**
 No Units: **90** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 1,404,553 | BLV (per acre) | | | | | | | |
|---------------------|-----------|----------------|-----------|-----------|-------------|-------------|-------------|-------------|-------------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 | |
| | | 70 | 2,802,869 | 2,061,569 | 1,320,269 | 578,969 | (162,331) | (903,631) | (1,644,931) |
| | | 90 | 2,709,600 | 1,968,300 | 1,227,000 | 485,700 | (255,600) | (996,900) | (1,738,200) |
| | | 110 | 2,616,159 | 1,874,859 | 1,133,559 | 392,259 | (349,041) | (1,090,341) | (1,831,641) |
| | | 130 | 2,522,717 | 1,781,417 | 1,040,117 | 298,817 | (442,483) | (1,183,783) | (1,925,083) |
| | | 150 | 2,429,275 | 1,687,975 | 946,675 | 205,375 | (535,925) | (1,277,225) | (2,018,525) |
| CIL £psm | | 170 | 2,335,833 | 1,594,533 | 853,233 | 111,933 | (629,367) | (1,370,667) | (2,111,967) |
| 131.33 | | 190 | 2,242,280 | 1,500,980 | 759,680 | 18,380 | (722,920) | (1,464,220) | (2,205,520) |
| | | 210 | 2,148,610 | 1,407,310 | 666,010 | (75,290) | (816,590) | (1,557,890) | (2,299,190) |
| | | 230 | 2,054,940 | 1,313,640 | 572,340 | (168,960) | (910,260) | (1,651,560) | (2,392,860) |
| | | 250 | 1,961,270 | 1,219,970 | 478,670 | (262,630) | (1,003,930) | (1,745,230) | (2,486,530) |
| | | 270 | 1,867,526 | 1,126,226 | 384,926 | (356,374) | (1,097,674) | (1,838,974) | (2,580,274) |
| | | 290 | 1,773,613 | 1,032,313 | 291,013 | (450,287) | (1,191,587) | (1,932,887) | (2,674,187) |
| | | 310 | 1,679,701 | 938,401 | 197,101 | (544,199) | (1,285,499) | (2,026,799) | (2,768,099) |
| | | 330 | 1,585,788 | 844,488 | 103,188 | (638,112) | (1,379,412) | (2,120,712) | (2,862,012) |
| | | 350 | 1,491,730 | 750,430 | 9,130 | (732,170) | (1,473,470) | (2,214,770) | (2,956,070) |
| | | 370 | 1,397,562 | 656,262 | (85,038) | (826,338) | (1,567,638) | (2,308,938) | (3,050,238) |
| | | 390 | 1,303,393 | 562,093 | (179,207) | (920,507) | (1,661,807) | (2,403,107) | (3,144,407) |
| | | 410 | 1,209,169 | 467,869 | (273,431) | (1,014,731) | (1,756,031) | (2,497,331) | (3,238,631) |
| | | 430 | 1,114,730 | 373,430 | (367,870) | (1,109,170) | (1,850,470) | (2,591,770) | (3,333,070) |
| | | 450 | 1,020,290 | 278,990 | (462,310) | (1,203,610) | (1,944,910) | (2,686,210) | (3,427,510) |
| | | 470 | 925,806 | 184,506 | (556,794) | (1,298,094) | (2,039,394) | (2,780,694) | (3,521,994) |
| | | 490 | 831,081 | 89,781 | (651,519) | (1,392,819) | (2,134,119) | (2,875,419) | (3,616,719) |
| | | 510 | 736,357 | (4,943) | (746,243) | (1,487,543) | (2,228,843) | (2,970,143) | (3,711,443) |
| | | 530 | 641,516 | (99,784) | (841,084) | (1,582,384) | (2,323,684) | (3,064,984) | (3,806,284) |
| | | 550 | 546,492 | (194,808) | (936,108) | (1,677,408) | (2,418,708) | (3,160,008) | (3,901,308) |
| | | 570 | 451,468 | (289,832) | (1,031,132) | (1,772,432) | (2,513,732) | (3,255,032) | (3,996,332) |

TABLE 6

| Balance (RLV - BLV) | 1,404,553 | Density (dph) | | | | | | | |
|---------------------|-----------|---------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 | |
| | | 70 | 1,690,919 | 2,524,881 | 3,025,259 | 3,358,844 | 3,597,119 | 3,775,825 | 3,914,819 |
| | | 90 | 1,597,650 | 2,431,613 | 2,931,990 | 3,265,575 | 3,503,850 | 3,682,557 | 3,821,550 |
| | | 110 | 1,504,209 | 2,338,171 | 2,838,549 | 3,172,134 | 3,410,409 | 3,589,115 | 3,728,109 |
| | | 130 | 1,410,767 | 2,244,729 | 2,745,107 | 3,078,692 | 3,316,967 | 3,495,673 | 3,634,667 |
| | | 150 | 1,317,325 | 2,151,288 | 2,651,665 | 2,985,250 | 3,223,525 | 3,402,231 | 3,541,225 |
| CIL £psm | | 170 | 1,223,883 | 2,057,846 | 2,558,223 | 2,891,808 | 3,130,083 | 3,308,790 | 3,447,783 |
| 131.33 | | 190 | 1,130,330 | 1,964,293 | 2,464,670 | 2,798,255 | 3,036,530 | 3,215,237 | 3,354,230 |
| | | 210 | 1,036,660 | 1,870,623 | 2,371,000 | 2,704,585 | 2,942,860 | 3,121,567 | 3,260,560 |
| | | 230 | 942,990 | 1,776,953 | 2,277,330 | 2,610,915 | 2,849,190 | 3,027,896 | 3,166,890 |
| | | 250 | 849,320 | 1,683,283 | 2,183,660 | 2,517,245 | 2,755,520 | 2,934,226 | 3,073,220 |
| | | 270 | 755,576 | 1,589,538 | 2,089,916 | 2,423,501 | 2,661,776 | 2,840,482 | 2,979,476 |
| | | 290 | 661,663 | 1,495,626 | 1,996,003 | 2,329,588 | 2,567,863 | 2,746,569 | 2,885,563 |
| | | 310 | 567,751 | 1,401,713 | 1,902,091 | 2,235,676 | 2,473,951 | 2,652,657 | 2,791,651 |
| | | 330 | 473,838 | 1,307,801 | 1,808,178 | 2,141,763 | 2,380,038 | 2,558,745 | 2,697,738 |
| | | 350 | 379,780 | 1,213,743 | 1,714,120 | 2,047,705 | 2,285,980 | 2,464,687 | 2,603,680 |
| | | 370 | 285,612 | 1,119,574 | 1,619,952 | 1,953,537 | 2,191,812 | 2,370,518 | 2,509,512 |
| | | 390 | 191,443 | 1,025,405 | 1,525,783 | 1,859,368 | 2,097,643 | 2,276,349 | 2,415,343 |
| | | 410 | 97,219 | 931,182 | 1,431,559 | 1,765,144 | 2,003,419 | 2,182,125 | 2,321,119 |
| | | 430 | 2,780 | 836,742 | 1,337,120 | 1,670,705 | 1,908,980 | 2,087,686 | 2,226,680 |
| | | 450 | (91,660) | 742,303 | 1,242,680 | 1,576,265 | 1,814,540 | 1,993,246 | 2,132,240 |
| | | 470 | (186,144) | 647,818 | 1,148,196 | 1,481,781 | 1,720,056 | 1,898,762 | 2,037,756 |
| | | 490 | (280,869) | 553,094 | 1,053,471 | 1,387,056 | 1,625,331 | 1,804,037 | 1,943,031 |
| | | 510 | (375,593) | 458,369 | 958,747 | 1,292,332 | 1,530,607 | 1,709,313 | 1,848,307 |
| | | 530 | (470,434) | 363,528 | 863,906 | 1,197,491 | 1,435,766 | 1,614,472 | 1,753,466 |
| | | 550 | (565,458) | 268,504 | 768,882 | 1,102,467 | 1,340,742 | 1,519,448 | 1,658,442 |
| | | 570 | (660,482) | 173,481 | 673,858 | 1,007,443 | 1,245,718 | 1,424,424 | 1,563,418 |

Scheme Ref: **F**
 No Units: **90** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

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) | 1,404,553 | | | | | | | |
| | 70 | 2,890,668 | 2,291,111 | 1,690,919 | 1,090,041 | 488,356 | (114,399) | (718,795) |
| | 90 | 2,797,641 | 2,197,884 | 1,597,650 | 996,600 | 394,686 | (208,496) | (813,234) |
| | 110 | 2,704,614 | 2,104,656 | 1,504,209 | 903,013 | 300,809 | (302,665) | (907,807) |
| | 130 | 2,611,587 | 2,011,429 | 1,410,767 | 809,343 | 206,897 | (396,834) | (1,002,531) |
| | 150 | 2,518,394 | 1,918,201 | 1,317,325 | 715,673 | 112,984 | (491,182) | (1,097,265) |
| CIL £psm | 170 | 2,425,166 | 1,824,934 | 1,223,883 | 622,003 | 18,985 | (585,621) | (1,192,289) |
| 131.33 | 190 | 2,331,939 | 1,731,492 | 1,130,330 | 528,192 | (75,183) | (680,061) | (1,287,313) |
| | 210 | 2,238,711 | 1,638,051 | 1,036,660 | 434,280 | (169,352) | (774,753) | (1,382,590) |
| | 230 | 2,145,484 | 1,544,609 | 942,990 | 340,368 | (263,568) | (869,478) | (1,477,927) |
| | 250 | 2,052,218 | 1,451,167 | 849,320 | 246,455 | (358,008) | (964,313) | (1,573,518) |
| | 270 | 1,958,776 | 1,357,648 | 755,576 | 152,299 | (452,447) | (1,059,337) | (1,669,183) |
| | 290 | 1,865,334 | 1,263,978 | 661,663 | 58,130 | (546,976) | (1,154,384) | (1,765,156) |
| | 310 | 1,771,893 | 1,170,308 | 567,751 | (36,039) | (641,700) | (1,249,721) | (1,861,224) |
| | 330 | 1,678,451 | 1,076,637 | 473,838 | (130,394) | (736,425) | (1,345,058) | (1,957,589) |
| | 350 | 1,584,965 | 982,959 | 379,780 | (224,834) | (831,362) | (1,440,712) | (2,054,165) |
| | 370 | 1,491,295 | 889,047 | 285,612 | (319,273) | (926,385) | (1,536,387) | (2,150,933) |
| | 390 | 1,397,625 | 795,134 | 191,443 | (413,922) | (1,021,514) | (1,632,395) | (2,248,057) |
| | 410 | 1,303,955 | 701,222 | 97,219 | (508,647) | (1,116,852) | (1,728,488) | (2,345,460) |
| | 430 | 1,210,285 | 607,262 | 2,780 | (603,386) | (1,212,241) | (1,824,854) | (2,443,154) |
| | 450 | 1,116,430 | 513,094 | (91,660) | (698,410) | (1,307,907) | (1,921,436) | (2,541,180) |
| | 470 | 1,022,517 | 418,925 | (186,144) | (793,434) | (1,403,626) | (2,018,190) | (2,639,581) |
| | 490 | 928,605 | 324,756 | (280,869) | (888,645) | (1,499,634) | (2,115,315) | (2,738,402) |
| | 510 | 834,693 | 230,393 | (375,593) | (983,983) | (1,595,753) | (2,212,685) | (2,837,683) |
| | 530 | 740,575 | 135,953 | (470,434) | (1,079,436) | (1,692,118) | (2,310,326) | (2,937,466) |
| | 550 | 646,407 | 41,514 | (565,458) | (1,175,102) | (1,788,706) | (2,408,279) | (3,037,799) |
| | 570 | 552,238 | (53,091) | (660,482) | (1,270,865) | (1,885,447) | (2,506,654) | (3,138,559) |

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) | 1,404,553 | | | | | | | |
| | 70 | 453,610 | 1,072,404 | 1,690,919 | 2,309,028 | 2,927,087 | 3,544,718 | 4,162,350 |
| | 90 | 359,940 | 978,962 | 1,597,650 | 2,215,800 | 2,833,909 | 3,451,691 | 4,069,323 |
| | 110 | 266,270 | 885,520 | 1,504,209 | 2,122,573 | 2,740,682 | 3,358,664 | 3,976,295 |
| | 130 | 172,600 | 791,970 | 1,410,767 | 2,029,345 | 2,647,454 | 3,265,563 | 3,883,268 |
| | 150 | 78,740 | 698,300 | 1,317,325 | 1,936,014 | 2,554,227 | 3,172,336 | 3,790,241 |
| CIL £psm | 170 | (15,173) | 604,630 | 1,223,883 | 1,842,572 | 2,460,999 | 3,079,108 | 3,697,214 |
| 131.33 | 190 | (109,085) | 510,960 | 1,130,330 | 1,749,130 | 2,367,772 | 2,985,881 | 3,603,990 |
| | 210 | (203,124) | 417,158 | 1,036,660 | 1,655,688 | 2,274,377 | 2,892,653 | 3,510,762 |
| | 230 | (297,293) | 323,245 | 942,990 | 1,562,247 | 2,180,935 | 2,799,426 | 3,417,535 |
| | 250 | (391,462) | 229,333 | 849,320 | 1,468,691 | 2,087,493 | 2,706,182 | 3,324,307 |
| | 270 | (485,775) | 135,413 | 755,576 | 1,375,021 | 1,994,052 | 2,612,740 | 3,231,080 |
| | 290 | (580,215) | 41,244 | 661,663 | 1,281,350 | 1,900,610 | 2,519,298 | 3,137,853 |
| | 310 | (674,654) | (52,925) | 567,751 | 1,187,680 | 1,807,051 | 2,425,857 | 3,044,545 |
| | 330 | (769,337) | (147,094) | 473,838 | 1,093,994 | 1,713,381 | 2,332,415 | 2,951,103 |
| | 350 | (864,062) | (241,498) | 379,780 | 1,000,081 | 1,619,711 | 2,238,973 | 2,857,662 |
| | 370 | (958,912) | (335,937) | 285,612 | 906,169 | 1,526,041 | 2,145,411 | 2,764,220 |
| | 390 | (1,053,935) | (430,379) | 191,443 | 812,256 | 1,432,371 | 2,051,741 | 2,670,778 |
| | 410 | (1,149,021) | (525,103) | 97,219 | 718,317 | 1,338,499 | 1,958,071 | 2,577,336 |
| | 430 | (1,244,358) | (619,827) | 2,780 | 624,148 | 1,244,587 | 1,864,401 | 2,483,771 |
| | 450 | (1,339,748) | (714,673) | (91,660) | 529,979 | 1,150,674 | 1,770,731 | 2,390,101 |
| | 470 | (1,435,413) | (809,697) | (186,144) | 435,811 | 1,056,762 | 1,676,917 | 2,296,431 |
| | 490 | (1,531,177) | (904,730) | (280,869) | 341,496 | 962,685 | 1,583,005 | 2,202,761 |
| | 510 | (1,627,185) | (1,000,067) | (375,593) | 247,057 | 868,516 | 1,489,092 | 2,109,091 |
| | 530 | (1,723,392) | (1,095,405) | (470,434) | 152,617 | 774,347 | 1,395,180 | 2,015,335 |
| | 550 | (1,819,757) | (1,191,022) | (565,458) | 58,090 | 680,178 | 1,301,222 | 1,921,423 |
| | 570 | (1,916,478) | (1,286,688) | (660,482) | (36,635) | 585,774 | 1,207,053 | 1,827,510 |

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: **F** **No Units:** **90** **Location / Value Zone:** **Lower** **Development Scenario:** **Greenfield**
Notes:

[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: | F |
| No Units: | 90 |
| Location / Value Zone: | Lower |
| Development Scenario: | Greenfield |
| Notes: | 0 |
| Total GDV (£) | 25,610,895 |
| 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) | 7,663.47 |
| CIL (£) | 689,713 |
| Site Specific S106 (£ per unit) | 7,000 |
| Site Specific S106 (£) | 630,000 |
| Sub-total CIL+S106 (£ per unit) | 14,663 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 14,663 |
| Total Developers Profit (£) | 4,158,682 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 16.24% |
| Developers Profit (% on costs) | 25.94% |
| RLV (£) | 4,740,403 |
| RLV (£/acre) | 639,472 |
| RLV (£/ha) | 1,580,134 |
| Balance for Plan VA: | |
| BLV (£) | 3,335,850 |
| BLV (£/acre) | 450,000 |
| BLV (£/ha) | 1,111,950 |
| Surplus/Deficit | 1,404,553 |
| Surplus/Deficit (£/acre) | 189,472 |
| Surplus/Deficit (£/ha) | 468,184 |
| 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: **G**
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|---|--|------------------------------|---|
| Total number of units in scheme | | | | 50 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% | | |
| | | | | 131.33 £ psm | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 10.0% | 3.3 | 15.0% | 2.6 | 12% | 5.9 |
| 2 bed House | 25.0% | 8.1 | 30.0% | 5.3 | 27% | 13.4 |
| 3 bed House | 35.0% | 11.4 | 40.0% | 7.0 | 37% | 18.4 |
| 4 bed House | 5.0% | 1.6 | 7.5% | 1.3 | 6% | 2.9 |
| 5 bed House | 5.0% | 1.6 | 7.5% | 1.3 | 6% | 2.9 |
| 1 bed Flat | 7.0% | 2.3 | 0.0% | 0.0 | 5% | 2.3 |
| 2 bed Flat | 13.0% | 4.2 | 0.0% | 0.0 | 8% | 4.2 |
| Total number of units | 100.0% | 32.5 | 100.0% | 17.5 | 100% | 50.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (sqm) | (sqft) | |
| 1 bed House | 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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqm) | (sqft) |
| 1 bed House | 202 | 2,169 | 163 | 1,752 | 364 | 3,921 |
| 2 bed House | 642 | 6,909 | 415 | 4,464 | 1,057 | 11,373 |
| 3 bed House | 1,138 | 12,244 | 700 | 7,535 | 1,838 | 19,779 |
| 4 bed House | 187 | 2,012 | 151 | 1,625 | 338 | 3,636 |
| 5 bed House | 268 | 2,886 | 217 | 2,331 | 485 | 5,217 |
| 1 bed Flat | 134 | 1,440 | 0 | 0 | 134 | 1,440 |
| 2 bed Flat | 348 | 3,745 | 0 | 0 | 348 | 3,745 |
| | 2,918 | 31,405 | 1,645 | 17,707 | 4,563 | 49,112 |
| AH % by floor area: | | | 36.05% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 240,000 | 3,871 | 360 | 1,410,000 | | |
| 2 bed House | 300,000 | 3,797 | 353 | 4,012,500 | | |
| 3 bed House | 365,000 | 3,650 | 339 | 6,706,875 | | |
| 4 bed House | 400,000 | 3,478 | 323 | 1,175,000 | | |
| 5 bed House | 525,000 | 3,182 | 296 | 1,542,188 | | |
| 1 bed Flat | 200,000 | 4,000 | 372 | 455,000 | | |
| 2 bed Flat | 255,000 | 3,643 | 338 | 1,077,375 | | |
| | | | | 16,378,938 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% |

Scheme Ref: **G**
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|-----------|---|--|---------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 3.3 | @ | 240,000 | 780,000 |
| 2 bed House | 8.1 | @ | 300,000 | 2,437,500 |
| 3 bed House | 11.4 | @ | 365,000 | 4,151,875 |
| 4 bed House | 1.6 | @ | 400,000 | 650,000 |
| 5 bed House | 1.6 | @ | 525,000 | 853,125 |
| 1 bed Flat | 2.3 | @ | 200,000 | 455,000 |
| 2 bed Flat | 4.2 | @ | 255,000 | 1,077,375 |
| | 32.5 | | | 10,404,875 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 2.0 | @ | 144,000 | 283,500 |
| 2 bed House | 3.9 | @ | 180,000 | 708,750 |
| 3 bed House | 5.3 | @ | 219,000 | 1,149,750 |
| 4 bed House | 1.0 | @ | 240,000 | 236,250 |
| 5 bed House | 1.0 | @ | 315,000 | 310,078 |
| 1 bed Flat | 0.0 | @ | 120,000 | - |
| 2 bed Flat | 0.0 | @ | 153,000 | - |
| | 13.1 | | | 2,688,328 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 105,600 | - |
| 2 bed House | 0.0 | @ | 132,000 | - |
| 3 bed House | 0.0 | @ | 160,600 | - |
| 4 bed House | 0.0 | @ | 176,000 | - |
| 5 bed House | 0.0 | @ | 231,000 | - |
| 1 bed Flat | 0.0 | @ | 88,000 | - |
| 2 bed Flat | 0.0 | @ | 112,200 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 0.7 | @ | 182,400 | 119,700 |
| 2 bed House | 1.3 | @ | 228,000 | 299,250 |
| 3 bed House | 1.8 | @ | 277,400 | 485,450 |
| 4 bed House | 0.3 | @ | 304,000 | 99,750 |
| 5 bed House | 0.3 | @ | 399,000 | 130,922 |
| 1 bed Flat | 0.0 | @ | 152,000 | - |
| 2 bed Flat | 0.0 | @ | 193,800 | - |
| | 4.4 | | | 1,135,072 |
| Sub-total GDV Residential | 50 | | | 14,228,275 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 2,150,663 |
| | | | 471 £ psm (total GIA sqm) | 43,013 £ per unit (total units) |
| Grant | 50 | @ | 0 | - |
| Total GDV | | | | 14,228,275 |

| DEVELOPMENT COSTS | | | | |
|---|-------------------------|--------------------------------|-----------------------------|-----------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (70,000) |
| Statutory Planning Fees (Residential) | | | | (23,100) |
| CIL | 2,918 sqm (Market only) | 131.33 £ psm | | (383,174) |
| CIL analysis: | 2.69% % of GDV | 7,663 £ 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 | 50 units @ | 7,000 per unit | (350,000) |
| S106 analysis: | 210,000 £ per ha | 2.46% % of GDV | 7,000 £ per unit (total ur) | (350,000) |
| AH Commuted Sum | 4,563 sqm (total) | 0 £ psm | | - |
| Comm. Sum analysis: | 0.00% % of GDV | | | |

Scheme Ref: **G**
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| | | | | | | |
|--|------------|--------------|------------------|------------------------------|--------------------------------------|---------------------|
| <i>cont/</i> | | | | | | |
| Construction Costs - | | | | | | |
| Site Clearance and Demolition | | 4.12 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 | | 50 units @ | 0 per unit | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total ur | | - |
| 1 bed House | | | 364 sqm @ | 1,308 psm | | (476,439) |
| 2 bed House | | | 1,057 sqm @ | 1,308 psm | | (1,382,066) |
| 3 bed House | | | 1,838 sqm @ | 1,308 psm | | (2,403,450) |
| 4 bed House | | | 338 sqm @ | 1,308 psm | | (441,859) |
| 5 bed House | | | 485 sqm @ | 1,308 psm | | (633,971) |
| 1 bed Flat | | | 134 sqm @ | 1,439 psm | | (192,572) |
| 2 bed Flat | | 4,563 | 348 sqm @ | 1,439 psm | | (500,687) |
| External works | | | 6,031,044 @ | 15.0% 18,093 £ per unit | | (904,657) |
| M4(2) Category 2 Housing | Aff units | | 18 units @ | 100% @ | 521 £ per unit | (9,118) |
| M4(3) Category 3 Housing | Aff units | | 18 units @ | 0% @ | 10,111 £ per unit | - |
| M4(2) Category 2 Housing | Mrkt units | | 33 units @ | 15% @ | 521 £ per unit | (2,540) |
| M4(3) Category 3 Housing | Mrkt units | | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | | 50 units @ | | 10 £ per unit | (500) |
| Contingency | | | 6,947,858 @ | 3.0% | | (208,436) |
| Professional Fees | | | 6,947,858 @ | 6.5% | | (451,611) |
| Disposal Costs - | | | | | | |
| Residential Sales Agent Costs | | | 10,404,875 OMS @ | 1.00% | 2,081 £ per unit | (104,049) |
| Residential Sales Legal Costs | | | 10,404,875 OMS @ | 0.50% | 1,040 £ per unit | (52,024) |
| Marketing and Promotion | | | 10,404,875 OMS @ | 3.00% | 6,243 £ per unit 9,364 £ per unit | (312,146) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | | (46,109) |
| Developers Profit - | | | | | | |
| Margin on AH | | | 3,823,400 | 6.00% on AH values | | (229,404) |
| Profit on OMS | | | 10,404,875 | 20.00% | | (2,080,975) |
| Profit analysis: | | | 8,948,506 | 25.82% on costs | (2,310,379) | |
| | | | 14,228,275 | 16.24% blended | (2,310,379) | |
| TOTAL COSTS | | | | | | (11,258,885) |

| | | | | | | |
|----------------------------------|--|-------------------|--------------------|--------------------|--|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | | |
| Residual Land Value (gross) | | | | | | 2,969,390 |
| SDLT | | | 2,969,390 @ | (slabbed) | | (137,969) |
| Acquisition Agent fees | | | 2,969,390 @ | 1.0% | | (29,694) |
| Acquisition Legal fees | | | 2,969,390 @ | 0.5% | | (14,847) |
| Interest on Land | | | 2,969,390 @ | 6.25% | | (185,587) |
| Residual Land Value | | | | | | 2,601,293 |
| RLV analysis: | | 52,026 £ per plot | 1,560,776 £ per ha | 631,637 £ per acre | | |

| | | | | | | |
|-----------------------------------|--|-------------------|--------------------|--------------------|--|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | | |
| Residential Density | | | 30.0 dph | | | |
| Site Area (Net) | | | 1.67 ha | 4.12 acres | | |
| Density analysis: | | | 2.738 sqm/ha | 11.925 sqft/ac | | |
| Benchmark Land Value (Net) | | 41,183 £ per plot | 1,235,500 £ per ha | 500,000 £ per acre | | 2,059,167 |

| | | | | | | |
|-------------------|--|--|------------------|--------------------|--|----------------|
| BALANCE | | | | | | |
| Surplus/(Deficit) | | | 325,276 £ per ha | 131,637 £ per acre | | 542,126 |

Scheme Ref: **G**
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| | | Affordable Housing - % on site 35% | | | | | | | |
|---------------------|---------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% | |
| CIL £psm 131.33 | 542,126 | 70 | 925,270 | 851,129 | 776,988 | 702,847 | 628,630 | 554,283 | 479,936 |
| | | 90 | 860,674 | 790,654 | 720,544 | 650,435 | 580,325 | 510,086 | 439,757 |
| | | 110 | 795,933 | 730,071 | 664,101 | 598,023 | 531,945 | 465,867 | 399,578 |
| | | 130 | 731,193 | 669,376 | 607,560 | 545,611 | 483,565 | 421,519 | 359,398 |
| | | 150 | 666,452 | 608,682 | 550,912 | 493,142 | 435,185 | 377,171 | 319,156 |
| | | 170 | 601,509 | 547,987 | 494,264 | 440,540 | 386,805 | 332,822 | 278,839 |
| | | 190 | 536,520 | 487,102 | 437,615 | 387,938 | 338,261 | 288,474 | 238,523 |
| | | 210 | 471,530 | 426,175 | 380,819 | 335,336 | 289,705 | 244,074 | 198,206 |
| | | 230 | 406,378 | 365,247 | 323,953 | 282,660 | 241,150 | 199,565 | 157,889 |
| | | 250 | 341,126 | 304,189 | 267,088 | 229,856 | 192,594 | 155,056 | 117,517 |
| | | 270 | 275,873 | 243,015 | 210,156 | 177,052 | 143,882 | 110,546 | 77,054 |
| | | 290 | 210,415 | 181,841 | 153,060 | 124,248 | 95,140 | 66,031 | 36,591 |
| | | 310 | 144,884 | 120,518 | 95,964 | 71,262 | 46,398 | 21,351 | (3,872) |
| | | 330 | 79,312 | 59,083 | 38,812 | 18,244 | (2,379) | (23,329) | (44,335) |
| | | 350 | 13,490 | (2,351) | (18,527) | (34,773) | (51,319) | (68,009) | (84,932) |
| | | 370 | (52,332) | (64,031) | (75,865) | (87,945) | (100,258) | (112,725) | (125,550) |
| | | 390 | (118,394) | (125,739) | (133,324) | (141,188) | (149,198) | (157,587) | (166,169) |
| | | 410 | (184,523) | (187,580) | (190,918) | (194,432) | (198,320) | (202,448) | (206,787) |
| | | 430 | (250,853) | (249,577) | (248,513) | (247,869) | (247,468) | (247,309) | (247,541) |
| | | 450 | (317,304) | (311,645) | (306,364) | (301,350) | (296,615) | (292,313) | (288,324) |
| | 470 | (383,972) | (373,943) | (364,227) | (354,885) | (345,960) | (337,365) | (329,107) | |
| | 490 | (450,760) | (436,305) | (422,276) | (408,615) | (395,326) | (382,416) | (369,923) | |
| | 510 | (517,547) | (498,919) | (480,420) | (462,345) | (444,736) | (427,594) | (410,879) | |
| | 530 | (584,626) | (561,532) | (538,730) | (516,294) | (494,333) | (472,847) | (451,835) | |
| | 550 | (651,752) | (624,243) | (597,169) | (570,285) | (543,930) | (518,100) | (492,791) | |
| | 570 | (718,909) | (687,174) | (655,608) | (624,457) | (593,699) | (563,519) | (533,912) | |

TABLE 2

| | | Site Specific S106 | | | | | | | |
|---------------------|---------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV) | | 100% | 110% | 120% | 130% | 140% | 150% | 160% | |
| CIL £psm 131.33 | 542,126 | 70 | 702,847 | 672,131 | 641,415 | 610,699 | 579,983 | 549,267 | 518,552 |
| | | 90 | 650,435 | 619,719 | 589,003 | 558,287 | 527,572 | 496,856 | 466,140 |
| | | 110 | 598,023 | 567,307 | 536,591 | 505,876 | 475,160 | 444,444 | 413,728 |
| | | 130 | 545,611 | 514,896 | 484,180 | 453,464 | 422,748 | 392,032 | 361,313 |
| | | 150 | 493,142 | 462,404 | 431,665 | 400,927 | 370,188 | 339,450 | 308,711 |
| | | 170 | 440,540 | 409,802 | 379,063 | 348,325 | 317,586 | 286,848 | 256,109 |
| | | 190 | 387,938 | 357,200 | 326,461 | 295,723 | 264,984 | 234,246 | 203,507 |
| | | 210 | 335,336 | 304,598 | 273,859 | 243,121 | 212,382 | 181,644 | 150,889 |
| | | 230 | 282,660 | 251,897 | 221,135 | 190,372 | 159,610 | 128,847 | 98,085 |
| | | 250 | 229,856 | 199,093 | 168,331 | 137,568 | 106,806 | 76,043 | 45,281 |
| | | 270 | 177,052 | 146,289 | 115,527 | 84,764 | 54,002 | 23,239 | (7,523) |
| | | 290 | 124,248 | 93,485 | 62,704 | 31,916 | 1,128 | (29,660) | (60,448) |
| | | 310 | 71,262 | 40,474 | 9,686 | (21,102) | (51,890) | (82,677) | (113,465) |
| | | 330 | 18,244 | (12,543) | (43,331) | (74,119) | (104,907) | (135,695) | (166,483) |
| | | 350 | (34,773) | (65,561) | (96,349) | (127,146) | (157,961) | (188,776) | (219,591) |
| | | 370 | (87,945) | (118,760) | (149,575) | (180,389) | (211,204) | (242,019) | (272,834) |
| | | 390 | (141,188) | (172,003) | (202,818) | (233,633) | (264,447) | (295,262) | (326,077) |
| | | 410 | (194,432) | (225,246) | (256,075) | (286,918) | (317,761) | (348,604) | (379,447) |
| | | 430 | (247,869) | (278,712) | (309,555) | (340,398) | (371,241) | (402,084) | (432,927) |
| | | 450 | (301,350) | (332,193) | (363,036) | (393,879) | (424,722) | (455,565) | (486,408) |
| | 470 | (354,885) | (385,757) | (416,630) | (447,503) | (478,375) | (509,248) | (540,120) | |
| | 490 | (408,615) | (439,487) | (470,360) | (501,233) | (532,105) | (562,978) | (593,850) | |
| | 510 | (462,345) | (493,217) | (524,110) | (555,014) | (585,917) | (616,821) | (647,725) | |
| | 530 | (516,294) | (547,197) | (578,101) | (609,005) | (639,909) | (670,812) | (701,716) | |
| | 550 | (570,285) | (601,189) | (632,093) | (663,001) | (693,937) | (724,873) | (755,810) | |
| | 570 | (624,457) | (655,393) | (686,329) | (717,266) | (748,202) | (779,138) | (810,075) | |

Scheme Ref: **G**
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

TABLE 3

| Balance (RLV - BLV) | 542,126 | Infrastructure Costs | | 100% (where 110% is a 10% increase etc.) | | | |
|---------------------|-----------|----------------------|-----------|--|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% |
| 70 | 702,847 | 702,847 | 702,847 | 702,847 | 702,847 | 702,847 | 702,847 |
| 90 | 650,435 | 650,435 | 650,435 | 650,435 | 650,435 | 650,435 | 650,435 |
| 110 | 598,023 | 598,023 | 598,023 | 598,023 | 598,023 | 598,023 | 598,023 |
| 130 | 545,611 | 545,611 | 545,611 | 545,611 | 545,611 | 545,611 | 545,611 |
| 150 | 493,142 | 493,142 | 493,142 | 493,142 | 493,142 | 493,142 | 493,142 |
| 170 | 440,540 | 440,540 | 440,540 | 440,540 | 440,540 | 440,540 | 440,540 |
| 190 | 387,938 | 387,938 | 387,938 | 387,938 | 387,938 | 387,938 | 387,938 |
| 210 | 335,336 | 335,336 | 335,336 | 335,336 | 335,336 | 335,336 | 335,336 |
| 230 | 282,660 | 282,660 | 282,660 | 282,660 | 282,660 | 282,660 | 282,660 |
| 250 | 229,856 | 229,856 | 229,856 | 229,856 | 229,856 | 229,856 | 229,856 |
| 270 | 177,052 | 177,052 | 177,052 | 177,052 | 177,052 | 177,052 | 177,052 |
| 290 | 124,248 | 124,248 | 124,248 | 124,248 | 124,248 | 124,248 | 124,248 |
| 310 | 71,262 | 71,262 | 71,262 | 71,262 | 71,262 | 71,262 | 71,262 |
| 330 | 18,244 | 18,244 | 18,244 | 18,244 | 18,244 | 18,244 | 18,244 |
| 350 | (34,773) | (34,773) | (34,773) | (34,773) | (34,773) | (34,773) | (34,773) |
| 370 | (87,945) | (87,945) | (87,945) | (87,945) | (87,945) | (87,945) | (87,945) |
| 390 | (141,188) | (141,188) | (141,188) | (141,188) | (141,188) | (141,188) | (141,188) |
| 410 | (194,432) | (194,432) | (194,432) | (194,432) | (194,432) | (194,432) | (194,432) |
| 430 | (247,869) | (247,869) | (247,869) | (247,869) | (247,869) | (247,869) | (247,869) |
| 450 | (301,350) | (301,350) | (301,350) | (301,350) | (301,350) | (301,350) | (301,350) |
| 470 | (354,885) | (354,885) | (354,885) | (354,885) | (354,885) | (354,885) | (354,885) |
| 490 | (408,615) | (408,615) | (408,615) | (408,615) | (408,615) | (408,615) | (408,615) |
| 510 | (462,345) | (462,345) | (462,345) | (462,345) | (462,345) | (462,345) | (462,345) |
| 530 | (516,294) | (516,294) | (516,294) | (516,294) | (516,294) | (516,294) | (516,294) |
| 550 | (570,285) | (570,285) | (570,285) | (570,285) | (570,285) | (570,285) | (570,285) |
| 570 | (624,457) | (624,457) | (624,457) | (624,457) | (624,457) | (624,457) | (624,457) |

TABLE 4

| Balance (RLV - BLV) | 542,126 | Profit 20% | | | | | | |
|---------------------|-----------|------------|-----------|-----------|-----------|-----------|-----------|-----|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| 70 | 1,156,759 | 1,065,977 | 975,194 | 884,412 | 793,629 | 702,847 | 612,064 | |
| 90 | 1,104,347 | 1,013,565 | 922,782 | 832,000 | 741,217 | 650,435 | 559,652 | |
| 110 | 1,051,936 | 961,153 | 870,371 | 779,588 | 688,806 | 598,023 | 507,241 | |
| 130 | 999,524 | 908,742 | 817,959 | 727,176 | 636,394 | 545,611 | 454,829 | |
| 150 | 947,055 | 856,272 | 765,490 | 674,707 | 583,925 | 493,142 | 402,360 | |
| 170 | 894,453 | 803,670 | 712,888 | 622,105 | 531,323 | 440,540 | 349,758 | |
| 190 | 841,851 | 751,068 | 660,286 | 569,503 | 478,721 | 387,938 | 297,156 | |
| 210 | 789,249 | 698,466 | 607,684 | 516,901 | 426,119 | 335,336 | 244,554 | |
| 230 | 736,572 | 645,790 | 555,007 | 464,225 | 373,442 | 282,660 | 191,877 | |
| 250 | 683,768 | 592,986 | 502,203 | 411,421 | 320,638 | 229,856 | 139,073 | |
| 270 | 630,964 | 540,182 | 449,399 | 358,617 | 267,834 | 177,052 | 86,269 | |
| 290 | 578,161 | 487,378 | 396,595 | 305,813 | 215,030 | 124,248 | 33,465 | |
| 310 | 525,175 | 434,392 | 343,610 | 252,827 | 162,045 | 71,262 | (19,520) | |
| 330 | 472,157 | 381,375 | 290,592 | 199,809 | 109,027 | 18,244 | (72,538) | |
| 350 | 419,139 | 328,357 | 237,574 | 146,792 | 56,009 | (34,773) | (125,556) | |
| 370 | 365,967 | 275,185 | 184,402 | 93,620 | 2,837 | (87,945) | (178,728) | |
| 390 | 312,724 | 221,942 | 131,159 | 40,377 | (50,406) | (141,188) | (231,971) | |
| 410 | 259,481 | 168,699 | 77,916 | (12,867) | (103,649) | (194,432) | (285,214) | |
| 430 | 206,043 | 115,261 | 24,478 | (66,304) | (157,087) | (247,869) | (338,652) | |
| 450 | 152,563 | 61,780 | (29,002) | (119,785) | (210,568) | (301,350) | (392,133) | |
| 470 | 99,028 | 8,246 | (82,537) | (173,319) | (264,102) | (354,885) | (445,667) | |
| 490 | 45,298 | (45,484) | (136,267) | (227,049) | (317,832) | (408,615) | (499,397) | |
| 510 | (8,432) | (99,214) | (189,997) | (280,779) | (371,562) | (462,345) | (553,127) | |
| 530 | (62,381) | (153,164) | (243,946) | (334,729) | (425,511) | (516,294) | (607,076) | |
| 550 | (116,372) | (207,155) | (297,938) | (388,720) | (479,503) | (570,285) | (661,068) | |
| 570 | (170,544) | (261,327) | (352,109) | (442,892) | (533,674) | (624,457) | (715,239) | |

Scheme Ref: **G**
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 542,126 | BLV (per acre) | | 500,000 | | | | | |
|---------------------|---------|----------------|-----------|-----------|-------------|-------------|-------------|-------------|--|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 | |
| | 70 | 1,526,513 | 1,114,680 | 702,847 | 291,013 | (120,820) | (532,653) | (944,487) | |
| | 90 | 1,474,101 | 1,062,268 | 650,435 | 238,601 | (173,232) | (585,065) | (996,899) | |
| | 110 | 1,421,690 | 1,009,856 | 598,023 | 186,190 | (225,644) | (637,477) | (1,049,310) | |
| | 130 | 1,369,278 | 957,445 | 545,611 | 133,778 | (278,055) | (689,889) | (1,101,722) | |
| | 150 | 1,316,809 | 904,975 | 493,142 | 81,309 | (330,525) | (742,358) | (1,154,191) | |
| CIL £psm | 170 | 1,264,207 | 852,373 | 440,540 | 28,707 | (383,127) | (794,960) | (1,206,793) | |
| 131.33 | 190 | 1,211,605 | 799,772 | 387,938 | (23,895) | (435,728) | (847,562) | (1,259,395) | |
| | 210 | 1,159,003 | 747,170 | 335,336 | (76,497) | (488,330) | (900,164) | (1,311,997) | |
| | 230 | 1,106,326 | 694,493 | 282,660 | (129,174) | (541,007) | (952,840) | (1,364,674) | |
| | 250 | 1,053,522 | 641,689 | 229,856 | (181,978) | (593,811) | (1,005,644) | (1,417,478) | |
| | 270 | 1,000,718 | 588,885 | 177,052 | (234,782) | (646,615) | (1,058,448) | (1,470,282) | |
| | 290 | 947,915 | 536,081 | 124,248 | (287,585) | (699,419) | (1,111,252) | (1,523,085) | |
| | 310 | 894,929 | 483,095 | 71,262 | (340,571) | (752,405) | (1,164,238) | (1,576,071) | |
| | 330 | 841,911 | 430,078 | 18,244 | (393,589) | (805,422) | (1,217,256) | (1,629,089) | |
| | 350 | 788,893 | 377,060 | (34,773) | (446,607) | (858,440) | (1,270,273) | (1,682,107) | |
| | 370 | 735,721 | 323,888 | (87,945) | (499,779) | (911,612) | (1,323,445) | (1,735,279) | |
| | 390 | 682,478 | 270,645 | (141,188) | (553,022) | (964,855) | (1,376,688) | (1,788,522) | |
| | 410 | 629,235 | 217,402 | (194,432) | (606,265) | (1,018,098) | (1,429,932) | (1,841,765) | |
| | 430 | 575,797 | 163,964 | (247,869) | (659,703) | (1,071,536) | (1,483,369) | (1,895,203) | |
| | 450 | 522,317 | 110,483 | (301,350) | (713,183) | (1,125,017) | (1,536,850) | (1,948,683) | |
| | 470 | 468,782 | 56,949 | (354,885) | (766,718) | (1,178,551) | (1,590,385) | (2,002,218) | |
| | 490 | 415,052 | 3,219 | (408,615) | (820,448) | (1,232,281) | (1,644,115) | (2,055,948) | |
| | 510 | 361,322 | (50,511) | (462,345) | (874,178) | (1,286,011) | (1,697,845) | (2,109,678) | |
| | 530 | 307,373 | (104,460) | (516,294) | (928,127) | (1,339,960) | (1,751,794) | (2,163,627) | |
| | 550 | 253,382 | (158,452) | (570,285) | (982,118) | (1,393,952) | (1,805,785) | (2,217,618) | |
| | 570 | 199,210 | (212,623) | (624,457) | (1,036,290) | (1,448,123) | (1,859,957) | (2,271,790) | |

TABLE 6

| Balance (RLV - BLV) | 542,126 | Density (dph) | | | | | | |
|---------------------|---------|---------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| | 70 | 702,847 | 1,217,638 | 1,526,513 | 1,732,430 | 1,879,513 | 1,989,826 | 2,075,624 |
| | 90 | 650,435 | 1,165,226 | 1,474,101 | 1,680,018 | 1,827,101 | 1,937,414 | 2,023,213 |
| | 110 | 598,023 | 1,112,815 | 1,421,690 | 1,627,606 | 1,774,690 | 1,885,002 | 1,970,801 |
| | 130 | 545,611 | 1,060,403 | 1,369,278 | 1,575,195 | 1,722,278 | 1,832,591 | 1,918,389 |
| | 150 | 493,142 | 1,007,934 | 1,316,809 | 1,522,725 | 1,669,809 | 1,780,121 | 1,865,920 |
| CIL £psm | 170 | 440,540 | 955,332 | 1,264,207 | 1,470,123 | 1,617,207 | 1,727,519 | 1,813,318 |
| 131.33 | 190 | 387,938 | 902,730 | 1,211,605 | 1,417,522 | 1,564,605 | 1,674,917 | 1,760,716 |
| | 210 | 335,336 | 850,128 | 1,159,003 | 1,364,920 | 1,512,003 | 1,622,315 | 1,708,114 |
| | 230 | 282,660 | 797,451 | 1,106,326 | 1,312,243 | 1,459,326 | 1,569,639 | 1,655,437 |
| | 250 | 229,856 | 744,647 | 1,053,522 | 1,259,439 | 1,406,522 | 1,516,835 | 1,602,633 |
| | 270 | 177,052 | 691,843 | 1,000,718 | 1,206,635 | 1,353,718 | 1,464,031 | 1,549,830 |
| | 290 | 124,248 | 639,040 | 947,915 | 1,153,831 | 1,300,915 | 1,411,227 | 1,497,026 |
| | 310 | 71,262 | 586,054 | 894,929 | 1,100,845 | 1,247,929 | 1,358,241 | 1,444,040 |
| | 330 | 18,244 | 533,036 | 841,911 | 1,047,828 | 1,194,911 | 1,305,224 | 1,391,022 |
| | 350 | (34,773) | 480,018 | 788,893 | 994,810 | 1,141,893 | 1,252,206 | 1,338,005 |
| | 370 | (87,945) | 426,846 | 735,721 | 941,638 | 1,088,721 | 1,199,034 | 1,284,833 |
| | 390 | (141,188) | 373,603 | 682,478 | 888,395 | 1,035,478 | 1,145,791 | 1,231,589 |
| | 410 | (194,432) | 320,360 | 629,235 | 835,152 | 982,235 | 1,092,548 | 1,178,346 |
| | 430 | (247,869) | 266,922 | 575,797 | 781,714 | 928,797 | 1,039,110 | 1,124,908 |
| | 450 | (301,350) | 213,442 | 522,317 | 728,233 | 875,317 | 985,629 | 1,071,428 |
| | 470 | (354,885) | 159,907 | 468,782 | 674,699 | 821,782 | 932,095 | 1,017,893 |
| | 490 | (408,615) | 106,177 | 415,052 | 620,969 | 768,052 | 878,365 | 964,163 |
| | 510 | (462,345) | 52,447 | 361,322 | 567,239 | 714,322 | 824,635 | 910,433 |
| | 530 | (516,294) | (1,502) | 307,373 | 513,290 | 660,373 | 770,685 | 856,484 |
| | 550 | (570,285) | (55,493) | 253,382 | 459,298 | 606,382 | 716,694 | 802,493 |
| | 570 | (624,457) | (109,665) | 199,210 | 405,127 | 552,210 | 662,522 | 748,321 |



Scheme Ref: **G**
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

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) | 542,126 | | | | | | | |
| | 70 | 1,371,658 | 1,037,480 | 702,847 | 367,542 | 31,350 | (305,948) | (644,842) |
| | 90 | 1,319,592 | 985,247 | 650,435 | 314,940 | (21,454) | (358,998) | (698,323) |
| | 110 | 1,267,517 | 933,013 | 598,023 | 262,339 | (74,258) | (412,241) | (752,017) |
| | 130 | 1,215,284 | 880,780 | 545,611 | 209,737 | (127,194) | (465,484) | (805,747) |
| | 150 | 1,163,051 | 828,418 | 493,142 | 157,005 | (180,212) | (518,859) | (859,682) |
| CIL £psm | 170 | 1,110,817 | 776,007 | 440,540 | 104,201 | (233,229) | (572,339) | (913,673) |
| 131.33 | 190 | 1,058,584 | 723,595 | 387,938 | 51,397 | (286,395) | (625,869) | (967,906) |
| | 210 | 1,006,351 | 671,183 | 335,336 | (1,457) | (339,638) | (679,599) | (1,022,171) |
| | 230 | 953,990 | 618,742 | 282,660 | (54,475) | (392,881) | (733,341) | (1,076,636) |
| | 250 | 901,578 | 566,140 | 229,856 | (107,492) | (446,356) | (787,333) | (1,131,176) |
| | 270 | 849,167 | 513,538 | 177,052 | (160,548) | (499,836) | (841,345) | (1,185,878) |
| | 290 | 796,755 | 460,936 | 124,248 | (213,792) | (553,451) | (895,610) | (1,240,694) |
| | 310 | 744,341 | 408,314 | 71,262 | (267,035) | (607,181) | (949,875) | (1,295,636) |
| | 330 | 691,739 | 355,510 | 18,244 | (320,372) | (660,992) | (1,004,324) | (1,350,730) |
| | 350 | 639,138 | 302,706 | (34,773) | (373,853) | (714,984) | (1,058,863) | (1,405,916) |
| | 370 | 586,536 | 249,903 | (87,945) | (427,334) | (769,049) | (1,113,479) | (1,461,289) |
| | 390 | 533,934 | 196,999 | (141,188) | (481,033) | (823,314) | (1,168,294) | (1,516,724) |
| | 410 | 481,165 | 143,981 | (194,432) | (534,763) | (877,579) | (1,223,110) | (1,572,377) |
| | 430 | 428,361 | 90,964 | (247,869) | (588,643) | (932,011) | (1,278,173) | (1,628,064) |
| | 450 | 375,557 | 37,901 | (301,350) | (642,634) | (986,551) | (1,333,267) | (1,683,999) |
| | 470 | 322,736 | (15,342) | (354,885) | (696,753) | (1,041,090) | (1,388,505) | (1,739,934) |
| | 490 | 269,718 | (68,585) | (408,615) | (751,018) | (1,095,895) | (1,443,877) | (1,795,869) |
| | 510 | 216,700 | (121,886) | (462,345) | (805,283) | (1,150,711) | (1,499,294) | (1,851,804) |
| | 530 | 163,683 | (175,367) | (516,294) | (859,698) | (1,205,617) | (1,554,947) | (1,907,739) |
| | 550 | 110,504 | (228,847) | (570,285) | (914,238) | (1,260,711) | (1,610,600) | (1,963,674) |
| | 570 | 57,261 | (282,466) | (624,457) | (968,778) | (1,315,804) | (1,666,482) | (2,019,609) |

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) | 542,126 | | | | | | | |
| | 70 | 14,120 | 358,675 | 702,847 | 1,046,685 | 1,390,394 | 1,733,917 | 2,077,244 |
| | 90 | (38,482) | 306,233 | 650,435 | 994,452 | 1,338,161 | 1,681,851 | 2,025,178 |
| | 110 | (91,199) | 253,631 | 598,023 | 942,194 | 1,285,927 | 1,629,636 | 1,973,111 |
| | 130 | (144,002) | 201,029 | 545,611 | 889,783 | 1,233,694 | 1,577,403 | 1,921,045 |
| | 150 | (196,806) | 148,427 | 493,142 | 837,371 | 1,181,461 | 1,525,170 | 1,868,878 |
| CIL £psm | 170 | (249,712) | 95,731 | 440,540 | 784,959 | 1,129,130 | 1,472,937 | 1,816,645 |
| 131.33 | 190 | (302,730) | 42,927 | 387,938 | 732,547 | 1,076,718 | 1,420,704 | 1,764,412 |
| | 210 | (355,747) | (9,877) | 335,336 | 680,051 | 1,024,307 | 1,368,470 | 1,712,179 |
| | 230 | (408,922) | (62,716) | 282,660 | 627,449 | 971,895 | 1,316,066 | 1,659,946 |
| | 250 | (462,165) | (115,734) | 229,856 | 574,847 | 919,483 | 1,263,654 | 1,607,713 |
| | 270 | (515,451) | (168,751) | 177,052 | 522,245 | 866,960 | 1,211,243 | 1,555,414 |
| | 290 | (568,931) | (221,812) | 124,248 | 469,589 | 814,359 | 1,158,831 | 1,503,002 |
| | 310 | (622,412) | (275,055) | 71,262 | 416,785 | 761,757 | 1,106,419 | 1,450,590 |
| | 330 | (676,115) | (328,298) | 18,244 | 363,981 | 709,155 | 1,053,870 | 1,398,179 |
| | 350 | (729,845) | (381,660) | (34,773) | 311,177 | 656,518 | 1,001,268 | 1,345,767 |
| | 370 | (783,785) | (435,141) | (87,945) | 258,258 | 603,714 | 948,666 | 1,293,355 |
| | 390 | (837,777) | (488,635) | (141,188) | 205,240 | 550,910 | 896,064 | 1,240,779 |
| | 410 | (892,012) | (542,365) | (194,432) | 152,223 | 498,106 | 843,447 | 1,188,177 |
| | 430 | (946,276) | (596,095) | (247,869) | 99,165 | 445,254 | 790,643 | 1,135,575 |
| | 450 | (1,000,622) | (650,040) | (301,350) | 45,921 | 392,236 | 737,839 | 1,082,973 |
| | 470 | (1,055,162) | (704,031) | (354,885) | (7,322) | 339,219 | 685,035 | 1,030,371 |
| | 490 | (1,109,702) | (758,234) | (408,615) | (60,598) | 286,201 | 632,231 | 977,572 |
| | 510 | (1,164,438) | (812,499) | (462,345) | (114,079) | 233,031 | 579,232 | 924,768 |
| | 530 | (1,219,254) | (866,764) | (516,294) | (167,559) | 179,788 | 526,214 | 871,964 |
| | 550 | (1,274,109) | (921,274) | (570,285) | (221,134) | 126,545 | 473,197 | 819,160 |
| | 570 | (1,329,203) | (975,813) | (624,457) | (274,864) | 73,192 | 420,141 | 766,228 |

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: **G**
No Units: **50** **Location / Value Zone:** **Lower** **Development Scenario:** **Greenfield**
Notes:

[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: | G |
| No Units: | 50 |
| Location / Value Zone: | Lower |
| Development Scenario: | Greenfield |
| Notes: | 0 |
| Total GDV (£) | 14,228,275 |
| 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) | 7,663.47 |
| CIL (£) | 383,174 |
| Site Specific S106 (£ per unit) | 7,000 |
| Site Specific S106 (£) | 350,000 |
| Sub-total CIL+S106 (£ per unit) | 14,663 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 14,663 |
| Total Developers Profit (£) | 2,310,379 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 16.24% |
| Developers Profit (% on costs) | 25.82% |
| RLV (£) | 2,601,293 |
| RLV (£/acre) | 631,637 |
| RLV (£/ha) | 1,560,776 |
| Balance for Plan VA: | |
| BLV (£) | 2,059,167 |
| BLV (£/acre) | 500,000 |
| BLV (£/ha) | 1,235,500 |
| Surplus/Deficit | 542,126 |
| Surplus/Deficit (£/acre) | 131,637 |
| Surplus/Deficit (£/ha) | 325,276 |
| 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: **H**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|-----------------------------|---|----------------------|
| Total number of units in scheme | | | 9 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 | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | 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 | 57.0% | 5.1 | 0.0% | 0.0 | 57% | 5.1 |
| 5 bed House | 43.0% | 3.9 | 0.0% | 0.0 | 43% | 3.9 |
| 1 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| Total number of units | 100.0% | 9.0 | 0.0% | 0.0 | 100% | 9.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqm) | (sqft) |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 bed House | 590 | 6,350 | 0 | 0 | 590 | 6,350 |
| 5 bed House | 639 | 6,873 | 0 | 0 | 639 | 6,873 |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| | 1,229 | 13,223 | 0 | 0 | 1,229 | 13,223 |
| AH % by floor area: | | | 0.00% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 240,000 | 3,871 | 360 | 0 | | |
| 2 bed House | 300,000 | 3,797 | 353 | 0 | | |
| 3 bed House | 365,000 | 3,650 | 339 | 0 | | |
| 4 bed House | 400,000 | 3,478 | 323 | 2,052,000 | | |
| 5 bed House | 525,000 | 3,182 | 296 | 2,031,750 | | |
| 1 bed Flat | 200,000 | 4,000 | 372 | 0 | | |
| 2 bed Flat | 255,000 | 3,643 | 338 | 0 | | |
| | | | | 4,083,750 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% |

Scheme Ref: **H**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|---|--|----------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 240,000 | - |
| 2 bed House | 0.0 | @ | 300,000 | - |
| 3 bed House | 0.0 | @ | 365,000 | - |
| 4 bed House | 5.1 | @ | 400,000 | 2,052,000 |
| 5 bed House | 3.9 | @ | 525,000 | 2,031,750 |
| 1 bed Flat | 0.0 | @ | 200,000 | - |
| 2 bed Flat | 0.0 | @ | 255,000 | - |
| | 9.0 | | | 4,083,750 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 144,000 | - |
| 2 bed House | 0.0 | @ | 180,000 | - |
| 3 bed House | 0.0 | @ | 219,000 | - |
| 4 bed House | 0.0 | @ | 240,000 | - |
| 5 bed House | 0.0 | @ | 315,000 | - |
| 1 bed Flat | 0.0 | @ | 120,000 | - |
| 2 bed Flat | 0.0 | @ | 153,000 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 105,600 | - |
| 2 bed House | 0.0 | @ | 132,000 | - |
| 3 bed House | 0.0 | @ | 160,600 | - |
| 4 bed House | 0.0 | @ | 176,000 | - |
| 5 bed House | 0.0 | @ | 231,000 | - |
| 1 bed Flat | 0.0 | @ | 88,000 | - |
| 2 bed Flat | 0.0 | @ | 112,200 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 182,400 | - |
| 2 bed House | 0.0 | @ | 228,000 | - |
| 3 bed House | 0.0 | @ | 277,400 | - |
| 4 bed House | 0.0 | @ | 304,000 | - |
| 5 bed House | 0.0 | @ | 399,000 | - |
| 1 bed Flat | 0.0 | @ | 152,000 | - |
| 2 bed Flat | 0.0 | @ | 193,800 | - |
| | 0.0 | | | - |
| Sub-total GDV Residential | 9 | | | 4,083,750 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 9 | @ | 0 | - |
| Total GDV | | | | 4,083,750 |

| DEVELOPMENT COSTS | | | | |
|---|-------------------------|----------------|---------------------------------|-----------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (10,000) |
| Statutory Planning Fees (Residential) | | | | (4,158) |
| CIL | 1,229 sqm (Market only) | | 131.33 £ psm | (161,339) |
| CIL analysis: | 3.95% % of GDV | | 17,927 £ 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 | 9 units @ | 2,500 per unit | (22,500) |
| S106 analysis: | 75,000 £ per ha | 0.55% % of GDV | 2,500 £ per unit (total ur | (22,500) |
| AH Commuted Sum | 1,229 sqm (total) | | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

Scheme Ref: **H**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| | | | | | |
|--|------------|-----------------|-----------|--|--------------------|
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 0.74 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 | 9 units @ | | 0 per unit | - |
| Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | | 0 £ per unit (total ur | - |
| 1 bed House | - | sqm @ | | 1,308 psm | - |
| 2 bed House | - | sqm @ | | 1,308 psm | - |
| 3 bed House | - | sqm @ | | 1,308 psm | - |
| 4 bed House | - | 590 sqm @ | | 1,308 psm | (771,655) |
| 5 bed House | 639 | sqm @ | | 1,308 psm | (835,223) |
| 1 bed Flat | - | sqm @ | | 1,439 psm | - |
| 2 bed Flat | 1,229 | sqm @ | | 1,439 psm | - |
| External works | | 1,606,878 @ | | 15.0% 26,781 £ per unit | (241,032) |
| 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 | - units @ | 0% @ | 521 £ per unit | - |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | 9 units @ | | 10 £ per unit | (90) |
| Contingency | | 1,848,000 @ | | 3.0% | (55,440) |
| Professional Fees | | 1,848,000 @ | | 6.5% | (120,120) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 4,083,750 OMS @ | | 1.00% 4,538 £ per unit | (40,838) |
| Residential Sales Legal Costs | | 4,083,750 OMS @ | | 0.50% 2,269 £ per unit | (20,419) |
| Marketing and Promotion | | 4,083,750 OMS @ | | 3.00% 13,613 £ per unit 20,419 £ per unit | (122,513) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | (45,668) |
| Developers Profit - | | | | | |
| Margin on AH | | 0 | | 6.00% on AH values | - |
| Profit on OMS | | 4,083,750 | | 20.00% | (816,750) |
| Profit analysis: | | 2,450,993 | | 33.32% on costs | (816,750) |
| | | 4,083,750 | | 20.00% blended | (816,750) |
| TOTAL COSTS | | | | | (3,267,743) |

| | | | | | |
|----------------------------------|--------------------------|---------------------------|--|---------------------------|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 816,007 |
| SDLT | | 816,007 @ | | (slabbed) | (30,300) |
| Acquisition Agent fees | | 816,007 @ | | 1.0% | (8,160) |
| Acquisition Legal fees | | 816,007 @ | | 0.5% | (4,080) |
| Interest on Land | | 816,007 @ | | 6.25% | (51,000) |
| Residual Land Value | | | | | 722,466 |
| RLV analysis: | 80,274 £ per plot | 2,408,219 £ per ha | | 974,593 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 0.30 ha | | 0.74 acres | |
| Density analysis: | | 4.095 sqm/ha | | 17.838 sqft/ac | |
| Benchmark Land Value (Net) | 41,183 £ per plot | 1,235,500 £ per ha | | 500,000 £ per acre | 370,650 |

| | | | | | |
|-------------------|--|--------------------|--|--------------------|----------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 1,172,719 £ per ha | | 474,593 £ per acre | 351,816 |

Scheme Ref: **H**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | | Affordable Housing - % on site 0% | | | | | | |
|---------------------|-----------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| CIL £psm 131.33 | 351,816 | | | | | | | |
| | 70 | 257,906 | 216,877 | 175,849 | 134,820 | 93,791 | 52,762 | 11,733 |
| | 90 | 239,591 | 199,707 | 159,822 | 119,938 | 80,054 | 40,170 | 286 |
| | 110 | 221,275 | 182,536 | 143,796 | 105,057 | 66,318 | 27,578 | (11,161) |
| | 130 | 202,960 | 165,365 | 127,770 | 90,176 | 52,581 | 14,986 | (22,608) |
| | 150 | 184,644 | 148,194 | 111,744 | 75,294 | 38,844 | 2,394 | (34,056) |
| | 170 | 166,328 | 131,023 | 95,718 | 60,413 | 25,108 | (10,198) | (45,503) |
| | 190 | 148,013 | 113,852 | 79,692 | 45,531 | 11,371 | (22,790) | (56,950) |
| | 210 | 129,697 | 96,681 | 63,666 | 30,650 | (2,366) | (35,382) | (68,397) |
| | 230 | 111,382 | 79,505 | 47,627 | 15,749 | (16,129) | (48,007) | (79,885) |
| | 250 | 92,975 | 62,248 | 31,520 | 793 | (29,935) | (60,662) | (91,390) |
| | 270 | 74,567 | 44,990 | 15,413 | (14,164) | (43,741) | (73,318) | (102,895) |
| | 290 | 56,158 | 27,732 | (695) | (29,121) | (57,547) | (85,974) | (114,400) |
| | 310 | 37,750 | 10,474 | (16,802) | (44,078) | (71,354) | (98,630) | (125,906) |
| | 330 | 19,342 | (6,784) | (32,909) | (59,035) | (85,160) | (111,285) | (137,411) |
| | 350 | 933 | (24,042) | (49,016) | (73,991) | (98,966) | (123,941) | (148,916) |
| | 370 | (17,475) | (41,299) | (65,124) | (88,948) | (112,772) | (136,597) | (160,421) |
| | 390 | (35,883) | (58,557) | (81,231) | (103,905) | (126,579) | (149,253) | (171,926) |
| | 410 | (54,292) | (75,815) | (97,338) | (118,862) | (140,385) | (161,908) | (183,432) |
| | 430 | (72,700) | (93,073) | (113,446) | (133,818) | (154,191) | (174,564) | (194,937) |
| 450 | (91,108) | (110,331) | (129,553) | (148,775) | (167,998) | (187,220) | (206,452) | |
| 470 | (109,560) | (127,636) | (145,712) | (163,788) | (181,864) | (199,940) | (218,016) | |
| 490 | (128,061) | (144,981) | (161,901) | (178,820) | (195,740) | (212,660) | (229,579) | |
| 510 | (146,563) | (162,326) | (178,089) | (193,853) | (209,616) | (225,379) | (241,143) | |
| 530 | (165,064) | (179,671) | (194,278) | (208,885) | (223,492) | (238,099) | (252,706) | |
| 550 | (183,566) | (197,017) | (210,467) | (223,918) | (237,369) | (250,819) | (264,270) | |
| 570 | (202,068) | (214,362) | (226,656) | (238,950) | (251,245) | (263,539) | (275,833) | |

TABLE 2

| Balance (RLV - BLV) | | Site Specific S106 (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|-----------|--|-----------|-----------|-----------|-----------|-----------|---------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| CIL £psm 131.33 | 351,816 | | | | | | | |
| | 70 | 422,022 | 420,046 | 418,070 | 416,093 | 414,117 | 412,141 | 410,165 |
| | 90 | 399,127 | 397,151 | 395,175 | 393,199 | 391,223 | 389,247 | 387,271 |
| | 110 | 376,233 | 374,257 | 372,281 | 370,305 | 368,328 | 366,352 | 364,376 |
| | 130 | 353,338 | 351,362 | 349,386 | 347,410 | 345,434 | 343,458 | 341,482 |
| | 150 | 330,444 | 328,468 | 326,492 | 324,516 | 322,540 | 320,564 | 318,587 |
| | 170 | 307,549 | 305,573 | 303,597 | 301,621 | 299,645 | 297,669 | 295,693 |
| | 190 | 284,655 | 282,679 | 280,703 | 278,727 | 276,751 | 274,775 | 272,799 |
| | 210 | 261,760 | 259,784 | 257,808 | 255,832 | 253,856 | 251,880 | 249,904 |
| | 230 | 238,866 | 236,890 | 234,914 | 232,938 | 230,962 | 228,986 | 227,010 |
| | 250 | 215,885 | 213,907 | 211,930 | 209,952 | 207,975 | 205,997 | 204,019 |
| | 270 | 192,875 | 190,897 | 188,919 | 186,942 | 184,964 | 182,987 | 181,009 |
| | 290 | 169,864 | 167,887 | 165,909 | 163,931 | 161,954 | 159,976 | 157,999 |
| | 310 | 146,854 | 144,876 | 142,899 | 140,921 | 138,943 | 136,966 | 134,988 |
| | 330 | 123,843 | 121,866 | 119,888 | 117,911 | 115,933 | 113,955 | 111,978 |
| | 350 | 100,833 | 98,855 | 96,878 | 94,900 | 92,922 | 90,945 | 88,967 |
| | 370 | 77,822 | 75,845 | 73,867 | 71,890 | 69,912 | 67,934 | 65,957 |
| | 390 | 54,812 | 52,834 | 50,857 | 48,879 | 46,902 | 44,924 | 42,946 |
| | 410 | 31,802 | 29,824 | 27,846 | 25,869 | 23,891 | 21,914 | 19,936 |
| | 430 | 8,791 | 6,814 | 4,836 | 2,858 | 881 | (1,097) | (3,074) |
| 450 | (14,219) | (16,197) | (18,174) | (20,152) | (22,130) | (24,107) | (26,085) | |
| 470 | (37,256) | (39,235) | (41,214) | (43,193) | (45,172) | (47,152) | (49,131) | |
| 490 | (60,293) | (62,272) | (64,251) | (66,230) | (68,209) | (70,189) | (72,168) | |
| 510 | (83,330) | (85,309) | (87,288) | (89,267) | (91,246) | (93,225) | (95,204) | |
| 530 | (106,367) | (108,346) | (110,325) | (112,304) | (114,283) | (116,262) | (118,241) | |
| 550 | (129,404) | (131,383) | (133,362) | (135,341) | (137,320) | (139,299) | (141,278) | |
| 570 | (152,441) | (154,420) | (156,399) | (158,378) | (160,357) | (162,336) | (164,315) | |

Scheme Ref: **H**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

TABLE 3

| Balance (RLV - BLV) | 351,816 | Infrastructure Costs | | | | | | |
|---------------------|---------|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 422,022 | 422,022 | 422,022 | 422,022 | 422,022 | 422,022 | 422,022 |
| | 90 | 399,127 | 399,127 | 399,127 | 399,127 | 399,127 | 399,127 | 399,127 |
| | 110 | 376,233 | 376,233 | 376,233 | 376,233 | 376,233 | 376,233 | 376,233 |
| | 130 | 353,338 | 353,338 | 353,338 | 353,338 | 353,338 | 353,338 | 353,338 |
| | 150 | 330,444 | 330,444 | 330,444 | 330,444 | 330,444 | 330,444 | 330,444 |
| CIL £psm | 170 | 307,549 | 307,549 | 307,549 | 307,549 | 307,549 | 307,549 | 307,549 |
| 131.33 | 190 | 284,655 | 284,655 | 284,655 | 284,655 | 284,655 | 284,655 | 284,655 |
| | 210 | 261,760 | 261,760 | 261,760 | 261,760 | 261,760 | 261,760 | 261,760 |
| | 230 | 238,866 | 238,866 | 238,866 | 238,866 | 238,866 | 238,866 | 238,866 |
| | 250 | 215,885 | 215,885 | 215,885 | 215,885 | 215,885 | 215,885 | 215,885 |
| | 270 | 192,875 | 192,875 | 192,875 | 192,875 | 192,875 | 192,875 | 192,875 |
| | 290 | 169,864 | 169,864 | 169,864 | 169,864 | 169,864 | 169,864 | 169,864 |
| | 310 | 146,854 | 146,854 | 146,854 | 146,854 | 146,854 | 146,854 | 146,854 |
| | 330 | 123,843 | 123,843 | 123,843 | 123,843 | 123,843 | 123,843 | 123,843 |
| | 350 | 100,833 | 100,833 | 100,833 | 100,833 | 100,833 | 100,833 | 100,833 |
| | 370 | 77,822 | 77,822 | 77,822 | 77,822 | 77,822 | 77,822 | 77,822 |
| | 390 | 54,812 | 54,812 | 54,812 | 54,812 | 54,812 | 54,812 | 54,812 |
| | 410 | 31,802 | 31,802 | 31,802 | 31,802 | 31,802 | 31,802 | 31,802 |
| | 430 | 8,791 | 8,791 | 8,791 | 8,791 | 8,791 | 8,791 | 8,791 |
| | 450 | (14,219) | (14,219) | (14,219) | (14,219) | (14,219) | (14,219) | (14,219) |
| | 470 | (37,256) | (37,256) | (37,256) | (37,256) | (37,256) | (37,256) | (37,256) |
| | 490 | (60,383) | (60,383) | (60,383) | (60,383) | (60,383) | (60,383) | (60,383) |
| | 510 | (83,509) | (83,509) | (83,509) | (83,509) | (83,509) | (83,509) | (83,509) |
| | 530 | (106,636) | (106,636) | (106,636) | (106,636) | (106,636) | (106,636) | (106,636) |
| | 550 | (129,763) | (129,763) | (129,763) | (129,763) | (129,763) | (129,763) | (129,763) |
| | 570 | (152,890) | (152,890) | (152,890) | (152,890) | (152,890) | (152,890) | (152,890) |

TABLE 4

| Balance (RLV - BLV) | 351,816 | Profit 20% | | | | | | |
|---------------------|---------|------------|----------|----------|----------|-----------|-----------|-----------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| | 70 | 600,175 | 564,544 | 528,914 | 493,283 | 457,652 | 422,022 | 386,391 |
| | 90 | 577,281 | 541,650 | 506,019 | 470,389 | 434,758 | 399,127 | 363,496 |
| | 110 | 554,386 | 518,756 | 483,125 | 447,494 | 411,863 | 376,233 | 340,602 |
| | 130 | 531,492 | 495,861 | 460,230 | 424,600 | 388,969 | 353,338 | 317,707 |
| | 150 | 508,597 | 472,967 | 437,336 | 401,705 | 366,074 | 330,444 | 294,813 |
| CIL £psm | 170 | 485,703 | 450,072 | 414,441 | 378,811 | 343,180 | 307,549 | 271,919 |
| 131.33 | 190 | 462,808 | 427,178 | 391,547 | 355,916 | 320,286 | 284,655 | 249,024 |
| | 210 | 439,914 | 404,283 | 368,652 | 333,022 | 297,391 | 261,760 | 226,130 |
| | 230 | 417,019 | 381,389 | 345,758 | 310,127 | 274,497 | 238,866 | 203,235 |
| | 250 | 394,039 | 358,408 | 322,777 | 287,146 | 251,516 | 215,885 | 180,254 |
| | 270 | 371,028 | 335,397 | 299,767 | 264,136 | 228,505 | 192,875 | 157,244 |
| | 290 | 348,018 | 312,387 | 276,756 | 241,126 | 205,495 | 169,864 | 134,233 |
| | 310 | 325,007 | 289,377 | 253,746 | 218,115 | 182,484 | 146,854 | 111,223 |
| | 330 | 301,997 | 266,366 | 230,735 | 195,105 | 159,474 | 123,843 | 88,213 |
| | 350 | 278,986 | 243,356 | 207,725 | 172,094 | 136,464 | 100,833 | 65,202 |
| | 370 | 255,976 | 220,345 | 184,715 | 149,084 | 113,453 | 77,822 | 42,192 |
| | 390 | 232,966 | 197,335 | 161,704 | 126,073 | 90,443 | 54,812 | 19,181 |
| | 410 | 209,955 | 174,324 | 138,694 | 103,063 | 67,432 | 31,802 | (3,829) |
| | 430 | 186,945 | 151,314 | 115,683 | 80,053 | 44,422 | 8,791 | (26,840) |
| | 450 | 163,934 | 128,304 | 92,673 | 57,042 | 21,411 | (14,219) | (49,850) |
| | 470 | 140,898 | 105,267 | 69,637 | 34,006 | (1,625) | (37,256) | (72,886) |
| | 490 | 117,771 | 82,140 | 46,510 | 10,879 | (24,752) | (60,383) | (96,013) |
| | 510 | 94,644 | 59,013 | 23,383 | (12,248) | (47,879) | (83,509) | (119,140) |
| | 530 | 71,517 | 35,886 | 256 | (35,375) | (71,006) | (106,636) | (142,267) |
| | 550 | 48,390 | 12,759 | (22,871) | (58,502) | (94,133) | (129,763) | (165,394) |
| | 570 | 25,263 | (10,368) | (45,998) | (81,629) | (117,260) | (152,890) | (188,521) |

Scheme Ref: **H**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 351,816 | BLV (per acre) | | | | | | |
|---------------------|---------|----------------|-----------|-----------|-----------|-----------|-----------|----------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| CIL £psm 131.33 | 70 | 570,282 | 496,152 | 422,022 | 347,892 | 273,762 | 199,632 | 125,502 |
| | 90 | 547,387 | 473,257 | 399,127 | 324,997 | 250,867 | 176,737 | 102,607 |
| | 110 | 524,493 | 450,363 | 376,233 | 302,103 | 227,973 | 153,843 | 79,713 |
| | 130 | 501,598 | 427,468 | 353,338 | 279,208 | 205,078 | 130,948 | 56,818 |
| | 150 | 478,704 | 404,574 | 330,444 | 256,314 | 182,184 | 108,054 | 33,924 |
| | 170 | 455,809 | 381,679 | 307,549 | 233,419 | 159,289 | 85,159 | 11,029 |
| | 190 | 432,915 | 358,785 | 284,655 | 210,525 | 136,395 | 62,265 | (11,865) |
| | 210 | 410,020 | 335,890 | 261,760 | 187,630 | 113,500 | 39,370 | (34,760) |
| | 230 | 387,126 | 312,996 | 238,866 | 164,736 | 90,606 | 16,476 | (57,654) |
| | 250 | 364,145 | 290,015 | 215,885 | 141,755 | 67,625 | (6,505) | (80,635) |
| 270 | 341,135 | 267,005 | 192,875 | 118,745 | 44,615 | (29,515) | (103,645) | |
| 290 | 318,124 | 243,994 | 169,864 | 95,734 | 21,604 | (52,526) | (126,656) | |
| 310 | 295,114 | 220,984 | 146,854 | 72,724 | (1,406) | (75,536) | (149,666) | |
| 330 | 272,103 | 197,973 | 123,843 | 49,713 | (24,417) | (98,547) | (172,677) | |
| 350 | 249,093 | 174,963 | 100,833 | 26,703 | (47,427) | (121,557) | (195,687) | |
| 370 | 226,082 | 151,952 | 77,822 | 3,692 | (70,438) | (144,568) | (218,698) | |
| 390 | 203,072 | 128,942 | 54,812 | (19,318) | (93,448) | (167,578) | (241,708) | |
| 410 | 180,062 | 105,932 | 31,802 | (42,328) | (116,458) | (190,588) | (264,718) | |
| 430 | 157,051 | 82,921 | 8,791 | (65,339) | (139,469) | (213,599) | (287,729) | |
| 450 | 134,041 | 59,911 | (14,219) | (88,349) | (162,479) | (236,609) | (310,739) | |
| 470 | 111,004 | 36,874 | (37,256) | (111,386) | (185,516) | (259,646) | (333,776) | |
| 490 | 87,877 | 13,747 | (60,383) | (134,513) | (208,643) | (282,773) | (356,903) | |
| 510 | 64,751 | (9,379) | (83,509) | (157,639) | (231,769) | (305,899) | (380,029) | |
| 530 | 41,624 | (32,506) | (106,636) | (180,766) | (254,896) | (329,026) | (403,156) | |
| 550 | 18,497 | (55,633) | (129,763) | (203,893) | (278,023) | (352,153) | (426,283) | |
| 570 | (4,630) | (78,760) | (152,890) | (227,020) | (301,150) | (375,280) | (449,410) | |

TABLE 6

| Balance (RLV - BLV) | 351,816 | Density (dph) | | | | | | |
|---------------------|-----------|---------------|---------|---------|---------|---------|---------|---------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| CIL £psm 131.33 | 70 | 422,022 | 514,684 | 570,282 | 607,347 | 633,822 | 653,678 | 669,122 |
| | 90 | 399,127 | 491,790 | 547,387 | 584,452 | 610,927 | 630,783 | 646,227 |
| | 110 | 376,233 | 468,895 | 524,493 | 561,558 | 588,033 | 607,889 | 623,333 |
| | 130 | 353,338 | 446,001 | 501,598 | 538,663 | 565,138 | 584,994 | 600,438 |
| | 150 | 330,444 | 423,106 | 478,704 | 515,769 | 542,244 | 562,100 | 577,544 |
| | 170 | 307,549 | 400,212 | 455,809 | 492,874 | 519,349 | 539,206 | 554,649 |
| | 190 | 284,655 | 377,317 | 432,915 | 469,980 | 496,455 | 516,311 | 531,755 |
| | 210 | 261,760 | 354,423 | 410,020 | 447,085 | 473,560 | 493,417 | 508,860 |
| | 230 | 238,866 | 331,528 | 387,126 | 424,191 | 450,666 | 470,522 | 485,966 |
| | 250 | 215,885 | 308,547 | 364,145 | 401,210 | 427,685 | 447,541 | 462,985 |
| 270 | 192,875 | 285,537 | 341,135 | 378,200 | 404,675 | 424,531 | 439,975 | |
| 290 | 169,864 | 262,527 | 318,124 | 355,189 | 381,664 | 401,520 | 416,964 | |
| 310 | 146,854 | 239,516 | 295,114 | 332,179 | 358,654 | 378,510 | 393,954 | |
| 330 | 123,843 | 216,506 | 272,103 | 309,168 | 335,643 | 355,500 | 370,943 | |
| 350 | 100,833 | 193,495 | 249,093 | 286,158 | 312,633 | 332,489 | 347,933 | |
| 370 | 77,822 | 170,485 | 226,082 | 263,147 | 289,622 | 309,479 | 324,922 | |
| 390 | 54,812 | 147,474 | 203,072 | 240,137 | 266,612 | 286,468 | 301,912 | |
| 410 | 31,802 | 124,464 | 180,062 | 217,127 | 243,602 | 263,458 | 278,902 | |
| 430 | 8,791 | 101,454 | 157,051 | 194,116 | 220,591 | 240,447 | 255,891 | |
| 450 | (14,219) | 78,443 | 134,041 | 171,106 | 197,581 | 217,437 | 232,881 | |
| 470 | (37,256) | 55,407 | 111,004 | 148,069 | 174,544 | 194,401 | 209,844 | |
| 490 | (60,383) | 32,280 | 87,877 | 124,942 | 151,417 | 171,274 | 186,717 | |
| 510 | (83,509) | 9,153 | 64,751 | 101,816 | 128,291 | 148,147 | 163,591 | |
| 530 | (106,636) | (13,974) | 41,624 | 78,689 | 105,164 | 125,020 | 140,464 | |
| 550 | (129,763) | (37,101) | 18,497 | 55,562 | 82,037 | 101,893 | 117,337 | |
| 570 | (152,890) | (60,228) | (4,630) | 32,435 | 58,910 | 78,766 | 94,210 | |

Scheme Ref: **H**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

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) | 351,816 | | | | | | | |
| | 70 | 604,401 | 513,403 | 422,022 | 330,563 | 239,104 | 147,213 | 55,290 |
| | 90 | 581,622 | 490,586 | 399,127 | 307,668 | 216,124 | 124,202 | 32,280 |
| | 110 | 558,843 | 467,692 | 376,233 | 284,774 | 193,114 | 101,192 | 9,270 |
| | 130 | 536,064 | 444,797 | 353,338 | 261,879 | 170,103 | 78,181 | (13,741) |
| | 150 | 513,285 | 421,903 | 330,444 | 238,985 | 147,093 | 55,171 | (36,775) |
| CIL £psm | 170 | 490,467 | 399,008 | 307,549 | 216,005 | 124,082 | 32,160 | (59,902) |
| 131.33 | 190 | 467,573 | 376,114 | 284,655 | 192,994 | 101,072 | 9,150 | (83,029) |
| | 210 | 444,678 | 353,219 | 261,760 | 169,984 | 78,062 | (13,860) | (106,156) |
| | 230 | 421,784 | 330,325 | 238,866 | 146,973 | 55,051 | (36,895) | (129,283) |
| | 250 | 398,889 | 307,430 | 215,885 | 123,963 | 32,041 | (60,022) | (152,410) |
| | 270 | 375,995 | 284,536 | 192,875 | 100,952 | 9,030 | (83,149) | (175,536) |
| | 290 | 353,100 | 261,641 | 169,864 | 77,942 | (13,980) | (106,276) | (198,663) |
| | 310 | 330,206 | 238,747 | 146,854 | 54,932 | (37,015) | (129,403) | (221,790) |
| | 330 | 307,311 | 215,765 | 123,843 | 31,921 | (60,142) | (152,530) | (244,917) |
| | 350 | 284,417 | 192,755 | 100,833 | 8,911 | (83,269) | (175,657) | (268,044) |
| | 370 | 261,522 | 169,745 | 77,822 | (14,100) | (106,396) | (198,784) | (291,171) |
| | 390 | 238,628 | 146,734 | 54,812 | (37,135) | (129,523) | (221,911) | (314,384) |
| | 410 | 215,646 | 123,724 | 31,802 | (60,262) | (152,650) | (245,038) | (337,629) |
| | 430 | 192,635 | 100,713 | 8,791 | (83,389) | (175,777) | (268,165) | (360,978) |
| | 450 | 169,625 | 77,703 | (14,219) | (106,516) | (198,904) | (291,292) | (387,619) |
| | 470 | 146,614 | 54,692 | (37,256) | (129,643) | (222,031) | (314,505) | (414,260) |
| | 490 | 123,604 | 31,682 | (60,383) | (152,770) | (245,158) | (337,749) | (440,901) |
| | 510 | 100,594 | 8,672 | (83,509) | (175,897) | (268,285) | (361,117) | (467,541) |
| | 530 | 77,583 | (14,339) | (106,636) | (199,024) | (291,412) | (387,758) | (494,182) |
| | 550 | 54,573 | (37,376) | (129,763) | (222,151) | (314,626) | (414,398) | (520,823) |
| | 570 | 31,562 | (60,503) | (152,890) | (245,278) | (337,870) | (441,039) | (547,464) |

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) | 351,816 | | | | | | | |
| | 70 | 149,383 | 285,759 | 422,022 | 558,201 | 693,997 | 829,793 | 965,589 |
| | 90 | 126,373 | 262,865 | 399,127 | 535,389 | 671,218 | 807,014 | 942,810 |
| | 110 | 103,362 | 239,971 | 376,233 | 512,495 | 648,439 | 784,235 | 920,031 |
| | 130 | 80,352 | 217,076 | 353,338 | 489,600 | 625,660 | 761,456 | 897,252 |
| | 150 | 57,341 | 194,139 | 330,444 | 466,706 | 602,881 | 738,677 | 874,473 |
| CIL £psm | 170 | 34,331 | 171,129 | 307,549 | 443,811 | 580,074 | 715,898 | 851,694 |
| 131.33 | 190 | 11,321 | 148,118 | 284,655 | 420,917 | 557,179 | 693,119 | 828,915 |
| | 210 | (11,690) | 125,108 | 261,760 | 398,022 | 534,285 | 670,340 | 806,136 |
| | 230 | (34,700) | 102,098 | 238,866 | 375,128 | 511,390 | 647,561 | 783,357 |
| | 250 | (57,711) | 79,087 | 215,885 | 352,234 | 488,496 | 624,758 | 760,578 |
| | 270 | (80,793) | 56,077 | 192,875 | 329,339 | 465,601 | 601,863 | 737,799 |
| | 290 | (103,920) | 33,066 | 169,864 | 306,445 | 442,707 | 578,969 | 715,019 |
| | 310 | (127,047) | 10,056 | 146,854 | 283,550 | 419,812 | 556,074 | 692,240 |
| | 330 | (150,174) | (12,955) | 123,843 | 260,641 | 396,918 | 533,180 | 669,442 |
| | 350 | (173,301) | (35,965) | 100,833 | 237,631 | 374,023 | 510,285 | 646,548 |
| | 370 | (196,428) | (59,024) | 77,822 | 214,620 | 351,129 | 487,391 | 623,653 |
| | 390 | (219,555) | (82,151) | 54,812 | 191,610 | 328,234 | 464,497 | 600,759 |
| | 410 | (242,682) | (105,278) | 31,802 | 168,599 | 305,340 | 441,602 | 577,864 |
| | 430 | (265,808) | (128,405) | 8,791 | 145,589 | 282,387 | 418,708 | 554,970 |
| | 450 | (288,935) | (151,532) | (14,219) | 122,579 | 259,376 | 395,813 | 532,075 |
| | 470 | (312,097) | (174,659) | (37,256) | 99,568 | 236,366 | 372,919 | 509,181 |
| | 490 | (335,341) | (197,786) | (60,383) | 76,558 | 213,356 | 350,024 | 486,286 |
| | 510 | (358,585) | (220,913) | (83,509) | 53,547 | 190,345 | 327,130 | 463,392 |
| | 530 | (384,997) | (244,040) | (106,636) | 30,537 | 167,335 | 304,133 | 440,497 |
| | 550 | (411,638) | (267,167) | (129,763) | 7,526 | 144,324 | 281,122 | 417,603 |
| | 570 | (438,279) | (290,294) | (152,890) | (15,487) | 121,314 | 258,112 | 394,708 |

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

Scheme Ref: H
No Units: 9 **Location / Value Zone:** Lower **Development Scenario:** Greenfield
Notes:

[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: | H |
| No Units: | 9 |
| Location / Value Zone: | Lower |
| Development Scenario: | Greenfield |
| Notes: | 0 |
| Total GDV (£) | 4,083,750 |
| 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) | 17,926.55 |
| CIL (£) | 161,339 |
| Site Specific S106 (£ per unit) | 2,500 |
| Site Specific S106 (£) | 22,500 |
| Sub-total CIL+S106 (£ per unit) | 20,427 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 20,427 |
| Total Developers Profit (£) | 816,750 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 20.00% |
| Developers Profit (% on costs) | 33.32% |
| RLV (£) | 722,466 |
| RLV (£/acre) | 974,593 |
| RLV (£/ha) | 2,408,219 |
| Balance for Plan VA: | |
| BLV (£) | 370,650 |
| BLV (£/acre) | 500,000 |
| BLV (£/ha) | 1,235,500 |
| Surplus/Deficit | 351,816 |
| Surplus/Deficit (£/acre) | 474,593 |
| Surplus/Deficit (£/ha) | 1,172,719 |
| 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: **I**
 No Units: **5** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|-----------------------------|---|----------------------|
| Total number of units in scheme | | | 5 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 | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | 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 | 60.0% | 3.0 | 0.0% | 0.0 | 60% | 3.0 |
| 5 bed House | 40.0% | 2.0 | 0.0% | 0.0 | 40% | 2.0 |
| 1 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| Total number of units | 100.0% | 5.0 | 0.0% | 0.0 | 100% | 5.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqm) | (sqft) |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 bed House | 345 | 3,714 | 0 | 0 | 345 | 3,714 |
| 5 bed House | 330 | 3,552 | 0 | 0 | 330 | 3,552 |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| | 675 | 7,266 | 0 | 0 | 675 | 7,266 |
| AH % by floor area: | | | 0.00% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 240,000 | 3,871 | 360 | 0 | | |
| 2 bed House | 300,000 | 3,797 | 353 | 0 | | |
| 3 bed House | 365,000 | 3,650 | 339 | 0 | | |
| 4 bed House | 400,000 | 3,478 | 323 | 1,200,000 | | |
| 5 bed House | 525,000 | 3,182 | 296 | 1,050,000 | | |
| 1 bed Flat | 200,000 | 4,000 | 372 | 0 | | |
| 2 bed Flat | 255,000 | 3,643 | 338 | 0 | | |
| | | | | 2,250,000 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% |

Scheme Ref: **I**
 No Units: **5** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|---|--|----------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 240,000 | - |
| 2 bed House | 0.0 | @ | 300,000 | - |
| 3 bed House | 0.0 | @ | 365,000 | - |
| 4 bed House | 3.0 | @ | 400,000 | 1,200,000 |
| 5 bed House | 2.0 | @ | 525,000 | 1,050,000 |
| 1 bed Flat | 0.0 | @ | 200,000 | - |
| 2 bed Flat | 0.0 | @ | 255,000 | - |
| | 5.0 | | | 2,250,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 144,000 | - |
| 2 bed House | 0.0 | @ | 180,000 | - |
| 3 bed House | 0.0 | @ | 219,000 | - |
| 4 bed House | 0.0 | @ | 240,000 | - |
| 5 bed House | 0.0 | @ | 315,000 | - |
| 1 bed Flat | 0.0 | @ | 120,000 | - |
| 2 bed Flat | 0.0 | @ | 153,000 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 105,600 | - |
| 2 bed House | 0.0 | @ | 132,000 | - |
| 3 bed House | 0.0 | @ | 160,600 | - |
| 4 bed House | 0.0 | @ | 176,000 | - |
| 5 bed House | 0.0 | @ | 231,000 | - |
| 1 bed Flat | 0.0 | @ | 88,000 | - |
| 2 bed Flat | 0.0 | @ | 112,200 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 182,400 | - |
| 2 bed House | 0.0 | @ | 228,000 | - |
| 3 bed House | 0.0 | @ | 277,400 | - |
| 4 bed House | 0.0 | @ | 304,000 | - |
| 5 bed House | 0.0 | @ | 399,000 | - |
| 1 bed Flat | 0.0 | @ | 152,000 | - |
| 2 bed Flat | 0.0 | @ | 193,800 | - |
| | 0.0 | | | - |
| Sub-total GDV Residential | 5 | | | 2,250,000 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 5 | @ | 0 | - |
| Total GDV | | | | 2,250,000 |

| DEVELOPMENT COSTS | | | | |
|---|-----------------|-----------------------|---------------------------------|----------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (10,000) |
| Statutory Planning Fees (Residential) | | | | (2,310) |
| CIL | | 675 sqm (Market only) | 131.33 £ psm | (88,648) |
| CIL analysis: | | 3.94% % of GDV | 17,730 £ 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 | 5 units @ | 2,500 per unit | (12,500) |
| S106 analysis: | 75,000 £ per ha | 0.56% % of GDV | 2,500 £ per unit (total ur | (12,500) |
| AH Commuted Sum | | 675 sqm (total) | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

Scheme Ref: **I**
 No Units: **5** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| | | | | | |
|--|------------|-----------------|-----------|--|--------------------|
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 0.41 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 | 5 units @ | | 0 per unit | - |
| Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | | 0 £ per unit (total ur | - |
| 1 bed House | - | sqm @ | | 1,308 psm | - |
| 2 bed House | - | sqm @ | | 1,308 psm | - |
| 3 bed House | - | sqm @ | | 1,308 psm | - |
| 4 bed House | 345 | sqm @ | | 1,308 psm | (451,260) |
| 5 bed House | 330 | sqm @ | | 1,308 psm | (431,640) |
| 1 bed Flat | - | sqm @ | | 1,439 psm | - |
| 2 bed Flat | 675 | sqm @ | | 1,439 psm | - |
| External works | | 882,900 @ | | 15.0% 26,487 £per unit | (132,435) |
| 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 | - units @ | 0% @ | 521 £ per unit | - |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | 5 units @ | | 10 £ per unit | (50) |
| Contingency | | 1,015,385 @ | | 3.0% | (30,462) |
| Professional Fees | | 1,015,385 @ | | 6.5% | (66,000) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 2,250,000 OMS @ | | 1.00% 4,500 £ per unit | (22,500) |
| Residential Sales Legal Costs | | 2,250,000 OMS @ | | 0.50% 2,250 £ per unit | (11,250) |
| Marketing and Promotion | | 2,250,000 OMS @ | | 3.00% 13,500 £ per unit 20,250 £ per unit | (67,500) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | (29,522) |
| Developers Profit - | | | | | |
| Margin on AH | | 0 | | 6.00% on AH values | - |
| Profit on OMS | | 2,250,000 | | 20.00% | (450,000) |
| Profit analysis: | | 1,356,077 | | 33.18% on costs | (450,000) |
| | | 2,250,000 | | 20.00% blended | (450,000) |
| TOTAL COSTS | | | | | (1,806,077) |

| | | | | | |
|----------------------------------|--------------------------|---------------------------|--|---------------------------|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 443,923 |
| SDLT | | 443,923 @ | | (slabbed) | (11,696) |
| Acquisition Agent fees | | 443,923 @ | | 1.0% | (4,439) |
| Acquisition Legal fees | | 443,923 @ | | 0.5% | (2,220) |
| Interest on Land | | 443,923 @ | | 6.25% | (27,745) |
| Residual Land Value | | | | | 397,823 |
| RLV analysis: | 79,565 £ per plot | 2,386,939 £ per ha | | 965,981 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 0.17 ha | | 0.41 acres | |
| Density analysis: | | 4.050 sqm/ha | | 17.642 sqft/ac | |
| Benchmark Land Value (Net) | 41,183 £ per plot | 1,235,500 £ per ha | | 500,000 £ per acre | 205,917 |

| | | | | | |
|-------------------|--|--------------------|--|--------------------|----------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 1,151,439 £ per ha | | 465,981 £ per acre | 191,906 |

Scheme Ref: **I**
 No Units: **5** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | 191,906 | Affordable Housing - % on site 0% | | | | | | |
|---------------------|---------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | 70 | 140,104 | 117,534 | 94,965 | 72,395 | 49,826 | 27,256 | 4,687 |
| | 90 | 130,066 | 108,124 | 86,182 | 64,240 | 42,298 | 20,355 | (1,587) |
| | 110 | 120,029 | 98,714 | 77,399 | 56,084 | 34,769 | 13,454 | (7,860) |
| | 130 | 109,991 | 89,304 | 68,616 | 47,929 | 27,241 | 6,554 | (14,134) |
| | 150 | 99,953 | 79,893 | 59,833 | 39,773 | 19,713 | (347) | (20,407) |
| CIL £psm | 170 | 89,916 | 70,483 | 51,048 | 31,610 | 12,171 | (7,267) | (26,706) |
| 131.33 | 190 | 79,837 | 61,029 | 42,221 | 23,413 | 4,605 | (14,203) | (33,011) |
| | 210 | 69,748 | 51,571 | 33,394 | 15,216 | (2,961) | (21,139) | (39,316) |
| | 230 | 59,660 | 42,113 | 24,566 | 7,019 | (10,528) | (28,075) | (45,621) |
| | 250 | 49,571 | 32,655 | 15,739 | (1,178) | (18,094) | (35,010) | (51,927) |
| | 270 | 39,483 | 23,197 | 6,911 | (9,375) | (25,660) | (41,946) | (58,232) |
| | 290 | 29,394 | 13,739 | (1,916) | (17,571) | (33,227) | (48,882) | (64,537) |
| | 310 | 19,306 | 4,281 | (10,744) | (25,768) | (40,793) | (55,818) | (70,843) |
| | 330 | 9,218 | (5,177) | (19,571) | (33,965) | (48,359) | (62,754) | (77,148) |
| | 350 | (871) | (14,635) | (28,398) | (42,162) | (55,926) | (69,689) | (83,453) |
| | 370 | (10,959) | (24,093) | (37,226) | (50,359) | (63,492) | (76,625) | (89,758) |
| | 390 | (21,048) | (33,551) | (46,053) | (58,556) | (71,058) | (83,561) | (96,064) |
| | 410 | (31,136) | (43,008) | (54,881) | (66,753) | (78,625) | (90,497) | (102,369) |
| | 430 | (41,225) | (52,466) | (63,708) | (74,950) | (86,191) | (97,433) | (108,674) |
| | 450 | (51,313) | (61,924) | (72,535) | (83,146) | (93,758) | (104,369) | (114,980) |
| | 470 | (61,402) | (71,382) | (81,363) | (91,347) | (101,334) | (111,320) | (121,307) |
| | 490 | (71,527) | (80,880) | (90,233) | (99,586) | (108,938) | (118,291) | (127,644) |
| | 510 | (81,667) | (90,386) | (99,105) | (107,824) | (116,543) | (125,262) | (133,981) |
| | 530 | (91,806) | (99,892) | (107,977) | (116,062) | (124,148) | (132,233) | (140,319) |
| | 550 | (101,946) | (109,397) | (116,849) | (124,301) | (131,752) | (139,204) | (146,656) |
| | 570 | (112,085) | (118,903) | (125,721) | (132,539) | (139,357) | (146,175) | (152,993) |

TABLE 2

| Balance (RLV - BLV) | 191,906 | Site Specific S106 (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|---------|--|----------|----------|----------|----------|----------|----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 230,382 | 229,286 | 228,190 | 227,093 | 225,997 | 224,901 | 223,805 |
| | 90 | 217,835 | 216,739 | 215,642 | 214,546 | 213,450 | 212,354 | 211,258 |
| | 110 | 205,288 | 204,192 | 203,095 | 201,999 | 200,903 | 199,807 | 198,711 |
| | 130 | 192,741 | 191,645 | 190,548 | 189,452 | 188,356 | 187,260 | 186,163 |
| | 150 | 180,194 | 179,098 | 178,001 | 176,905 | 175,809 | 174,713 | 173,616 |
| CIL £psm | 170 | 167,647 | 166,551 | 165,454 | 164,358 | 163,262 | 162,166 | 161,069 |
| 131.33 | 190 | 155,069 | 153,972 | 152,875 | 151,778 | 150,681 | 149,584 | 148,487 |
| | 210 | 142,458 | 141,361 | 140,264 | 139,167 | 138,070 | 136,973 | 135,876 |
| | 230 | 129,847 | 128,750 | 127,653 | 126,556 | 125,459 | 124,362 | 123,265 |
| | 250 | 117,237 | 116,140 | 115,043 | 113,946 | 112,849 | 111,752 | 110,655 |
| | 270 | 104,626 | 103,529 | 102,432 | 101,335 | 100,238 | 99,141 | 98,044 |
| | 290 | 92,016 | 90,919 | 89,822 | 88,725 | 87,628 | 86,531 | 85,434 |
| | 310 | 79,405 | 78,308 | 77,211 | 76,114 | 75,017 | 73,920 | 72,823 |
| | 330 | 66,795 | 65,698 | 64,601 | 63,504 | 62,407 | 61,310 | 60,213 |
| | 350 | 54,184 | 53,087 | 51,990 | 50,893 | 49,796 | 48,699 | 47,602 |
| | 370 | 41,573 | 40,476 | 39,379 | 38,282 | 37,185 | 36,088 | 34,991 |
| | 390 | 28,963 | 27,866 | 26,769 | 25,672 | 24,575 | 23,478 | 22,381 |
| | 410 | 16,352 | 15,255 | 14,158 | 13,061 | 11,964 | 10,867 | 9,770 |
| | 430 | 3,742 | 2,645 | 1,548 | 451 | (646) | (1,743) | (2,840) |
| | 450 | (8,869) | (9,966) | (11,063) | (12,160) | (13,257) | (14,354) | (15,451) |
| | 470 | (21,480) | (22,577) | (23,674) | (24,771) | (25,868) | (26,965) | (28,062) |
| | 490 | (34,116) | (35,213) | (36,311) | (37,409) | (38,507) | (39,605) | (40,702) |
| | 510 | (46,790) | (47,888) | (48,986) | (50,083) | (51,181) | (52,279) | (53,377) |
| | 530 | (59,464) | (60,562) | (61,660) | (62,758) | (63,856) | (64,953) | (66,051) |
| | 550 | (72,139) | (73,237) | (74,335) | (75,432) | (76,530) | (77,628) | (78,726) |
| | 570 | (84,813) | (85,911) | (87,009) | (88,107) | (89,205) | (90,302) | (91,400) |

Scheme Ref: **I**
 No Units: **5** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

TABLE 3

| Balance (RLV - BLV) | 191,906 | Infrastructure Costs | | | | | | |
|---------------------|---------|----------------------|----------|----------|----------|----------|----------|----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 230,382 | 230,382 | 230,382 | 230,382 | 230,382 | 230,382 | 230,382 |
| | 90 | 217,835 | 217,835 | 217,835 | 217,835 | 217,835 | 217,835 | 217,835 |
| | 110 | 205,288 | 205,288 | 205,288 | 205,288 | 205,288 | 205,288 | 205,288 |
| | 130 | 192,741 | 192,741 | 192,741 | 192,741 | 192,741 | 192,741 | 192,741 |
| | 150 | 180,194 | 180,194 | 180,194 | 180,194 | 180,194 | 180,194 | 180,194 |
| CIL £psm | 170 | 167,647 | 167,647 | 167,647 | 167,647 | 167,647 | 167,647 | 167,647 |
| 131.33 | 190 | 155,069 | 155,069 | 155,069 | 155,069 | 155,069 | 155,069 | 155,069 |
| | 210 | 142,458 | 142,458 | 142,458 | 142,458 | 142,458 | 142,458 | 142,458 |
| | 230 | 129,847 | 129,847 | 129,847 | 129,847 | 129,847 | 129,847 | 129,847 |
| | 250 | 117,237 | 117,237 | 117,237 | 117,237 | 117,237 | 117,237 | 117,237 |
| | 270 | 104,626 | 104,626 | 104,626 | 104,626 | 104,626 | 104,626 | 104,626 |
| | 290 | 92,016 | 92,016 | 92,016 | 92,016 | 92,016 | 92,016 | 92,016 |
| | 310 | 79,405 | 79,405 | 79,405 | 79,405 | 79,405 | 79,405 | 79,405 |
| | 330 | 66,795 | 66,795 | 66,795 | 66,795 | 66,795 | 66,795 | 66,795 |
| | 350 | 54,184 | 54,184 | 54,184 | 54,184 | 54,184 | 54,184 | 54,184 |
| | 370 | 41,573 | 41,573 | 41,573 | 41,573 | 41,573 | 41,573 | 41,573 |
| | 390 | 28,963 | 28,963 | 28,963 | 28,963 | 28,963 | 28,963 | 28,963 |
| | 410 | 16,352 | 16,352 | 16,352 | 16,352 | 16,352 | 16,352 | 16,352 |
| | 430 | 3,742 | 3,742 | 3,742 | 3,742 | 3,742 | 3,742 | 3,742 |
| | 450 | (8,869) | (8,869) | (8,869) | (8,869) | (8,869) | (8,869) | (8,869) |
| | 470 | (21,480) | (21,480) | (21,480) | (21,480) | (21,480) | (21,480) | (21,480) |
| | 490 | (34,116) | (34,116) | (34,116) | (34,116) | (34,116) | (34,116) | (34,116) |
| | 510 | (46,790) | (46,790) | (46,790) | (46,790) | (46,790) | (46,790) | (46,790) |
| | 530 | (59,464) | (59,464) | (59,464) | (59,464) | (59,464) | (59,464) | (59,464) |
| | 550 | (72,139) | (72,139) | (72,139) | (72,139) | (72,139) | (72,139) | (72,139) |
| | 570 | (84,813) | (84,813) | (84,813) | (84,813) | (84,813) | (84,813) | (84,813) |

TABLE 4

| Balance (RLV - BLV) | 191,906 | Profit 20% | | | | | | |
|---------------------|---------|------------|---------|----------|----------|----------|----------|-----------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| | 70 | 328,538 | 308,907 | 289,276 | 269,645 | 250,013 | 230,382 | 210,751 |
| | 90 | 315,991 | 296,360 | 276,729 | 257,097 | 237,466 | 217,835 | 198,204 |
| | 110 | 303,444 | 283,813 | 264,182 | 244,550 | 224,919 | 205,288 | 185,657 |
| | 130 | 290,897 | 271,266 | 251,635 | 232,003 | 212,372 | 192,741 | 173,110 |
| | 150 | 278,350 | 258,719 | 239,088 | 219,456 | 199,825 | 180,194 | 160,563 |
| CIL £psm | 170 | 265,803 | 246,172 | 226,541 | 206,909 | 187,278 | 167,647 | 148,016 |
| 131.33 | 190 | 253,225 | 233,594 | 213,962 | 194,331 | 174,700 | 155,069 | 135,437 |
| | 210 | 240,614 | 220,983 | 201,352 | 181,721 | 162,089 | 142,458 | 122,827 |
| | 230 | 228,004 | 208,372 | 188,741 | 169,110 | 149,479 | 129,847 | 110,216 |
| | 250 | 215,393 | 195,762 | 176,131 | 156,499 | 136,868 | 117,237 | 97,606 |
| | 270 | 202,783 | 183,151 | 163,520 | 143,889 | 124,258 | 104,626 | 84,995 |
| | 290 | 190,172 | 170,541 | 150,909 | 131,278 | 111,647 | 92,016 | 72,384 |
| | 310 | 177,561 | 157,930 | 138,299 | 118,668 | 99,036 | 79,405 | 59,774 |
| | 330 | 164,951 | 145,320 | 125,688 | 106,057 | 86,426 | 66,795 | 47,163 |
| | 350 | 152,340 | 132,709 | 113,078 | 93,446 | 73,815 | 54,184 | 34,553 |
| | 370 | 139,730 | 120,098 | 100,467 | 80,836 | 61,205 | 41,573 | 21,942 |
| | 390 | 127,119 | 107,488 | 87,856 | 68,225 | 48,594 | 28,963 | 9,331 |
| | 410 | 114,508 | 94,877 | 75,246 | 55,615 | 35,983 | 16,352 | (3,279) |
| | 430 | 101,898 | 82,267 | 62,635 | 43,004 | 23,373 | 3,742 | (15,890) |
| | 450 | 89,287 | 69,656 | 50,025 | 30,393 | 10,762 | (8,869) | (28,500) |
| | 470 | 76,677 | 57,045 | 37,414 | 17,783 | (1,848) | (21,480) | (41,111) |
| | 490 | 64,041 | 44,409 | 24,778 | 5,147 | (14,484) | (34,116) | (53,747) |
| | 510 | 51,366 | 31,735 | 12,104 | (7,528) | (27,159) | (46,790) | (66,421) |
| | 530 | 38,692 | 19,061 | (571) | (20,202) | (39,833) | (59,464) | (79,096) |
| | 550 | 26,017 | 6,386 | (13,245) | (32,876) | (52,508) | (72,139) | (91,770) |
| | 570 | 13,343 | (6,288) | (25,920) | (45,551) | (65,182) | (84,813) | (104,445) |

Scheme Ref: **I**
 No Units: **5** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 191,906 | BLV (per acre) | | 500,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
|---------------------|---------|----------------|----------|----------|-----------|-----------|-----------|-----------|---------|
| | | 300,000 | 400,000 | | | | | | |
| | 70 | 312,749 | 271,565 | 230,382 | 189,199 | 148,015 | 106,832 | 65,649 | |
| | 90 | 300,202 | 259,018 | 217,835 | 176,652 | 135,468 | 94,285 | 53,102 | |
| | 110 | 287,655 | 246,471 | 205,288 | 164,105 | 122,921 | 81,738 | 40,555 | |
| | 130 | 275,108 | 233,924 | 192,741 | 151,558 | 110,374 | 69,191 | 28,008 | |
| | 150 | 262,560 | 221,377 | 180,194 | 139,010 | 97,827 | 56,644 | 15,460 | |
| CIL £psm | 170 | 250,013 | 208,830 | 167,647 | 126,463 | 85,280 | 44,097 | 2,913 | |
| 131.33 | 190 | 237,435 | 196,252 | 155,069 | 113,885 | 72,702 | 31,519 | (9,665) | |
| | 210 | 224,825 | 183,641 | 142,458 | 101,275 | 60,091 | 18,908 | (22,275) | |
| | 230 | 212,214 | 171,031 | 129,847 | 88,664 | 47,481 | 6,297 | (34,886) | |
| | 250 | 199,604 | 158,420 | 117,237 | 76,054 | 34,870 | (6,313) | (47,496) | |
| | 270 | 186,993 | 145,810 | 104,626 | 63,443 | 22,260 | (18,924) | (60,107) | |
| | 290 | 174,382 | 133,199 | 92,016 | 50,832 | 9,649 | (31,534) | (72,718) | |
| | 310 | 161,772 | 120,588 | 79,405 | 38,222 | (2,962) | (44,145) | (85,328) | |
| | 330 | 149,161 | 107,978 | 66,795 | 25,611 | (15,572) | (56,755) | (97,939) | |
| | 350 | 136,551 | 95,367 | 54,184 | 13,001 | (28,183) | (69,366) | (110,549) | |
| | 370 | 123,940 | 82,757 | 41,573 | 390 | (40,793) | (81,977) | (123,160) | |
| | 390 | 111,329 | 70,146 | 28,963 | (12,221) | (53,404) | (94,587) | (135,771) | |
| | 410 | 98,719 | 57,535 | 16,352 | (24,831) | (66,015) | (107,198) | (148,381) | |
| | 430 | 86,108 | 44,925 | 3,742 | (37,442) | (78,625) | (119,808) | (160,992) | |
| | 450 | 73,498 | 32,314 | (8,869) | (50,052) | (91,236) | (132,419) | (173,602) | |
| | 470 | 60,887 | 19,704 | (21,480) | (62,663) | (103,846) | (145,030) | (186,213) | |
| | 490 | 48,251 | 7,068 | (34,116) | (75,299) | (116,482) | (157,666) | (198,849) | |
| | 510 | 35,577 | (5,607) | (46,790) | (87,973) | (129,157) | (170,340) | (211,523) | |
| | 530 | 22,902 | (18,281) | (59,464) | (100,648) | (141,831) | (183,014) | (224,198) | |
| | 550 | 10,228 | (30,956) | (72,139) | (113,322) | (154,506) | (195,689) | (236,872) | |
| | 570 | (2,447) | (43,630) | (84,813) | (125,997) | (167,180) | (208,363) | (249,547) | |

TABLE 6

| Balance (RLV - BLV) | 191,906 | Density (dph) | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
|---------------------|---------|---------------|----------|---------|---------|---------|---------|---------|----|----|
| | | 30 | 30 | | | | | | | |
| | 70 | 230,382 | 281,861 | 312,749 | 333,340 | 348,049 | 359,080 | 367,660 | | |
| | 90 | 217,835 | 269,314 | 300,202 | 320,793 | 335,502 | 346,533 | 355,113 | | |
| | 110 | 205,288 | 256,767 | 287,655 | 308,246 | 322,955 | 333,986 | 342,566 | | |
| | 130 | 192,741 | 244,220 | 275,108 | 295,699 | 310,408 | 321,439 | 330,019 | | |
| | 150 | 180,194 | 231,673 | 262,560 | 283,152 | 297,860 | 308,892 | 317,472 | | |
| CIL £psm | 170 | 167,647 | 219,126 | 250,013 | 270,605 | 285,313 | 296,345 | 304,925 | | |
| 131.33 | 190 | 155,069 | 206,548 | 237,435 | 258,027 | 272,735 | 283,767 | 292,346 | | |
| | 210 | 142,458 | 193,937 | 224,825 | 245,416 | 260,125 | 271,156 | 279,736 | | |
| | 230 | 129,847 | 181,327 | 212,214 | 232,806 | 247,514 | 258,545 | 267,125 | | |
| | 250 | 117,237 | 168,716 | 199,604 | 220,195 | 234,904 | 245,935 | 254,515 | | |
| | 270 | 104,626 | 156,105 | 186,993 | 207,585 | 222,293 | 233,324 | 241,904 | | |
| | 290 | 92,016 | 143,495 | 174,382 | 194,974 | 209,682 | 220,714 | 229,293 | | |
| | 310 | 79,405 | 130,884 | 161,772 | 182,363 | 197,072 | 208,103 | 216,683 | | |
| | 330 | 66,795 | 118,274 | 149,161 | 169,753 | 184,461 | 195,492 | 204,072 | | |
| | 350 | 54,184 | 105,663 | 136,551 | 157,142 | 171,851 | 182,882 | 191,462 | | |
| | 370 | 41,573 | 93,052 | 123,940 | 144,532 | 159,240 | 170,271 | 178,851 | | |
| | 390 | 28,963 | 80,442 | 111,329 | 131,921 | 146,629 | 157,661 | 166,241 | | |
| | 410 | 16,352 | 67,831 | 98,719 | 119,310 | 134,019 | 145,050 | 153,630 | | |
| | 430 | 3,742 | 55,221 | 86,108 | 106,700 | 121,408 | 132,439 | 141,019 | | |
| | 450 | (8,869) | 42,610 | 73,498 | 94,089 | 108,798 | 119,829 | 128,409 | | |
| | 470 | (21,480) | 30,000 | 60,887 | 81,479 | 96,187 | 107,218 | 115,798 | | |
| | 490 | (34,116) | 17,364 | 48,251 | 68,843 | 83,551 | 94,582 | 103,162 | | |
| | 510 | (46,790) | 4,689 | 35,577 | 56,168 | 70,877 | 81,908 | 90,488 | | |
| | 530 | (59,464) | (7,985) | 22,902 | 43,494 | 58,202 | 69,233 | 77,813 | | |
| | 550 | (72,139) | (20,660) | 10,228 | 30,819 | 45,528 | 56,559 | 65,139 | | |
| | 570 | (84,813) | (33,334) | (2,447) | 18,145 | 32,853 | 43,885 | 52,464 | | |

Scheme Ref: **I**
 No Units: **5** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

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) | 191,906 | | | | | | | |
| | 70 | 330,628 | 280,505 | 230,382 | 180,259 | 129,979 | 79,602 | 29,225 |
| | 90 | 318,081 | 267,958 | 217,835 | 167,712 | 117,368 | 66,991 | 16,614 |
| | 110 | 305,534 | 255,411 | 205,288 | 155,134 | 104,757 | 54,381 | 4,004 |
| | 130 | 292,987 | 242,864 | 192,741 | 142,524 | 92,147 | 41,770 | (8,607) |
| | 150 | 280,440 | 230,317 | 180,194 | 129,913 | 79,536 | 29,159 | (21,217) |
| CIL £psm | 170 | 267,893 | 217,770 | 167,647 | 117,302 | 66,926 | 16,549 | (33,852) |
| 131.33 | 190 | 255,346 | 205,223 | 155,069 | 104,692 | 54,315 | 3,938 | (46,526) |
| | 210 | 242,799 | 192,676 | 142,458 | 92,081 | 41,704 | (8,672) | (59,201) |
| | 230 | 230,252 | 180,129 | 129,847 | 79,471 | 29,094 | (21,283) | (71,875) |
| | 250 | 217,705 | 167,582 | 117,237 | 66,860 | 16,483 | (33,918) | (84,550) |
| | 270 | 205,157 | 155,003 | 104,626 | 54,249 | 3,873 | (46,592) | (97,224) |
| | 290 | 192,610 | 142,392 | 92,016 | 41,639 | (8,738) | (59,267) | (109,899) |
| | 310 | 180,063 | 129,782 | 79,405 | 29,028 | (21,349) | (71,941) | (122,573) |
| | 330 | 167,516 | 117,171 | 66,795 | 16,418 | (33,984) | (84,616) | (135,248) |
| | 350 | 154,938 | 104,561 | 54,184 | 3,807 | (46,658) | (97,290) | (147,922) |
| | 370 | 142,327 | 91,950 | 41,573 | (8,803) | (59,333) | (109,965) | (160,597) |
| | 390 | 129,716 | 79,340 | 28,963 | (21,414) | (72,007) | (122,639) | (173,271) |
| | 410 | 117,106 | 66,729 | 16,352 | (34,050) | (84,682) | (135,314) | (185,946) |
| | 430 | 104,495 | 54,118 | 3,742 | (46,724) | (97,356) | (147,988) | (199,088) |
| | 450 | 91,885 | 41,508 | (8,869) | (59,399) | (110,031) | (160,662) | (213,615) |
| | 470 | 79,274 | 28,897 | (21,480) | (72,073) | (122,705) | (173,337) | (228,168) |
| | 490 | 66,663 | 16,287 | (34,116) | (84,747) | (135,379) | (186,011) | (242,768) |
| | 510 | 54,053 | 3,676 | (46,790) | (97,422) | (148,054) | (199,164) | (257,368) |
| | 530 | 41,442 | (8,935) | (59,464) | (110,096) | (160,728) | (213,690) | (271,968) |
| | 550 | 28,832 | (21,545) | (72,139) | (122,771) | (173,403) | (228,244) | (286,568) |
| | 570 | 16,221 | (34,181) | (84,813) | (135,445) | (186,077) | (242,844) | (301,169) |

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) | 191,906 | | | | | | | |
| | 70 | 80,641 | 155,622 | 230,382 | 305,142 | 379,901 | 454,562 | 529,085 |
| | 90 | 68,031 | 143,075 | 217,835 | 292,595 | 367,354 | 442,078 | 516,601 |
| | 110 | 55,420 | 130,465 | 205,288 | 280,048 | 354,807 | 429,567 | 504,118 |
| | 130 | 42,809 | 117,855 | 192,741 | 267,500 | 342,260 | 417,020 | 491,634 |
| | 150 | 30,199 | 105,244 | 180,194 | 254,953 | 329,713 | 404,473 | 479,150 |
| CIL £psm | 170 | 17,588 | 92,634 | 167,647 | 242,406 | 317,166 | 391,926 | 466,666 |
| 131.33 | 190 | 4,978 | 80,023 | 155,069 | 229,859 | 304,619 | 379,379 | 454,138 |
| | 210 | (7,633) | 67,413 | 142,458 | 217,312 | 292,072 | 366,832 | 441,591 |
| | 230 | (20,244) | 54,802 | 129,847 | 204,765 | 279,525 | 354,284 | 429,044 |
| | 250 | (32,854) | 42,191 | 117,237 | 192,218 | 266,978 | 341,737 | 416,497 |
| | 270 | (45,465) | 29,581 | 104,626 | 179,671 | 254,431 | 329,190 | 403,950 |
| | 290 | (58,133) | 16,970 | 92,016 | 167,061 | 241,884 | 316,643 | 391,403 |
| | 310 | (70,808) | 4,360 | 79,405 | 154,451 | 229,337 | 304,096 | 378,856 |
| | 330 | (83,482) | (8,251) | 66,795 | 141,840 | 216,790 | 291,549 | 366,309 |
| | 350 | (96,157) | (20,862) | 54,184 | 129,229 | 204,243 | 279,002 | 353,762 |
| | 370 | (108,831) | (33,472) | 41,573 | 116,619 | 191,664 | 266,455 | 341,215 |
| | 390 | (121,506) | (46,124) | 28,963 | 104,008 | 179,054 | 253,908 | 328,668 |
| | 410 | (134,180) | (58,799) | 16,352 | 91,398 | 166,443 | 241,361 | 316,121 |
| | 430 | (146,854) | (71,473) | 3,742 | 78,787 | 153,833 | 228,814 | 303,574 |
| | 450 | (159,529) | (84,148) | (8,869) | 66,177 | 141,222 | 216,267 | 291,027 |
| | 470 | (172,203) | (96,822) | (21,480) | 53,566 | 128,611 | 203,657 | 278,480 |
| | 490 | (184,878) | (109,497) | (34,116) | 40,955 | 116,001 | 191,046 | 265,933 |
| | 510 | (197,864) | (122,171) | (46,790) | 28,345 | 103,390 | 178,436 | 253,386 |
| | 530 | (212,391) | (134,846) | (59,464) | 15,734 | 90,780 | 165,825 | 240,838 |
| | 550 | (226,946) | (147,520) | (72,139) | 3,124 | 78,169 | 153,215 | 228,260 |
| | 570 | (241,546) | (160,195) | (84,813) | (9,487) | 65,558 | 140,604 | 215,650 |

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: 1
No Units: 5 **Location / Value Zone:** Lower **Development Scenario:** Greenfield
Notes:

[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: | 1 |
| No Units: | 5 |
| Location / Value Zone: | Lower |
| Development Scenario: | Greenfield |
| Notes: | 0 |
| Total GDV (£) | 2,250,000 |
| 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) | 17,729.55 |
| CIL (£) | 88,648 |
| Site Specific S106 (£ per unit) | 2,500 |
| Site Specific S106 (£) | 12,500 |
| Sub-total CIL+S106 (£ per unit) | 20,230 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 20,230 |
| Total Developers Profit (£) | 450,000 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 20.00% |
| Developers Profit (% on costs) | 33.18% |
| RLV (£) | 397,823 |
| RLV (£/acre) | 965,981 |
| RLV (£/ha) | 2,386,939 |
| Balance for Plan VA: | |
| BLV (£) | 205,917 |
| BLV (£/acre) | 500,000 |
| BLV (£/ha) | 1,235,500 |
| Surplus/Deficit | 191,906 |
| Surplus/Deficit (£/acre) | 465,981 |
| Surplus/Deficit (£/ha) | 1,151,439 |
| 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: **J**
 No Units: **1** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|--|------------------------------------|---|
| Total number of units in scheme | | | | 1 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% | | |
| | | | | 131.33 £ psm | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | 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 | 100.0% | 1.0 | 0.0% | 0.0 | 100% | 1.0 |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 1 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| Total number of units | 100.0% | 1.0 | 0.0% | 0.0 | 100% | 1.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (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 | 85.0% | | 58.8 | 633 |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (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 | 85.0% | | 58.8 | 633 |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 bed House | 115 | 1,238 | 0 | 0 | 115 | 1,238 |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| | 115 | 1,238 | 0 | 0 | 115 | 1,238 |
| AH % by floor area: | | | 0.00% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | | total MV £ (no AH) | |
| 1 bed House | 240,000 | 3,871 | 360 | | 0 | |
| 2 bed House | 300,000 | 3,797 | 353 | | 0 | |
| 3 bed House | 365,000 | 3,650 | 339 | | 0 | |
| 4 bed House | 400,000 | 3,478 | 323 | | 400,000 | |
| 5 bed House | 525,000 | 3,182 | 296 | | 0 | |
| 1 bed Flat | 200,000 | 4,000 | 372 | | 0 | |
| 2 bed Flat | 255,000 | 3,643 | 338 | | 0 | |
| | | | | | 400,000 | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% |

Scheme Ref: **J**
 No Units: **1** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|---|--|----------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 240,000 | - |
| 2 bed House | 0.0 | @ | 300,000 | - |
| 3 bed House | 0.0 | @ | 365,000 | - |
| 4 bed House | 1.0 | @ | 400,000 | 400,000 |
| 5 bed House | 0.0 | @ | 525,000 | - |
| 1 bed Flat | 0.0 | @ | 200,000 | - |
| 2 bed Flat | 0.0 | @ | 255,000 | - |
| | 1.0 | | | 400,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 144,000 | - |
| 2 bed House | 0.0 | @ | 180,000 | - |
| 3 bed House | 0.0 | @ | 219,000 | - |
| 4 bed House | 0.0 | @ | 240,000 | - |
| 5 bed House | 0.0 | @ | 315,000 | - |
| 1 bed Flat | 0.0 | @ | 120,000 | - |
| 2 bed Flat | 0.0 | @ | 153,000 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 105,600 | - |
| 2 bed House | 0.0 | @ | 132,000 | - |
| 3 bed House | 0.0 | @ | 160,600 | - |
| 4 bed House | 0.0 | @ | 176,000 | - |
| 5 bed House | 0.0 | @ | 231,000 | - |
| 1 bed Flat | 0.0 | @ | 88,000 | - |
| 2 bed Flat | 0.0 | @ | 112,200 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 182,400 | - |
| 2 bed House | 0.0 | @ | 228,000 | - |
| 3 bed House | 0.0 | @ | 277,400 | - |
| 4 bed House | 0.0 | @ | 304,000 | - |
| 5 bed House | 0.0 | @ | 399,000 | - |
| 1 bed Flat | 0.0 | @ | 152,000 | - |
| 2 bed Flat | 0.0 | @ | 193,800 | - |
| | 0.0 | | | - |
| Sub-total GDV Residential | 1 | | | 400,000 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 1 | @ | 0 | - |
| Total GDV | | | | 400,000 |

| DEVELOPMENT COSTS | | | | |
|---|------------------------|-----------------------|-----------------------------------|----------------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | - |
| Statutory Planning Fees (Residential) | | | | (462) |
| CIL | | 115 sqm (Market only) | 131.33 £ psm | (15,103) |
| CIL analysis: | | 3.78% % of GDV | 15,103 £ 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 | 1 units @ | 2,500 per unit | (2,500) |
| S106 analysis: | 75,000 £ per ha | 0.63% % of GDV | 2,500 £ per unit (total ur | (2,500) |
| AH Commuted Sum | | 115 sqm (total) | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

Scheme Ref: **J**
 No Units: **1** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| | | | | | |
|--|------------|----------------|-----------|--|------------------|
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 0.08 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 | 1 units @ | | 0 per unit | - |
| Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | | 0 £ per unit (total ur | - |
| 1 bed House | - | sqm @ | | 1,308 psm | - |
| 2 bed House | - | sqm @ | | 1,308 psm | - |
| 3 bed House | - | sqm @ | | 1,308 psm | - |
| 4 bed House | 115 | sqm @ | | 1,308 psm | (150,420) |
| 5 bed House | - | sqm @ | | 1,308 psm | - |
| 1 bed Flat | - | sqm @ | | 1,439 psm | - |
| 2 bed Flat | 115 | sqm @ | | 1,439 psm | - |
| External works | | 150,420 @ | | 15.0% 22,563 £ per unit | (22,563) |
| 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 | - units @ | 0% @ | 521 £ per unit | - |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | 1 units @ | | 10 £ per unit | (10) |
| Contingency | | 172,993 @ | | 3.0% | (5,190) |
| Professional Fees | | 172,993 @ | | 6.5% | (11,245) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 400,000 OMS @ | | 1.00% 4,000 £ per unit | (4,000) |
| Residential Sales Legal Costs | | 400,000 OMS @ | | 0.50% 2,000 £ per unit | (2,000) |
| Marketing and Promotion | | 400,000 OMS @ | | 3.00% 12,000 £ per unit 18,000 £ per unit | (12,000) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | (5,427) |
| Developers Profit - | | | | | |
| Margin on AH | | 0 | | 6.00% on AH values | - |
| Profit on OMS | | 400,000 | | 20.00% | (80,000) |
| Profit analysis: | | 230,919 | | 34.64% on costs | (80,000) |
| | | 400,000 | | 20.00% blended | (80,000) |
| TOTAL COSTS | | | | | (310,919) |

| | | | | | |
|----------------------------------|--------------------------|---------------------------|--|-----------------------------|---------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 89,081 |
| SDLT | | 89,081 @ | | (slabbed) | 6,046 |
| Acquisition Agent fees | | 89,081 @ | | 1.0% | (891) |
| Acquisition Legal fees | | 89,081 @ | | 0.5% | (445) |
| Interest on Land | | 89,081 @ | | 6.25% | (5,568) |
| Residual Land Value | | | | | 88,223 |
| RLV analysis: | 88,223 £ per plot | 2,646,690 £ per ha | | 1,071,101 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|---------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 0.03 ha | | 0.08 acres | |
| Density analysis: | | 3,450 sqm/ha | | 15,029 sqft/ac | |
| Benchmark Land Value (Net) | 41,183 £ per plot | 1,235,500 £ per ha | | 500,000 £ per acre | 41,183 |

| | | | | | |
|-------------------|--|--------------------|--|--------------------|---------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 1,411,190 £ per ha | | 571,101 £ per acre | 47,040 |

Scheme Ref: **J**
 No Units: **1** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | | Affordable Housing - % on site 0% | | | | | | | |
|---------------------|---------|-----------------------------------|----------|----------|----------|----------|----------|----------|-------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% | |
| CIL £psm 131.33 | 47,040 | 70 | 36,096 | 31,725 | 27,355 | 22,984 | 18,614 | 14,243 | 9,872 |
| | 90 | 34,390 | 30,126 | 25,862 | 21,598 | 17,334 | 13,070 | 8,806 | |
| | 110 | 32,684 | 28,527 | 24,370 | 20,212 | 16,055 | 11,898 | 7,740 | |
| | 130 | 30,979 | 26,928 | 22,877 | 18,826 | 14,776 | 10,725 | 6,674 | |
| | 150 | 29,273 | 25,329 | 21,385 | 17,440 | 13,496 | 9,552 | 5,608 | |
| | 170 | 27,567 | 23,730 | 19,892 | 16,054 | 12,216 | 8,378 | 4,540 | |
| | 190 | 25,854 | 22,123 | 18,392 | 14,661 | 10,931 | 7,200 | 3,469 | |
| | 210 | 24,139 | 20,516 | 16,892 | 13,268 | 9,645 | 6,021 | 2,397 | |
| | 230 | 22,425 | 18,909 | 15,392 | 11,876 | 8,359 | 4,842 | 1,326 | |
| | 250 | 20,711 | 17,301 | 13,892 | 10,483 | 7,073 | 3,664 | 254 | |
| | 270 | 18,996 | 15,694 | 12,392 | 9,090 | 5,787 | 2,485 | (817) | |
| | 290 | 17,282 | 14,087 | 10,892 | 7,697 | 4,502 | 1,307 | (1,889) | |
| | 310 | 15,567 | 12,480 | 9,392 | 6,304 | 3,216 | 128 | (2,960) | |
| | 330 | 13,853 | 10,872 | 7,892 | 4,911 | 1,930 | (1,051) | (4,032) | |
| | 350 | 12,139 | 9,265 | 6,391 | 3,518 | 644 | (2,229) | (5,103) | |
| | 370 | 10,424 | 7,658 | 4,891 | 2,125 | (642) | (3,408) | (6,175) | |
| | 390 | 8,710 | 6,051 | 3,391 | 732 | (1,927) | (4,587) | (7,246) | |
| | 410 | 6,996 | 4,443 | 1,891 | (661) | (3,213) | (5,765) | (8,317) | |
| | 430 | 5,281 | 2,836 | 391 | (2,054) | (4,499) | (6,944) | (9,389) | |
| | 450 | 3,567 | 1,229 | (1,109) | (3,447) | (5,785) | (8,123) | (10,460) | |
| 470 | 1,852 | (378) | (2,609) | (4,840) | (7,071) | (9,301) | (11,532) | | |
| 490 | 138 | (1,986) | (4,109) | (6,233) | (8,356) | (10,480) | (12,603) | | |
| 510 | (1,576) | (3,593) | (5,609) | (7,626) | (9,642) | (11,659) | (13,675) | | |
| 530 | (3,291) | (5,200) | (7,109) | (9,019) | (10,928) | (12,837) | (14,746) | | |
| 550 | (5,005) | (6,807) | (8,609) | (10,412) | (12,214) | (14,016) | (15,818) | | |
| 570 | (6,720) | (8,415) | (10,110) | (11,805) | (13,499) | (15,194) | (16,889) | | |

TABLE 2

| Balance (RLV - BLV) | | Site Specific S106 | | | | | | | |
|---------------------|--------|--------------------|--------|--------|--------|---------|---------|--------|--------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% | |
| CIL £psm 131.33 | 47,040 | 70 | 53,578 | 53,359 | 53,140 | 52,921 | 52,702 | 52,483 | 52,264 |
| | 90 | 51,446 | 51,227 | 51,008 | 50,789 | 50,570 | 50,351 | 50,132 | |
| | 110 | 49,314 | 49,095 | 48,876 | 48,657 | 48,438 | 48,219 | 48,000 | |
| | 130 | 47,181 | 46,962 | 46,744 | 46,525 | 46,306 | 46,087 | 45,868 | |
| | 150 | 45,049 | 44,830 | 44,611 | 44,392 | 44,173 | 43,954 | 43,735 | |
| | 170 | 42,917 | 42,698 | 42,479 | 42,260 | 42,041 | 41,822 | 41,603 | |
| | 190 | 40,785 | 40,566 | 40,347 | 40,128 | 39,909 | 39,690 | 39,471 | |
| | 210 | 38,653 | 38,434 | 38,215 | 37,996 | 37,777 | 37,558 | 37,339 | |
| | 230 | 36,521 | 36,302 | 36,083 | 35,864 | 35,645 | 35,426 | 35,207 | |
| | 250 | 34,389 | 34,170 | 33,951 | 33,732 | 33,513 | 33,294 | 33,075 | |
| | 270 | 32,257 | 32,038 | 31,819 | 31,600 | 31,381 | 31,162 | 30,943 | |
| | 290 | 30,125 | 29,906 | 29,687 | 29,468 | 29,249 | 29,030 | 28,811 | |
| | 310 | 27,993 | 27,774 | 27,555 | 27,336 | 27,117 | 26,898 | 26,679 | |
| | 330 | 25,861 | 25,642 | 25,423 | 25,204 | 24,985 | 24,766 | 24,547 | |
| | 350 | 23,729 | 23,510 | 23,291 | 23,072 | 22,853 | 22,634 | 22,415 | |
| | 370 | 21,597 | 21,378 | 21,159 | 20,940 | 20,721 | 20,502 | 20,283 | |
| | 390 | 19,465 | 19,246 | 19,027 | 18,808 | 18,589 | 18,370 | 18,151 | |
| | 410 | 17,333 | 17,114 | 16,895 | 16,676 | 16,457 | 16,238 | 16,019 | |
| | 430 | 15,201 | 14,982 | 14,763 | 14,544 | 14,325 | 14,106 | 13,887 | |
| | 450 | 13,069 | 12,850 | 12,631 | 12,412 | 12,193 | 11,974 | 11,755 | |
| 470 | 10,937 | 10,718 | 10,499 | 10,280 | 10,061 | 9,842 | 9,623 | | |
| 490 | 8,805 | 8,586 | 8,367 | 8,148 | 7,929 | 7,710 | 7,491 | | |
| 510 | 6,673 | 6,454 | 6,235 | 6,016 | 5,797 | 5,578 | 5,359 | | |
| 530 | 4,541 | 4,322 | 4,103 | 3,884 | 3,665 | 3,446 | 3,227 | | |
| 550 | 2,409 | 2,190 | 1,971 | 1,752 | 1,533 | 1,314 | 1,095 | | |
| 570 | 27 | (159) | (378) | (597) | (816) | (1,035) | (1,254) | | |

Scheme Ref: **J**
 No Units: **1** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

| TABLE 3 | | Infrastructure Costs | 100% (where 110% is a 10% increase etc.) | | | | | |
|---------------------|--------|----------------------|--|--------|--------|--------|--------|--------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| Balance (RLV - BLV) | 47,040 | | | | | | | |
| | 70 | 53,578 | 53,578 | 53,578 | 53,578 | 53,578 | 53,578 | 53,578 |
| | 90 | 51,446 | 51,446 | 51,446 | 51,446 | 51,446 | 51,446 | 51,446 |
| | 110 | 49,314 | 49,314 | 49,314 | 49,314 | 49,314 | 49,314 | 49,314 |
| | 130 | 47,181 | 47,181 | 47,181 | 47,181 | 47,181 | 47,181 | 47,181 |
| | 150 | 45,049 | 45,049 | 45,049 | 45,049 | 45,049 | 45,049 | 45,049 |
| CIL £psm | 170 | 42,917 | 42,917 | 42,917 | 42,917 | 42,917 | 42,917 | 42,917 |
| 131.33 | 190 | 40,777 | 40,777 | 40,777 | 40,777 | 40,777 | 40,777 | 40,777 |
| | 210 | 38,634 | 38,634 | 38,634 | 38,634 | 38,634 | 38,634 | 38,634 |
| | 230 | 36,491 | 36,491 | 36,491 | 36,491 | 36,491 | 36,491 | 36,491 |
| | 250 | 34,348 | 34,348 | 34,348 | 34,348 | 34,348 | 34,348 | 34,348 |
| | 270 | 32,205 | 32,205 | 32,205 | 32,205 | 32,205 | 32,205 | 32,205 |
| | 290 | 30,062 | 30,062 | 30,062 | 30,062 | 30,062 | 30,062 | 30,062 |
| | 310 | 27,919 | 27,919 | 27,919 | 27,919 | 27,919 | 27,919 | 27,919 |
| | 330 | 25,776 | 25,776 | 25,776 | 25,776 | 25,776 | 25,776 | 25,776 |
| | 350 | 23,633 | 23,633 | 23,633 | 23,633 | 23,633 | 23,633 | 23,633 |
| | 370 | 21,490 | 21,490 | 21,490 | 21,490 | 21,490 | 21,490 | 21,490 |
| | 390 | 19,347 | 19,347 | 19,347 | 19,347 | 19,347 | 19,347 | 19,347 |
| | 410 | 17,204 | 17,204 | 17,204 | 17,204 | 17,204 | 17,204 | 17,204 |
| | 430 | 15,061 | 15,061 | 15,061 | 15,061 | 15,061 | 15,061 | 15,061 |
| | 450 | 12,918 | 12,918 | 12,918 | 12,918 | 12,918 | 12,918 | 12,918 |
| | 470 | 10,775 | 10,775 | 10,775 | 10,775 | 10,775 | 10,775 | 10,775 |
| | 490 | 8,632 | 8,632 | 8,632 | 8,632 | 8,632 | 8,632 | 8,632 |
| | 510 | 6,489 | 6,489 | 6,489 | 6,489 | 6,489 | 6,489 | 6,489 |
| | 530 | 4,346 | 4,346 | 4,346 | 4,346 | 4,346 | 4,346 | 4,346 |
| | 550 | 2,203 | 2,203 | 2,203 | 2,203 | 2,203 | 2,203 | 2,203 |
| | 570 | 60 | 60 | 60 | 60 | 60 | 60 | 60 |

| TABLE 4 | | Profit 20% | | | | | | |
|---------------------|--------|------------|--------|--------|--------|--------|--------|---------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| Balance (RLV - BLV) | 47,040 | | | | | | | |
| | 70 | 71,028 | 67,538 | 64,048 | 60,558 | 57,068 | 53,578 | 50,088 |
| | 90 | 68,896 | 65,406 | 61,916 | 58,426 | 54,936 | 51,446 | 47,956 |
| | 110 | 66,764 | 63,274 | 59,784 | 56,294 | 52,804 | 49,314 | 45,824 |
| | 130 | 64,631 | 61,141 | 57,651 | 54,161 | 50,671 | 47,181 | 43,691 |
| | 150 | 62,499 | 59,009 | 55,519 | 52,029 | 48,539 | 45,049 | 41,559 |
| CIL £psm | 170 | 60,367 | 56,877 | 53,387 | 49,897 | 46,407 | 42,917 | 39,427 |
| 131.33 | 190 | 58,227 | 54,737 | 51,247 | 47,757 | 44,267 | 40,777 | 37,287 |
| | 210 | 56,084 | 52,594 | 49,104 | 45,614 | 42,124 | 38,634 | 35,144 |
| | 230 | 53,941 | 50,451 | 46,961 | 43,471 | 39,981 | 36,491 | 33,001 |
| | 250 | 51,798 | 48,308 | 44,818 | 41,328 | 37,838 | 34,348 | 30,858 |
| | 270 | 49,655 | 46,165 | 42,675 | 39,185 | 35,695 | 32,205 | 28,715 |
| | 290 | 47,512 | 44,022 | 40,532 | 37,042 | 33,552 | 30,062 | 26,572 |
| | 310 | 45,369 | 41,879 | 38,389 | 34,899 | 31,409 | 27,919 | 24,429 |
| | 330 | 43,226 | 39,736 | 36,246 | 32,756 | 29,266 | 25,776 | 22,286 |
| | 350 | 41,083 | 37,593 | 34,103 | 30,613 | 27,123 | 23,633 | 20,143 |
| | 370 | 38,940 | 35,450 | 31,960 | 28,470 | 24,980 | 21,490 | 18,000 |
| | 390 | 36,797 | 33,307 | 29,817 | 26,327 | 22,837 | 19,347 | 15,857 |
| | 410 | 34,654 | 31,164 | 27,674 | 24,184 | 20,694 | 17,204 | 13,714 |
| | 430 | 32,511 | 29,021 | 25,531 | 22,041 | 18,551 | 15,061 | 11,571 |
| | 450 | 30,368 | 26,878 | 23,388 | 19,898 | 16,408 | 12,918 | 9,428 |
| | 470 | 28,225 | 24,735 | 21,245 | 17,755 | 14,265 | 10,775 | 7,285 |
| | 490 | 26,082 | 22,592 | 19,102 | 15,612 | 12,122 | 8,632 | 5,142 |
| | 510 | 23,939 | 20,449 | 16,959 | 13,469 | 9,979 | 6,489 | 2,999 |
| | 530 | 21,796 | 18,306 | 14,816 | 11,326 | 7,836 | 4,346 | 856 |
| | 550 | 19,653 | 16,163 | 12,673 | 9,183 | 5,693 | 2,203 | (1,287) |
| | 570 | 17,510 | 14,020 | 10,530 | 7,040 | 3,550 | 60 | (3,430) |

Scheme Ref: **J**
 No Units: **1** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 47,040 | BLV (per acre) | | | | | | |
|---------------------|--------|----------------|---------|---------|---------|----------|----------|----------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| 70 | | 70,051 | 61,815 | 53,578 | 45,341 | 37,105 | 28,868 | 20,631 |
| 90 | | 67,919 | 59,682 | 51,446 | 43,209 | 34,972 | 26,736 | 18,499 |
| 110 | | 65,787 | 57,550 | 49,314 | 41,077 | 32,840 | 24,604 | 16,367 |
| 130 | | 63,655 | 55,418 | 47,181 | 38,945 | 30,708 | 22,471 | 14,235 |
| 150 | | 61,523 | 53,286 | 45,049 | 36,813 | 28,576 | 20,339 | 12,103 |
| CIL £psm | | 59,390 | 51,154 | 42,917 | 34,680 | 26,444 | 18,207 | 9,970 |
| 131.33 | | 57,250 | 49,014 | 40,777 | 32,540 | 24,304 | 16,067 | 7,830 |
| 210 | | 55,107 | 46,871 | 38,634 | 30,397 | 22,161 | 13,924 | 5,687 |
| 230 | | 52,964 | 44,728 | 36,491 | 28,254 | 20,018 | 11,781 | 3,544 |
| 250 | | 50,821 | 42,585 | 34,348 | 26,111 | 17,875 | 9,638 | 1,401 |
| 270 | | 48,678 | 40,442 | 32,205 | 23,968 | 15,732 | 7,495 | (742) |
| 290 | | 46,535 | 38,299 | 30,062 | 21,825 | 13,589 | 5,352 | (2,885) |
| 310 | | 44,392 | 36,156 | 27,919 | 19,682 | 11,446 | 3,209 | (5,028) |
| 330 | | 42,250 | 34,013 | 25,776 | 17,540 | 9,303 | 1,066 | (7,170) |
| 350 | | 40,107 | 31,870 | 23,633 | 15,397 | 7,160 | (1,077) | (9,313) |
| 370 | | 37,964 | 29,727 | 21,490 | 13,254 | 5,017 | (3,220) | (11,456) |
| 390 | | 35,821 | 27,584 | 19,347 | 11,111 | 2,874 | (5,363) | (13,599) |
| 410 | | 33,678 | 25,441 | 17,204 | 8,968 | 731 | (7,506) | (15,742) |
| 430 | | 31,535 | 23,298 | 15,061 | 6,825 | (1,412) | (9,649) | (17,885) |
| 450 | | 29,392 | 21,155 | 12,918 | 4,682 | (3,555) | (11,792) | (20,028) |
| 470 | | 27,249 | 19,012 | 10,775 | 2,539 | (5,698) | (13,935) | (22,171) |
| 490 | | 25,106 | 16,869 | 8,632 | 396 | (7,841) | (16,078) | (24,314) |
| 510 | | 22,963 | 14,726 | 6,489 | (1,747) | (9,984) | (18,221) | (26,457) |
| 530 | | 20,820 | 12,583 | 4,346 | (3,890) | (12,127) | (20,364) | (28,600) |
| 550 | | 18,677 | 10,440 | 2,203 | (6,033) | (14,270) | (22,507) | (30,743) |
| 570 | | 16,534 | 8,297 | 60 | (8,176) | (16,413) | (24,650) | (32,886) |

TABLE 6

| Balance (RLV - BLV) | 47,040 | Density (dph) | | | | | | |
|---------------------|--------|---------------|--------|--------|--------|--------|--------|--------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| 70 | | 53,578 | 63,874 | 70,051 | 74,170 | 77,111 | 79,318 | 81,034 |
| 90 | | 51,446 | 61,742 | 67,919 | 72,037 | 74,979 | 77,185 | 78,901 |
| 110 | | 49,314 | 59,609 | 65,787 | 69,905 | 72,847 | 75,053 | 76,769 |
| 130 | | 47,181 | 57,477 | 63,655 | 67,773 | 70,715 | 72,921 | 74,637 |
| 150 | | 45,049 | 55,345 | 61,523 | 65,641 | 68,583 | 70,789 | 72,505 |
| CIL £psm | | 42,917 | 53,213 | 59,390 | 63,509 | 66,450 | 68,657 | 70,373 |
| 131.33 | | 40,777 | 51,073 | 57,250 | 61,369 | 64,310 | 66,517 | 68,233 |
| 210 | | 38,634 | 48,930 | 55,107 | 59,226 | 62,167 | 64,374 | 66,090 |
| 230 | | 36,491 | 46,787 | 52,964 | 57,083 | 60,024 | 62,231 | 63,947 |
| 250 | | 34,348 | 44,644 | 50,821 | 54,940 | 57,881 | 60,088 | 61,804 |
| 270 | | 32,205 | 42,501 | 48,678 | 52,797 | 55,738 | 57,945 | 59,661 |
| 290 | | 30,062 | 40,358 | 46,535 | 50,654 | 53,595 | 55,802 | 57,518 |
| 310 | | 27,919 | 38,215 | 44,392 | 48,511 | 51,452 | 53,659 | 55,375 |
| 330 | | 25,776 | 36,072 | 42,250 | 46,368 | 49,310 | 51,516 | 53,232 |
| 350 | | 23,633 | 33,929 | 40,107 | 44,225 | 47,167 | 49,373 | 51,089 |
| 370 | | 21,490 | 31,786 | 37,964 | 42,082 | 45,024 | 47,230 | 48,946 |
| 390 | | 19,347 | 29,643 | 35,821 | 39,939 | 42,881 | 45,087 | 46,803 |
| 410 | | 17,204 | 27,500 | 33,678 | 37,796 | 40,738 | 42,944 | 44,660 |
| 430 | | 15,061 | 25,357 | 31,535 | 35,653 | 38,595 | 40,801 | 42,517 |
| 450 | | 12,918 | 23,214 | 29,392 | 33,510 | 36,452 | 38,658 | 40,374 |
| 470 | | 10,775 | 21,071 | 27,249 | 31,367 | 34,309 | 36,515 | 38,231 |
| 490 | | 8,632 | 18,928 | 25,106 | 29,224 | 32,166 | 34,372 | 36,088 |
| 510 | | 6,489 | 16,785 | 22,963 | 27,081 | 30,023 | 32,229 | 33,945 |
| 530 | | 4,346 | 14,642 | 20,820 | 24,938 | 27,880 | 30,086 | 31,802 |
| 550 | | 2,203 | 12,499 | 18,677 | 22,795 | 25,737 | 27,943 | 29,659 |
| 570 | | 60 | 10,356 | 16,534 | 20,652 | 23,594 | 25,800 | 27,516 |

Scheme Ref: **J**
 No Units: **1** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes:

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) | 47,040 | | | | | | | |
| | 70 | 70,613 | 62,096 | 53,578 | 45,060 | 36,513 | 27,953 | 19,392 |
| | 90 | 68,481 | 59,964 | 51,446 | 42,928 | 34,370 | 25,810 | 17,249 |
| | 110 | 66,349 | 57,831 | 49,314 | 40,788 | 32,227 | 23,667 | 15,106 |
| | 130 | 64,217 | 55,699 | 47,181 | 38,645 | 30,084 | 21,524 | 12,963 |
| | 150 | 62,085 | 53,567 | 45,049 | 36,502 | 27,941 | 19,381 | 10,820 |
| CIL £psm | 170 | 59,952 | 51,435 | 42,917 | 34,359 | 25,798 | 17,238 | 8,677 |
| 131.33 | 190 | 57,820 | 49,303 | 40,777 | 32,216 | 23,655 | 15,095 | 6,534 |
| | 210 | 55,688 | 47,170 | 38,634 | 30,073 | 21,512 | 12,952 | 4,391 |
| | 230 | 53,556 | 45,038 | 36,491 | 27,930 | 19,369 | 10,809 | 2,248 |
| | 250 | 51,424 | 42,906 | 34,348 | 25,787 | 17,226 | 8,666 | 105 |
| | 270 | 49,291 | 40,766 | 32,205 | 23,644 | 15,084 | 6,523 | (2,038) |
| | 290 | 47,159 | 38,623 | 30,062 | 21,501 | 12,941 | 4,380 | (4,181) |
| | 310 | 45,027 | 36,480 | 27,919 | 19,358 | 10,798 | 2,237 | (6,325) |
| | 330 | 42,895 | 34,337 | 25,776 | 17,215 | 8,655 | 94 | (8,479) |
| | 350 | 40,755 | 32,194 | 23,633 | 15,072 | 6,512 | (2,049) | (10,633) |
| | 370 | 38,612 | 30,051 | 21,490 | 12,929 | 4,369 | (4,192) | (12,786) |
| | 390 | 36,469 | 27,908 | 19,347 | 10,786 | 2,226 | (6,336) | (14,940) |
| | 410 | 34,326 | 25,765 | 17,204 | 8,643 | 83 | (8,490) | (17,094) |
| | 430 | 32,183 | 23,622 | 15,061 | 6,500 | (2,060) | (10,644) | (19,248) |
| | 450 | 30,040 | 21,479 | 12,918 | 4,357 | (4,203) | (12,798) | (21,402) |
| | 470 | 27,897 | 19,336 | 10,775 | 2,214 | (6,347) | (14,952) | (23,556) |
| | 490 | 25,754 | 17,193 | 8,632 | 71 | (8,501) | (17,105) | (25,710) |
| | 510 | 23,611 | 15,050 | 6,489 | (2,072) | (10,655) | (19,259) | (27,863) |
| | 530 | 21,468 | 12,907 | 4,346 | (4,215) | (12,809) | (21,413) | (30,017) |
| | 550 | 19,325 | 10,764 | 2,203 | (6,359) | (14,963) | (23,567) | (32,388) |
| | 570 | 17,182 | 8,621 | 60 | (8,512) | (17,117) | (25,721) | (34,857) |

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) | 47,040 | | | | | | | |
| | 70 | 27,067 | 40,342 | 53,578 | 66,814 | 80,049 | 93,285 | 106,521 |
| | 90 | 24,925 | 38,208 | 51,446 | 64,682 | 77,917 | 91,153 | 104,389 |
| | 110 | 22,782 | 36,065 | 49,314 | 62,549 | 75,785 | 89,021 | 102,256 |
| | 130 | 20,639 | 33,922 | 47,181 | 60,417 | 73,653 | 86,889 | 100,124 |
| | 150 | 18,496 | 31,779 | 45,049 | 58,285 | 71,521 | 84,756 | 97,992 |
| CIL £psm | 170 | 16,353 | 29,636 | 42,917 | 56,153 | 69,388 | 82,624 | 95,860 |
| 131.33 | 190 | 14,210 | 27,493 | 40,777 | 54,021 | 67,256 | 80,492 | 93,728 |
| | 210 | 12,067 | 25,350 | 38,634 | 51,888 | 65,124 | 78,360 | 91,596 |
| | 230 | 9,924 | 23,207 | 36,491 | 49,756 | 62,992 | 76,228 | 89,463 |
| | 250 | 7,781 | 21,064 | 34,348 | 47,624 | 60,860 | 74,095 | 87,331 |
| | 270 | 5,638 | 18,921 | 32,205 | 45,489 | 58,728 | 71,963 | 85,199 |
| | 290 | 3,495 | 16,778 | 30,062 | 43,346 | 56,595 | 69,831 | 83,067 |
| | 310 | 1,352 | 14,635 | 27,919 | 41,203 | 54,463 | 67,699 | 80,935 |
| | 330 | (791) | 12,492 | 25,776 | 39,060 | 52,331 | 65,567 | 78,802 |
| | 350 | (2,934) | 10,349 | 23,633 | 36,917 | 50,199 | 63,434 | 76,670 |
| | 370 | (5,077) | 8,206 | 21,490 | 34,774 | 48,058 | 61,302 | 74,538 |
| | 390 | (7,220) | 6,063 | 19,347 | 32,631 | 45,915 | 59,170 | 72,406 |
| | 410 | (9,366) | 3,920 | 17,204 | 30,488 | 43,772 | 57,038 | 70,274 |
| | 430 | (11,520) | 1,777 | 15,061 | 28,345 | 41,629 | 54,906 | 68,141 |
| | 450 | (13,674) | (366) | 12,918 | 26,202 | 39,486 | 52,770 | 66,009 |
| | 470 | (15,828) | (2,509) | 10,775 | 24,059 | 37,343 | 50,627 | 63,877 |
| | 490 | (17,982) | (4,652) | 8,632 | 21,916 | 35,200 | 48,484 | 61,745 |
| | 510 | (20,135) | (6,794) | 6,489 | 19,773 | 33,057 | 46,341 | 59,613 |
| | 530 | (22,289) | (8,945) | 4,346 | 17,630 | 30,914 | 44,198 | 57,480 |
| | 550 | (24,443) | (11,099) | 2,203 | 15,487 | 28,771 | 42,055 | 55,338 |
| | 570 | (26,597) | (13,253) | 60 | 13,344 | 26,628 | 39,912 | 53,195 |

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

Scheme Ref: J
No Units: 1 **Location / Value Zone:** Lower **Development Scenario:** Greenfield
Notes:

[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: | J |
| No Units: | 1 |
| Location / Value Zone: | Lower |
| Development Scenario: | Greenfield |
| Notes: | 0 |
| Total GDV (£) | 400,000 |
| 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) | 15,102.95 |
| CIL (£) | 15,103 |
| Site Specific S106 (£ per unit) | 2,500 |
| Site Specific S106 (£) | 2,500 |
| Sub-total CIL+S106 (£ per unit) | 17,603 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 17,603 |
| Total Developers Profit (£) | 80,000 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 20.00% |
| Developers Profit (% on costs) | 34.64% |
| RLV (£) | 88,223 |
| RLV (£/acre) | 1,071,101 |
| RLV (£/ha) | 2,646,690 |
| Balance for Plan VA: | |
| BLV (£) | 41,183 |
| BLV (£/acre) | 500,000 |
| BLV (£/ha) | 1,235,500 |
| Surplus/Deficit | 47,040 |
| Surplus/Deficit (£/acre) | 571,101 |
| Surplus/Deficit (£/ha) | 1,411,190 |
| 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 |

190311 VOWH Residential Appraisals_D_J_v3 - Summary Table

| Scheme Ref: | D | E | F | G | H | I | J |
|---|------------|------------|------------|------------|------------|------------|------------|
| No Units: | 270 | 170 | 90 | 50 | 9 | 5 | 1 |
| Location / Value Zone: | Lower | Lower | Lower | Lower | Lower | Lower | Lower |
| Development Scenario: | Greenfield | Greenfield | Greenfield | Greenfield | Greenfield | Greenfield | Greenfield |
| Notes: | | | | | | | |
| Total GDV (£) | 76,832,685 | 48,376,135 | 25,610,895 | 14,228,275 | 4,083,750 | 2,250,000 | 400,000 |
| AH % | 35% | 35% | 35% | 35% | 0% | 0% | 0% |
| Affordable Rent: | 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% |
| Intermediate (LCHO/Sub-Market/Starter etc.): | 25.00% | 25.00% | 25.00% | 25.00% | 25.00% | 25.00% | 25.00% |
| CIL (£ psm) | 131.33 | 131.33 | 131.33 | 131.33 | 131.33 | 131.33 | 131.33 |
| CIL (£ per unit) | 7,663.47 | 7,663.47 | 7,663.47 | 7,663.47 | 17,926.55 | 17,729.55 | 15,102.95 |
| CIL (£) | 2,069,138 | 1,302,790 | 689,713 | 383,174 | 161,339 | 88,648 | 15,103 |
| Site Specific S106 (£ per unit) | 7,000 | 7,000 | 7,000 | 7,000 | 2,500 | 2,500 | 2,500 |
| Site Specific S106 (£) | 1,890,000 | 1,190,000 | 630,000 | 350,000 | 22,500 | 12,500 | 2,500 |
| Sub-total CIL+S106 (£ per unit) | 14,663 | 14,663 | 14,663 | 14,663 | 20,427 | 20,230 | 17,603 |
| Strategic Infrastructure (£ per unit) | - | - | - | - | - | - | - |
| Strategic Infrastructure (£) | - | - | - | - | - | - | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 14,663 | 14,663 | 14,663 | 14,663 | 20,427 | 20,230 | 17,603 |
| Total Developers Profit (£) | 12,476,047 | 7,855,289 | 4,158,682 | 2,310,379 | 816,750 | 450,000 | 80,000 |
| Developers Profit (% on OMS) | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% |
| Developers Profit (% on AH) | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% |
| Developers Profit (% blended) | 16.24% | 16.24% | 16.24% | 16.24% | 20.00% | 20.00% | 20.00% |
| Developers Profit (% on costs) | 28.79% | 28.75% | 25.94% | 25.82% | 33.32% | 33.18% | 34.64% |
| RLV (£) | 18,354,406 | 11,527,058 | 4,740,403 | 2,601,293 | 722,466 | 397,823 | 88,223 |
| RLV (£/acre) | 825,325 | 823,224 | 639,472 | 631,637 | 974,593 | 965,981 | 1,071,101 |
| RLV (£/ha) | 2,039,378 | 2,034,187 | 1,580,134 | 1,560,776 | 2,408,219 | 2,386,939 | 2,646,690 |
| Balance for Plan VA: | | | | | | | |
| BLV (£) | 10,007,550 | 6,301,050 | 3,335,850 | 2,059,167 | 370,650 | 205,917 | 41,183 |
| BLV (£/acre) | 450,000 | 450,000 | 450,000 | 500,000 | 500,000 | 500,000 | 500,000 |
| BLV (£/ha) | 1,111,950 | 1,111,950 | 1,111,950 | 1,235,500 | 1,235,500 | 1,235,500 | 1,235,500 |
| Surplus/Deficit | 8,346,856 | 5,226,008 | 1,404,553 | 542,126 | 351,816 | 191,906 | 47,040 |
| Surplus/Deficit (£/acre) | 375,325 | 373,224 | 189,472 | 131,637 | 474,593 | 465,981 | 571,101 |
| Surplus/Deficit (£/ha) | 927,428 | 922,237 | 468,184 | 325,276 | 1,172,719 | 1,151,439 | 1,411,190 |
| Plan Viability comments | Viable | Viable | Viable | Viable | Viable | Viable | Viable |

190311 VOWH Residential Appraisals_K_P_v3 - Version Notes

| Date | Version | Comments |
|--------|---------|----------|
| 190311 | v3 | |

Scheme Ref: **K**
 No Units: **170** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|--|--------------------------------|-------------------|---|--|------------------------------|---|--|
| Total number of units in scheme | | | | 170 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% | | | |
| CIL Rate (£ psm) | | | | 100% | | | |
| | | | | 93.02 £ psm | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | |
| 1 bed House | 10.0% | 11.1 | 15.0% | 8.9 | 12% | 20.0 | |
| 2 bed House | 25.0% | 27.6 | 30.0% | 17.9 | 27% | 45.5 | |
| 3 bed House | 35.0% | 38.7 | 40.0% | 23.8 | 37% | 62.5 | |
| 4 bed House | 5.0% | 5.5 | 7.5% | 4.5 | 6% | 10.0 | |
| 5 bed House | 5.0% | 5.5 | 7.5% | 4.5 | 6% | 10.0 | |
| 1 bed Flat | 7.0% | 7.7 | 0.0% | 0.0 | 5% | 7.7 | |
| 2 bed Flat | 13.0% | 14.4 | 0.0% | 0.0 | 8% | 14.4 | |
| Total number of units | 100.0% | 110.5 | 100.0% | 59.5 | 100% | 170.0 | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | | |
| | | | | | (sqm) | (sqft) | |
| 1 bed House | 685 | 7,374 | 553 | 5,956 | 1,238 | 13,331 | |
| 2 bed House | 2,182 | 23,491 | 1,410 | 15,179 | 3,593 | 38,670 | |
| 3 bed House | 3,868 | 41,629 | 2,380 | 25,618 | 6,248 | 67,248 | |
| 4 bed House | 635 | 6,839 | 513 | 5,524 | 1,149 | 12,363 | |
| 5 bed House | 912 | 9,813 | 736 | 7,926 | 1,648 | 17,738 | |
| 1 bed Flat | 455 | 4,898 | 0 | 0 | 455 | 4,898 | |
| 2 bed Flat | 1,183 | 12,734 | 0 | 0 | 1,183 | 12,734 | |
| | 9,920 | 106,778 | 5,593 | 60,203 | 15,513 | 166,980 | |
| AH % by floor area: | | | 36.05% AH % by floor area due to mix | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV (£ no AH) | | | |
| 1 bed House | 240,000 | 3,871 | 360 | 4,794,000 | | | |
| 2 bed House | 300,000 | 3,797 | 353 | 13,642,500 | | | |
| 3 bed House | 365,000 | 3,650 | 339 | 22,803,375 | | | |
| 4 bed House | 400,000 | 3,478 | 323 | 3,995,000 | | | |
| 5 bed House | 525,000 | 3,182 | 296 | 5,243,438 | | | |
| 1 bed Flat | 200,000 | 4,000 | 372 | 1,547,000 | | | |
| 2 bed Flat | 255,000 | 3,643 | 338 | 3,663,075 | | | |
| | | | | 55,688,388 | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV | |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% | |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% | |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% | |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% | |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% | |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% | |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% | |

Scheme Ref: **K**
 No Units: **170** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|------------|---|--|---------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 11.1 | @ | 240,000 | 2,652,000 |
| 2 bed House | 27.6 | @ | 300,000 | 8,287,500 |
| 3 bed House | 38.7 | @ | 365,000 | 14,116,375 |
| 4 bed House | 5.5 | @ | 400,000 | 2,210,000 |
| 5 bed House | 5.5 | @ | 525,000 | 2,900,625 |
| 1 bed Flat | 7.7 | @ | 200,000 | 1,547,000 |
| 2 bed Flat | 14.4 | @ | 255,000 | 3,663,075 |
| | 110.5 | | | 35,376,575 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 6.7 | @ | 144,000 | 963,900 |
| 2 bed House | 13.4 | @ | 180,000 | 2,409,750 |
| 3 bed House | 17.9 | @ | 219,000 | 3,909,150 |
| 4 bed House | 3.3 | @ | 240,000 | 803,250 |
| 5 bed House | 3.3 | @ | 315,000 | 1,054,266 |
| 1 bed Flat | 0.0 | @ | 120,000 | - |
| 2 bed Flat | 0.0 | @ | 153,000 | - |
| | 44.6 | | | 9,140,316 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 105,600 | - |
| 2 bed House | 0.0 | @ | 132,000 | - |
| 3 bed House | 0.0 | @ | 160,600 | - |
| 4 bed House | 0.0 | @ | 176,000 | - |
| 5 bed House | 0.0 | @ | 231,000 | - |
| 1 bed Flat | 0.0 | @ | 88,000 | - |
| 2 bed Flat | 0.0 | @ | 112,200 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 2.2 | @ | 182,400 | 406,980 |
| 2 bed House | 4.5 | @ | 228,000 | 1,017,450 |
| 3 bed House | 6.0 | @ | 277,400 | 1,650,530 |
| 4 bed House | 1.1 | @ | 304,000 | 339,150 |
| 5 bed House | 1.1 | @ | 399,000 | 445,134 |
| 1 bed Flat | 0.0 | @ | 152,000 | - |
| 2 bed Flat | 0.0 | @ | 193,800 | - |
| | 14.9 | | | 3,859,244 |
| Sub-total GDV Residential | 170 | | | 48,376,135 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 7,312,253 |
| | | | 471 £ psm (total GIA sqm) | 43,013 £ per unit (total units) |
| Grant | 170 | @ | 0 | - |
| Total GDV | | | | 48,376,135 |

| DEVELOPMENT COSTS | | | | |
|---|-------------------------|--------------------------------|-----------------------------|-------------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (120,000) |
| Statutory Planning Fees (Residential) | | | | (39,419) |
| CIL | 9,920 sqm (Market only) | 93.02 £ psm | | (922,756) |
| CIL analysis: | 1.91% % of GDV | 5,428 £ 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 | 170 units @ | 7,000 per unit | (1,190,000) |
| S106 analysis: | 210,000 £ per ha | 2.46% % of GDV | 7,000 £ per unit (total ur) | (1,190,000) |
| AH Commuted Sum | 15,513 sqm (total) | 0 £ psm | | - |
| Comm. Sum analysis: | 0.00% % of GDV | | | |

| | | | | | | |
|--|-------------------|-------------------------------|--------------------|-----------------------------------|---------------------|-------------|
| Scheme Ref: | K | Location / Value Zone: | Lower | Development Scenario: | Brownfield | |
| No Units: | 170 | | | | | |
| Notes: | | | | | | |
| <i>cont/</i> | | | | | | |
| Construction Costs - | | | | | | |
| Site Clearance and Demolition | | 14.00 acres @ | | 50,000 £ per acre (if brownfield) | (700,117) | |
| 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 | | 170 units @ | 0 per unit | - | |
| Infra. Costs analysis: | - | £ per ha | 0.00% % of GDV | 0 £ per unit (total ur | - | |
| 1 bed House | | | 1,238 sqm @ | 1,160 psm | (1,436,602) | |
| 2 bed House | | | 3,593 sqm @ | 1,160 psm | (4,167,329) | |
| 3 bed House | | | 6,248 sqm @ | 1,160 psm | (7,247,100) | |
| 4 bed House | | | 1,149 sqm @ | 1,160 psm | (1,332,333) | |
| 5 bed House | | | 1,648 sqm @ | 1,160 psm | (1,911,608) | |
| 1 bed Flat | | | 455 sqm @ | 1,288 psm | (586,040) | |
| 2 bed Flat | 15,513 | | 1,183 sqm @ | 1,288 psm | (1,523,704) | |
| External works | | | 18,204,715 @ | 15.0% 16,063 £ per unit | (2,730,707) | |
| M4(2) Category 2 Housing | Aff units | 60 units @ | 95% @ | 521 £ per unit | (29,450) | |
| M4(3) Category 3 Housing | Aff units | 60 units @ | 5% @ | 10,111 £ per unit | (30,080) | |
| M4(2) Category 2 Housing | Mrkt units | 111 units @ | 15% @ | 521 £ per unit | (8,636) | |
| M4(3) Category 3 Housing | Mrkt units | 111 units @ | 2% @ | 10,111 £ per unit | (22,345) | |
| Water Efficiency additional cost | | 170 units @ | | 10 £ per unit | (1,700) | |
| Contingency | | | 21,727,750 @ | 3.0% | (651,832) | |
| Professional Fees | | | 21,727,750 @ | 6.5% | (1,412,304) | |
| Disposal Costs - | | | | | | |
| Residential Sales Agent Costs | | | 35,376,575 OMS @ | 1.00% | 2,081 £ per unit | (353,766) |
| Residential Sales Legal Costs | | | 35,376,575 OMS @ | 0.50% | 1,040 £ per unit | (176,883) |
| Marketing and Promotion | | | 35,376,575 OMS @ | 3.00% | 6,243 £ per unit | (1,061,297) |
| | | | | 9,364 £ per unit | | |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | (96,754) | |
| Developers Profit - | | | | | | |
| Margin on AH | | | 12,999,560 | 6.00% on AH values | (779,974) | |
| Profit on OMS | | | 35,376,575 | 20.00% | (7,075,315) | |
| Profit analysis: | | | 27,752,760 | 28.30% on costs | (7,855,289) | |
| | | | 48,376,135 | 16.24% blended | (7,855,289) | |
| TOTAL COSTS | | | | | (35,608,049) | |
| RESIDUAL LAND VALUE (RLV) | | | | | | |
| Residual Land Value (gross) | | | | | 12,768,086 | |
| SDLT | | | 12,768,086 @ | (slabbed) | (627,904) | |
| Acquisition Agent fees | | | 12,768,086 @ | 1.0% | (127,681) | |
| Acquisition Legal fees | | | 12,768,086 @ | 0.5% | (63,840) | |
| Interest on Land | | | 12,768,086 @ | 6.25% | (798,005) | |
| Residual Land Value | | | | | 11,150,655 | |
| RLV analysis: | | | 65,592 £ per plot | 1,967,763 £ per ha | 796,343 £ per acre | |
| BENCHMARK LAND VALUE (BLV) | | | | | | |
| Residential Density | | | 30.0 dph | | | |
| Site Area (Net) | | | 5.67 ha | 14.00 acres | | |
| Density analysis: | | | 2,738 sqm/ha | 11,925 sqft/ac | | |
| Benchmark Land Value (Net) | 44,478 £ per plot | | 1,334,340 £ per ha | 540,000 £ per acre | 7,561,260 | |
| BALANCE | | | | | | |
| Surplus/(Deficit) | | | 633,423 £ per ha | 256,343 £ per acre | 3,589,395 | |

Scheme Ref: **K**
 No Units: **170** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| | | Affordable Housing - % on site 35% | | | | | | | |
|---------------------|-----|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV) | | 3,589,395 | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| CIL £psm 93.02 | 70 | | 4,553,337 | 4,299,193 | 4,045,048 | 3,790,904 | 3,536,750 | 3,300,611 | 3,044,687 |
| | 90 | | 4,337,863 | 4,097,186 | 3,856,508 | 3,615,831 | 3,375,154 | 3,152,628 | 2,910,186 |
| | 110 | | 4,122,389 | 3,895,179 | 3,667,969 | 3,440,758 | 3,213,548 | 3,004,490 | 2,775,629 |
| | 130 | | 3,906,915 | 3,693,172 | 3,479,429 | 3,265,686 | 3,051,943 | 2,856,351 | 2,640,958 |
| | 150 | | 3,691,179 | 3,491,069 | 3,290,889 | 3,090,613 | 2,890,337 | 2,708,213 | 2,506,287 |
| | 170 | | 3,475,415 | 3,288,791 | 3,102,166 | 2,915,540 | 2,728,732 | 2,560,074 | 2,371,615 |
| | 190 | | 3,259,651 | 3,086,512 | 2,913,373 | 2,740,234 | 2,567,095 | 2,411,936 | 2,236,944 |
| | 210 | | 3,043,888 | 2,884,234 | 2,724,580 | 2,564,926 | 2,405,272 | 2,263,786 | 2,102,273 |
| | 230 | | 2,827,985 | 2,681,955 | 2,535,786 | 2,389,618 | 2,243,449 | 2,115,448 | 1,967,602 |
| | 250 | | 2,611,915 | 2,479,461 | 2,346,993 | 2,214,310 | 2,081,626 | 1,967,111 | 1,832,775 |
| | 270 | | 2,395,845 | 2,276,895 | 2,157,945 | 2,038,995 | 1,919,803 | 1,818,773 | 1,697,923 |
| | 290 | | 2,179,774 | 2,074,329 | 1,968,883 | 1,863,438 | 1,757,980 | 1,670,435 | 1,563,071 |
| | 310 | | 1,963,560 | 1,871,763 | 1,779,822 | 1,687,881 | 1,595,940 | 1,522,098 | 1,428,218 |
| | 330 | | 1,747,166 | 1,669,012 | 1,590,760 | 1,512,324 | 1,433,887 | 1,373,636 | 1,293,366 |
| | 350 | | 1,530,772 | 1,466,143 | 1,401,513 | 1,336,766 | 1,271,834 | 1,225,088 | 1,158,502 |
| | 370 | | 1,314,378 | 1,263,274 | 1,212,169 | 1,161,064 | 1,109,782 | 1,076,539 | 1,023,458 |
| | 390 | | 1,097,706 | 1,060,404 | 1,022,824 | 985,244 | 947,663 | 927,991 | 888,414 |
| 410 | | 880,972 | 857,260 | 833,479 | 809,423 | 785,368 | 779,442 | 753,370 | |
| 430 | | 664,237 | 654,071 | 643,905 | 633,603 | 623,072 | 630,746 | 618,326 | |
| 450 | | 447,316 | 450,882 | 454,262 | 457,643 | 460,777 | 481,975 | 483,282 | |
| 470 | | 230,224 | 247,541 | 264,620 | 281,546 | 298,472 | 333,204 | 348,067 | |
| 490 | | 13,131 | 44,017 | 74,903 | 105,449 | 135,921 | 184,433 | 212,821 | |
| 510 | | (204,153) | (159,507) | (115,053) | (70,648) | (26,630) | 35,612 | 77,575 | |
| 530 | | (421,620) | (363,152) | (305,009) | (246,987) | (189,181) | (113,393) | (57,672) | |
| 550 | | (639,088) | (567,028) | (494,969) | (423,374) | (351,784) | (262,398) | (192,945) | |
| 570 | | (856,850) | (770,904) | (685,253) | (599,762) | (514,603) | (411,403) | (328,404) | |

TABLE 2

| | | Site Specific S106 | | | | | | | |
|---------------------|-----|--------------------|-----------|-----------|-----------|-------------|-------------|-------------|-----------|
| Balance (RLV - BLV) | | 3,589,395 | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| CIL £psm 93.02 | 70 | | 3,790,904 | 3,686,393 | 3,581,882 | 3,477,371 | 3,372,861 | 3,268,350 | 3,163,839 |
| | 90 | | 3,615,831 | 3,511,320 | 3,406,810 | 3,302,299 | 3,197,788 | 3,093,277 | 2,988,767 |
| | 110 | | 3,440,758 | 3,336,248 | 3,231,737 | 3,127,226 | 3,022,715 | 2,918,205 | 2,813,694 |
| | 130 | | 3,265,686 | 3,161,175 | 3,056,664 | 2,952,154 | 2,847,643 | 2,743,132 | 2,638,603 |
| | 150 | | 3,090,613 | 2,986,102 | 2,881,592 | 2,777,073 | 2,672,480 | 2,567,888 | 2,463,295 |
| | 170 | | 2,915,540 | 2,810,949 | 2,706,357 | 2,601,765 | 2,497,172 | 2,392,580 | 2,287,987 |
| | 190 | | 2,740,234 | 2,635,641 | 2,531,049 | 2,426,456 | 2,321,864 | 2,217,272 | 2,112,679 |
| | 210 | | 2,564,926 | 2,460,333 | 2,355,741 | 2,251,148 | 2,146,556 | 2,041,964 | 1,937,371 |
| | 230 | | 2,389,618 | 2,285,025 | 2,180,433 | 2,075,840 | 1,971,248 | 1,866,655 | 1,762,036 |
| | 250 | | 2,214,310 | 2,109,717 | 2,005,125 | 1,900,516 | 1,795,837 | 1,691,158 | 1,586,479 |
| | 270 | | 2,038,995 | 1,934,316 | 1,829,637 | 1,724,959 | 1,620,280 | 1,515,601 | 1,410,922 |
| | 290 | | 1,863,438 | 1,758,759 | 1,654,080 | 1,549,401 | 1,444,722 | 1,340,044 | 1,235,365 |
| | 310 | | 1,687,881 | 1,583,202 | 1,478,523 | 1,373,844 | 1,269,165 | 1,164,486 | 1,059,808 |
| | 330 | | 1,512,324 | 1,407,645 | 1,302,966 | 1,198,287 | 1,093,608 | 988,853 | 884,083 |
| | 350 | | 1,336,766 | 1,232,088 | 1,127,344 | 1,022,573 | 917,803 | 813,033 | 708,263 |
| | 370 | | 1,161,064 | 1,056,294 | 951,523 | 846,753 | 741,983 | 637,213 | 532,443 |
| | 390 | | 985,244 | 880,473 | 775,703 | 670,933 | 566,163 | 461,393 | 356,623 |
| 410 | | 809,423 | 704,653 | 599,883 | 495,113 | 390,343 | 285,506 | 180,639 | |
| 430 | | 633,603 | 528,833 | 424,007 | 319,141 | 214,275 | 109,409 | 4,543 | |
| 450 | | 457,643 | 352,776 | 247,910 | 143,044 | 38,178 | (66,688) | (171,554) | |
| 470 | | 281,546 | 176,680 | 71,813 | (33,053) | (137,919) | (242,785) | (347,651) | |
| 490 | | 105,449 | 583 | (104,284) | (209,150) | (314,079) | (419,047) | (524,014) | |
| 510 | | (70,648) | (175,566) | (280,533) | (385,500) | (490,467) | (595,434) | (700,401) | |
| 530 | | (246,987) | (351,954) | (456,921) | (561,888) | (666,855) | (771,822) | (876,789) | |
| 550 | | (423,374) | (528,341) | (633,308) | (738,275) | (843,242) | (948,273) | (1,053,346) | |
| 570 | | (599,762) | (704,729) | (809,747) | (914,820) | (1,019,892) | (1,124,965) | (1,230,038) | |

Scheme Ref: **K**
 No Units: **170** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| Balance (RLV - BLV) | 3,589,395 | Infrastructure Costs | | | | | | |
|---------------------|-----------|-------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | | (where 110% is a 10% increase etc.) | | | | | | |
| 70 | | 3,790,904 | 3,790,904 | 3,790,904 | 3,790,904 | 3,790,904 | 3,790,904 | 3,790,904 |
| 90 | | 3,615,831 | 3,615,831 | 3,615,831 | 3,615,831 | 3,615,831 | 3,615,831 | 3,615,831 |
| 110 | | 3,440,758 | 3,440,758 | 3,440,758 | 3,440,758 | 3,440,758 | 3,440,758 | 3,440,758 |
| 130 | | 3,265,686 | 3,265,686 | 3,265,686 | 3,265,686 | 3,265,686 | 3,265,686 | 3,265,686 |
| 150 | | 3,090,613 | 3,090,613 | 3,090,613 | 3,090,613 | 3,090,613 | 3,090,613 | 3,090,613 |
| CIL £psm | | 2,915,540 | 2,915,540 | 2,915,540 | 2,915,540 | 2,915,540 | 2,915,540 | 2,915,540 |
| 93.02 | | 2,740,234 | 2,740,234 | 2,740,234 | 2,740,234 | 2,740,234 | 2,740,234 | 2,740,234 |
| 210 | | 2,564,926 | 2,564,926 | 2,564,926 | 2,564,926 | 2,564,926 | 2,564,926 | 2,564,926 |
| 230 | | 2,389,618 | 2,389,618 | 2,389,618 | 2,389,618 | 2,389,618 | 2,389,618 | 2,389,618 |
| 250 | | 2,214,310 | 2,214,310 | 2,214,310 | 2,214,310 | 2,214,310 | 2,214,310 | 2,214,310 |
| 270 | | 2,038,995 | 2,038,995 | 2,038,995 | 2,038,995 | 2,038,995 | 2,038,995 | 2,038,995 |
| 290 | | 1,863,438 | 1,863,438 | 1,863,438 | 1,863,438 | 1,863,438 | 1,863,438 | 1,863,438 |
| 310 | | 1,687,881 | 1,687,881 | 1,687,881 | 1,687,881 | 1,687,881 | 1,687,881 | 1,687,881 |
| 330 | | 1,512,324 | 1,512,324 | 1,512,324 | 1,512,324 | 1,512,324 | 1,512,324 | 1,512,324 |
| 350 | | 1,336,766 | 1,336,766 | 1,336,766 | 1,336,766 | 1,336,766 | 1,336,766 | 1,336,766 |
| 370 | | 1,161,064 | 1,161,064 | 1,161,064 | 1,161,064 | 1,161,064 | 1,161,064 | 1,161,064 |
| 390 | | 985,244 | 985,244 | 985,244 | 985,244 | 985,244 | 985,244 | 985,244 |
| 410 | | 809,423 | 809,423 | 809,423 | 809,423 | 809,423 | 809,423 | 809,423 |
| 430 | | 633,603 | 633,603 | 633,603 | 633,603 | 633,603 | 633,603 | 633,603 |
| 450 | | 457,643 | 457,643 | 457,643 | 457,643 | 457,643 | 457,643 | 457,643 |
| 470 | | 281,546 | 281,546 | 281,546 | 281,546 | 281,546 | 281,546 | 281,546 |
| 490 | | 105,449 | 105,449 | 105,449 | 105,449 | 105,449 | 105,449 | 105,449 |
| 510 | | (70,648) | (70,648) | (70,648) | (70,648) | (70,648) | (70,648) | (70,648) |
| 530 | | (246,987) | (246,987) | (246,987) | (246,987) | (246,987) | (246,987) | (246,987) |
| 550 | | (423,374) | (423,374) | (423,374) | (423,374) | (423,374) | (423,374) | (423,374) |
| 570 | | (599,762) | (599,762) | (599,762) | (599,762) | (599,762) | (599,762) | (599,762) |

| Balance (RLV - BLV) | 3,589,395 | Profit 20% | | | | | | |
|---------------------|-----------|------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| 70 | | 5,334,207 | 5,025,546 | 4,716,885 | 4,408,225 | 4,099,564 | 3,790,904 | 3,482,243 |
| 90 | | 5,159,134 | 4,850,473 | 4,541,813 | 4,233,152 | 3,924,492 | 3,615,831 | 3,307,170 |
| 110 | | 4,984,061 | 4,675,401 | 4,366,740 | 4,058,080 | 3,749,419 | 3,440,758 | 3,132,098 |
| 130 | | 4,808,989 | 4,500,328 | 4,191,668 | 3,883,007 | 3,574,346 | 3,265,686 | 2,957,025 |
| 150 | | 4,633,916 | 4,325,256 | 4,016,595 | 3,707,934 | 3,399,274 | 3,090,613 | 2,781,953 |
| CIL £psm | | 4,458,844 | 4,150,183 | 3,841,522 | 3,532,862 | 3,224,201 | 2,915,540 | 2,606,880 |
| 93.02 | | 4,283,537 | 3,974,876 | 3,666,216 | 3,357,555 | 3,048,894 | 2,740,234 | 2,431,573 |
| 210 | | 4,108,229 | 3,799,568 | 3,490,908 | 3,182,247 | 2,873,586 | 2,564,926 | 2,256,265 |
| 230 | | 3,932,921 | 3,624,260 | 3,315,600 | 3,006,939 | 2,698,278 | 2,389,618 | 2,080,957 |
| 250 | | 3,757,613 | 3,448,952 | 3,140,291 | 2,831,631 | 2,522,970 | 2,214,310 | 1,905,649 |
| 270 | | 3,582,298 | 3,273,638 | 2,964,977 | 2,656,316 | 2,347,656 | 2,038,995 | 1,730,335 |
| 290 | | 3,406,741 | 3,098,081 | 2,789,420 | 2,480,759 | 2,172,099 | 1,863,438 | 1,554,777 |
| 310 | | 3,231,184 | 2,922,523 | 2,613,863 | 2,305,202 | 1,996,541 | 1,687,881 | 1,379,220 |
| 330 | | 3,055,627 | 2,746,966 | 2,438,306 | 2,129,645 | 1,820,984 | 1,512,324 | 1,203,663 |
| 350 | | 2,880,070 | 2,571,409 | 2,262,748 | 1,954,088 | 1,645,427 | 1,336,766 | 1,028,106 |
| 370 | | 2,704,367 | 2,395,706 | 2,087,046 | 1,778,385 | 1,469,724 | 1,161,064 | 852,403 |
| 390 | | 2,528,547 | 2,219,886 | 1,911,225 | 1,602,565 | 1,293,904 | 985,244 | 676,583 |
| 410 | | 2,352,727 | 2,044,066 | 1,735,405 | 1,426,745 | 1,118,084 | 809,423 | 500,763 |
| 430 | | 2,176,906 | 1,868,246 | 1,559,585 | 1,250,925 | 942,264 | 633,603 | 324,943 |
| 450 | | 2,000,946 | 1,692,285 | 1,383,624 | 1,074,964 | 766,303 | 457,643 | 148,982 |
| 470 | | 1,824,849 | 1,516,188 | 1,207,528 | 898,867 | 590,206 | 281,546 | (27,115) |
| 490 | | 1,648,752 | 1,340,091 | 1,031,431 | 722,770 | 414,109 | 105,449 | (203,212) |
| 510 | | 1,472,655 | 1,163,994 | 855,334 | 546,673 | 238,013 | (70,648) | (379,309) |
| 530 | | 1,296,317 | 987,656 | 678,995 | 370,335 | 61,674 | (246,987) | (555,647) |
| 550 | | 1,119,929 | 811,268 | 502,608 | 193,947 | (114,714) | (423,374) | (732,035) |
| 570 | | 943,541 | 634,881 | 326,220 | 17,559 | (291,101) | (599,762) | (908,422) |

Scheme Ref: **K**
 No Units: **170** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| Balance (RLV - BLV) | 3,589,395 | BLV (per acre) | | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
|---------------------|-----------|----------------|-----------|-----------|-------------|-------------|-------------|-------------|
| | | 300,000 | 400,000 | | | | | |
| 70 | | 7,151,464 | 5,751,230 | 4,350,997 | 2,950,764 | 1,550,530 | 150,297 | (1,249,936) |
| 90 | | 6,976,391 | 5,576,158 | 4,175,924 | 2,775,691 | 1,375,458 | (24,776) | (1,425,009) |
| 110 | | 6,801,318 | 5,401,085 | 4,000,852 | 2,600,618 | 1,200,385 | (199,848) | (1,600,082) |
| 130 | | 6,626,246 | 5,226,012 | 3,825,779 | 2,425,546 | 1,025,312 | (374,921) | (1,775,154) |
| 150 | | 6,451,173 | 5,050,940 | 3,650,706 | 2,250,473 | 850,240 | (549,994) | (1,950,227) |
| CIL £psm | | 6,276,100 | 4,875,867 | 3,475,634 | 2,075,400 | 675,167 | (725,066) | (2,125,300) |
| 93.02 | | 6,100,794 | 4,700,560 | 3,300,327 | 1,900,094 | 499,860 | (900,373) | (2,300,606) |
| 210 | | 5,925,486 | 4,525,252 | 3,125,019 | 1,724,786 | 324,552 | (1,075,681) | (2,475,914) |
| 230 | | 5,750,178 | 4,349,944 | 2,949,711 | 1,549,478 | 149,244 | (1,250,989) | (2,651,222) |
| 250 | | 5,574,870 | 4,174,636 | 2,774,403 | 1,374,170 | (26,064) | (1,426,297) | (2,826,530) |
| 270 | | 5,399,555 | 3,999,322 | 2,599,089 | 1,198,855 | (201,378) | (1,601,611) | (3,001,845) |
| 290 | | 5,223,998 | 3,823,765 | 2,423,531 | 1,023,298 | (376,935) | (1,777,169) | (3,177,402) |
| 310 | | 5,048,441 | 3,648,208 | 2,247,974 | 847,741 | (552,492) | (1,952,726) | (3,352,959) |
| 330 | | 4,872,884 | 3,472,650 | 2,072,417 | 672,184 | (728,050) | (2,128,283) | (3,528,516) |
| 350 | | 4,697,326 | 3,297,093 | 1,896,860 | 496,626 | (903,607) | (2,303,840) | (3,704,074) |
| 370 | | 4,521,624 | 3,121,390 | 1,721,157 | 320,924 | (1,079,310) | (2,479,543) | (3,879,776) |
| 390 | | 4,345,804 | 2,945,570 | 1,545,337 | 145,104 | (1,255,130) | (2,655,363) | (4,055,596) |
| 410 | | 4,169,983 | 2,769,750 | 1,369,517 | (30,717) | (1,430,950) | (2,831,183) | (4,231,417) |
| 430 | | 3,994,163 | 2,593,930 | 1,193,697 | (206,537) | (1,606,770) | (3,007,003) | (4,407,237) |
| 450 | | 3,818,203 | 2,417,969 | 1,017,736 | (382,497) | (1,782,731) | (3,182,964) | (4,583,197) |
| 470 | | 3,642,106 | 2,241,872 | 841,639 | (558,594) | (1,958,828) | (3,359,061) | (4,759,294) |
| 490 | | 3,466,009 | 2,065,775 | 665,542 | (734,691) | (2,134,925) | (3,535,158) | (4,935,391) |
| 510 | | 3,289,912 | 1,889,679 | 489,445 | (910,788) | (2,311,021) | (3,711,255) | (5,111,488) |
| 530 | | 3,113,573 | 1,713,340 | 313,107 | (1,087,127) | (2,487,360) | (3,887,593) | (5,287,827) |
| 550 | | 2,937,186 | 1,536,953 | 136,719 | (1,263,514) | (2,663,747) | (4,063,981) | (5,464,214) |
| 570 | | 2,760,798 | 1,360,565 | (39,668) | (1,439,902) | (2,840,135) | (4,240,368) | (5,640,602) |

| Balance (RLV - BLV) | 3,589,395 | Density (dph) | | | | | | |
|---------------------|-----------|---------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| 70 | | 3,790,904 | 5,859,404 | 7,100,432 | 7,927,529 | 8,518,256 | 8,961,302 | 9,305,893 |
| 90 | | 3,615,831 | 5,684,554 | 6,925,581 | 7,752,887 | 8,343,614 | 8,786,659 | 9,131,250 |
| 110 | | 3,440,758 | 5,509,703 | 6,750,730 | 7,578,082 | 8,168,971 | 8,612,016 | 8,956,607 |
| 130 | | 3,265,686 | 5,334,852 | 6,575,879 | 7,403,231 | 7,994,197 | 8,437,374 | 8,781,965 |
| 150 | | 3,090,613 | 5,159,832 | 6,401,029 | 7,228,380 | 7,819,346 | 8,262,570 | 8,607,300 |
| CIL £psm | | 2,915,540 | 4,984,760 | 6,226,178 | 7,053,529 | 7,644,495 | 8,087,719 | 8,432,449 |
| 93.02 | | 2,740,234 | 4,809,687 | 6,051,218 | 6,878,679 | 7,469,644 | 7,912,868 | 8,257,598 |
| 210 | | 2,564,926 | 4,634,614 | 5,876,146 | 6,703,828 | 7,294,793 | 7,738,017 | 8,082,747 |
| 230 | | 2,389,618 | 4,459,542 | 5,701,073 | 6,528,761 | 7,119,942 | 7,563,166 | 7,907,896 |
| 250 | | 2,214,310 | 4,284,374 | 5,526,001 | 6,353,688 | 6,944,894 | 7,388,298 | 7,733,045 |
| 270 | | 2,038,995 | 4,109,066 | 5,350,928 | 6,178,616 | 6,769,821 | 7,213,225 | 7,558,095 |
| 290 | | 1,863,438 | 3,933,758 | 5,175,797 | 6,003,543 | 6,594,748 | 7,038,153 | 7,383,022 |
| 310 | | 1,687,881 | 3,758,450 | 5,000,488 | 5,828,470 | 6,419,676 | 6,863,080 | 7,207,950 |
| 330 | | 1,512,324 | 3,583,142 | 4,825,180 | 5,653,206 | 6,244,603 | 6,688,007 | 7,032,877 |
| 350 | | 1,336,766 | 3,407,681 | 4,649,872 | 5,477,898 | 6,069,345 | 6,512,930 | 6,857,805 |
| 370 | | 1,161,064 | 3,232,124 | 4,474,564 | 5,302,590 | 5,894,037 | 6,337,622 | 6,682,633 |
| 390 | | 985,244 | 3,056,567 | 4,299,116 | 5,127,282 | 5,718,729 | 6,162,314 | 6,507,325 |
| 410 | | 809,423 | 2,881,010 | 4,123,559 | 4,951,925 | 5,543,421 | 5,987,006 | 6,332,017 |
| 430 | | 633,603 | 2,705,374 | 3,948,002 | 4,776,368 | 5,368,058 | 5,811,698 | 6,156,709 |
| 450 | | 457,643 | 2,529,554 | 3,772,444 | 4,600,810 | 5,192,500 | 5,636,268 | 5,981,401 |
| 470 | | 281,546 | 2,353,734 | 3,596,797 | 4,425,253 | 5,016,943 | 5,460,711 | 5,805,863 |
| 490 | | 105,449 | 2,177,914 | 3,420,976 | 4,249,685 | 4,841,386 | 5,285,154 | 5,630,306 |
| 510 | | (70,648) | 2,001,984 | 3,245,156 | 4,073,865 | 4,665,799 | 5,109,596 | 5,454,749 |
| 530 | | (246,987) | 1,825,887 | 3,069,336 | 3,898,045 | 4,489,979 | 4,933,930 | 5,279,192 |
| 550 | | (423,374) | 1,649,790 | 2,893,370 | 3,722,224 | 4,314,159 | 4,758,110 | 5,103,405 |
| 570 | | (599,762) | 1,473,693 | 2,717,273 | 3,546,326 | 4,138,339 | 4,582,290 | 4,927,585 |

Scheme Ref: **K**
 No Units: **170** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

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) | 3,589,395 | | | | | | | |
| | 70 | 5,799,186 | 4,795,138 | 3,790,904 | 2,785,974 | 1,780,438 | 774,191 | (232,991) |
| | 90 | 5,624,400 | 4,620,287 | 3,615,831 | 2,610,902 | 1,605,129 | 598,634 | (408,811) |
| | 110 | 5,449,549 | 4,445,436 | 3,440,758 | 2,435,644 | 1,429,821 | 423,077 | (584,631) |
| | 130 | 5,274,699 | 4,270,586 | 3,265,686 | 2,260,336 | 1,254,311 | 247,388 | (760,663) |
| | 150 | 5,099,848 | 4,095,542 | 3,090,613 | 2,085,028 | 1,078,754 | 71,567 | (936,760) |
| CIL £psm | 170 | 4,924,997 | 3,920,470 | 2,915,540 | 1,909,720 | 903,197 | (104,253) | (1,112,856) |
| 93.02 | 190 | 4,750,146 | 3,745,397 | 2,740,234 | 1,734,411 | 727,640 | (280,073) | (1,289,064) |
| | 210 | 4,575,254 | 3,570,325 | 2,564,926 | 1,558,875 | 551,946 | (456,086) | (1,465,452) |
| | 230 | 4,400,181 | 3,395,252 | 2,389,618 | 1,383,318 | 376,126 | (632,183) | (1,641,839) |
| | 250 | 4,225,109 | 3,220,132 | 2,214,310 | 1,207,760 | 200,306 | (808,280) | (1,818,316) |
| | 270 | 4,050,036 | 3,044,824 | 2,038,995 | 1,032,203 | 24,486 | (984,448) | (1,995,008) |
| | 290 | 3,874,963 | 2,869,516 | 1,863,438 | 856,505 | (151,510) | (1,160,835) | (2,171,701) |
| | 310 | 3,699,891 | 2,694,208 | 1,687,881 | 680,685 | (327,607) | (1,337,223) | (2,348,541) |
| | 330 | 3,524,722 | 2,518,900 | 1,512,324 | 504,865 | (503,704) | (1,513,637) | (2,525,552) |
| | 350 | 3,349,414 | 2,343,559 | 1,336,766 | 329,045 | (679,831) | (1,690,330) | (2,702,563) |
| | 370 | 3,174,106 | 2,168,001 | 1,161,064 | 153,066 | (856,219) | (1,867,022) | (2,879,860) |
| | 390 | 2,998,798 | 1,992,444 | 985,244 | (23,031) | (1,032,607) | (2,043,777) | (3,057,204) |
| | 410 | 2,823,490 | 1,816,887 | 809,423 | (199,128) | (1,208,994) | (2,220,788) | (3,234,707) |
| | 430 | 2,648,122 | 1,641,330 | 633,603 | (375,224) | (1,385,651) | (2,397,799) | (3,412,398) |
| | 450 | 2,472,565 | 1,465,622 | 457,643 | (551,603) | (1,562,343) | (2,574,989) | (3,590,173) |
| | 470 | 2,297,007 | 1,289,802 | 281,546 | (727,990) | (1,739,036) | (2,752,333) | (3,768,225) |
| | 490 | 2,121,450 | 1,113,982 | 105,449 | (904,378) | (1,916,024) | (2,929,705) | (3,946,340) |
| | 510 | 1,945,893 | 938,162 | (70,648) | (1,080,972) | (2,093,035) | (3,107,396) | (4,124,768) |
| | 530 | 1,770,181 | 762,219 | (246,987) | (1,257,665) | (2,270,117) | (3,285,087) | (4,303,292) |
| | 550 | 1,594,361 | 586,122 | (423,374) | (1,434,357) | (2,447,461) | (3,463,070) | (4,482,110) |
| | 570 | 1,418,541 | 410,025 | (599,762) | (1,611,261) | (2,624,805) | (3,641,122) | (4,661,111) |

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) | 3,589,395 | | | | | | | |
| | 70 | 1,455,071 | 2,623,194 | 3,790,904 | 4,958,043 | 6,125,060 | 7,291,730 | 8,458,161 |
| | 90 | 1,279,763 | 2,448,122 | 3,615,831 | 4,783,192 | 5,950,209 | 7,117,088 | 8,283,518 |
| | 110 | 1,104,455 | 2,272,960 | 3,440,758 | 4,608,341 | 5,775,359 | 6,942,376 | 8,108,875 |
| | 130 | 929,081 | 2,097,652 | 3,265,686 | 4,433,395 | 5,600,508 | 6,767,525 | 7,934,233 |
| | 150 | 753,524 | 1,922,344 | 3,090,613 | 4,258,322 | 5,425,657 | 6,592,674 | 7,759,590 |
| CIL £psm | 170 | 577,967 | 1,747,036 | 2,915,540 | 4,083,250 | 5,250,806 | 6,417,823 | 7,584,841 |
| 93.02 | 190 | 402,409 | 1,571,728 | 2,740,234 | 3,908,177 | 5,075,886 | 6,242,973 | 7,409,990 |
| | 210 | 226,795 | 1,396,259 | 2,564,926 | 3,733,104 | 4,900,814 | 6,068,122 | 7,235,139 |
| | 230 | 50,975 | 1,220,702 | 2,389,618 | 3,558,032 | 4,725,741 | 5,893,271 | 7,060,288 |
| | 250 | (124,845) | 1,045,145 | 2,214,310 | 3,382,815 | 4,550,668 | 5,718,377 | 6,885,437 |
| | 270 | (300,665) | 869,588 | 2,038,995 | 3,207,507 | 4,375,596 | 5,543,305 | 6,710,587 |
| | 290 | (476,640) | 693,929 | 1,863,438 | 3,032,199 | 4,200,523 | 5,368,232 | 6,535,736 |
| | 310 | (652,737) | 518,109 | 1,687,881 | 2,856,891 | 4,025,397 | 5,193,160 | 6,360,869 |
| | 330 | (828,834) | 342,289 | 1,512,324 | 2,681,583 | 3,850,089 | 5,018,087 | 6,185,796 |
| | 350 | (1,004,997) | 166,469 | 1,336,766 | 2,506,174 | 3,674,781 | 4,843,014 | 6,010,723 |
| | 370 | (1,181,385) | (9,499) | 1,161,064 | 2,330,617 | 3,499,473 | 4,667,942 | 5,835,651 |
| | 390 | (1,357,772) | (185,596) | 985,244 | 2,155,059 | 3,324,164 | 4,492,670 | 5,660,578 |
| | 410 | (1,534,218) | (361,692) | 809,423 | 1,979,502 | 3,148,856 | 4,317,362 | 5,485,506 |
| | 430 | (1,710,911) | (537,798) | 633,603 | 1,803,945 | 2,973,352 | 4,142,054 | 5,310,433 |
| | 450 | (1,887,603) | (714,186) | 457,643 | 1,628,198 | 2,797,795 | 3,966,746 | 5,135,252 |
| | 470 | (2,064,425) | (890,573) | 281,546 | 1,452,378 | 2,622,238 | 3,791,438 | 4,959,943 |
| | 490 | (2,241,436) | (1,066,961) | 105,449 | 1,276,558 | 2,446,681 | 3,616,088 | 4,784,635 |
| | 510 | (2,418,447) | (1,243,602) | (70,648) | 1,100,738 | 2,271,124 | 3,440,531 | 4,609,327 |
| | 530 | (2,595,740) | (1,420,294) | (246,987) | 924,784 | 2,095,333 | 3,264,974 | 4,434,019 |
| | 550 | (2,773,084) | (1,596,987) | (423,374) | 748,687 | 1,919,512 | 3,089,417 | 4,258,711 |
| | 570 | (2,950,595) | (1,773,967) | (599,762) | 572,590 | 1,743,692 | 2,913,859 | 4,083,267 |

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: **K**
No Units: **170** **Location / Value Zone:** **Lower** **Development Scenario:** **Brownfield**
Notes:

[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: | K |
|---|------------|
| No Units: | 170 |
| Location / Value Zone: | Lower |
| Development Scenario: | Brownfield |
| Notes: | 0 |
| Total GDV (£) | 48,376,135 |
| 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) | 5,427.98 |
| CIL (£) | 922,756 |
| Site Specific S106 (£ per unit) | 7,000 |
| Site Specific S106 (£) | 1,190,000 |
| Sub-total CIL+S106 (£ per unit) | 12,428 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 12,428 |
| Total Developers Profit (£) | 7,855,289 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 16.24% |
| Developers Profit (% on costs) | 28.30% |
| RLV (£) | 11,150,655 |
| RLV (£/acre) | 796,343 |
| RLV (£/ha) | 1,967,763 |
| Balance for Plan VA: | |
| BLV (£) | 7,561,260 |
| BLV (£/acre) | 540,000 |
| BLV (£/ha) | 1,334,340 |
| Surplus/Deficit | 3,589,395 |
| Surplus/Deficit (£/acre) | 256,343 |
| Surplus/Deficit (£/ha) | 633,423 |
| 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: **L**
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|-----------------------------|---|----------------------|
| Total number of units in scheme | | | 50 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% | | | |
| CIL Rate (£ psm) | | | 100% | | | |
| | | | 93.02 £ psm | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 10.0% | 3.3 | 15.0% | 2.6 | 12% | 5.9 |
| 2 bed House | 25.0% | 8.1 | 30.0% | 5.3 | 27% | 13.4 |
| 3 bed House | 35.0% | 11.4 | 40.0% | 7.0 | 37% | 18.4 |
| 4 bed House | 5.0% | 1.6 | 7.5% | 1.3 | 6% | 2.9 |
| 5 bed House | 5.0% | 1.6 | 7.5% | 1.3 | 6% | 2.9 |
| 1 bed Flat | 7.0% | 2.3 | 0.0% | 0.0 | 5% | 2.3 |
| 2 bed Flat | 13.0% | 4.2 | 0.0% | 0.0 | 8% | 4.2 |
| Total number of units | 100.0% | 32.5 | 100.0% | 17.5 | 100% | 50.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (sqm) | (sqft) | |
| 1 bed House | 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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqm) | (sqft) |
| 1 bed House | 202 | 2,169 | 163 | 1,752 | 364 | 3,921 |
| 2 bed House | 642 | 6,909 | 415 | 4,464 | 1,057 | 11,373 |
| 3 bed House | 1,138 | 12,244 | 700 | 7,535 | 1,838 | 19,779 |
| 4 bed House | 187 | 2,012 | 151 | 1,625 | 338 | 3,636 |
| 5 bed House | 268 | 2,886 | 217 | 2,331 | 485 | 5,217 |
| 1 bed Flat | 134 | 1,440 | 0 | 0 | 134 | 1,440 |
| 2 bed Flat | 348 | 3,745 | 0 | 0 | 348 | 3,745 |
| | 2,918 | 31,405 | 1,645 | 17,707 | 4,563 | 49,112 |
| AH % by floor area: | | | 36.05% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 240,000 | 3,871 | 360 | 1,410,000 | | |
| 2 bed House | 300,000 | 3,797 | 353 | 4,012,500 | | |
| 3 bed House | 365,000 | 3,650 | 339 | 6,706,875 | | |
| 4 bed House | 400,000 | 3,478 | 323 | 1,175,000 | | |
| 5 bed House | 525,000 | 3,182 | 296 | 1,542,188 | | |
| 1 bed Flat | 200,000 | 4,000 | 372 | 455,000 | | |
| 2 bed Flat | 255,000 | 3,643 | 338 | 1,077,375 | | |
| | | | | 16,378,938 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% |

Scheme Ref: **L**
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | | |
|---|-----------|---|----------------------------------|--|-------------------|
| OMS GDV - (part houses due to % mix) | | | | | |
| 1 bed House | 3.3 | @ | 240,000 | | 780,000 |
| 2 bed House | 8.1 | @ | 300,000 | | 2,437,500 |
| 3 bed House | 11.4 | @ | 365,000 | | 4,151,875 |
| 4 bed House | 1.6 | @ | 400,000 | | 650,000 |
| 5 bed House | 1.6 | @ | 525,000 | | 853,125 |
| 1 bed Flat | 2.3 | @ | 200,000 | | 455,000 |
| 2 bed Flat | 4.2 | @ | 255,000 | | 1,077,375 |
| | 32.5 | | | | 10,404,875 |
| Affordable Rent GDV - | | | | | |
| 1 bed House | 2.0 | @ | 144,000 | | 283,500 |
| 2 bed House | 3.9 | @ | 180,000 | | 708,750 |
| 3 bed House | 5.3 | @ | 219,000 | | 1,149,750 |
| 4 bed House | 1.0 | @ | 240,000 | | 236,250 |
| 5 bed House | 1.0 | @ | 315,000 | | 310,078 |
| 1 bed Flat | 0.0 | @ | 120,000 | | - |
| 2 bed Flat | 0.0 | @ | 153,000 | | - |
| | 13.1 | | | | 2,688,328 |
| Social Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 105,600 | | - |
| 2 bed House | 0.0 | @ | 132,000 | | - |
| 3 bed House | 0.0 | @ | 160,600 | | - |
| 4 bed House | 0.0 | @ | 176,000 | | - |
| 5 bed House | 0.0 | @ | 231,000 | | - |
| 1 bed Flat | 0.0 | @ | 88,000 | | - |
| 2 bed Flat | 0.0 | @ | 112,200 | | - |
| | 0.0 | | | | - |
| Intermediate GDV - | | | | | |
| 1 bed House | 0.7 | @ | 182,400 | | 119,700 |
| 2 bed House | 1.3 | @ | 228,000 | | 299,250 |
| 3 bed House | 1.8 | @ | 277,400 | | 485,450 |
| 4 bed House | 0.3 | @ | 304,000 | | 99,750 |
| 5 bed House | 0.3 | @ | 399,000 | | 130,922 |
| 1 bed Flat | 0.0 | @ | 152,000 | | - |
| 2 bed Flat | 0.0 | @ | 193,800 | | - |
| | 4.4 | | | | 1,135,072 |
| Sub-total GDV Residential | 50 | | | | 14,228,275 |
| AH on-site cost analysis: | | | | EMV (no AH) less £GDV (inc. AH) | 2,150,663 |
| | | | 471 £ psm (total GIA sqm) | 43,013 £ per unit (total units) | |
| Grant | 50 | @ | 0 | | - |
| Total GDV | | | | | 14,228,275 |

| DEVELOPMENT COSTS | | | | | |
|---|-------------------------|-------------------------|--|-----------------------------------|------------------|
| Initial Payments - | | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | | (70,000) |
| Statutory Planning Fees (Residential) | | | | | (23,100) |
| CIL | | 2,918 sqm (Market only) | | 93.02 £ psm | (271,399) |
| CIL analysis: | | 1.91% % of GDV | | 5,428 £ 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 | 50 units @ | | 7,000 per unit | (350,000) |
| S106 analysis: | 210,000 £ per ha | 2.46% % of GDV | | 7,000 £ per unit (total ur | (350,000) |
| AH Commuted Sum | | 4,563 sqm (total) | | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | | |

Scheme Ref: **L**
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| | | | | | |
|--|------------|------------------|-----------|--|---------------------|
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 4.12 acres @ | | 50,000 £ per acre (if brownfield) | (205,917) |
| 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 | 50 units @ | | 0 per unit | - |
| Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | | 0 £ per unit (total ur | - |
| 1 bed House | | 364 sqm @ | | 1,308 psm | (476,439) |
| 2 bed House | | 1,057 sqm @ | | 1,308 psm | (1,382,066) |
| 3 bed House | | 1,838 sqm @ | | 1,308 psm | (2,403,450) |
| 4 bed House | | 338 sqm @ | | 1,308 psm | (441,859) |
| 5 bed House | | 485 sqm @ | | 1,308 psm | (633,971) |
| 1 bed Flat | | 134 sqm @ | | 1,439 psm | (192,572) |
| 2 bed Flat | 4,563 | 348 sqm @ | | 1,439 psm | (500,687) |
| External works | | 6,031,044 @ | | 15.0% 18,093 £per unit | (904,657) |
| M4(2) Category 2 Housing | Aff units | 18 units @ | 100% @ | 521 £ per unit | (9,118) |
| M4(3) Category 3 Housing | Aff units | 18 units @ | 0% @ | 10,111 £ per unit | - |
| M4(2) Category 2 Housing | Mrkt units | 33 units @ | 15% @ | 521 £ per unit | (2,540) |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | 50 units @ | | 10 £ per unit | (500) |
| Contingency | | 7,153,775 @ | | 3.0% | (214,613) |
| Professional Fees | | 7,153,775 @ | | 6.5% | (464,995) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 10,404,875 OMS @ | | 1.00% 2,081 £ per unit | (104,049) |
| Residential Sales Legal Costs | | 10,404,875 OMS @ | | 0.50% 1,040 £ per unit | (52,024) |
| Marketing and Promotion | | 10,404,875 OMS @ | | 3.00% 6,243 £ per unit 9,364 £ per unit | (312,146) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | (65,085) |
| Developers Profit - | | | | | |
| Margin on AH | | 3,823,400 | | 6.00% on AH values | (229,404) |
| Profit on OMS | | 10,404,875 | | 20.00% | (2,080,975) |
| Profit analysis: | | 9,081,186 | | 25.44% on costs | (2,310,379) |
| | | 14,228,275 | | 16.24% blended | (2,310,379) |
| TOTAL COSTS | | | | | (11,391,565) |

| | | | | | |
|----------------------------------|-------------------|--------------------|--|--------------------|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 2,836,710 |
| SDLT | | 2,836,710 @ | | (slabbed) | (131,335) |
| Acquisition Agent fees | | 2,836,710 @ | | 1.0% | (28,367) |
| Acquisition Legal fees | | 2,836,710 @ | | 0.5% | (14,184) |
| Interest on Land | | 2,836,710 @ | | 6.25% | (177,294) |
| Residual Land Value | | | | | 2,485,529 |
| RLV analysis: | 49,711 £ per plot | 1,491,318 £ per ha | | 603,528 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 1.67 ha | | 4.12 acres | |
| Density analysis: | | 2,738 sqm/ha | | 11,925 sqft/ac | |
| Benchmark Land Value (Net) | 44,478 £ per plot | 1,334,340 £ per ha | | 540,000 £ per acre | 2,223,900 |

| | | | | | |
|-------------------|--|------------------|--|-------------------|---------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 156,978 £ per ha | | 63,528 £ per acre | 261,629 |

Scheme Ref: **L**
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| | | Affordable Housing - % on site 35% | | | | | | | |
|---------------------|-------------|------------------------------------|-------------|-------------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% | |
| CIL £psm | 261,629 | | | | | | | | |
| | 70 | 542,559 | 469,303 | 395,933 | 322,563 | 249,193 | 175,698 | 102,079 | |
| | 90 | 477,104 | 408,054 | 338,921 | 269,623 | 200,326 | 131,028 | 61,532 | |
| | 110 | 411,649 | 346,690 | 281,731 | 216,683 | 151,458 | 86,233 | 20,984 | |
| | 130 | 346,142 | 285,326 | 224,458 | 163,590 | 102,591 | 41,437 | (19,716) | |
| | 150 | 280,371 | 223,883 | 167,185 | 110,408 | 53,631 | (3,358) | (60,439) | |
| | 170 | 214,601 | 162,223 | 109,846 | 57,226 | 4,540 | (48,153) | (101,162) | |
| | 93.02 | 190 | 148,741 | 100,563 | 52,297 | 4,030 | (44,551) | (93,146) | (141,884) |
| | 210 | 82,637 | 38,817 | (5,253) | (49,409) | (93,642) | (138,146) | (182,650) | |
| | 230 | 16,534 | (23,155) | (62,843) | (102,847) | (142,892) | (183,146) | (223,560) | |
| | 250 | (49,599) | (85,127) | (120,684) | (156,286) | (192,220) | (228,155) | (264,469) | |
| | 270 | (116,037) | (147,099) | (178,525) | (209,950) | (241,548) | (273,372) | (305,378) | |
| | 290 | (182,476) | (209,372) | (236,366) | (263,660) | (290,954) | (318,590) | (346,303) | |
| | 310 | (248,914) | (271,658) | (294,403) | (317,369) | (340,531) | (363,807) | (387,410) | |
| | 330 | (315,662) | (333,944) | (352,536) | (371,128) | (390,109) | (409,140) | (428,516) | |
| | 350 | (382,437) | (396,438) | (410,670) | (425,109) | (439,687) | (454,586) | (469,623) | |
| | 370 | (449,212) | (459,039) | (468,867) | (479,091) | (489,378) | (500,033) | (510,801) | |
| | 390 | (516,246) | (521,641) | (527,295) | (533,072) | (539,207) | (545,479) | (552,116) | |
| | 410 | (583,360) | (584,360) | (585,723) | (587,204) | (589,035) | (591,018) | (593,430) | |
| | 430 | (650,473) | (647,279) | (644,151) | (641,459) | (638,864) | (636,694) | (634,745) | |
| 450 | (717,801) | (710,198) | (702,809) | (695,713) | (688,847) | (682,371) | (676,060) | | |
| 470 | (785,254) | (773,149) | (761,533) | (749,968) | (738,928) | (728,047) | (717,572) | | |
| 490 | (852,707) | (836,387) | (820,258) | (804,480) | (789,010) | (773,797) | (759,096) | | |
| 510 | (920,336) | (899,624) | (879,088) | (859,009) | (839,091) | (819,704) | (800,620) | | |
| 530 | (988,131) | (962,861) | (938,109) | (913,539) | (889,372) | (865,612) | (842,144) | | |
| 550 | (1,055,926) | (1,026,372) | (997,131) | (968,162) | (939,707) | (911,520) | (883,787) | | |
| 570 | (1,123,862) | (1,089,929) | (1,056,152) | (1,022,968) | (990,042) | (957,486) | (925,521) | | |

TABLE 2

| | | Site Specific S106 | | | | | | | |
|---------------------|-------------|--------------------|-------------|-------------|-------------|-------------|-------------|-----------|-----------|
| Balance (RLV - BLV) | | 100% | 110% | 120% | 130% | 140% | 150% | 160% | |
| CIL £psm | 261,629 | | | | | | | | |
| | 70 | 322,563 | 291,825 | 261,086 | 230,348 | 199,609 | 168,871 | 138,132 | |
| | 90 | 269,623 | 238,885 | 208,146 | 177,408 | 146,669 | 115,931 | 85,193 | |
| | 110 | 216,683 | 185,945 | 155,207 | 124,468 | 93,723 | 62,960 | 32,198 | |
| | 130 | 163,590 | 132,828 | 102,066 | 71,303 | 40,541 | 9,778 | (20,984) | |
| | 150 | 110,408 | 79,646 | 48,883 | 18,121 | (12,642) | (43,404) | (74,167) | |
| | 170 | 57,226 | 26,464 | (4,299) | (35,061) | (65,824) | (96,586) | (127,349) | |
| | 93.02 | 190 | 4,030 | (26,758) | (57,546) | (88,334) | (119,122) | (149,909) | (180,697) |
| | 210 | (49,409) | (80,196) | (110,984) | (141,772) | (172,560) | (203,348) | (234,136) | |
| | 230 | (102,847) | (133,635) | (164,423) | (195,211) | (225,999) | (256,787) | (287,575) | |
| | 250 | (156,286) | (187,074) | (217,871) | (248,685) | (279,500) | (310,315) | (341,130) | |
| | 270 | (209,950) | (240,765) | (271,580) | (302,395) | (333,209) | (364,024) | (394,839) | |
| | 290 | (263,660) | (294,474) | (325,289) | (356,104) | (386,919) | (417,733) | (448,548) | |
| | 310 | (317,369) | (348,184) | (378,998) | (409,813) | (440,628) | (471,443) | (502,257) | |
| | 330 | (371,128) | (401,971) | (432,814) | (463,657) | (494,500) | (525,343) | (556,186) | |
| | 350 | (425,109) | (455,952) | (486,795) | (517,638) | (548,481) | (579,324) | (610,167) | |
| | 370 | (479,091) | (509,934) | (540,777) | (571,620) | (602,463) | (633,306) | (664,149) | |
| | 390 | (533,072) | (563,915) | (594,758) | (625,601) | (656,444) | (687,287) | (718,130) | |
| | 410 | (587,054) | (617,897) | (648,740) | (679,583) | (710,426) | (741,269) | (772,112) | |
| | 430 | (641,036) | (671,879) | (702,722) | (733,565) | (764,408) | (795,251) | (826,094) | |
| 450 | (695,018) | (725,861) | (756,704) | (787,547) | (818,390) | (849,233) | (880,076) | | |
| 470 | (749,000) | (779,843) | (810,686) | (841,529) | (872,372) | (903,215) | (934,058) | | |
| 490 | (803,000) | (833,843) | (864,686) | (895,529) | (926,372) | (957,215) | (988,058) | | |
| 510 | (857,000) | (887,843) | (918,686) | (949,529) | (980,372) | (1,011,215) | (1,042,058) | | |
| 530 | (911,000) | (941,843) | (972,686) | (1,003,529) | (1,034,372) | (1,065,215) | (1,096,058) | | |
| 550 | (965,000) | (995,843) | (1,026,686) | (1,057,529) | (1,088,372) | (1,119,215) | (1,150,058) | | |
| 570 | (1,019,000) | (1,049,843) | (1,080,686) | (1,111,529) | (1,142,372) | (1,173,215) | (1,204,058) | | |



Scheme Ref: **L**
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

TABLE 3

| | | Infrastructure Costs | | 100% (where 110% is a 10% increase etc.) | | | | |
|---------------------|---------|----------------------|-------------|--|-------------|-------------|-------------|-------------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| Balance (RLV - BLV) | 261,629 | | | | | | | |
| | 70 | 322,563 | 322,563 | 322,563 | 322,563 | 322,563 | 322,563 | 322,563 |
| | 90 | 269,623 | 269,623 | 269,623 | 269,623 | 269,623 | 269,623 | 269,623 |
| | 110 | 216,683 | 216,683 | 216,683 | 216,683 | 216,683 | 216,683 | 216,683 |
| | 130 | 163,590 | 163,590 | 163,590 | 163,590 | 163,590 | 163,590 | 163,590 |
| | 150 | 110,408 | 110,408 | 110,408 | 110,408 | 110,408 | 110,408 | 110,408 |
| CIL £psm | 170 | 57,226 | 57,226 | 57,226 | 57,226 | 57,226 | 57,226 | 57,226 |
| | 93.02 | 190 | 4,030 | 4,030 | 4,030 | 4,030 | 4,030 | 4,030 |
| | 210 | (49,409) | (49,409) | (49,409) | (49,409) | (49,409) | (49,409) | (49,409) |
| | 230 | (102,847) | (102,847) | (102,847) | (102,847) | (102,847) | (102,847) | (102,847) |
| | 250 | (156,286) | (156,286) | (156,286) | (156,286) | (156,286) | (156,286) | (156,286) |
| | 270 | (209,950) | (209,950) | (209,950) | (209,950) | (209,950) | (209,950) | (209,950) |
| | 290 | (263,660) | (263,660) | (263,660) | (263,660) | (263,660) | (263,660) | (263,660) |
| | 310 | (317,369) | (317,369) | (317,369) | (317,369) | (317,369) | (317,369) | (317,369) |
| | 330 | (371,128) | (371,128) | (371,128) | (371,128) | (371,128) | (371,128) | (371,128) |
| | 350 | (425,109) | (425,109) | (425,109) | (425,109) | (425,109) | (425,109) | (425,109) |
| | 370 | (479,091) | (479,091) | (479,091) | (479,091) | (479,091) | (479,091) | (479,091) |
| | 390 | (533,072) | (533,072) | (533,072) | (533,072) | (533,072) | (533,072) | (533,072) |
| | 410 | (587,204) | (587,204) | (587,204) | (587,204) | (587,204) | (587,204) | (587,204) |
| | 430 | (641,459) | (641,459) | (641,459) | (641,459) | (641,459) | (641,459) | (641,459) |
| | 450 | (695,713) | (695,713) | (695,713) | (695,713) | (695,713) | (695,713) | (695,713) |
| | 470 | (749,968) | (749,968) | (749,968) | (749,968) | (749,968) | (749,968) | (749,968) |
| | 490 | (804,480) | (804,480) | (804,480) | (804,480) | (804,480) | (804,480) | (804,480) |
| | 510 | (859,009) | (859,009) | (859,009) | (859,009) | (859,009) | (859,009) | (859,009) |
| | 530 | (913,539) | (913,539) | (913,539) | (913,539) | (913,539) | (913,539) | (913,539) |
| | 550 | (968,162) | (968,162) | (968,162) | (968,162) | (968,162) | (968,162) | (968,162) |
| | 570 | (1,022,968) | (1,022,968) | (1,022,968) | (1,022,968) | (1,022,968) | (1,022,968) | (1,022,968) |

TABLE 4

| | | Profit 20% | | | | | | |
|---------------------|---------|------------|-----------|-----------|-----------|-----------|-------------|-------------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| Balance (RLV - BLV) | 261,629 | | | | | | | |
| | 70 | 776,476 | 685,693 | 594,911 | 504,128 | 413,346 | 322,563 | 231,781 |
| | 90 | 723,536 | 632,753 | 541,971 | 451,188 | 360,406 | 269,623 | 178,841 |
| | 110 | 670,596 | 579,814 | 489,031 | 398,249 | 307,466 | 216,683 | 125,901 |
| | 130 | 617,503 | 526,721 | 435,938 | 345,156 | 254,373 | 163,590 | 72,808 |
| | 150 | 564,321 | 473,538 | 382,756 | 291,973 | 201,191 | 110,408 | 19,626 |
| CIL £psm | 170 | 511,139 | 420,356 | 329,574 | 238,791 | 148,009 | 57,226 | (33,556) |
| | 93.02 | 190 | 457,943 | 367,160 | 276,378 | 185,595 | 94,813 | 4,030 |
| | 210 | 404,504 | 313,722 | 222,939 | 132,157 | 41,374 | (49,409) | (140,191) |
| | 230 | 351,066 | 260,283 | 169,500 | 78,718 | (12,065) | (102,847) | (193,630) |
| | 250 | 297,627 | 206,844 | 116,062 | 25,279 | (65,503) | (156,286) | (247,068) |
| | 270 | 243,962 | 153,180 | 62,397 | (28,385) | (119,168) | (209,950) | (300,733) |
| | 290 | 190,253 | 99,471 | 8,688 | (82,095) | (172,877) | (263,660) | (354,442) |
| | 310 | 136,544 | 45,761 | (45,021) | (135,804) | (226,586) | (317,369) | (408,151) |
| | 330 | 82,785 | (7,998) | (98,780) | (189,563) | (280,346) | (371,128) | (461,911) |
| | 350 | 28,803 | (61,979) | (152,762) | (243,544) | (334,327) | (425,109) | (515,892) |
| | 370 | (25,178) | (115,961) | (206,743) | (297,526) | (388,308) | (479,091) | (569,873) |
| | 390 | (79,159) | (169,942) | (260,724) | (351,507) | (442,289) | (533,072) | (623,854) |
| | 410 | (133,291) | (224,074) | (314,856) | (405,639) | (496,421) | (587,204) | (677,986) |
| | 430 | (187,546) | (278,328) | (369,111) | (459,894) | (550,676) | (641,459) | (732,241) |
| | 450 | (241,801) | (332,583) | (423,366) | (514,148) | (604,931) | (695,713) | (786,496) |
| | 470 | (296,055) | (386,838) | (477,620) | (568,403) | (659,185) | (749,968) | (840,750) |
| | 490 | (350,567) | (441,350) | (532,132) | (622,915) | (713,697) | (804,480) | (895,263) |
| | 510 | (405,097) | (495,879) | (586,662) | (677,444) | (768,227) | (859,009) | (949,792) |
| | 530 | (459,626) | (550,409) | (641,191) | (731,974) | (822,756) | (913,539) | (1,004,322) |
| | 550 | (514,250) | (605,032) | (695,815) | (786,597) | (877,380) | (968,162) | (1,058,945) |
| | 570 | (569,055) | (659,838) | (750,621) | (841,403) | (932,186) | (1,022,968) | (1,113,751) |



Scheme Ref: **L**
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 261,629 | BLV (per acre) | | | | | | |
|---------------------|---------|----------------|-----------|-----------|-------------|-------------|-------------|-------------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| | 70 | 1,310,963 | 899,130 | 487,296 | 75,463 | (336,370) | (748,204) | (1,160,037) |
| | 90 | 1,258,023 | 846,190 | 434,357 | 22,523 | (389,310) | (801,143) | (1,212,977) |
| | 110 | 1,205,083 | 793,250 | 381,417 | (30,417) | (442,250) | (854,083) | (1,265,917) |
| | 130 | 1,151,990 | 740,157 | 328,324 | (83,510) | (495,343) | (907,176) | (1,319,010) |
| | 150 | 1,098,808 | 686,975 | 275,142 | (136,692) | (548,525) | (960,358) | (1,372,192) |
| CIL £psm | 170 | 1,045,626 | 633,793 | 221,960 | (189,874) | (601,707) | (1,013,540) | (1,425,374) |
| 93.02 | 190 | 992,430 | 580,597 | 168,763 | (243,070) | (654,903) | (1,066,737) | (1,478,570) |
| | 210 | 938,991 | 527,158 | 115,325 | (296,509) | (708,342) | (1,120,175) | (1,532,009) |
| | 230 | 885,553 | 473,720 | 61,886 | (349,947) | (761,780) | (1,173,614) | (1,585,447) |
| | 250 | 832,114 | 420,281 | 8,448 | (403,386) | (815,219) | (1,227,052) | (1,638,886) |
| | 270 | 778,450 | 366,616 | (45,217) | (457,050) | (868,884) | (1,280,717) | (1,692,550) |
| | 290 | 724,740 | 312,907 | (98,926) | (510,760) | (922,593) | (1,334,426) | (1,746,266) |
| | 310 | 671,031 | 259,198 | (152,636) | (564,469) | (976,302) | (1,388,136) | (1,799,969) |
| | 330 | 617,272 | 205,439 | (206,395) | (618,228) | (1,030,061) | (1,441,895) | (1,853,728) |
| | 350 | 563,291 | 151,457 | (260,376) | (672,209) | (1,084,043) | (1,495,876) | (1,907,709) |
| | 370 | 509,309 | 97,476 | (314,357) | (726,191) | (1,138,024) | (1,549,857) | (1,961,691) |
| | 390 | 455,328 | 43,495 | (368,339) | (780,172) | (1,192,005) | (1,603,839) | (2,015,672) |
| | 410 | 401,196 | (10,637) | (422,471) | (834,304) | (1,246,137) | (1,657,971) | (2,069,804) |
| | 430 | 346,941 | (64,892) | (476,725) | (888,559) | (1,300,392) | (1,712,225) | (2,124,059) |
| | 450 | 292,687 | (119,147) | (530,980) | (942,813) | (1,354,647) | (1,766,480) | (2,178,313) |
| | 470 | 238,432 | (173,401) | (585,235) | (997,068) | (1,408,901) | (1,820,735) | (2,232,568) |
| | 490 | 183,920 | (227,913) | (639,747) | (1,051,580) | (1,463,413) | (1,875,247) | (2,287,080) |
| | 510 | 129,391 | (282,443) | (694,276) | (1,106,109) | (1,517,943) | (1,929,776) | (2,341,609) |
| | 530 | 74,861 | (336,972) | (748,806) | (1,160,639) | (1,572,472) | (1,984,306) | (2,396,139) |
| | 550 | 20,238 | (391,596) | (803,429) | (1,215,262) | (1,627,096) | (2,038,929) | (2,450,762) |
| | 570 | (34,568) | (446,401) | (858,235) | (1,270,068) | (1,681,901) | (2,093,735) | (2,505,568) |

TABLE 6

| Balance (RLV - BLV) | 261,629 | Density (dph) | | | | | | |
|---------------------|---------|---------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| | 70 | 322,563 | 931,209 | 1,296,359 | 1,539,715 | 1,713,541 | 1,843,910 | 1,945,309 |
| | 90 | 269,623 | 878,269 | 1,243,456 | 1,486,915 | 1,660,813 | 1,791,199 | 1,892,597 |
| | 110 | 216,683 | 825,329 | 1,190,517 | 1,433,975 | 1,607,874 | 1,738,298 | 1,839,739 |
| | 130 | 163,590 | 772,389 | 1,137,577 | 1,381,035 | 1,554,934 | 1,685,358 | 1,786,799 |
| | 150 | 110,408 | 719,312 | 1,084,637 | 1,328,095 | 1,501,994 | 1,632,418 | 1,733,859 |
| CIL £psm | 170 | 57,226 | 666,130 | 1,031,472 | 1,275,034 | 1,449,006 | 1,579,478 | 1,680,919 |
| 93.02 | 190 | 4,030 | 612,948 | 978,290 | 1,221,852 | 1,395,824 | 1,526,304 | 1,627,788 |
| | 210 | (49,409) | 559,756 | 925,108 | 1,168,670 | 1,342,642 | 1,473,121 | 1,574,605 |
| | 230 | (102,847) | 506,317 | 871,816 | 1,115,481 | 1,289,460 | 1,419,939 | 1,521,423 |
| | 250 | (156,286) | 452,879 | 818,377 | 1,062,043 | 1,236,090 | 1,366,625 | 1,468,152 |
| | 270 | (209,950) | 399,440 | 764,939 | 1,008,604 | 1,182,651 | 1,313,186 | 1,414,714 |
| | 290 | (263,660) | 345,768 | 711,424 | 955,166 | 1,129,213 | 1,259,748 | 1,361,275 |
| | 310 | (317,369) | 292,058 | 657,715 | 901,486 | 1,075,608 | 1,206,199 | 1,307,770 |
| | 330 | (371,128) | 238,349 | 604,005 | 847,776 | 1,021,898 | 1,152,490 | 1,254,061 |
| | 350 | (425,109) | 184,583 | 550,296 | 794,067 | 968,189 | 1,098,781 | 1,200,352 |
| | 370 | (479,091) | 130,602 | 496,417 | 740,294 | 914,480 | 1,045,071 | 1,146,643 |
| | 390 | (533,072) | 76,621 | 442,436 | 686,313 | 860,511 | 991,159 | 1,092,775 |
| | 410 | (587,204) | 22,639 | 388,455 | 632,332 | 806,530 | 937,178 | 1,038,794 |
| | 430 | (641,459) | (31,498) | 334,474 | 578,351 | 752,548 | 883,197 | 984,812 |
| | 450 | (695,713) | (85,753) | 280,223 | 524,207 | 698,482 | 829,187 | 930,831 |
| | 470 | (749,968) | (140,008) | 225,969 | 469,953 | 644,227 | 774,933 | 876,593 |
| | 490 | (804,480) | (194,262) | 171,714 | 415,698 | 589,972 | 720,678 | 822,338 |
| | 510 | (859,009) | (248,779) | 117,359 | 361,443 | 535,718 | 666,423 | 768,083 |
| | 530 | (913,539) | (303,309) | 62,830 | 306,922 | 481,274 | 612,037 | 713,742 |
| | 550 | (968,162) | (357,838) | 8,300 | 252,392 | 426,744 | 557,508 | 659,213 |
| | 570 | (1,022,968) | (412,465) | (46,229) | 197,863 | 372,215 | 502,978 | 604,683 |

Scheme Ref: **L**
 No Units: **50** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

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) | 261,629 | | | | | | | |
| | 70 | 994,532 | 658,935 | 322,563 | (14,845) | (353,550) | (694,244) | (1,037,379) |
| | 90 | 942,034 | 606,224 | 269,623 | (68,027) | (407,207) | (748,226) | (1,091,959) |
| | 110 | 889,512 | 553,512 | 216,683 | (121,322) | (460,917) | (802,440) | (1,146,764) |
| | 130 | 836,800 | 500,690 | 163,590 | (174,760) | (514,626) | (856,695) | (1,201,570) |
| | 150 | 784,089 | 447,750 | 110,408 | (228,199) | (568,545) | (910,993) | (1,256,601) |
| CIL £psm | 170 | 731,377 | 394,810 | 57,226 | (281,724) | (622,526) | (965,522) | (1,311,684) |
| 93.02 | 190 | 678,666 | 341,871 | 4,030 | (335,433) | (676,508) | (1,020,052) | (1,366,895) |
| | 210 | 625,877 | 288,843 | (49,409) | (389,143) | (730,695) | (1,074,711) | (1,422,257) |
| | 230 | 572,937 | 235,661 | (102,847) | (442,852) | (784,950) | (1,129,517) | (1,477,619) |
| | 250 | 519,997 | 182,479 | (156,286) | (496,827) | (839,204) | (1,184,322) | (1,532,981) |
| | 270 | 467,058 | 129,297 | (209,950) | (550,809) | (893,665) | (1,239,350) | (1,588,343) |
| | 290 | 414,096 | 75,943 | (263,660) | (604,790) | (948,194) | (1,294,433) | (1,643,706) |
| | 310 | 360,914 | 22,505 | (317,369) | (658,949) | (1,002,724) | (1,349,556) | (1,699,068) |
| | 330 | 307,732 | (30,934) | (371,128) | (713,204) | (1,057,463) | (1,404,918) | (1,754,430) |
| | 350 | 254,550 | (84,467) | (425,109) | (767,459) | (1,112,269) | (1,460,281) | (1,809,792) |
| | 370 | 201,295 | (138,176) | (479,091) | (821,808) | (1,167,075) | (1,515,643) | (1,865,155) |
| | 390 | 147,856 | (191,886) | (533,072) | (876,337) | (1,222,099) | (1,571,005) | (1,920,770) |
| | 410 | 94,418 | (245,595) | (587,204) | (930,867) | (1,277,182) | (1,626,367) | (1,976,413) |
| | 430 | 40,979 | (299,410) | (641,459) | (985,410) | (1,332,265) | (1,681,729) | (2,032,055) |
| | 450 | (12,693) | (353,391) | (695,713) | (1,040,216) | (1,387,580) | (1,737,092) | (2,087,698) |
| | 470 | (66,403) | (407,373) | (749,968) | (1,095,021) | (1,442,942) | (1,792,454) | (2,143,340) |
| | 490 | (120,112) | (461,354) | (804,480) | (1,149,827) | (1,498,304) | (1,847,816) | (2,198,983) |
| | 510 | (173,821) | (515,458) | (859,009) | (1,204,848) | (1,553,667) | (1,903,344) | (2,260,650) |
| | 530 | (227,692) | (569,713) | (913,539) | (1,259,931) | (1,609,029) | (1,958,986) | (2,324,587) |
| | 550 | (281,674) | (623,968) | (968,162) | (1,315,014) | (1,664,391) | (2,014,629) | (2,388,684) |
| | 570 | (335,655) | (678,222) | (1,022,968) | (1,370,241) | (1,719,753) | (2,070,272) | (2,452,781) |

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) | 261,629 | | | | | | | |
| | 70 | (368,586) | (22,659) | 322,563 | 667,364 | 1,011,792 | 1,355,910 | 1,699,797 |
| | 90 | (422,024) | (75,841) | 269,623 | 614,652 | 959,080 | 1,303,413 | 1,647,300 |
| | 110 | (475,463) | (129,023) | 216,683 | 561,748 | 906,369 | 1,250,797 | 1,594,803 |
| | 130 | (529,081) | (182,278) | 163,590 | 508,808 | 853,657 | 1,198,085 | 1,542,306 |
| | 150 | (582,791) | (235,716) | 110,408 | 455,868 | 800,932 | 1,145,374 | 1,489,802 |
| CIL £psm | 170 | (636,500) | (289,155) | 57,226 | 402,928 | 747,993 | 1,092,662 | 1,437,090 |
| 93.02 | 190 | (690,397) | (342,661) | 4,030 | 349,840 | 695,053 | 1,039,951 | 1,384,379 |
| | 210 | (744,379) | (396,370) | (49,409) | 296,658 | 642,113 | 987,177 | 1,331,667 |
| | 230 | (798,360) | (450,080) | (102,847) | 243,476 | 589,173 | 934,237 | 1,278,956 |
| | 250 | (852,542) | (503,789) | (156,286) | 190,294 | 536,090 | 881,298 | 1,226,244 |
| | 270 | (906,797) | (557,753) | (209,950) | 136,899 | 482,907 | 828,358 | 1,173,422 |
| | 290 | (961,052) | (611,735) | (263,660) | 83,461 | 429,725 | 775,418 | 1,120,482 |
| | 310 | (1,015,524) | (665,716) | (317,369) | 30,022 | 376,543 | 722,339 | 1,067,542 |
| | 330 | (1,070,054) | (719,873) | (371,128) | (23,530) | 323,207 | 669,157 | 1,014,603 |
| | 350 | (1,124,583) | (774,128) | (425,109) | (77,239) | 269,769 | 615,975 | 961,663 |
| | 370 | (1,179,351) | (828,382) | (479,091) | (130,949) | 216,330 | 562,793 | 908,589 |
| | 390 | (1,234,157) | (882,737) | (533,072) | (184,658) | 162,890 | 509,515 | 855,406 |
| | 410 | (1,288,963) | (937,267) | (587,204) | (238,484) | 109,181 | 456,076 | 802,224 |
| | 430 | (1,344,033) | (991,796) | (641,459) | (292,465) | 55,471 | 402,638 | 749,042 |
| | 450 | (1,399,116) | (1,046,354) | (695,713) | (346,447) | 1,762 | 349,199 | 695,823 |
| | 470 | (1,454,214) | (1,101,160) | (749,968) | (400,428) | (51,947) | 295,601 | 642,384 |
| | 490 | (1,509,576) | (1,155,965) | (804,480) | (454,535) | (105,840) | 241,892 | 588,946 |
| | 510 | (1,564,939) | (1,210,771) | (859,009) | (508,789) | (159,821) | 188,182 | 535,507 |
| | 530 | (1,620,301) | (1,265,815) | (913,539) | (563,044) | (213,803) | 134,473 | 482,021 |
| | 550 | (1,675,663) | (1,320,898) | (968,162) | (617,299) | (267,784) | 80,764 | 428,312 |
| | 570 | (1,731,025) | (1,375,981) | (1,022,968) | (671,693) | (321,865) | 26,804 | 374,603 |

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: L
No Units: 50 **Location / Value Zone:** Lower **Development Scenario:** Brownfield
Notes:

[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: | L |
| No Units: | 50 |
| Location / Value Zone: | Lower |
| Development Scenario: | Brownfield |
| Notes: | 0 |
| Total GDV (£) | 14,228,275 |
| 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) | 5,427.98 |
| CIL (£) | 271,399 |
| Site Specific S106 (£ per unit) | 7,000 |
| Site Specific S106 (£) | 350,000 |
| Sub-total CIL+S106 (£ per unit) | 12,428 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 12,428 |
| Total Developers Profit (£) | 2,310,379 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 16.24% |
| Developers Profit (% on costs) | 25.44% |
| RLV (£) | 2,485,529 |
| RLV (£/acre) | 603,528 |
| RLV (£/ha) | 1,491,318 |
| Balance for Plan VA: | |
| BLV (£) | 2,223,900 |
| BLV (£/acre) | 540,000 |
| BLV (£/ha) | 1,334,340 |
| Surplus/Deficit | 261,629 |
| Surplus/Deficit (£/acre) | 63,528 |
| Surplus/Deficit (£/ha) | 156,978 |
| 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: **M**
 No Units: **25** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|-----------------------------|------------------------------|----------------------|
| Total number of units in scheme | | | 25 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% | | | |
| | | | 93.02 £ psm | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 10.0% | 1.6 | 15.0% | 1.3 | 12% | 2.9 |
| 2 bed House | 25.0% | 4.1 | 30.0% | 2.6 | 27% | 6.7 |
| 3 bed House | 35.0% | 5.7 | 40.0% | 3.5 | 37% | 9.2 |
| 4 bed House | 5.0% | 0.8 | 7.5% | 0.7 | 6% | 1.5 |
| 5 bed House | 5.0% | 0.8 | 7.5% | 0.7 | 6% | 1.5 |
| 1 bed Flat | 7.0% | 1.1 | 0.0% | 0.0 | 5% | 1.1 |
| 2 bed Flat | 13.0% | 2.1 | 0.0% | 0.0 | 8% | 2.1 |
| Total number of units | 100.0% | 16.3 | 100.0% | 8.8 | 100% | 25.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (sqm) | (sqft) | |
| 1 bed House | 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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqm) | (sqft) |
| 1 bed House | 101 | 1,084 | 81 | 876 | 182 | 1,960 |
| 2 bed House | 321 | 3,455 | 207 | 2,232 | 528 | 5,687 |
| 3 bed House | 569 | 6,122 | 350 | 3,767 | 919 | 9,889 |
| 4 bed House | 93 | 1,006 | 75 | 812 | 169 | 1,818 |
| 5 bed House | 134 | 1,443 | 108 | 1,166 | 242 | 2,609 |
| 1 bed Flat | 67 | 720 | 0 | 0 | 67 | 720 |
| 2 bed Flat | 174 | 1,873 | 0 | 0 | 174 | 1,873 |
| | 1,459 | 15,703 | 823 | 8,853 | 2,281 | 24,556 |
| AH % by floor area: | | | 36.05% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV (£ no AH) | | |
| 1 bed House | 240,000 | 3,871 | 360 | 705,000 | | |
| 2 bed House | 300,000 | 3,797 | 353 | 2,006,250 | | |
| 3 bed House | 365,000 | 3,650 | 339 | 3,353,438 | | |
| 4 bed House | 400,000 | 3,478 | 323 | 587,500 | | |
| 5 bed House | 525,000 | 3,182 | 296 | 771,094 | | |
| 1 bed Flat | 200,000 | 4,000 | 372 | 227,500 | | |
| 2 bed Flat | 255,000 | 3,643 | 338 | 538,688 | | |
| | | | | 8,189,469 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% |

Scheme Ref: **M**
 No Units: **25** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|-----------|---|--|---------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 1.6 | @ | 240,000 | 390,000 |
| 2 bed House | 4.1 | @ | 300,000 | 1,218,750 |
| 3 bed House | 5.7 | @ | 365,000 | 2,075,938 |
| 4 bed House | 0.8 | @ | 400,000 | 325,000 |
| 5 bed House | 0.8 | @ | 525,000 | 426,563 |
| 1 bed Flat | 1.1 | @ | 200,000 | 227,500 |
| 2 bed Flat | 2.1 | @ | 255,000 | 538,688 |
| | 16.3 | | | 5,202,438 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 1.0 | @ | 144,000 | 141,750 |
| 2 bed House | 2.0 | @ | 180,000 | 354,375 |
| 3 bed House | 2.6 | @ | 219,000 | 574,875 |
| 4 bed House | 0.5 | @ | 240,000 | 118,125 |
| 5 bed House | 0.5 | @ | 315,000 | 155,039 |
| 1 bed Flat | 0.0 | @ | 120,000 | - |
| 2 bed Flat | 0.0 | @ | 153,000 | - |
| | 6.6 | | | 1,344,164 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 105,600 | - |
| 2 bed House | 0.0 | @ | 132,000 | - |
| 3 bed House | 0.0 | @ | 160,600 | - |
| 4 bed House | 0.0 | @ | 176,000 | - |
| 5 bed House | 0.0 | @ | 231,000 | - |
| 1 bed Flat | 0.0 | @ | 88,000 | - |
| 2 bed Flat | 0.0 | @ | 112,200 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 0.3 | @ | 182,400 | 59,850 |
| 2 bed House | 0.7 | @ | 228,000 | 149,625 |
| 3 bed House | 0.9 | @ | 277,400 | 242,725 |
| 4 bed House | 0.2 | @ | 304,000 | 49,875 |
| 5 bed House | 0.2 | @ | 399,000 | 65,461 |
| 1 bed Flat | 0.0 | @ | 152,000 | - |
| 2 bed Flat | 0.0 | @ | 193,800 | - |
| | 2.2 | | | 567,536 |
| Sub-total GDV Residential | 25 | | | 7,114,138 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 1,075,331 |
| | | | 471 £ psm (total GIA sqm) | 43,013 £ per unit (total units) |
| Grant | 25 | @ | 0 | - |
| Total GDV | | | | 7,114,138 |

| DEVELOPMENT COSTS | | | | |
|---|-------------------------|--------------------------------|-----------------------------|-----------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (30,000) |
| Statutory Planning Fees (Residential) | | | | (11,550) |
| CIL | 1,459 sqm (Market only) | 93.02 £ psm | | (135,699) |
| CIL analysis: | 1.91% % of GDV | 5,428 £ 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 | 25 units @ | 7,000 per unit | (175,000) |
| S106 analysis: | 210,000 £ per ha | 2.46% % of GDV | 7,000 £ per unit (total ur) | (175,000) |
| AH Commuted Sum | 2,281 sqm (total) | 0 £ psm | | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

Scheme Ref: **M**
 No Units: **25** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| | | | | | | |
|--|------------|-----------------|----------------|-----------------------------------|--------------------------------------|--------------------|
| <i>cont/</i> | | | | | | |
| Construction Costs - | | | | | | |
| Site Clearance and Demolition | | 2.06 acres @ | | 50,000 £ per acre (if brownfield) | | (102,958) |
| 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 | | 25 units @ | 0 per unit | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total ur | | - |
| 1 bed House | | 182 sqm @ | | 1,308 psm | | (238,220) |
| 2 bed House | | 528 sqm @ | | 1,308 psm | | (691,033) |
| 3 bed House | | 919 sqm @ | | 1,308 psm | | (1,201,725) |
| 4 bed House | | 169 sqm @ | | 1,308 psm | | (220,929) |
| 5 bed House | | 242 sqm @ | | 1,308 psm | | (316,986) |
| 1 bed Flat | | 67 sqm @ | | 1,439 psm | | (96,286) |
| 2 bed Flat | 2,281 | 174 sqm @ | | 1,439 psm | | (250,344) |
| External works | | 3,015,522 @ | | 15.0% 18,093 £ per unit | | (452,328) |
| M4(2) Category 2 Housing | Aff units | 9 units @ | 100% @ | 521 £ per unit | | (4,559) |
| M4(3) Category 3 Housing | Aff units | 9 units @ | 0% @ | 10,111 £ per unit | | - |
| M4(2) Category 2 Housing | Mrkt units | 16 units @ | 15% @ | 521 £ per unit | | (1,270) |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | | - |
| Water Efficiency additional cost | | 25 units @ | | 10 £ per unit | | (250) |
| Contingency | | 3,576,887 @ | | 3.0% | | (107,307) |
| Professional Fees | | 3,576,887 @ | | 6.5% | | (232,498) |
| Disposal Costs - | | | | | | |
| Residential Sales Agent Costs | | 5,202,438 OMS @ | | 1.00% | 2,081 £ per unit | (52,024) |
| Residential Sales Legal Costs | | 5,202,438 OMS @ | | 0.50% | 1,040 £ per unit | (26,012) |
| Marketing and Promotion | | 5,202,438 OMS @ | | 3.00% | 6,243 £ per unit 9,364 £ per unit | (156,073) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | | (46,567) |
| Developers Profit - | | | | | | |
| Margin on AH | | 1,911,700 | | 6.00% on AH values | | (114,702) |
| Profit on OMS | | 5,202,438 | | 20.00% | | (1,040,488) |
| Profit analysis: | | 4,549,618 | | 25.39% on costs | | (1,155,190) |
| | | 7,114,138 | | 16.24% blended | | (1,155,190) |
| TOTAL COSTS | | | | | | (5,704,807) |

| | | | | | | |
|----------------------------------|--|-------------------|--------------------|--------------------|--|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | | |
| Residual Land Value (gross) | | | | | | 1,409,330 |
| SDLT | | 1,409,330 @ | | (slabbed) | | (59,967) |
| Acquisition Agent fees | | 1,409,330 @ | | 1.0% | | (14,093) |
| Acquisition Legal fees | | 1,409,330 @ | | 0.5% | | (7,047) |
| Interest on Land | | 1,409,330 @ | | 6.25% | | (88,083) |
| Residual Land Value | | | | | | 1,240,141 |
| RLV analysis: | | 49,606 £ per plot | 1,488,169 £ per ha | 602,254 £ per acre | | |

| | | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|--|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | | |
| Residential Density | | 30.0 dph | | | | |
| Site Area (Net) | | 0.83 ha | | 2.06 acres | | |
| Density analysis: | | 2.738 sqm/ha | | 11.925 sqft/ac | | |
| Benchmark Land Value (Net) | 44,478 £ per plot | 1,334,340 £ per ha | | 540,000 £ per acre | | 1,111,950 |

| | | | | | | |
|-------------------|--|------------------|--|-------------------|--|----------------|
| BALANCE | | | | | | |
| Surplus/(Deficit) | | 153,829 £ per ha | | 62,254 £ per acre | | 128,191 |

Scheme Ref: **M**
 No Units: **25** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| | | Affordable Housing - % on site 35% | | | | | | | |
|---------------------|-----|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV) | | 128,191 | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| CIL £psm | 70 | | 264,938 | 229,761 | 194,583 | 159,259 | 123,820 | 88,375 | 52,667 |
| | 90 | | 231,560 | 198,468 | 165,377 | 132,276 | 98,912 | 65,549 | 32,015 |
| | 110 | | 198,181 | 167,176 | 136,171 | 105,166 | 74,005 | 42,717 | 11,364 |
| | 130 | | 164,803 | 135,884 | 106,965 | 78,046 | 49,097 | 19,885 | (9,328) |
| | 150 | | 131,424 | 104,592 | 77,759 | 50,926 | 24,093 | (2,947) | (30,084) |
| | 170 | | 98,046 | 73,299 | 48,553 | 23,806 | (941) | (25,779) | (50,840) |
| | 190 | | 64,668 | 42,007 | 19,347 | (3,314) | (25,974) | (48,635) | (71,597) |
| | 210 | | 31,289 | 10,715 | (9,860) | (30,434) | (51,008) | (71,583) | (92,353) |
| | 230 | | (2,089) | (20,577) | (39,066) | (57,554) | (76,042) | (94,530) | (113,110) |
| | 250 | | (35,526) | (51,870) | (68,272) | (84,674) | (101,076) | (117,478) | (133,880) |
| | 270 | | (69,073) | (83,162) | (97,478) | (111,794) | (126,110) | (140,426) | (154,742) |
| | 290 | | (102,621) | (114,478) | (126,684) | (138,914) | (151,144) | (163,373) | (175,603) |
| | 310 | | (136,168) | (145,928) | (155,890) | (166,034) | (176,177) | (186,321) | (196,465) |
| | 330 | | (169,716) | (177,379) | (185,096) | (193,154) | (201,211) | (209,269) | (217,326) |
| | 350 | | (203,263) | (208,830) | (214,396) | (220,274) | (226,245) | (232,216) | (238,188) |
| | 370 | | (236,811) | (240,281) | (243,750) | (247,394) | (251,279) | (255,164) | (259,049) |
| | 390 | | (270,358) | (271,731) | (273,104) | (274,514) | (276,313) | (278,112) | (279,911) |
| | 410 | | (303,906) | (303,182) | (302,458) | (301,735) | (301,346) | (301,059) | (300,772) |
| | 430 | | (337,453) | (334,633) | (331,812) | (328,992) | (326,380) | (324,007) | (321,634) |
| | 450 | | (371,001) | (366,084) | (361,167) | (356,249) | (351,414) | (346,955) | (342,495) |
| 470 | | (404,653) | (397,534) | (390,521) | (383,507) | (376,493) | (369,902) | (363,357) | |
| 490 | | (438,371) | (428,985) | (419,875) | (410,764) | (401,654) | (392,850) | (384,218) | |
| 510 | | (472,088) | (460,466) | (449,229) | (438,021) | (426,814) | (415,798) | (405,080) | |
| 530 | | (505,806) | (492,076) | (478,583) | (465,279) | (451,975) | (438,745) | (425,941) | |
| 550 | | (539,523) | (523,686) | (507,937) | (492,536) | (477,135) | (461,735) | (446,803) | |
| 570 | | (573,240) | (555,296) | (537,352) | (519,793) | (502,296) | (484,799) | (467,664) | |

TABLE 2

| | | Site Specific S106 | | | | | | | |
|---------------------|-----|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV) | | 128,191 | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| CIL £psm | 70 | | 159,259 | 143,890 | 128,521 | 113,151 | 97,782 | 82,413 | 67,044 |
| | 90 | | 132,276 | 116,905 | 101,523 | 86,142 | 70,761 | 55,380 | 39,998 |
| | 110 | | 105,166 | 89,785 | 74,403 | 59,022 | 43,641 | 28,260 | 12,878 |
| | 130 | | 78,046 | 62,665 | 47,283 | 31,902 | 16,521 | 1,140 | (14,242) |
| | 150 | | 50,926 | 35,545 | 20,163 | 4,782 | (10,599) | (25,980) | (41,361) |
| | 170 | | 23,806 | 8,425 | (6,956) | (22,338) | (37,719) | (53,100) | (68,481) |
| | 190 | | (3,314) | (18,695) | (34,076) | (49,458) | (64,839) | (80,220) | (95,601) |
| | 210 | | (30,434) | (45,815) | (61,196) | (76,578) | (91,959) | (107,340) | (122,721) |
| | 230 | | (57,554) | (72,935) | (88,316) | (103,698) | (119,079) | (134,460) | (149,841) |
| | 250 | | (84,674) | (100,055) | (115,436) | (130,818) | (146,199) | (161,580) | (176,961) |
| | 270 | | (111,794) | (127,175) | (142,556) | (157,938) | (173,319) | (188,700) | (204,081) |
| | 290 | | (138,914) | (154,295) | (169,676) | (185,057) | (200,439) | (215,820) | (231,201) |
| | 310 | | (166,034) | (181,415) | (196,796) | (212,177) | (227,559) | (242,940) | (258,321) |
| | 330 | | (193,154) | (208,535) | (223,916) | (239,297) | (254,679) | (270,060) | (285,441) |
| | 350 | | (220,274) | (235,655) | (251,036) | (266,417) | (281,799) | (297,180) | (312,561) |
| | 370 | | (247,394) | (262,775) | (278,156) | (293,537) | (308,919) | (324,300) | (339,681) |
| | 390 | | (274,514) | (289,895) | (305,276) | (320,659) | (336,053) | (351,447) | (366,841) |
| | 410 | | (301,735) | (317,129) | (332,523) | (347,917) | (363,311) | (378,705) | (394,099) |
| | 430 | | (328,992) | (344,386) | (359,780) | (375,174) | (390,568) | (405,962) | (421,356) |
| | 450 | | (356,249) | (371,643) | (387,037) | (402,431) | (417,825) | (433,219) | (448,613) |
| 470 | | (383,507) | (398,901) | (414,295) | (429,689) | (445,083) | (460,477) | (475,871) | |
| 490 | | (410,764) | (426,158) | (441,552) | (456,946) | (472,340) | (487,734) | (503,128) | |
| 510 | | (438,021) | (453,415) | (468,809) | (484,203) | (499,597) | (514,991) | (530,385) | |
| 530 | | (465,279) | (480,673) | (496,067) | (511,461) | (526,855) | (542,249) | (557,642) | |
| 550 | | (492,536) | (507,930) | (523,324) | (538,718) | (554,112) | (569,506) | (584,900) | |
| 570 | | (519,793) | (535,187) | (550,581) | (565,975) | (581,369) | (596,763) | (612,157) | |

Scheme Ref: **M**
 No Units: **25** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

TABLE 3

| Balance (RLV - BLV) | 128,191 | Infrastructure Costs | | | | | | |
|---------------------|---------|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 159,259 | 159,259 | 159,259 | 159,259 | 159,259 | 159,259 | 159,259 |
| | 90 | 132,276 | 132,276 | 132,276 | 132,276 | 132,276 | 132,276 | 132,276 |
| | 110 | 105,166 | 105,166 | 105,166 | 105,166 | 105,166 | 105,166 | 105,166 |
| | 130 | 78,046 | 78,046 | 78,046 | 78,046 | 78,046 | 78,046 | 78,046 |
| | 150 | 50,926 | 50,926 | 50,926 | 50,926 | 50,926 | 50,926 | 50,926 |
| CIL £psm | 170 | 23,806 | 23,806 | 23,806 | 23,806 | 23,806 | 23,806 | 23,806 |
| 93.02 | 190 | (3,314) | (3,314) | (3,314) | (3,314) | (3,314) | (3,314) | (3,314) |
| | 210 | (30,434) | (30,434) | (30,434) | (30,434) | (30,434) | (30,434) | (30,434) |
| | 230 | (57,554) | (57,554) | (57,554) | (57,554) | (57,554) | (57,554) | (57,554) |
| | 250 | (84,674) | (84,674) | (84,674) | (84,674) | (84,674) | (84,674) | (84,674) |
| | 270 | (111,794) | (111,794) | (111,794) | (111,794) | (111,794) | (111,794) | (111,794) |
| | 290 | (138,914) | (138,914) | (138,914) | (138,914) | (138,914) | (138,914) | (138,914) |
| | 310 | (166,034) | (166,034) | (166,034) | (166,034) | (166,034) | (166,034) | (166,034) |
| | 330 | (193,154) | (193,154) | (193,154) | (193,154) | (193,154) | (193,154) | (193,154) |
| | 350 | (220,274) | (220,274) | (220,274) | (220,274) | (220,274) | (220,274) | (220,274) |
| | 370 | (247,394) | (247,394) | (247,394) | (247,394) | (247,394) | (247,394) | (247,394) |
| | 390 | (274,514) | (274,514) | (274,514) | (274,514) | (274,514) | (274,514) | (274,514) |
| | 410 | (301,735) | (301,735) | (301,735) | (301,735) | (301,735) | (301,735) | (301,735) |
| | 430 | (328,992) | (328,992) | (328,992) | (328,992) | (328,992) | (328,992) | (328,992) |
| | 450 | (356,249) | (356,249) | (356,249) | (356,249) | (356,249) | (356,249) | (356,249) |
| | 470 | (383,507) | (383,507) | (383,507) | (383,507) | (383,507) | (383,507) | (383,507) |
| | 490 | (410,764) | (410,764) | (410,764) | (410,764) | (410,764) | (410,764) | (410,764) |
| | 510 | (438,021) | (438,021) | (438,021) | (438,021) | (438,021) | (438,021) | (438,021) |
| | 530 | (465,279) | (465,279) | (465,279) | (465,279) | (465,279) | (465,279) | (465,279) |
| | 550 | (492,536) | (492,536) | (492,536) | (492,536) | (492,536) | (492,536) | (492,536) |
| | 570 | (519,793) | (519,793) | (519,793) | (519,793) | (519,793) | (519,793) | (519,793) |

TABLE 4

| Balance (RLV - BLV) | 128,191 | Profit 20% | | | | | | |
|---------------------|---------|------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| | 70 | 386,215 | 340,824 | 295,433 | 250,042 | 204,650 | 159,259 | 113,868 |
| | 90 | 359,232 | 313,841 | 268,450 | 223,058 | 177,667 | 132,276 | 86,885 |
| | 110 | 332,122 | 286,731 | 241,340 | 195,948 | 150,557 | 105,166 | 59,775 |
| | 130 | 305,002 | 259,611 | 214,220 | 168,828 | 123,437 | 78,046 | 32,655 |
| | 150 | 277,882 | 232,491 | 187,100 | 141,709 | 96,317 | 50,926 | 5,535 |
| CIL £psm | 170 | 250,762 | 205,371 | 159,980 | 114,589 | 69,197 | 23,806 | (21,585) |
| 93.02 | 190 | 223,642 | 178,251 | 132,860 | 87,469 | 42,077 | (3,314) | (48,705) |
| | 210 | 196,522 | 151,131 | 105,740 | 60,349 | 14,957 | (30,434) | (75,825) |
| | 230 | 169,402 | 124,011 | 78,620 | 33,229 | (12,163) | (57,554) | (102,945) |
| | 250 | 142,282 | 96,891 | 51,500 | 6,109 | (39,283) | (84,674) | (130,065) |
| | 270 | 115,163 | 69,771 | 24,380 | (21,011) | (66,403) | (111,794) | (157,185) |
| | 290 | 88,043 | 42,651 | (2,740) | (48,131) | (93,523) | (138,914) | (184,305) |
| | 310 | 60,923 | 15,531 | (29,860) | (75,251) | (120,642) | (166,034) | (211,425) |
| | 330 | 33,803 | (11,589) | (56,980) | (102,371) | (147,762) | (193,154) | (238,545) |
| | 350 | 6,683 | (38,709) | (84,100) | (129,491) | (174,882) | (220,274) | (265,665) |
| | 370 | (20,437) | (65,829) | (111,220) | (156,611) | (202,002) | (247,394) | (292,785) |
| | 390 | (47,557) | (92,949) | (138,340) | (183,731) | (229,122) | (274,514) | (319,905) |
| | 410 | (74,778) | (120,170) | (165,561) | (210,952) | (256,344) | (301,735) | (347,126) |
| | 430 | (102,036) | (147,427) | (192,818) | (238,210) | (283,601) | (328,992) | (374,383) |
| | 450 | (129,293) | (174,684) | (220,076) | (265,467) | (310,858) | (356,249) | (401,641) |
| | 470 | (156,550) | (201,942) | (247,333) | (292,724) | (338,116) | (383,507) | (428,898) |
| | 490 | (183,808) | (229,199) | (274,590) | (319,982) | (365,373) | (410,764) | (456,155) |
| | 510 | (211,065) | (256,456) | (301,848) | (347,239) | (392,630) | (438,021) | (483,413) |
| | 530 | (238,322) | (283,714) | (329,105) | (374,496) | (419,888) | (465,279) | (510,670) |
| | 550 | (265,580) | (310,971) | (356,362) | (401,754) | (447,145) | (492,536) | (537,927) |
| | 570 | (292,837) | (338,228) | (383,620) | (429,011) | (474,402) | (519,793) | (565,185) |

Scheme Ref: **M**
 No Units: **25** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 128,191 | BLV (per acre) | | | | | | |
|---------------------|----------|----------------|-----------|-----------|-----------|-------------|-------------|-------------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| CIL £psm 93.02 | 70 | 653,459 | 447,542 | 241,626 | 35,709 | (170,208) | (376,124) | (582,041) |
| | 90 | 626,476 | 420,559 | 214,643 | 8,726 | (197,191) | (403,107) | (609,024) |
| | 110 | 599,366 | 393,449 | 187,533 | (18,384) | (224,301) | (430,217) | (636,134) |
| | 130 | 572,246 | 366,329 | 160,413 | (45,504) | (251,421) | (457,337) | (663,254) |
| | 150 | 545,126 | 339,209 | 133,293 | (72,624) | (278,541) | (484,457) | (690,374) |
| | 170 | 518,006 | 312,089 | 106,173 | (99,744) | (305,661) | (511,577) | (717,494) |
| | 190 | 490,886 | 284,969 | 79,053 | (126,864) | (332,781) | (538,697) | (744,614) |
| | 210 | 463,766 | 257,849 | 51,933 | (153,984) | (359,901) | (565,817) | (771,734) |
| | 230 | 436,646 | 230,729 | 24,813 | (181,104) | (387,021) | (592,937) | (798,854) |
| | 250 | 409,526 | 203,609 | (2,307) | (208,224) | (414,141) | (620,057) | (825,974) |
| | 270 | 382,406 | 176,490 | (29,427) | (235,344) | (441,260) | (647,177) | (853,094) |
| | 290 | 355,286 | 149,370 | (56,547) | (262,464) | (468,380) | (674,297) | (880,214) |
| | 310 | 328,166 | 122,250 | (83,667) | (289,584) | (495,500) | (701,417) | (907,334) |
| | 330 | 301,046 | 95,130 | (110,787) | (316,704) | (522,620) | (728,537) | (934,454) |
| | 350 | 273,926 | 68,010 | (137,907) | (343,824) | (549,740) | (755,657) | (961,574) |
| | 370 | 246,806 | 40,890 | (165,027) | (370,944) | (576,860) | (782,777) | (988,694) |
| | 390 | 219,686 | 13,770 | (192,147) | (398,064) | (603,980) | (809,897) | (1,015,814) |
| | 410 | 192,566 | (13,452) | (219,268) | (425,185) | (631,200) | (837,118) | (1,043,035) |
| | 430 | 165,446 | (40,709) | (246,388) | (452,305) | (658,320) | (864,238) | (1,070,255) |
| | 450 | 138,326 | (67,966) | (273,508) | (479,425) | (685,440) | (891,358) | (1,097,475) |
| 470 | 111,206 | (95,223) | (300,628) | (506,545) | (712,560) | (918,478) | (1,124,695) | |
| 490 | 84,086 | (122,481) | (327,748) | (533,665) | (739,680) | (945,598) | (1,151,915) | |
| 510 | 56,966 | (149,738) | (354,868) | (560,785) | (766,800) | (972,718) | (1,179,135) | |
| 530 | 29,846 | (176,995) | (381,988) | (587,905) | (793,920) | (1,000,838) | (1,206,355) | |
| 550 | 2,726 | (204,253) | (409,108) | (615,025) | (821,040) | (1,028,958) | (1,233,575) | |
| 570 | (25,394) | (231,510) | (436,228) | (642,145) | (848,160) | (1,057,078) | (1,260,795) | |

TABLE 6

| Balance (RLV - BLV) | 128,191 | Density (dph) | | | | | | |
|---------------------|-----------|---------------|----------|---------|---------|---------|---------|---------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| CIL £psm 93.02 | 70 | 159,259 | 463,606 | 646,214 | 767,953 | 854,909 | 920,127 | 970,851 |
| | 90 | 132,276 | 436,623 | 619,231 | 740,970 | 827,926 | 893,143 | 943,868 |
| | 110 | 105,293 | 409,640 | 592,248 | 713,987 | 800,943 | 866,160 | 916,885 |
| | 130 | 78,310 | 382,657 | 565,265 | 687,003 | 773,959 | 839,177 | 889,901 |
| | 150 | 51,327 | 355,674 | 538,282 | 659,999 | 746,955 | 812,172 | 862,896 |
| | 170 | 24,344 | 328,691 | 511,300 | 632,716 | 719,672 | 785,889 | 836,613 |
| | 190 | (2,639) | 301,708 | 484,317 | 605,432 | 692,388 | 758,605 | 809,329 |
| | 210 | (29,656) | 274,725 | 457,334 | 578,447 | 665,403 | 731,620 | 782,344 |
| | 230 | (56,673) | 247,742 | 430,351 | 551,462 | 638,419 | 704,636 | 755,360 |
| | 250 | (83,690) | 220,759 | 403,368 | 524,477 | 611,435 | 677,652 | 728,374 |
| | 270 | (110,707) | 193,776 | 376,385 | 497,492 | 584,392 | 650,609 | 701,333 |
| | 290 | (137,724) | 166,793 | 349,402 | 470,507 | 557,348 | 623,566 | 674,288 |
| | 310 | (164,741) | 139,810 | 322,419 | 443,522 | 530,363 | 596,583 | 647,310 |
| | 330 | (191,758) | 112,827 | 295,436 | 416,537 | 503,378 | 569,599 | 620,327 |
| | 350 | (218,775) | 85,844 | 268,453 | 389,552 | 476,393 | 542,616 | 595,344 |
| | 370 | (245,792) | 58,861 | 241,470 | 362,567 | 449,408 | 515,631 | 568,361 |
| | 390 | (272,809) | 31,878 | 214,487 | 335,582 | 422,423 | 488,646 | 541,378 |
| | 410 | (300,826) | 4,895 | 187,504 | 308,597 | 395,438 | 461,661 | 514,395 |
| | 430 | (327,843) | (22,118) | 160,521 | 281,612 | 368,453 | 434,676 | 487,412 |
| | 450 | (354,860) | (49,135) | 133,538 | 254,627 | 341,468 | 407,691 | 460,429 |
| 470 | (381,877) | (76,152) | 106,555 | 227,642 | 314,483 | 380,706 | 433,446 | |
| 490 | (408,894) | (103,169) | 79,572 | 200,657 | 287,498 | 353,721 | 406,463 | |
| 510 | (435,911) | (130,186) | 52,589 | 173,672 | 260,513 | 326,736 | 379,480 | |
| 530 | (462,928) | (157,203) | 25,606 | 146,687 | 233,528 | 299,751 | 352,497 | |
| 550 | (489,945) | (184,220) | (1,417) | 119,702 | 206,543 | 272,766 | 325,514 | |
| 570 | (516,962) | (211,237) | (28,434) | 92,717 | 179,558 | 245,781 | 298,531 | |



Scheme Ref: **M**
 No Units: **25** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

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) | 128,191 | | | | | | | |
| | 70 | 498,693 | 329,353 | 159,259 | (11,807) | (183,021) | (354,602) | (526,682) |
| | 90 | 471,981 | 302,506 | 132,276 | (38,927) | (210,141) | (381,859) | (553,939) |
| | 110 | 445,220 | 275,643 | 105,166 | (66,047) | (237,261) | (409,116) | (581,197) |
| | 130 | 418,373 | 248,660 | 78,046 | (93,167) | (264,381) | (436,374) | (608,518) |
| | 150 | 391,526 | 221,676 | 50,926 | (120,287) | (291,551) | (463,631) | (635,913) |
| CIL £psm | 170 | 364,678 | 194,693 | 23,806 | (147,407) | (318,808) | (490,888) | (663,309) |
| | 93.02 | 190 | 337,831 | 167,710 | (3,314) | (174,527) | (346,065) | (518,146) |
| | 210 | 310,984 | 140,727 | (30,434) | (201,647) | (373,323) | (545,403) | (718,099) |
| | 230 | 284,094 | 113,659 | (57,554) | (228,767) | (400,580) | (572,660) | (745,495) |
| | 250 | 257,110 | 86,539 | (84,674) | (255,887) | (427,837) | (599,938) | (772,890) |
| | 270 | 230,127 | 59,419 | (111,794) | (283,014) | (455,094) | (627,334) | (800,286) |
| | 290 | 203,144 | 32,300 | (138,914) | (310,271) | (482,352) | (654,729) | (827,681) |
| | 310 | 176,161 | 5,180 | (166,034) | (337,529) | (509,609) | (682,124) | (855,076) |
| | 330 | 149,177 | (21,940) | (193,154) | (364,786) | (536,866) | (709,520) | (882,541) |
| | 350 | 122,153 | (49,060) | (220,274) | (392,043) | (564,124) | (736,915) | (910,075) |
| | 370 | 95,033 | (76,180) | (247,394) | (419,301) | (591,381) | (764,310) | (937,609) |
| | 390 | 67,913 | (103,300) | (274,514) | (446,558) | (618,754) | (791,706) | (965,143) |
| | 410 | 40,793 | (130,420) | (301,735) | (473,815) | (646,149) | (819,101) | (992,678) |
| | 430 | 13,673 | (157,540) | (328,992) | (501,073) | (673,545) | (846,497) | (1,020,212) |
| | 450 | (13,447) | (184,660) | (356,249) | (528,330) | (700,940) | (873,918) | (1,047,746) |
| | 470 | (40,567) | (211,780) | (383,507) | (555,587) | (728,335) | (901,452) | (1,075,280) |
| | 490 | (67,687) | (238,900) | (410,764) | (582,845) | (755,731) | (928,986) | (1,103,013) |
| | 510 | (94,807) | (266,020) | (438,021) | (610,174) | (783,126) | (956,520) | (1,134,571) |
| | 530 | (121,927) | (293,198) | (465,279) | (637,569) | (810,521) | (984,054) | (1,166,223) |
| | 550 | (149,047) | (320,456) | (492,536) | (664,965) | (837,917) | (1,011,589) | (1,197,940) |
| | 570 | (176,167) | (347,713) | (519,793) | (692,360) | (865,312) | (1,039,123) | (1,229,658) |

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) | 128,191 | | | | | | | |
| | 70 | (188,005) | (14,299) | 159,259 | 332,412 | 505,136 | 677,790 | 850,053 |
| | 90 | (215,125) | (41,419) | 132,276 | 305,429 | 478,289 | 650,961 | 823,341 |
| | 110 | (242,245) | (68,539) | 105,166 | 278,445 | 451,442 | 624,114 | 796,629 |
| | 130 | (269,365) | (95,659) | 78,046 | 251,462 | 424,594 | 597,267 | 769,917 |
| | 150 | (296,485) | (122,779) | 50,926 | 224,479 | 397,632 | 570,419 | 743,091 |
| CIL £psm | 170 | (323,605) | (149,899) | 23,806 | 197,495 | 370,648 | 543,572 | 716,244 |
| | 93.02 | 190 | (350,724) | (177,019) | (3,314) | 170,391 | 343,665 | 516,725 |
| | 210 | (377,844) | (204,139) | (30,434) | 143,271 | 316,682 | 489,835 | 662,549 |
| | 230 | (405,079) | (231,259) | (57,554) | 116,151 | 289,698 | 462,851 | 635,702 |
| | 250 | (432,336) | (258,379) | (84,674) | 89,031 | 262,715 | 435,868 | 608,855 |
| | 270 | (459,593) | (285,499) | (111,794) | 61,911 | 235,617 | 408,885 | 582,008 |
| | 290 | (486,851) | (312,619) | (138,914) | 34,791 | 208,497 | 381,901 | 555,054 |
| | 310 | (514,108) | (339,778) | (166,034) | 7,672 | 181,377 | 354,918 | 528,071 |
| | 330 | (541,365) | (367,036) | (193,154) | (19,448) | 154,257 | 327,935 | 501,088 |
| | 350 | (568,623) | (394,293) | (220,274) | (46,568) | 127,137 | 300,842 | 474,104 |
| | 370 | (595,880) | (421,550) | (247,394) | (73,688) | 100,017 | 273,722 | 447,121 |
| | 390 | (623,137) | (448,807) | (274,514) | (100,808) | 72,897 | 246,602 | 420,138 |
| | 410 | (650,395) | (476,065) | (301,735) | (127,928) | 45,777 | 219,482 | 393,154 |
| | 430 | (677,695) | (503,322) | (328,992) | (155,048) | 18,657 | 192,362 | 366,068 |
| | 450 | (705,090) | (530,579) | (356,249) | (182,168) | (8,463) | 165,242 | 338,948 |
| | 470 | (732,486) | (557,837) | (383,507) | (209,288) | (35,583) | 138,122 | 311,828 |
| | 490 | (759,881) | (585,094) | (410,764) | (236,434) | (62,703) | 111,002 | 284,708 |
| | 510 | (787,277) | (612,351) | (438,021) | (263,691) | (89,823) | 83,882 | 257,588 |
| | 530 | (814,672) | (639,645) | (465,279) | (290,949) | (116,943) | 56,762 | 230,468 |
| | 550 | (842,067) | (667,040) | (492,536) | (318,206) | (144,063) | 29,642 | 203,348 |
| | 570 | (869,463) | (694,435) | (519,793) | (345,463) | (171,183) | 2,523 | 176,228 |

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: **M**
No Units: **25** **Location / Value Zone:** **Lower** **Development Scenario:** **Brownfield**
Notes:

[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: | M |
| No Units: | 25 |
| Location / Value Zone: | Lower |
| Development Scenario: | Brownfield |
| Notes: | 0 |
| Total GDV (£) | 7,114,138 |
| 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) | 5,427.98 |
| CIL (£) | 135,699 |
| Site Specific S106 (£ per unit) | 7,000 |
| Site Specific S106 (£) | 175,000 |
| Sub-total CIL+S106 (£ per unit) | 12,428 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 12,428 |
| Total Developers Profit (£) | 1,155,190 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 16.24% |
| Developers Profit (% on costs) | 25.39% |
| RLV (£) | 1,240,141 |
| RLV (£/acre) | 602,254 |
| RLV (£/ha) | 1,488,169 |
| Balance for Plan VA: | |
| BLV (£) | 1,111,950 |
| BLV (£/acre) | 540,000 |
| BLV (£/ha) | 1,334,340 |
| Surplus/Deficit | 128,191 |
| Surplus/Deficit (£/acre) | 62,254 |
| Surplus/Deficit (£/ha) | 153,829 |
| 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: **N**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|-------------------|------------------------------------|----------------------|
| Total number of units in scheme | | | 9 Units | | | |
| AH Policy requirement (% Target) | | | 0% | | | |
| AH tenure split % | | | Affordable Rent: | | 75.0% | |
| | | | Social Rent: | | 0.0% | |
| | | | Intermediate (LCHO/Sub-Market/Starter etc.): | | 25.0% | |
| Open Market Sale (OMS) housing | | | 100% | | | |
| CIL Rate (£ psm) | | | 100% | | | |
| | | | 93.02 £ psm | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | 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 | 57.0% | 5.1 | 0.0% | 0.0 | 57% | 5.1 |
| 5 bed House | 43.0% | 3.9 | 0.0% | 0.0 | 43% | 3.9 |
| 1 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| Total number of units | 100.0% | 9.0 | 0.0% | 0.0 | 100% | 9.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (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 | 85.0% | | 58.8 | 633 |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (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 | 85.0% | | 58.8 | 633 |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 bed House | 590 | 6,350 | 0 | 0 | 590 | 6,350 |
| 5 bed House | 639 | 6,873 | 0 | 0 | 639 | 6,873 |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| | 1,229 | 13,223 | 0 | 0 | 1,229 | 13,223 |
| AH % by floor area: | | | 0.00% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | | total MV £ (no AH) | |
| 1 bed House | 240,000 | 3,871 | 360 | | 0 | |
| 2 bed House | 300,000 | 3,797 | 353 | | 0 | |
| 3 bed House | 365,000 | 3,650 | 339 | | 0 | |
| 4 bed House | 400,000 | 3,478 | 323 | | 2,052,000 | |
| 5 bed House | 525,000 | 3,182 | 296 | | 2,031,750 | |
| 1 bed Flat | 200,000 | 4,000 | 372 | | 0 | |
| 2 bed Flat | 255,000 | 3,643 | 338 | | 0 | |
| | | | | | 4,083,750 | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% |

Scheme Ref: **N**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|---|--|----------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 240,000 | - |
| 2 bed House | 0.0 | @ | 300,000 | - |
| 3 bed House | 0.0 | @ | 365,000 | - |
| 4 bed House | 5.1 | @ | 400,000 | 2,052,000 |
| 5 bed House | 3.9 | @ | 525,000 | 2,031,750 |
| 1 bed Flat | 0.0 | @ | 200,000 | - |
| 2 bed Flat | 0.0 | @ | 255,000 | - |
| | 9.0 | | | 4,083,750 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 144,000 | - |
| 2 bed House | 0.0 | @ | 180,000 | - |
| 3 bed House | 0.0 | @ | 219,000 | - |
| 4 bed House | 0.0 | @ | 240,000 | - |
| 5 bed House | 0.0 | @ | 315,000 | - |
| 1 bed Flat | 0.0 | @ | 120,000 | - |
| 2 bed Flat | 0.0 | @ | 153,000 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 105,600 | - |
| 2 bed House | 0.0 | @ | 132,000 | - |
| 3 bed House | 0.0 | @ | 160,600 | - |
| 4 bed House | 0.0 | @ | 176,000 | - |
| 5 bed House | 0.0 | @ | 231,000 | - |
| 1 bed Flat | 0.0 | @ | 88,000 | - |
| 2 bed Flat | 0.0 | @ | 112,200 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 182,400 | - |
| 2 bed House | 0.0 | @ | 228,000 | - |
| 3 bed House | 0.0 | @ | 277,400 | - |
| 4 bed House | 0.0 | @ | 304,000 | - |
| 5 bed House | 0.0 | @ | 399,000 | - |
| 1 bed Flat | 0.0 | @ | 152,000 | - |
| 2 bed Flat | 0.0 | @ | 193,800 | - |
| | 0.0 | | | - |
| Sub-total GDV Residential | 9 | | | 4,083,750 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 9 | @ | 0 | - |
| Total GDV | | | | 4,083,750 |

| DEVELOPMENT COSTS | | | | |
|---|-----------------|-------------------------|---------------------------------|-----------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (10,000) |
| Statutory Planning Fees (Residential) | | | | (4,158) |
| CIL | | 1,229 sqm (Market only) | 93.02 £ psm | (114,275) |
| CIL analysis: | | 2.80% % of GDV | 12,697 £ 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 | 9 units @ | 2,500 per unit | (22,500) |
| S106 analysis: | 75,000 £ per ha | 0.55% % of GDV | 2,500 £ per unit (total ur | (22,500) |
| AH Commuted Sum | | 1,229 sqm (total) | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

Scheme Ref: **N**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| | | | | | |
|--|------------|-----------------|----------------|--|--------------------|
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 0.74 acres @ | | 50,000 £ per acre (if brownfield) | (37,065) |
| 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 | 9 units @ | | 0 per unit | - |
| Infra. Costs analysis: | - | £ per ha | 0.00% % of GDV | 0 £ per unit (total ur | - |
| 1 bed House | - | sqm @ | | 1,308 psm | - |
| 2 bed House | - | sqm @ | | 1,308 psm | - |
| 3 bed House | - | sqm @ | | 1,308 psm | - |
| 4 bed House | - | sqm @ | | 1,308 psm | (771,655) |
| 5 bed House | 639 | sqm @ | | 1,308 psm | (835,223) |
| 1 bed Flat | - | sqm @ | | 1,439 psm | - |
| 2 bed Flat | 1,229 | sqm @ | | 1,439 psm | - |
| External works | | 1,606,878 @ | | 15.0% 26,781 £ per unit | (241,032) |
| 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 | - units @ | 0% @ | 521 £ per unit | - |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | 9 units @ | | 10 £ per unit | (90) |
| Contingency | | 1,885,065 @ | | 3.0% | (56,552) |
| Professional Fees | | 1,885,065 @ | | 6.5% | (122,529) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 4,083,750 OMS @ | | 1.00% 4,538 £ per unit | (40,838) |
| Residential Sales Legal Costs | | 4,083,750 OMS @ | | 0.50% 2,269 £ per unit | (20,419) |
| Marketing and Promotion | | 4,083,750 OMS @ | | 3.00% 13,613 £ per unit 20,419 £ per unit | (122,513) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | (45,415) |
| Developers Profit - | | | | | |
| Margin on AH | | 0 | | 6.00% on AH values | - |
| Profit on OMS | | 4,083,750 | | 20.00% | (816,750) |
| Profit analysis: | | 2,444,262 | | 33.41% on costs | (816,750) |
| | | 4,083,750 | | 20.00% blended | (816,750) |
| TOTAL COSTS | | | | | (3,261,012) |

| | | | | | |
|----------------------------------|--|-------------------|--------------------|--------------------|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 822,738 |
| SDLT | | 822,738 @ | | (slabbed) | (30,637) |
| Acquisition Agent fees | | 822,738 @ | | 1.0% | (8,227) |
| Acquisition Legal fees | | 822,738 @ | | 0.5% | (4,114) |
| Interest on Land | | 822,738 @ | | 6.25% | (51,421) |
| Residual Land Value | | | | | 728,339 |
| RLV analysis: | | 80,927 £ per plot | 2,427,795 £ per ha | 982,515 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 0.30 ha | | 0.74 acres | |
| Density analysis: | | 4.095 sqm/ha | | 17.838 sqft/ac | |
| Benchmark Land Value (Net) | 44,478 £ per plot | 1,334,340 £ per ha | | 540,000 £ per acre | 400,302 |

| | | | | | |
|-------------------|--|--------------------|--|--------------------|----------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 1,093,455 £ per ha | | 442,515 £ per acre | 328,037 |

Scheme Ref: **N**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | | Affordable Housing - % on site 0% | | | | | | | |
|---------------------|-----------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|----------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% | |
| CIL £psm 93.02 | 328,037 | 70 | 190,273 | 149,244 | 108,215 | 67,186 | 26,157 | (14,871) | (55,900) |
| | 90 | 171,957 | 132,073 | 92,189 | 52,305 | 12,421 | (27,463) | (67,347) | |
| | 110 | 153,642 | 114,902 | 76,163 | 37,423 | (1,316) | (40,055) | (78,795) | |
| | 130 | 135,326 | 97,731 | 60,137 | 22,542 | (15,053) | (52,647) | (90,242) | |
| | 150 | 117,010 | 80,561 | 44,111 | 7,661 | (28,789) | (65,239) | (101,690) | |
| | 170 | 98,695 | 63,390 | 28,084 | (7,221) | (42,536) | (77,865) | (113,195) | |
| | 190 | 80,374 | 46,195 | 12,016 | (22,163) | (56,342) | (90,521) | (124,700) | |
| | 210 | 61,966 | 28,937 | (4,091) | (37,120) | (70,148) | (103,177) | (136,205) | |
| | 230 | 43,557 | 11,679 | (20,199) | (52,077) | (83,955) | (115,833) | (147,711) | |
| | 250 | 25,149 | (5,578) | (36,306) | (67,033) | (97,761) | (128,488) | (159,216) | |
| | 270 | 6,741 | (22,836) | (52,413) | (81,990) | (111,567) | (141,144) | (170,721) | |
| | 290 | (11,668) | (40,094) | (68,520) | (96,947) | (125,373) | (153,800) | (182,226) | |
| | 310 | (30,076) | (57,352) | (84,628) | (111,904) | (139,180) | (166,456) | (193,731) | |
| | 330 | (48,484) | (74,610) | (100,735) | (126,860) | (152,986) | (179,111) | (205,237) | |
| | 350 | (66,893) | (91,867) | (116,842) | (141,817) | (166,792) | (191,767) | (216,742) | |
| | 370 | (85,301) | (109,125) | (132,950) | (156,774) | (180,598) | (204,423) | (228,247) | |
| | 390 | (103,709) | (126,383) | (149,057) | (171,731) | (194,405) | (217,080) | (239,781) | |
| | 410 | (122,118) | (143,641) | (165,164) | (186,709) | (208,254) | (229,800) | (251,345) | |
| | 430 | (140,576) | (160,964) | (181,353) | (201,742) | (222,131) | (242,519) | (262,908) | |
| | 450 | (159,077) | (178,310) | (197,542) | (216,774) | (236,007) | (255,239) | (274,472) | |
| 470 | (177,579) | (195,655) | (213,731) | (231,807) | (249,883) | (267,959) | (286,035) | | |
| 490 | (196,080) | (213,000) | (229,920) | (246,840) | (263,759) | (280,679) | (297,599) | | |
| 510 | (214,582) | (230,345) | (246,109) | (261,872) | (277,635) | (293,399) | (309,162) | | |
| 530 | (233,084) | (247,691) | (262,298) | (276,905) | (291,512) | (306,119) | (320,726) | | |
| 550 | (251,585) | (265,036) | (278,486) | (291,937) | (305,388) | (318,838) | (332,289) | | |
| 570 | (270,087) | (282,381) | (294,675) | (306,970) | (319,264) | (331,558) | (343,852) | | |

TABLE 2

| Balance (RLV - BLV) | | Site Specific S106 | | | | | | | |
|---------------------|-----------|--------------------|-----------|-----------|-----------|-----------|-----------|----------|---------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% | |
| CIL £psm 93.02 | 328,037 | 70 | 354,388 | 352,412 | 350,436 | 348,460 | 346,484 | 344,508 | 342,532 |
| | 90 | 331,494 | 329,518 | 327,542 | 325,565 | 323,589 | 321,613 | 319,637 | |
| | 110 | 308,599 | 306,623 | 304,647 | 302,671 | 300,695 | 298,719 | 296,743 | |
| | 130 | 285,705 | 283,729 | 281,753 | 279,777 | 277,800 | 275,824 | 273,848 | |
| | 150 | 262,810 | 260,834 | 258,858 | 256,882 | 254,906 | 252,930 | 250,954 | |
| | 170 | 239,916 | 237,940 | 235,964 | 233,988 | 232,012 | 230,036 | 228,059 | |
| | 190 | 217,021 | 215,045 | 213,069 | 211,093 | 209,117 | 207,141 | 205,165 | |
| | 210 | 194,080 | 192,102 | 190,125 | 188,147 | 186,170 | 184,192 | 182,214 | |
| | 230 | 171,069 | 169,092 | 167,114 | 165,137 | 163,159 | 161,182 | 159,204 | |
| | 250 | 148,059 | 146,081 | 144,104 | 142,126 | 140,149 | 138,171 | 136,194 | |
| | 270 | 125,049 | 123,071 | 121,093 | 119,116 | 117,138 | 115,161 | 113,183 | |
| | 290 | 102,038 | 100,061 | 98,083 | 96,105 | 94,128 | 92,150 | 90,173 | |
| | 310 | 79,028 | 77,050 | 75,073 | 73,095 | 71,117 | 69,140 | 67,162 | |
| | 330 | 56,017 | 54,040 | 52,062 | 50,085 | 48,107 | 46,129 | 44,152 | |
| | 350 | 33,007 | 31,029 | 29,052 | 27,074 | 25,097 | 23,119 | 21,141 | |
| | 370 | 9,997 | 8,019 | 6,041 | 4,064 | 2,086 | 109 | (1,869) | |
| | 390 | (13,014) | (14,991) | (16,969) | (18,947) | (20,924) | (22,902) | (24,879) | |
| | 410 | (36,024) | (38,002) | (39,979) | (41,957) | (43,935) | (45,912) | (47,890) | |
| | 430 | (59,035) | (61,012) | (62,990) | (64,968) | (66,945) | (68,923) | (70,900) | |
| | 450 | (82,148) | (84,127) | (86,106) | (88,085) | (90,065) | (92,044) | (94,023) | |
| 470 | (105,275) | (107,254) | (109,233) | (111,212) | (113,192) | (115,171) | (117,150) | | |
| 490 | (128,402) | (130,381) | (132,360) | (134,339) | (136,319) | (138,298) | (140,277) | | |
| 510 | (151,529) | (153,508) | (155,487) | (157,466) | (159,446) | (161,425) | (163,404) | | |
| 530 | (174,656) | (176,635) | (178,614) | (180,593) | (182,573) | (184,552) | (186,531) | | |
| 550 | (197,783) | (199,762) | (201,741) | (203,720) | (205,700) | (207,679) | (209,658) | | |
| 570 | (220,910) | (222,889) | (224,868) | (226,847) | (228,827) | (230,806) | (232,785) | | |

Scheme Ref: **N**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

TABLE 3

| Balance (RLV - BLV) | 328,037 | Infrastructure Costs | | | | | | |
|---------------------|---------|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 354,388 | 354,388 | 354,388 | 354,388 | 354,388 | 354,388 | 354,388 |
| | 90 | 331,494 | 331,494 | 331,494 | 331,494 | 331,494 | 331,494 | 331,494 |
| | 110 | 308,599 | 308,599 | 308,599 | 308,599 | 308,599 | 308,599 | 308,599 |
| | 130 | 285,705 | 285,705 | 285,705 | 285,705 | 285,705 | 285,705 | 285,705 |
| | 150 | 262,810 | 262,810 | 262,810 | 262,810 | 262,810 | 262,810 | 262,810 |
| CIL £psm | 170 | 239,916 | 239,916 | 239,916 | 239,916 | 239,916 | 239,916 | 239,916 |
| 93.02 | 190 | 217,021 | 217,021 | 217,021 | 217,021 | 217,021 | 217,021 | 217,021 |
| | 210 | 194,080 | 194,080 | 194,080 | 194,080 | 194,080 | 194,080 | 194,080 |
| | 230 | 171,069 | 171,069 | 171,069 | 171,069 | 171,069 | 171,069 | 171,069 |
| | 250 | 148,059 | 148,059 | 148,059 | 148,059 | 148,059 | 148,059 | 148,059 |
| | 270 | 125,049 | 125,049 | 125,049 | 125,049 | 125,049 | 125,049 | 125,049 |
| | 290 | 102,038 | 102,038 | 102,038 | 102,038 | 102,038 | 102,038 | 102,038 |
| | 310 | 79,028 | 79,028 | 79,028 | 79,028 | 79,028 | 79,028 | 79,028 |
| | 330 | 56,017 | 56,017 | 56,017 | 56,017 | 56,017 | 56,017 | 56,017 |
| | 350 | 33,007 | 33,007 | 33,007 | 33,007 | 33,007 | 33,007 | 33,007 |
| | 370 | 9,997 | 9,997 | 9,997 | 9,997 | 9,997 | 9,997 | 9,997 |
| | 390 | (13,014) | (13,014) | (13,014) | (13,014) | (13,014) | (13,014) | (13,014) |
| | 410 | (36,024) | (36,024) | (36,024) | (36,024) | (36,024) | (36,024) | (36,024) |
| | 430 | (59,035) | (59,035) | (59,035) | (59,035) | (59,035) | (59,035) | (59,035) |
| | 450 | (82,148) | (82,148) | (82,148) | (82,148) | (82,148) | (82,148) | (82,148) |
| | 470 | (105,275) | (105,275) | (105,275) | (105,275) | (105,275) | (105,275) | (105,275) |
| | 490 | (128,402) | (128,402) | (128,402) | (128,402) | (128,402) | (128,402) | (128,402) |
| | 510 | (151,529) | (151,529) | (151,529) | (151,529) | (151,529) | (151,529) | (151,529) |
| | 530 | (174,656) | (174,656) | (174,656) | (174,656) | (174,656) | (174,656) | (174,656) |
| | 550 | (197,783) | (197,783) | (197,783) | (197,783) | (197,783) | (197,783) | (197,783) |
| | 570 | (220,910) | (220,910) | (220,910) | (220,910) | (220,910) | (220,910) | (220,910) |

TABLE 4

| Balance (RLV - BLV) | 328,037 | Profit 20% | | | | | | |
|---------------------|---------|------------|----------|-----------|-----------|-----------|-----------|-----------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| | 70 | 532,542 | 496,911 | 461,280 | 425,650 | 390,019 | 354,388 | 318,757 |
| | 90 | 509,647 | 474,016 | 438,386 | 402,755 | 367,124 | 331,494 | 295,863 |
| | 110 | 486,753 | 451,122 | 415,491 | 379,861 | 344,230 | 308,599 | 272,968 |
| | 130 | 463,858 | 428,228 | 392,597 | 356,966 | 321,335 | 285,705 | 250,074 |
| | 150 | 440,964 | 405,333 | 369,702 | 334,072 | 298,441 | 262,810 | 227,179 |
| CIL £psm | 170 | 418,069 | 382,439 | 346,808 | 311,177 | 275,546 | 239,916 | 204,285 |
| 93.02 | 190 | 395,175 | 359,544 | 323,913 | 288,283 | 252,652 | 217,021 | 181,391 |
| | 210 | 372,234 | 336,603 | 300,972 | 265,341 | 229,711 | 194,080 | 158,449 |
| | 230 | 349,223 | 313,592 | 277,962 | 242,331 | 206,700 | 171,069 | 135,439 |
| | 250 | 326,213 | 290,582 | 254,951 | 219,321 | 183,690 | 148,059 | 112,428 |
| | 270 | 303,202 | 267,572 | 231,941 | 196,310 | 160,679 | 125,049 | 89,418 |
| | 290 | 280,192 | 244,561 | 208,930 | 173,300 | 137,669 | 102,038 | 66,408 |
| | 310 | 257,181 | 221,551 | 185,920 | 150,289 | 114,659 | 79,028 | 43,397 |
| | 330 | 234,171 | 198,540 | 162,910 | 127,279 | 91,648 | 56,017 | 20,387 |
| | 350 | 211,161 | 175,530 | 139,899 | 104,268 | 68,638 | 33,007 | (2,624) |
| | 370 | 188,150 | 152,519 | 116,889 | 81,258 | 45,627 | 9,997 | (25,634) |
| | 390 | 165,140 | 129,509 | 93,878 | 58,248 | 22,617 | (13,014) | (48,645) |
| | 410 | 142,129 | 106,499 | 70,868 | 35,237 | (394) | (36,024) | (71,655) |
| | 430 | 119,119 | 83,488 | 47,857 | 12,227 | (23,404) | (59,035) | (94,665) |
| | 450 | 96,006 | 60,375 | 24,744 | (10,886) | (46,517) | (82,148) | (117,779) |
| | 470 | 72,879 | 37,248 | 1,617 | (34,013) | (69,644) | (105,275) | (140,905) |
| | 490 | 49,752 | 14,121 | (21,510) | (57,140) | (92,771) | (128,402) | (164,032) |
| | 510 | 26,625 | (9,006) | (44,637) | (80,267) | (115,898) | (151,529) | (187,159) |
| | 530 | 3,498 | (32,133) | (67,764) | (103,394) | (139,025) | (174,656) | (210,286) |
| | 550 | (19,629) | (55,260) | (90,890) | (126,521) | (162,152) | (197,783) | (233,413) |
| | 570 | (42,756) | (78,387) | (114,017) | (149,648) | (185,279) | (220,910) | (256,540) |

Scheme Ref: **N**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 328,037 | BLV (per acre) | | | | | | |
|---------------------|----------|----------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| 70 | | 532,300 | 458,170 | 384,040 | 309,910 | 235,780 | 161,650 | 87,520 |
| 90 | | 509,406 | 435,276 | 361,146 | 287,016 | 212,886 | 138,756 | 64,626 |
| 110 | | 486,511 | 412,381 | 338,251 | 264,121 | 189,991 | 115,861 | 41,731 |
| 130 | | 463,617 | 389,487 | 315,357 | 241,227 | 167,097 | 92,967 | 18,837 |
| 150 | | 440,722 | 366,592 | 292,462 | 218,332 | 144,202 | 70,072 | (4,058) |
| 170 | CIL £psm | 417,828 | 343,698 | 269,568 | 195,438 | 121,308 | 47,178 | (26,952) |
| 190 | 93.02 | 394,933 | 320,803 | 246,673 | 172,543 | 98,413 | 24,283 | (49,847) |
| 210 | | 371,992 | 297,862 | 223,732 | 149,602 | 75,472 | 1,342 | (72,788) |
| 230 | | 348,981 | 274,851 | 200,721 | 126,591 | 52,461 | (21,669) | (95,799) |
| 250 | | 325,971 | 251,841 | 177,711 | 103,581 | 29,451 | (44,679) | (118,809) |
| 270 | | 302,961 | 228,831 | 154,701 | 80,571 | 6,441 | (67,689) | (141,819) |
| 290 | | 279,950 | 205,820 | 131,690 | 57,560 | (16,570) | (90,700) | (164,830) |
| 310 | | 256,940 | 182,810 | 108,680 | 34,550 | (39,580) | (113,710) | (187,840) |
| 330 | | 233,929 | 159,799 | 85,669 | 11,539 | (62,591) | (136,721) | (210,851) |
| 350 | | 210,919 | 136,789 | 62,659 | (11,471) | (85,601) | (159,731) | (233,861) |
| 370 | | 187,909 | 113,779 | 39,649 | (34,481) | (108,611) | (182,741) | (256,871) |
| 390 | | 164,898 | 90,768 | 16,638 | (57,492) | (131,622) | (205,752) | (279,882) |
| 410 | | 141,888 | 67,758 | (6,372) | (80,502) | (154,632) | (228,762) | (302,892) |
| 430 | | 118,877 | 44,747 | (29,383) | (103,513) | (177,643) | (251,773) | (325,903) |
| 450 | | 95,764 | 21,634 | (52,496) | (126,626) | (200,756) | (274,886) | (349,016) |
| 470 | | 72,637 | (1,493) | (75,623) | (149,753) | (223,883) | (298,013) | (372,143) |
| 490 | | 49,510 | (24,620) | (98,750) | (172,880) | (247,010) | (321,140) | (395,270) |
| 510 | | 26,383 | (47,747) | (121,877) | (196,007) | (270,137) | (344,267) | (418,397) |
| 530 | | 3,256 | (70,874) | (145,004) | (219,134) | (293,264) | (367,394) | (441,524) |
| 550 | | (19,871) | (94,001) | (168,131) | (242,261) | (316,391) | (390,521) | (464,651) |
| 570 | | (42,998) | (117,128) | (191,258) | (265,388) | (339,518) | (413,648) | (487,778) |

TABLE 6

| Balance (RLV - BLV) | 328,037 | Density (dph) | | | | | | |
|---------------------|----------|---------------|-----------|----------|---------|---------|---------|---------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| 70 | | 354,388 | 463,959 | 529,701 | 573,530 | 604,836 | 628,315 | 646,577 |
| 90 | | 331,494 | 441,064 | 506,807 | 550,635 | 581,941 | 605,421 | 623,683 |
| 110 | | 308,599 | 418,170 | 483,913 | 527,741 | 559,047 | 582,526 | 600,788 |
| 130 | | 285,705 | 395,276 | 461,018 | 504,846 | 536,152 | 559,632 | 577,894 |
| 150 | | 262,810 | 372,381 | 438,124 | 481,952 | 513,258 | 536,737 | 554,999 |
| 170 | CIL £psm | 239,916 | 349,487 | 415,229 | 459,057 | 490,363 | 513,843 | 532,105 |
| 190 | 93.02 | 217,021 | 326,592 | 392,335 | 436,163 | 467,469 | 490,948 | 509,210 |
| 210 | | 194,080 | 303,698 | 369,440 | 413,269 | 444,575 | 468,054 | 486,316 |
| 230 | | 171,069 | 280,688 | 346,460 | 390,307 | 421,627 | 445,117 | 463,387 |
| 250 | | 148,059 | 257,678 | 323,449 | 367,297 | 398,617 | 422,107 | 440,376 |
| 270 | | 125,049 | 234,668 | 300,439 | 344,287 | 375,606 | 399,096 | 417,366 |
| 290 | | 102,038 | 211,657 | 277,429 | 321,276 | 352,596 | 376,086 | 394,355 |
| 310 | | 79,028 | 188,647 | 254,418 | 298,266 | 329,585 | 353,075 | 371,345 |
| 330 | | 56,017 | 165,636 | 231,408 | 275,255 | 306,575 | 330,065 | 348,335 |
| 350 | | 33,007 | 142,626 | 208,397 | 252,245 | 283,565 | 307,054 | 325,324 |
| 370 | | 9,997 | 119,615 | 185,387 | 229,234 | 260,554 | 284,044 | 302,314 |
| 390 | | (13,014) | 96,605 | 162,376 | 206,224 | 237,544 | 261,034 | 279,303 |
| 410 | | (36,024) | 73,595 | 139,366 | 183,214 | 214,533 | 238,023 | 256,293 |
| 430 | | (59,035) | 50,584 | 116,356 | 160,203 | 191,523 | 215,013 | 233,283 |
| 450 | | (82,148) | 27,520 | 93,320 | 137,187 | 168,512 | 192,002 | 210,272 |
| 470 | | (105,275) | 4,393 | 70,193 | 114,060 | 145,393 | 168,893 | 187,171 |
| 490 | | (128,402) | (18,734) | 47,066 | 90,933 | 122,266 | 145,767 | 164,044 |
| 510 | | (151,529) | (41,861) | 23,939 | 67,806 | 99,139 | 122,640 | 140,917 |
| 530 | | (174,656) | (64,988) | 812 | 44,679 | 76,012 | 99,513 | 117,790 |
| 550 | | (197,783) | (88,115) | (22,315) | 21,552 | 52,885 | 76,386 | 94,664 |
| 570 | | (220,910) | (111,242) | (45,442) | (1,575) | 29,759 | 53,259 | 71,537 |



Scheme Ref: **N**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

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) | 328,037 | | | | | | | |
| | 70 | 536,959 | 445,847 | 354,388 | 262,929 | 171,309 | 79,387 | (12,535) |
| | 90 | 514,180 | 422,952 | 331,494 | 240,035 | 148,298 | 56,376 | (35,546) |
| | 110 | 491,401 | 400,058 | 308,599 | 217,140 | 125,288 | 33,366 | (58,556) |
| | 130 | 468,622 | 377,164 | 285,705 | 194,200 | 102,277 | 10,355 | (81,667) |
| | 150 | 445,728 | 354,269 | 262,810 | 171,189 | 79,267 | (12,655) | (104,794) |
| CIL £psm | 170 | 422,833 | 331,375 | 239,916 | 148,179 | 56,257 | (35,665) | (127,921) |
| | 93.02 | 190 | 399,939 | 308,480 | 217,021 | 125,168 | 33,246 | (58,676) |
| | 210 | 377,045 | 285,586 | 194,080 | 102,158 | 10,236 | (81,787) | (174,175) |
| | 230 | 354,150 | 262,691 | 171,069 | 79,147 | (12,775) | (104,914) | (197,302) |
| | 250 | 331,256 | 239,797 | 148,059 | 56,137 | (35,785) | (128,041) | (220,429) |
| | 270 | 308,361 | 216,902 | 125,049 | 33,127 | (58,796) | (151,168) | (243,556) |
| | 290 | 285,467 | 193,960 | 102,038 | 10,116 | (81,907) | (174,295) | (266,683) |
| | 310 | 262,572 | 170,950 | 79,028 | (12,894) | (105,034) | (197,422) | (289,810) |
| | 330 | 239,678 | 147,939 | 56,017 | (35,905) | (128,161) | (220,549) | (312,937) |
| | 350 | 216,783 | 124,929 | 33,007 | (58,915) | (151,288) | (243,676) | (336,110) |
| | 370 | 193,841 | 101,919 | 9,997 | (82,028) | (174,415) | (266,803) | (359,354) |
| | 390 | 170,830 | 78,908 | (13,014) | (105,155) | (197,542) | (289,930) | (382,598) |
| | 410 | 147,820 | 55,898 | (36,024) | (128,282) | (220,669) | (313,057) | (408,186) |
| | 430 | 124,809 | 32,887 | (59,035) | (151,408) | (243,796) | (336,231) | (434,827) |
| | 450 | 101,799 | 9,877 | (82,148) | (174,535) | (266,923) | (359,475) | (461,468) |
| | 470 | 78,789 | (13,134) | (105,275) | (197,662) | (290,050) | (382,719) | (488,108) |
| | 490 | 55,778 | (36,144) | (128,402) | (220,789) | (313,177) | (408,325) | (514,749) |
| | 510 | 32,768 | (59,154) | (151,529) | (243,916) | (336,351) | (434,965) | (541,390) |
| | 530 | 9,757 | (82,268) | (174,656) | (267,043) | (359,596) | (461,606) | (568,031) |
| | 550 | (13,253) | (105,395) | (197,783) | (290,170) | (382,840) | (488,247) | (594,672) |
| | 570 | (36,264) | (128,522) | (220,910) | (313,297) | (408,463) | (514,888) | (621,313) |

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) | 328,037 | | | | | | | |
| | 70 | 81,557 | 218,126 | 354,388 | 490,650 | 626,555 | 762,351 | 898,147 |
| | 90 | 58,547 | 195,231 | 331,494 | 467,756 | 603,776 | 739,572 | 875,368 |
| | 110 | 35,536 | 172,334 | 308,599 | 444,861 | 580,997 | 716,793 | 852,589 |
| | 130 | 12,526 | 149,324 | 285,705 | 421,967 | 558,218 | 694,014 | 829,810 |
| | 150 | (10,484) | 126,313 | 262,810 | 399,072 | 535,334 | 671,235 | 807,031 |
| CIL £psm | 170 | (33,495) | 103,303 | 239,916 | 376,178 | 512,440 | 648,456 | 784,252 |
| | 93.02 | 190 | (56,505) | 80,293 | 217,021 | 353,283 | 489,546 | 625,677 |
| | 210 | (79,516) | 57,282 | 194,080 | 330,389 | 466,651 | 602,898 | 738,694 |
| | 230 | (102,558) | 34,272 | 171,069 | 307,494 | 443,757 | 580,019 | 715,915 |
| | 250 | (125,685) | 11,261 | 148,059 | 284,600 | 420,862 | 557,124 | 693,135 |
| | 270 | (148,812) | (11,749) | 125,049 | 261,706 | 397,968 | 534,230 | 670,356 |
| | 290 | (171,939) | (34,760) | 102,038 | 238,811 | 375,073 | 511,335 | 647,577 |
| | 310 | (195,066) | (57,770) | 79,028 | 215,826 | 352,179 | 488,441 | 624,703 |
| | 330 | (218,193) | (80,789) | 56,017 | 192,815 | 329,284 | 465,546 | 601,809 |
| | 350 | (241,320) | (103,916) | 33,007 | 169,805 | 306,390 | 442,652 | 578,914 |
| | 370 | (264,447) | (127,043) | 9,997 | 146,794 | 283,495 | 419,758 | 556,020 |
| | 390 | (287,574) | (150,170) | (13,014) | 123,784 | 260,582 | 396,863 | 533,125 |
| | 410 | (310,701) | (173,297) | (36,024) | 100,774 | 237,571 | 373,969 | 510,231 |
| | 430 | (333,828) | (196,424) | (59,035) | 77,763 | 214,561 | 351,074 | 487,336 |
| | 450 | (357,067) | (219,551) | (82,148) | 54,753 | 191,551 | 328,180 | 464,442 |
| | 470 | (380,311) | (242,678) | (105,275) | 31,742 | 168,540 | 305,285 | 441,547 |
| | 490 | (405,564) | (265,805) | (128,402) | 8,732 | 145,530 | 282,328 | 418,653 |
| | 510 | (432,205) | (288,932) | (151,529) | (14,279) | 122,519 | 259,317 | 395,758 |
| | 530 | (458,846) | (312,059) | (174,656) | (37,289) | 99,509 | 236,307 | 372,864 |
| | 550 | (485,487) | (335,208) | (197,783) | (60,379) | 76,498 | 213,296 | 349,969 |
| | 570 | (512,128) | (358,452) | (220,910) | (83,506) | 53,488 | 190,286 | 327,075 |

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: N
No Units: 9 **Location / Value Zone:** Lower **Development Scenario:** Brownfield
Notes:

[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: | N |
| No Units: | 9 |
| Location / Value Zone: | Lower |
| Development Scenario: | Brownfield |
| Notes: | 0 |
| Total GDV (£) | 4,083,750 |
| 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) | 12,697.23 |
| CIL (£) | 114,275 |
| Site Specific S106 (£ per unit) | 2,500 |
| Site Specific S106 (£) | 22,500 |
| Sub-total CIL+S106 (£ per unit) | 15,197 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 15,197 |
| Total Developers Profit (£) | 816,750 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 20.00% |
| Developers Profit (% on costs) | 33.41% |
| RLV (£) | 728,339 |
| RLV (£/acre) | 982,515 |
| RLV (£/ha) | 2,427,795 |
| Balance for Plan VA: | |
| BLV (£) | 400,302 |
| BLV (£/acre) | 540,000 |
| BLV (£/ha) | 1,334,340 |
| Surplus/Deficit | 328,037 |
| Surplus/Deficit (£/acre) | 442,515 |
| Surplus/Deficit (£/ha) | 1,093,455 |
| 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: **O**
 No Units: **5** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|--|---------------------------|--|------------------------------------|---|
| Total number of units in scheme | | | | 5 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% | | |
| | | | | 93.02 £ psm | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | 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 | 60.0% | 3.0 | 0.0% | 0.0 | 60% | 3.0 |
| 5 bed House | 40.0% | 2.0 | 0.0% | 0.0 | 40% | 2.0 |
| 1 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| Total number of units | 100.0% | 5.0 | 0.0% | 0.0 | 100% | 5.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (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 | 85.0% | | 58.8 | 633 |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (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 | 85.0% | | 58.8 | 633 |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 bed House | 345 | 3,714 | 0 | 0 | 345 | 3,714 |
| 5 bed House | 330 | 3,552 | 0 | 0 | 330 | 3,552 |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| | 675 | 7,266 | 0 | 0 | 675 | 7,266 |
| AH % by floor area: | | 0.00% AH % by floor area due to mix | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | | total MV £ (no AH) | |
| 1 bed House | 240,000 | 3,871 | 360 | | 0 | |
| 2 bed House | 300,000 | 3,797 | 353 | | 0 | |
| 3 bed House | 365,000 | 3,650 | 339 | | 0 | |
| 4 bed House | 400,000 | 3,478 | 323 | | 1,200,000 | |
| 5 bed House | 525,000 | 3,182 | 296 | | 1,050,000 | |
| 1 bed Flat | 200,000 | 4,000 | 372 | | 0 | |
| 2 bed Flat | 255,000 | 3,643 | 338 | | 0 | |
| | | | | | 2,250,000 | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% |

Scheme Ref: **0**
 No Units: **5** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|---|--|----------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 240,000 | - |
| 2 bed House | 0.0 | @ | 300,000 | - |
| 3 bed House | 0.0 | @ | 365,000 | - |
| 4 bed House | 3.0 | @ | 400,000 | 1,200,000 |
| 5 bed House | 2.0 | @ | 525,000 | 1,050,000 |
| 1 bed Flat | 0.0 | @ | 200,000 | - |
| 2 bed Flat | 0.0 | @ | 255,000 | - |
| | 5.0 | | | 2,250,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 144,000 | - |
| 2 bed House | 0.0 | @ | 180,000 | - |
| 3 bed House | 0.0 | @ | 219,000 | - |
| 4 bed House | 0.0 | @ | 240,000 | - |
| 5 bed House | 0.0 | @ | 315,000 | - |
| 1 bed Flat | 0.0 | @ | 120,000 | - |
| 2 bed Flat | 0.0 | @ | 153,000 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 105,600 | - |
| 2 bed House | 0.0 | @ | 132,000 | - |
| 3 bed House | 0.0 | @ | 160,600 | - |
| 4 bed House | 0.0 | @ | 176,000 | - |
| 5 bed House | 0.0 | @ | 231,000 | - |
| 1 bed Flat | 0.0 | @ | 88,000 | - |
| 2 bed Flat | 0.0 | @ | 112,200 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 182,400 | - |
| 2 bed House | 0.0 | @ | 228,000 | - |
| 3 bed House | 0.0 | @ | 277,400 | - |
| 4 bed House | 0.0 | @ | 304,000 | - |
| 5 bed House | 0.0 | @ | 399,000 | - |
| 1 bed Flat | 0.0 | @ | 152,000 | - |
| 2 bed Flat | 0.0 | @ | 193,800 | - |
| | 0.0 | | | - |
| Sub-total GDV Residential | 5 | | | 2,250,000 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 5 | @ | 0 | - |
| Total GDV | | | | 2,250,000 |

| DEVELOPMENT COSTS | | | | |
|---|-----------------|-----------------------|---------------------------------|----------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (10,000) |
| Statutory Planning Fees (Residential) | | | | (2,310) |
| CIL | | 675 sqm (Market only) | 93.02 £ psm | (62,789) |
| CIL analysis: | | 2.79% % of GDV | 12,558 £ 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 | 5 units @ | 2,500 per unit | (12,500) |
| S106 analysis: | 75,000 £ per ha | 0.56% % of GDV | 2,500 £ per unit (total ur | (12,500) |
| AH Commuted Sum | | 675 sqm (total) | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

Scheme Ref: **0**
 No Units: **5** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| | | | | | |
|--|------------|-----------------|-----------|--|--------------------|
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 0.41 acres @ | | 50,000 £ per acre (if brownfield) | (20,592) |
| 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 | 5 units @ | | 0 per unit | - |
| Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | | 0 £ per unit (total ur | - |
| 1 bed House | - | sqm @ | | 1,308 psm | - |
| 2 bed House | - | sqm @ | | 1,308 psm | - |
| 3 bed House | - | sqm @ | | 1,308 psm | - |
| 4 bed House | 345 | sqm @ | | 1,308 psm | (451,260) |
| 5 bed House | 330 | sqm @ | | 1,308 psm | (431,640) |
| 1 bed Flat | - | sqm @ | | 1,439 psm | - |
| 2 bed Flat | 675 | sqm @ | | 1,439 psm | - |
| External works | | 882,900 @ | | 15.0% 26,487 £ per unit | (132,435) |
| 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 | - units @ | 0% @ | 521 £ per unit | - |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | 5 units @ | | 10 £ per unit | (50) |
| Contingency | | 1,035,977 @ | | 3.0% | (31,079) |
| Professional Fees | | 1,035,977 @ | | 6.5% | (67,338) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 2,250,000 OMS @ | | 1.00% 4,500 £ per unit | (22,500) |
| Residential Sales Legal Costs | | 2,250,000 OMS @ | | 0.50% 2,250 £ per unit | (11,250) |
| Marketing and Promotion | | 2,250,000 OMS @ | | 3.00% 13,500 £ per unit 20,250 £ per unit | (67,500) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | (29,244) |
| Developers Profit - | | | | | |
| Margin on AH | | 0 | | 6.00% on AH values | - |
| Profit on OMS | | 2,250,000 | | 20.00% | (450,000) |
| Profit analysis: | | 1,352,487 | | 33.27% on costs | (450,000) |
| | | 2,250,000 | | 20.00% blended | (450,000) |
| TOTAL COSTS | | | | | (1,802,487) |

| | | | | | |
|----------------------------------|-------------------|--------------------|--|--------------------|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 447,513 |
| SDLT | | 447,513 @ | | (slabbed) | (11,876) |
| Acquisition Agent fees | | 447,513 @ | | 1.0% | (4,475) |
| Acquisition Legal fees | | 447,513 @ | | 0.5% | (2,238) |
| Interest on Land | | 447,513 @ | | 6.25% | (27,970) |
| Residual Land Value | | | | | 400,955 |
| RLV analysis: | 80,191 £ per plot | 2,405,730 £ per ha | | 973,586 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 0.17 ha | | 0.41 acres | |
| Density analysis: | | 4.050 sqm/ha | | 17.642 sqft/ac | |
| Benchmark Land Value (Net) | 44,478 £ per plot | 1,334,340 £ per ha | | 540,000 £ per acre | 222,390 |

| | | | | | |
|-------------------|--|--------------------|--|--------------------|----------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 1,071,390 £ per ha | | 433,586 £ per acre | 178,565 |

Scheme Ref: **O**
 No Units: **5** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | | Affordable Housing - % on site 0% | | | | | | |
|---------------------|-----------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 178,565 | 20% | 25% | 30% | 35% | 40% | 45% |
| CIL £psm 93.02 | 70 | 102,729 | 80,159 | 57,590 | 35,020 | 12,450 | (10,119) | (32,689) |
| | 90 | 92,691 | 70,749 | 48,807 | 26,864 | 4,922 | (17,020) | (38,965) |
| | 110 | 82,653 | 61,339 | 40,024 | 18,709 | (2,611) | (23,941) | (45,271) |
| | 130 | 72,616 | 51,922 | 31,222 | 10,523 | (10,177) | (30,877) | (51,576) |
| | 150 | 62,533 | 42,464 | 22,395 | 2,326 | (17,743) | (37,812) | (57,881) |
| | 170 | 52,444 | 33,006 | 13,567 | (5,871) | (25,310) | (44,748) | (64,187) |
| | 190 | 42,356 | 23,548 | 4,740 | (14,068) | (32,876) | (51,684) | (70,492) |
| | 210 | 32,267 | 14,090 | (4,088) | (22,265) | (40,442) | (58,620) | (76,797) |
| | 230 | 22,179 | 4,632 | (12,915) | (30,462) | (48,009) | (65,556) | (83,103) |
| | 250 | 12,090 | (4,826) | (21,742) | (38,659) | (55,575) | (72,491) | (89,408) |
| | 270 | 2,002 | (14,284) | (30,570) | (46,856) | (63,141) | (79,427) | (95,713) |
| | 290 | (8,087) | (23,742) | (39,397) | (55,053) | (70,708) | (86,363) | (102,018) |
| | 310 | (18,175) | (33,200) | (48,225) | (63,249) | (78,274) | (93,299) | (108,324) |
| | 330 | (28,264) | (42,658) | (57,052) | (71,446) | (85,841) | (100,235) | (114,629) |
| | 350 | (38,352) | (52,116) | (65,879) | (79,643) | (93,407) | (107,171) | (120,934) |
| | 370 | (48,441) | (61,574) | (74,707) | (87,840) | (100,973) | (114,106) | (127,240) |
| | 390 | (58,529) | (71,032) | (83,534) | (96,037) | (108,540) | (121,042) | (133,546) |
| | 410 | (68,617) | (80,490) | (92,362) | (104,234) | (116,107) | (127,995) | (139,853) |
| | 430 | (78,706) | (89,950) | (101,204) | (112,458) | (123,712) | (134,966) | (146,220) |
| | 450 | (88,835) | (99,456) | (110,076) | (120,696) | (131,317) | (141,937) | (152,557) |
| 470 | (98,975) | (108,962) | (118,948) | (128,935) | (138,921) | (148,908) | (158,895) | |
| 490 | (109,115) | (118,467) | (127,820) | (137,173) | (146,526) | (155,879) | (165,232) | |
| 510 | (119,254) | (127,973) | (136,692) | (145,412) | (154,131) | (162,850) | (171,569) | |
| 530 | (129,394) | (137,479) | (145,565) | (153,650) | (161,735) | (169,821) | (177,906) | |
| 550 | (139,533) | (146,985) | (154,437) | (161,888) | (169,340) | (176,792) | (184,243) | |
| 570 | (149,673) | (156,491) | (163,309) | (170,127) | (176,945) | (183,763) | (190,581) | |

TABLE 2

| Balance (RLV - BLV) | | Site Specific S106 (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|-----------|--|-----------|-----------|-----------|-----------|-----------|----------|
| | | 178,565 | 100% | 110% | 120% | 130% | 140% | 150% |
| CIL £psm 93.02 | 70 | 193,007 | 191,910 | 190,814 | 189,718 | 188,622 | 187,526 | 186,429 |
| | 90 | 180,460 | 179,363 | 178,267 | 177,171 | 176,075 | 174,979 | 173,882 |
| | 110 | 167,913 | 166,816 | 165,720 | 164,624 | 163,528 | 162,431 | 161,335 |
| | 130 | 155,366 | 154,269 | 153,173 | 152,077 | 150,981 | 149,884 | 148,788 |
| | 150 | 142,809 | 141,712 | 140,615 | 139,518 | 138,421 | 137,324 | 136,227 |
| | 170 | 130,198 | 129,101 | 128,004 | 126,907 | 125,810 | 124,713 | 123,616 |
| | 190 | 117,587 | 116,491 | 115,394 | 114,297 | 113,200 | 112,103 | 111,006 |
| | 210 | 104,977 | 103,880 | 102,783 | 101,686 | 100,589 | 99,492 | 98,395 |
| | 230 | 92,366 | 91,269 | 90,172 | 89,075 | 87,978 | 86,881 | 85,784 |
| | 250 | 79,756 | 78,659 | 77,562 | 76,465 | 75,368 | 74,271 | 73,174 |
| | 270 | 67,145 | 66,048 | 64,951 | 63,854 | 62,757 | 61,660 | 60,563 |
| | 290 | 54,535 | 53,438 | 52,341 | 51,244 | 50,147 | 49,050 | 47,953 |
| | 310 | 41,924 | 40,827 | 39,730 | 38,633 | 37,536 | 36,439 | 35,342 |
| | 330 | 29,313 | 28,216 | 27,119 | 26,022 | 24,925 | 23,828 | 22,731 |
| | 350 | 16,703 | 15,606 | 14,509 | 13,412 | 12,315 | 11,218 | 10,121 |
| | 370 | 4,092 | 2,995 | 1,898 | 801 | (296) | (1,393) | (2,490) |
| | 390 | (8,518) | (9,615) | (10,712) | (11,809) | (12,906) | (14,003) | (15,100) |
| | 410 | (21,129) | (22,226) | (23,323) | (24,420) | (25,517) | (26,614) | (27,711) |
| | 430 | (33,740) | (34,837) | (35,934) | (37,031) | (38,128) | (39,225) | (40,322) |
| | 450 | (46,354) | (47,452) | (48,550) | (49,648) | (50,745) | (51,843) | (52,941) |
| 470 | (58,969) | (60,126) | (61,224) | (62,322) | (63,420) | (64,518) | (65,615) | |
| 490 | (71,583) | (72,781) | (73,899) | (74,996) | (76,094) | (77,192) | (78,290) | |
| 510 | (84,197) | (85,475) | (86,573) | (87,671) | (88,769) | (89,867) | (90,964) | |
| 530 | (96,811) | (98,150) | (99,248) | (100,345) | (101,443) | (102,541) | (103,639) | |
| 550 | (109,425) | (110,824) | (111,922) | (113,020) | (114,118) | (115,215) | (116,313) | |
| 570 | (122,039) | (123,499) | (124,597) | (125,694) | (126,792) | (127,890) | (128,988) | |

Scheme Ref: **O**
 No Units: **5** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

TABLE 3

| Balance (RLV - BLV) | 178,565 | Infrastructure Costs | | | | | | |
|---------------------|---------|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 193,007 | 193,007 | 193,007 | 193,007 | 193,007 | 193,007 | 193,007 |
| | 90 | 180,460 | 180,460 | 180,460 | 180,460 | 180,460 | 180,460 | 180,460 |
| | 110 | 167,913 | 167,913 | 167,913 | 167,913 | 167,913 | 167,913 | 167,913 |
| | 130 | 155,366 | 155,366 | 155,366 | 155,366 | 155,366 | 155,366 | 155,366 |
| | 150 | 142,809 | 142,809 | 142,809 | 142,809 | 142,809 | 142,809 | 142,809 |
| CIL £psm | 170 | 130,198 | 130,198 | 130,198 | 130,198 | 130,198 | 130,198 | 130,198 |
| 93.02 | 190 | 117,587 | 117,587 | 117,587 | 117,587 | 117,587 | 117,587 | 117,587 |
| | 210 | 104,977 | 104,977 | 104,977 | 104,977 | 104,977 | 104,977 | 104,977 |
| | 230 | 92,366 | 92,366 | 92,366 | 92,366 | 92,366 | 92,366 | 92,366 |
| | 250 | 79,756 | 79,756 | 79,756 | 79,756 | 79,756 | 79,756 | 79,756 |
| | 270 | 67,145 | 67,145 | 67,145 | 67,145 | 67,145 | 67,145 | 67,145 |
| | 290 | 54,535 | 54,535 | 54,535 | 54,535 | 54,535 | 54,535 | 54,535 |
| | 310 | 41,924 | 41,924 | 41,924 | 41,924 | 41,924 | 41,924 | 41,924 |
| | 330 | 29,313 | 29,313 | 29,313 | 29,313 | 29,313 | 29,313 | 29,313 |
| | 350 | 16,703 | 16,703 | 16,703 | 16,703 | 16,703 | 16,703 | 16,703 |
| | 370 | 4,092 | 4,092 | 4,092 | 4,092 | 4,092 | 4,092 | 4,092 |
| | 390 | (8,518) | (8,518) | (8,518) | (8,518) | (8,518) | (8,518) | (8,518) |
| | 410 | (21,129) | (21,129) | (21,129) | (21,129) | (21,129) | (21,129) | (21,129) |
| | 430 | (33,740) | (33,740) | (33,740) | (33,740) | (33,740) | (33,740) | (33,740) |
| | 450 | (46,354) | (46,354) | (46,354) | (46,354) | (46,354) | (46,354) | (46,354) |
| | 470 | (59,029) | (59,029) | (59,029) | (59,029) | (59,029) | (59,029) | (59,029) |
| | 490 | (71,703) | (71,703) | (71,703) | (71,703) | (71,703) | (71,703) | (71,703) |
| | 510 | (84,378) | (84,378) | (84,378) | (84,378) | (84,378) | (84,378) | (84,378) |
| | 530 | (97,052) | (97,052) | (97,052) | (97,052) | (97,052) | (97,052) | (97,052) |
| | 550 | (109,726) | (109,726) | (109,726) | (109,726) | (109,726) | (109,726) | (109,726) |
| | 570 | (122,401) | (122,401) | (122,401) | (122,401) | (122,401) | (122,401) | (122,401) |

TABLE 4

| Balance (RLV - BLV) | 178,565 | Profit 20% | | | | | | |
|---------------------|---------|------------|----------|----------|----------|-----------|-----------|-----------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| | 70 | 291,163 | 271,532 | 251,900 | 232,269 | 212,638 | 193,007 | 173,375 |
| | 90 | 278,616 | 258,985 | 239,353 | 219,722 | 200,091 | 180,460 | 160,828 |
| | 110 | 266,069 | 246,438 | 226,806 | 207,175 | 187,544 | 167,913 | 148,281 |
| | 130 | 253,522 | 233,891 | 214,259 | 194,628 | 174,997 | 155,366 | 135,734 |
| | 150 | 240,965 | 221,334 | 201,702 | 182,071 | 162,440 | 142,809 | 123,177 |
| CIL £psm | 170 | 228,354 | 208,723 | 189,092 | 169,461 | 149,829 | 130,198 | 110,567 |
| 93.02 | 190 | 215,744 | 196,112 | 176,481 | 156,850 | 137,219 | 117,587 | 97,956 |
| | 210 | 203,133 | 183,502 | 163,871 | 144,239 | 124,608 | 104,977 | 85,346 |
| | 230 | 190,523 | 170,891 | 151,260 | 131,629 | 111,998 | 92,366 | 72,735 |
| | 250 | 177,912 | 158,281 | 138,649 | 119,018 | 99,387 | 79,756 | 60,124 |
| | 270 | 165,301 | 145,670 | 126,039 | 106,408 | 86,776 | 67,145 | 47,514 |
| | 290 | 152,691 | 133,060 | 113,428 | 93,797 | 74,166 | 54,535 | 34,903 |
| | 310 | 140,080 | 120,449 | 100,818 | 81,186 | 61,555 | 41,924 | 22,293 |
| | 330 | 127,470 | 107,838 | 88,207 | 68,576 | 48,945 | 29,313 | 9,682 |
| | 350 | 114,859 | 95,228 | 75,597 | 55,965 | 36,334 | 16,703 | (2,928) |
| | 370 | 102,248 | 82,617 | 62,986 | 43,355 | 23,723 | 4,092 | (15,539) |
| | 390 | 89,638 | 70,007 | 50,375 | 30,744 | 11,113 | (8,518) | (28,150) |
| | 410 | 77,027 | 57,396 | 37,765 | 18,133 | (1,498) | (21,129) | (40,760) |
| | 430 | 64,417 | 44,785 | 25,154 | 5,523 | (14,108) | (33,740) | (53,371) |
| | 450 | 51,802 | 32,171 | 12,540 | (7,092) | (26,723) | (46,354) | (65,985) |
| | 470 | 39,128 | 19,496 | (135) | (19,766) | (39,397) | (59,029) | (78,660) |
| | 490 | 26,453 | 6,822 | (12,809) | (32,441) | (52,072) | (71,703) | (91,334) |
| | 510 | 13,779 | (5,853) | (25,484) | (45,115) | (64,746) | (84,378) | (104,009) |
| | 530 | 1,104 | (18,527) | (38,158) | (57,790) | (77,421) | (97,052) | (116,683) |
| | 550 | (11,570) | (31,201) | (50,833) | (70,464) | (90,095) | (109,726) | (129,358) |
| | 570 | (24,245) | (43,876) | (63,507) | (83,138) | (102,770) | (122,401) | (142,032) |



Scheme Ref: **O**
 No Units: **5** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

TABLE 5

| | | BLV (per acre) | | | | | | | |
|---------------------|---------|----------------|----------|-----------|-----------|-----------|-----------|-----------|----------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 | |
| Balance (RLV - BLV) | 178,565 | | | | | | | | |
| | 70 | 291,847 | 250,663 | 209,480 | 168,297 | 127,113 | 85,930 | 44,747 | |
| | 90 | 279,300 | 238,116 | 196,933 | 155,750 | 114,566 | 73,383 | 32,200 | |
| | 110 | 266,753 | 225,569 | 184,386 | 143,203 | 102,019 | 60,836 | 19,653 | |
| | 130 | 254,206 | 213,022 | 171,839 | 130,656 | 89,472 | 48,289 | 7,106 | |
| | 150 | 241,649 | 200,465 | 159,282 | 118,099 | 76,915 | 35,732 | (5,451) | |
| CIL £psm | 170 | 229,038 | 187,855 | 146,671 | 105,488 | 64,305 | 23,121 | (18,062) | |
| | 93.02 | 190 | 216,427 | 175,244 | 134,061 | 92,877 | 51,694 | 10,511 | (30,673) |
| | 210 | 203,817 | 162,634 | 121,450 | 80,267 | 39,084 | (2,100) | (43,283) | |
| | 230 | 191,206 | 150,023 | 108,840 | 67,656 | 26,473 | (14,710) | (55,894) | |
| | 250 | 178,596 | 137,412 | 96,229 | 55,046 | 13,862 | (27,321) | (68,504) | |
| | 270 | 165,985 | 124,802 | 83,618 | 42,435 | 1,252 | (39,932) | (81,115) | |
| | 290 | 153,375 | 112,191 | 71,008 | 29,825 | (11,359) | (52,542) | (93,725) | |
| | 310 | 140,764 | 99,581 | 58,397 | 17,214 | (23,969) | (65,153) | (106,336) | |
| | 330 | 128,153 | 86,970 | 45,787 | 4,603 | (36,580) | (77,763) | (118,947) | |
| | 350 | 115,543 | 74,359 | 33,176 | (8,007) | (49,191) | (90,374) | (131,557) | |
| | 370 | 102,932 | 61,749 | 20,566 | (20,618) | (61,801) | (102,984) | (144,168) | |
| | 390 | 90,322 | 49,138 | 7,955 | (33,228) | (74,412) | (115,595) | (156,778) | |
| | 410 | 77,711 | 36,528 | (4,656) | (45,839) | (87,022) | (128,206) | (169,389) | |
| | 430 | 65,100 | 23,917 | (17,266) | (58,450) | (99,633) | (140,816) | (182,000) | |
| | 450 | 52,486 | 11,303 | (29,881) | (71,064) | (112,247) | (153,431) | (194,614) | |
| | 470 | 39,871 | (1,372) | (42,555) | (83,739) | (124,922) | (166,105) | (207,289) | |
| | 490 | 27,257 | (14,046) | (55,230) | (96,413) | (137,596) | (178,780) | (219,963) | |
| | 510 | 14,642 | (26,721) | (67,904) | (109,088) | (150,271) | (191,454) | (232,638) | |
| | 530 | 1,788 | (39,395) | (80,579) | (121,762) | (162,945) | (204,129) | (245,312) | |
| | 550 | (10,886) | (52,070) | (93,253) | (134,436) | (175,620) | (216,803) | (257,986) | |
| | 570 | (23,561) | (64,744) | (105,928) | (147,111) | (188,294) | (229,478) | (270,661) | |

TABLE 6

| | | Density (dph) | | | | | | | |
|---------------------|---------|---------------|----------|----------|---------|---------|---------|---------|---------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 | |
| Balance (RLV - BLV) | 178,565 | | | | | | | | |
| | 70 | 193,007 | 253,830 | 290,323 | 314,653 | 332,031 | 345,064 | 355,201 | |
| | 90 | 180,460 | 241,283 | 277,776 | 302,106 | 319,484 | 332,517 | 342,654 | |
| | 110 | 167,913 | 228,736 | 265,229 | 289,559 | 306,937 | 319,970 | 330,107 | |
| | 130 | 155,366 | 216,189 | 252,682 | 277,012 | 294,390 | 307,423 | 317,560 | |
| | 150 | 142,809 | 203,642 | 240,135 | 264,465 | 281,843 | 294,876 | 305,013 | |
| CIL £psm | 170 | 130,198 | 191,048 | 227,557 | 251,897 | 269,283 | 282,322 | 292,463 | |
| | 93.02 | 190 | 117,587 | 178,437 | 214,947 | 239,286 | 256,672 | 269,711 | 279,853 |
| | 210 | 104,977 | 165,826 | 202,336 | 226,676 | 244,061 | 257,101 | 267,242 | |
| | 230 | 92,366 | 153,216 | 189,725 | 214,065 | 231,451 | 244,490 | 254,632 | |
| | 250 | 79,756 | 140,605 | 177,115 | 201,455 | 218,840 | 231,879 | 242,021 | |
| | 270 | 67,145 | 127,995 | 164,504 | 188,844 | 206,230 | 219,269 | 229,410 | |
| | 290 | 54,535 | 115,384 | 151,894 | 176,233 | 193,619 | 206,658 | 216,800 | |
| | 310 | 41,924 | 102,773 | 139,283 | 163,623 | 181,008 | 194,048 | 204,189 | |
| | 330 | 29,313 | 90,163 | 126,672 | 151,012 | 168,398 | 181,437 | 191,579 | |
| | 350 | 16,703 | 77,552 | 114,062 | 138,402 | 155,787 | 168,826 | 178,968 | |
| | 370 | 4,092 | 64,942 | 101,451 | 125,791 | 143,177 | 156,216 | 166,357 | |
| | 390 | (8,518) | 52,331 | 88,841 | 113,180 | 130,566 | 143,605 | 153,747 | |
| | 410 | (21,129) | 39,720 | 76,230 | 100,570 | 117,955 | 130,995 | 141,136 | |
| | 430 | (33,740) | 27,110 | 63,620 | 87,959 | 105,345 | 118,384 | 128,526 | |
| | 450 | (46,354) | 14,499 | 51,009 | 75,349 | 92,734 | 105,773 | 115,915 | |
| | 470 | (59,029) | 1,847 | 38,373 | 62,723 | 80,117 | 93,162 | 103,304 | |
| | 490 | (71,703) | (10,827) | 25,699 | 50,049 | 67,442 | 80,487 | 90,633 | |
| | 510 | (84,378) | (23,501) | 13,024 | 37,375 | 54,768 | 67,813 | 77,959 | |
| | 530 | (97,052) | (36,176) | 350 | 24,700 | 42,093 | 55,138 | 65,284 | |
| | 550 | (109,726) | (48,850) | (12,325) | 12,026 | 29,419 | 42,464 | 52,610 | |
| | 570 | (122,401) | (61,525) | (24,999) | (649) | 16,744 | 29,789 | 39,935 | |

Scheme Ref: **O**
 No Units: **5** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

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) | 178,565 | | | | | | | |
| | 70 | 293,253 | 243,130 | 193,007 | 142,874 | 92,497 | 42,121 | (8,256) |
| | 90 | 280,706 | 230,583 | 180,460 | 130,264 | 79,887 | 29,510 | (20,867) |
| | 110 | 268,159 | 218,036 | 167,913 | 117,653 | 67,276 | 16,899 | (33,477) |
| | 130 | 255,611 | 205,489 | 155,366 | 105,042 | 54,666 | 4,289 | (46,091) |
| | 150 | 243,064 | 192,941 | 142,809 | 92,432 | 42,055 | (8,322) | (58,765) |
| CIL £psm | 170 | 230,517 | 180,394 | 130,198 | 79,821 | 29,444 | (20,932) | (71,440) |
| 93.02 | 190 | 217,970 | 167,847 | 117,587 | 67,211 | 16,834 | (33,543) | (84,114) |
| | 210 | 205,423 | 155,300 | 104,977 | 54,600 | 4,223 | (46,157) | (96,788) |
| | 230 | 192,876 | 142,743 | 92,366 | 41,990 | (8,387) | (58,831) | (109,463) |
| | 250 | 180,329 | 130,133 | 79,756 | 29,379 | (20,998) | (71,505) | (122,137) |
| | 270 | 167,782 | 117,522 | 67,145 | 16,768 | (33,608) | (84,180) | (134,812) |
| | 290 | 155,235 | 104,911 | 54,535 | 4,158 | (46,222) | (96,854) | (147,486) |
| | 310 | 142,678 | 92,301 | 41,924 | (8,453) | (58,897) | (109,529) | (160,161) |
| | 330 | 130,067 | 79,690 | 29,313 | (21,063) | (71,571) | (122,203) | (172,835) |
| | 350 | 117,456 | 67,080 | 16,703 | (33,674) | (84,246) | (134,878) | (185,510) |
| | 370 | 104,846 | 54,469 | 4,092 | (46,288) | (96,920) | (147,552) | (198,184) |
| | 390 | 92,235 | 41,858 | (8,518) | (58,963) | (109,595) | (160,227) | (210,859) |
| | 410 | 79,625 | 29,248 | (21,129) | (71,637) | (122,269) | (172,901) | (225,235) |
| | 430 | 67,014 | 16,637 | (33,740) | (84,312) | (134,944) | (185,576) | (239,763) |
| | 450 | 54,403 | 4,027 | (46,354) | (96,986) | (147,618) | (198,250) | (254,363) |
| | 470 | 41,793 | (8,584) | (59,029) | (109,661) | (160,293) | (210,925) | (268,963) |
| | 490 | 29,182 | (21,195) | (71,703) | (122,335) | (172,967) | (225,310) | (283,563) |
| | 510 | 16,572 | (33,805) | (84,378) | (135,010) | (185,641) | (239,839) | (298,164) |
| | 530 | 3,961 | (46,420) | (97,052) | (147,684) | (198,316) | (254,439) | (312,764) |
| | 550 | (8,650) | (59,095) | (109,726) | (160,358) | (210,990) | (269,039) | (327,364) |
| | 570 | (21,260) | (71,769) | (122,401) | (173,033) | (225,386) | (283,639) | (341,964) |

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) | 178,565 | | | | | | | |
| | 70 | 43,160 | 118,205 | 193,007 | 267,766 | 342,526 | 417,286 | 491,815 |
| | 90 | 30,549 | 105,595 | 180,460 | 255,219 | 329,979 | 404,739 | 479,331 |
| | 110 | 17,939 | 92,984 | 167,913 | 242,672 | 317,432 | 392,191 | 466,848 |
| | 130 | 5,328 | 80,374 | 155,366 | 230,125 | 304,885 | 379,644 | 454,364 |
| | 150 | (7,282) | 67,763 | 142,809 | 217,578 | 292,338 | 367,097 | 441,857 |
| CIL £psm | 170 | (19,893) | 55,153 | 130,198 | 205,031 | 279,791 | 354,550 | 429,310 |
| 93.02 | 190 | (32,504) | 42,542 | 117,587 | 192,484 | 267,244 | 342,003 | 416,763 |
| | 210 | (45,114) | 29,931 | 104,977 | 179,937 | 254,697 | 329,456 | 404,216 |
| | 230 | (57,725) | 17,321 | 92,366 | 167,390 | 242,150 | 316,909 | 391,669 |
| | 250 | (70,372) | 4,710 | 79,756 | 154,801 | 229,603 | 304,362 | 379,122 |
| | 270 | (83,046) | (7,900) | 67,145 | 142,191 | 217,056 | 291,815 | 366,575 |
| | 290 | (95,721) | (20,511) | 54,535 | 129,580 | 204,508 | 279,268 | 354,028 |
| | 310 | (108,395) | (33,122) | 41,924 | 116,969 | 191,961 | 266,721 | 341,481 |
| | 330 | (121,070) | (45,732) | 29,313 | 104,359 | 179,404 | 254,174 | 328,934 |
| | 350 | (133,744) | (58,363) | 16,703 | 91,748 | 166,794 | 241,627 | 316,387 |
| | 370 | (146,419) | (71,037) | 4,092 | 79,138 | 154,183 | 229,080 | 303,840 |
| | 390 | (159,093) | (83,712) | (8,518) | 66,527 | 141,573 | 216,533 | 291,292 |
| | 410 | (171,768) | (96,386) | (21,129) | 53,917 | 128,962 | 203,986 | 278,745 |
| | 430 | (184,442) | (109,061) | (33,740) | 41,306 | 116,351 | 191,397 | 266,198 |
| | 450 | (197,116) | (121,735) | (46,354) | 28,695 | 103,741 | 178,786 | 253,651 |
| | 470 | (209,791) | (134,410) | (59,029) | 16,085 | 91,130 | 166,176 | 241,104 |
| | 490 | (224,011) | (147,084) | (71,703) | 3,474 | 78,520 | 153,565 | 228,557 |
| | 510 | (238,542) | (159,759) | (84,378) | (9,136) | 65,909 | 140,955 | 216,000 |
| | 530 | (253,142) | (172,433) | (97,052) | (21,747) | 53,299 | 128,344 | 203,390 |
| | 550 | (267,742) | (185,108) | (109,726) | (34,358) | 40,688 | 115,733 | 190,779 |
| | 570 | (282,342) | (197,782) | (122,401) | (47,020) | 28,077 | 103,123 | 178,168 |

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: 0
No Units: 5 **Location / Value Zone:** Lower **Development Scenario:** Brownfield
Notes:

[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: | 0 |
| No Units: | 5 |
| Location / Value Zone: | Lower |
| Development Scenario: | Brownfield |
| Notes: | 0 |
| Total GDV (£) | 2,250,000 |
| 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) | 12,557.70 |
| CIL (£) | 62,789 |
| Site Specific S106 (£ per unit) | 2,500 |
| Site Specific S106 (£) | 12,500 |
| Sub-total CIL+S106 (£ per unit) | 15,058 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 15,058 |
| Total Developers Profit (£) | 450,000 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 20.00% |
| Developers Profit (% on costs) | 33.27% |
| RLV (£) | 400,955 |
| RLV (£/acre) | 973,586 |
| RLV (£/ha) | 2,405,730 |
| Balance for Plan VA: | |
| BLV (£) | 222,390 |
| BLV (£/acre) | 540,000 |
| BLV (£/ha) | 1,334,340 |
| Surplus/Deficit | 178,565 |
| Surplus/Deficit (£/acre) | 433,586 |
| Surplus/Deficit (£/ha) | 1,071,390 |
| 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: **P**
 No Units: **1** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|--|------------------------------|---|
| Total number of units in scheme | | | | 1 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% | | |
| | | | | 93.02 £ psm | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | 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 | 100.0% | 1.0 | 0.0% | 0.0 | 100% | 1.0 |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 1 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| Total number of units | 100.0% | 1.0 | 0.0% | 0.0 | 100% | 1.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqm) | (sqft) |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 bed House | 115 | 1,238 | 0 | 0 | 115 | 1,238 |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| | 115 | 1,238 | 0 | 0 | 115 | 1,238 |
| AH % by floor area: | | | 0.00% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 240,000 | 3,871 | 360 | 0 | | |
| 2 bed House | 300,000 | 3,797 | 353 | 0 | | |
| 3 bed House | 365,000 | 3,650 | 339 | 0 | | |
| 4 bed House | 400,000 | 3,478 | 323 | 400,000 | | |
| 5 bed House | 525,000 | 3,182 | 296 | 0 | | |
| 1 bed Flat | 200,000 | 4,000 | 372 | 0 | | |
| 2 bed Flat | 255,000 | 3,643 | 338 | 0 | | |
| | | | | 400,000 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% |

Scheme Ref: **P**
 No Units: **1** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|---|--|----------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 240,000 | - |
| 2 bed House | 0.0 | @ | 300,000 | - |
| 3 bed House | 0.0 | @ | 365,000 | - |
| 4 bed House | 1.0 | @ | 400,000 | 400,000 |
| 5 bed House | 0.0 | @ | 525,000 | - |
| 1 bed Flat | 0.0 | @ | 200,000 | - |
| 2 bed Flat | 0.0 | @ | 255,000 | - |
| | 1.0 | | | 400,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 144,000 | - |
| 2 bed House | 0.0 | @ | 180,000 | - |
| 3 bed House | 0.0 | @ | 219,000 | - |
| 4 bed House | 0.0 | @ | 240,000 | - |
| 5 bed House | 0.0 | @ | 315,000 | - |
| 1 bed Flat | 0.0 | @ | 120,000 | - |
| 2 bed Flat | 0.0 | @ | 153,000 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 105,600 | - |
| 2 bed House | 0.0 | @ | 132,000 | - |
| 3 bed House | 0.0 | @ | 160,600 | - |
| 4 bed House | 0.0 | @ | 176,000 | - |
| 5 bed House | 0.0 | @ | 231,000 | - |
| 1 bed Flat | 0.0 | @ | 88,000 | - |
| 2 bed Flat | 0.0 | @ | 112,200 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 182,400 | - |
| 2 bed House | 0.0 | @ | 228,000 | - |
| 3 bed House | 0.0 | @ | 277,400 | - |
| 4 bed House | 0.0 | @ | 304,000 | - |
| 5 bed House | 0.0 | @ | 399,000 | - |
| 1 bed Flat | 0.0 | @ | 152,000 | - |
| 2 bed Flat | 0.0 | @ | 193,800 | - |
| | 0.0 | | | - |
| Sub-total GDV Residential | 1 | | | 400,000 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 1 | @ | 0 | - |
| Total GDV | | | | 400,000 |

| DEVELOPMENT COSTS | | | | |
|---|------------------------|-----------------------|-----------------------------------|----------------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | - |
| Statutory Planning Fees (Residential) | | | | (462) |
| CIL | | 115 sqm (Market only) | 93.02 £ psm | (10,697) |
| CIL analysis: | | 2.67% % of GDV | 10,697 £ 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 | 1 units @ | 2,500 per unit | (2,500) |
| S106 analysis: | 75,000 £ per ha | 0.63% % of GDV | 2,500 £ per unit (total ur | (2,500) |
| AH Commuted Sum | | 115 sqm (total) | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

Scheme Ref: **P**
 No Units: **1** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

| | | | | | |
|--|------------|---------------|----------------|--|------------------|
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 0.08 acres @ | | 50,000 £ per acre (if brownfield) | (4,118) |
| 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 | 1 units @ | | 0 per unit | - |
| Infra. Costs analysis: | - | £ per ha | 0.00% % of GDV | 0 £ per unit (total ur | - |
| 1 bed House | - | sqm @ | | 1,308 psm | - |
| 2 bed House | - | sqm @ | | 1,308 psm | - |
| 3 bed House | - | sqm @ | | 1,308 psm | - |
| 4 bed House | 115 | sqm @ | | 1,308 psm | (150,420) |
| 5 bed House | - | sqm @ | | 1,308 psm | - |
| 1 bed Flat | - | sqm @ | | 1,439 psm | - |
| 2 bed Flat | 115 | sqm @ | | 1,439 psm | - |
| External works | | 150,420 @ | | 15.0% 22,563 £ per unit | (22,563) |
| 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 | - units @ | 0% @ | 521 £ per unit | - |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | 1 units @ | | 10 £ per unit | (10) |
| Contingency | | 177,111 @ | | 3.0% | (5,313) |
| Professional Fees | | 177,111 @ | | 6.5% | (11,512) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 400,000 OMS @ | | 1.00% 4,000 £ per unit | (4,000) |
| Residential Sales Legal Costs | | 400,000 OMS @ | | 0.50% 2,000 £ per unit | (2,000) |
| Marketing and Promotion | | 400,000 OMS @ | | 3.00% 12,000 £ per unit 18,000 £ per unit | (12,000) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | (5,388) |
| Developers Profit - | | | | | |
| Margin on AH | | 0 | | 6.00% on AH values | - |
| Profit on OMS | | 400,000 | | 20.00% | (80,000) |
| Profit analysis: | | 230,984 | | 34.63% on costs | (80,000) |
| | | 400,000 | | 20.00% blended | (80,000) |
| TOTAL COSTS | | | | | (310,984) |

| | | | | | |
|----------------------------------|--|-------------------|--------------------|----------------------|---------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 89,016 |
| SDLT | | 89,016 @ | | (slabbed) | 6,049 |
| Acquisition Agent fees | | 89,016 @ | | 1.0% | (890) |
| Acquisition Legal fees | | 89,016 @ | | 0.5% | (445) |
| Interest on Land | | 89,016 @ | | 6.25% | (5,563) |
| Residual Land Value | | | | | 88,166 |
| RLV analysis: | | 88,166 £ per plot | 2,644,986 £ per ha | 1,070,411 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|---------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 0.03 ha | | 0.08 acres | |
| Density analysis: | | 3,450 sqm/ha | | 15,029 sqft/ac | |
| Benchmark Land Value (Net) | 44,478 £ per plot | 1,334,340 £ per ha | | 540,000 £ per acre | 44,478 |

| | | | | | |
|-------------------|--|--------------------|--|--------------------|---------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 1,310,646 £ per ha | | 530,411 £ per acre | 43,688 |

Scheme Ref: **P**
 No Units: **1** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | | 43,688 | Affordable Housing - % on site 0% | | | | | | |
|---------------------|----------|----------|-----------------------------------|----------|----------|----------|----------|----------|-----|
| | | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| CIL £psm 93.02 | 70 | 28,660 | 24,290 | 19,919 | 15,548 | 11,178 | 6,807 | 2,437 | |
| | 90 | 26,954 | 22,690 | 18,426 | 14,163 | 9,899 | 5,635 | 1,370 | |
| | 110 | 25,249 | 21,091 | 16,934 | 12,777 | 8,617 | 4,458 | 298 | |
| | 130 | 23,540 | 19,488 | 15,436 | 11,384 | 7,331 | 3,279 | (773) | |
| | 150 | 21,826 | 17,881 | 13,936 | 9,991 | 6,046 | 2,100 | (1,845) | |
| | 170 | 20,112 | 16,274 | 12,436 | 8,598 | 4,760 | 922 | (2,916) | |
| | 190 | 18,397 | 14,666 | 10,936 | 7,205 | 3,474 | (257) | (3,988) | |
| | 210 | 16,683 | 13,059 | 9,435 | 5,812 | 2,188 | (1,436) | (5,059) | |
| | 230 | 14,968 | 11,452 | 7,935 | 4,419 | 902 | (2,614) | (6,131) | |
| | 250 | 13,254 | 9,845 | 6,435 | 3,026 | (383) | (3,793) | (7,202) | |
| | 270 | 11,540 | 8,237 | 4,935 | 1,633 | (1,669) | (4,971) | (8,274) | |
| | 290 | 9,825 | 6,630 | 3,435 | 240 | (2,955) | (6,150) | (9,345) | |
| | 310 | 8,111 | 5,023 | 1,935 | (1,153) | (4,241) | (7,329) | (10,417) | |
| | 330 | 6,396 | 3,416 | 435 | (2,546) | (5,527) | (8,507) | (11,488) | |
| | 350 | 4,682 | 1,808 | (1,065) | (3,939) | (6,812) | (9,686) | (12,560) | |
| | 370 | 2,968 | 201 | (2,565) | (5,332) | (8,098) | (10,865) | (13,631) | |
| | 390 | 1,253 | (1,406) | (4,065) | (6,725) | (9,384) | (12,043) | (14,703) | |
| | 410 | (461) | (3,013) | (5,565) | (8,118) | (10,670) | (13,222) | (15,774) | |
| | 430 | (2,176) | (4,621) | (7,066) | (9,511) | (11,956) | (14,401) | (16,846) | |
| | 450 | (3,890) | (6,228) | (8,566) | (10,904) | (13,241) | (15,579) | (17,917) | |
| 470 | (5,604) | (7,835) | (10,066) | (12,296) | (14,527) | (16,758) | (18,989) | | |
| 490 | (7,319) | (9,442) | (11,566) | (13,689) | (15,813) | (17,937) | (20,060) | | |
| 510 | (9,033) | (11,049) | (13,066) | (15,082) | (17,099) | (19,115) | (21,132) | | |
| 530 | (10,747) | (12,657) | (14,566) | (16,475) | (18,385) | (20,294) | (22,203) | | |
| 550 | (12,462) | (14,264) | (16,066) | (17,868) | (19,670) | (21,473) | (23,278) | | |
| 570 | (14,176) | (15,871) | (17,567) | (19,264) | (20,961) | (22,658) | (24,355) | | |

TABLE 2

| Balance (RLV - BLV) | | 43,688 | Site Specific S106 (where 110% is a 10% increase etc.) | | | | | |
|---------------------|---------|---------|--|---------|---------|---------|---------|--------|
| | | | 100% | 110% | 120% | 130% | 140% | 150% |
| CIL £psm 93.02 | 70 | 46,142 | 45,923 | 45,704 | 45,485 | 45,266 | 45,047 | 44,829 |
| | 90 | 44,010 | 43,791 | 43,572 | 43,353 | 43,134 | 42,915 | 42,696 |
| | 110 | 41,878 | 41,659 | 41,440 | 41,221 | 41,002 | 40,783 | 40,564 |
| | 130 | 39,746 | 39,527 | 39,308 | 39,089 | 38,870 | 38,651 | 38,432 |
| | 150 | 37,606 | 37,387 | 37,168 | 36,949 | 36,730 | 36,511 | 36,292 |
| | 170 | 35,463 | 35,244 | 35,025 | 34,806 | 34,587 | 34,368 | 34,149 |
| | 190 | 33,320 | 33,101 | 32,882 | 32,663 | 32,444 | 32,225 | 32,006 |
| | 210 | 31,177 | 30,958 | 30,739 | 30,520 | 30,301 | 30,082 | 29,863 |
| | 230 | 29,034 | 28,815 | 28,596 | 28,377 | 28,158 | 27,939 | 27,720 |
| | 250 | 26,891 | 26,672 | 26,453 | 26,234 | 26,015 | 25,796 | 25,577 |
| | 270 | 24,748 | 24,529 | 24,310 | 24,091 | 23,872 | 23,653 | 23,434 |
| | 290 | 22,606 | 22,386 | 22,167 | 21,948 | 21,729 | 21,510 | 21,291 |
| | 310 | 20,463 | 20,243 | 20,024 | 19,805 | 19,586 | 19,367 | 19,148 |
| | 330 | 18,320 | 18,100 | 17,881 | 17,662 | 17,443 | 17,224 | 17,005 |
| | 350 | 16,177 | 15,957 | 15,738 | 15,519 | 15,300 | 15,081 | 14,862 |
| | 370 | 14,034 | 13,814 | 13,595 | 13,376 | 13,157 | 12,938 | 12,719 |
| | 390 | 11,891 | 11,671 | 11,452 | 11,233 | 11,014 | 10,795 | 10,576 |
| | 410 | 9,748 | 9,528 | 9,309 | 9,090 | 8,871 | 8,652 | 8,433 |
| | 430 | 7,605 | 7,385 | 7,166 | 6,947 | 6,728 | 6,509 | 6,290 |
| | 450 | 5,462 | 5,242 | 5,023 | 4,804 | 4,585 | 4,366 | 4,147 |
| 470 | 3,319 | 3,099 | 2,880 | 2,661 | 2,442 | 2,223 | 2,004 | |
| 490 | 1,176 | 957 | 737 | 518 | 299 | 80 | (139) | |
| 510 | (967) | (1,186) | (1,406) | (1,625) | (1,844) | (2,063) | (2,282) | |
| 530 | (3,110) | (3,329) | (3,549) | (3,768) | (3,987) | (4,206) | (4,425) | |
| 550 | (5,253) | (5,472) | (5,692) | (5,911) | (6,130) | (6,349) | (6,568) | |
| 570 | (7,396) | (7,615) | (7,835) | (8,054) | (8,273) | (8,492) | (8,711) | |



Scheme Ref: **P**
 No Units: **1** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

TABLE 3

| Balance (RLV - BLV) | 43,688 | Infrastructure Costs | | | | | | |
|---------------------|--------|----------------------|---------|---------|---------|---------|---------|---------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 46,142 | 46,142 | 46,142 | 46,142 | 46,142 | 46,142 | 46,142 |
| | 90 | 44,010 | 44,010 | 44,010 | 44,010 | 44,010 | 44,010 | 44,010 |
| | 110 | 41,878 | 41,878 | 41,878 | 41,878 | 41,878 | 41,878 | 41,878 |
| | 130 | 39,746 | 39,746 | 39,746 | 39,746 | 39,746 | 39,746 | 39,746 |
| | 150 | 37,606 | 37,606 | 37,606 | 37,606 | 37,606 | 37,606 | 37,606 |
| CIL £psm | 170 | 35,463 | 35,463 | 35,463 | 35,463 | 35,463 | 35,463 | 35,463 |
| 93.02 | 190 | 33,320 | 33,320 | 33,320 | 33,320 | 33,320 | 33,320 | 33,320 |
| | 210 | 31,177 | 31,177 | 31,177 | 31,177 | 31,177 | 31,177 | 31,177 |
| | 230 | 29,034 | 29,034 | 29,034 | 29,034 | 29,034 | 29,034 | 29,034 |
| | 250 | 26,891 | 26,891 | 26,891 | 26,891 | 26,891 | 26,891 | 26,891 |
| | 270 | 24,748 | 24,748 | 24,748 | 24,748 | 24,748 | 24,748 | 24,748 |
| | 290 | 22,606 | 22,606 | 22,606 | 22,606 | 22,606 | 22,606 | 22,606 |
| | 310 | 20,463 | 20,463 | 20,463 | 20,463 | 20,463 | 20,463 | 20,463 |
| | 330 | 18,320 | 18,320 | 18,320 | 18,320 | 18,320 | 18,320 | 18,320 |
| | 350 | 16,177 | 16,177 | 16,177 | 16,177 | 16,177 | 16,177 | 16,177 |
| | 370 | 14,034 | 14,034 | 14,034 | 14,034 | 14,034 | 14,034 | 14,034 |
| | 390 | 11,891 | 11,891 | 11,891 | 11,891 | 11,891 | 11,891 | 11,891 |
| | 410 | 9,748 | 9,748 | 9,748 | 9,748 | 9,748 | 9,748 | 9,748 |
| | 430 | 7,605 | 7,605 | 7,605 | 7,605 | 7,605 | 7,605 | 7,605 |
| | 450 | 5,462 | 5,462 | 5,462 | 5,462 | 5,462 | 5,462 | 5,462 |
| | 470 | 3,319 | 3,319 | 3,319 | 3,319 | 3,319 | 3,319 | 3,319 |
| | 490 | 1,176 | 1,176 | 1,176 | 1,176 | 1,176 | 1,176 | 1,176 |
| | 510 | (967) | (967) | (967) | (967) | (967) | (967) | (967) |
| | 530 | (3,110) | (3,110) | (3,110) | (3,110) | (3,110) | (3,110) | (3,110) |
| | 550 | (5,253) | (5,253) | (5,253) | (5,253) | (5,253) | (5,253) | (5,253) |
| | 570 | (7,396) | (7,396) | (7,396) | (7,396) | (7,396) | (7,396) | (7,396) |

TABLE 4

| Balance (RLV - BLV) | 43,688 | Profit 20% | | | | | | |
|---------------------|--------|------------|--------|--------|--------|---------|---------|----------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| | 70 | 63,592 | 60,102 | 56,612 | 53,122 | 49,632 | 46,142 | 42,652 |
| | 90 | 61,460 | 57,970 | 54,480 | 50,990 | 47,500 | 44,010 | 40,520 |
| | 110 | 59,328 | 55,838 | 52,348 | 48,858 | 45,368 | 41,878 | 38,388 |
| | 130 | 57,196 | 53,706 | 50,216 | 46,726 | 43,236 | 39,746 | 36,256 |
| | 150 | 55,056 | 51,566 | 48,076 | 44,586 | 41,096 | 37,606 | 34,116 |
| CIL £psm | 170 | 52,913 | 49,423 | 45,933 | 42,443 | 38,953 | 35,463 | 31,973 |
| 93.02 | 190 | 50,770 | 47,280 | 43,790 | 40,300 | 36,810 | 33,320 | 29,830 |
| | 210 | 48,627 | 45,137 | 41,647 | 38,157 | 34,667 | 31,177 | 27,687 |
| | 230 | 46,484 | 42,994 | 39,504 | 36,014 | 32,524 | 29,034 | 25,544 |
| | 250 | 44,341 | 40,851 | 37,361 | 33,871 | 30,381 | 26,891 | 23,401 |
| | 270 | 42,198 | 38,708 | 35,218 | 31,728 | 28,238 | 24,748 | 21,258 |
| | 290 | 40,056 | 36,566 | 33,076 | 29,586 | 26,096 | 22,606 | 19,116 |
| | 310 | 37,913 | 34,423 | 30,933 | 27,443 | 23,953 | 20,463 | 16,973 |
| | 330 | 35,770 | 32,280 | 28,790 | 25,300 | 21,810 | 18,320 | 14,830 |
| | 350 | 33,627 | 30,137 | 26,647 | 23,157 | 19,667 | 16,177 | 12,687 |
| | 370 | 31,484 | 27,994 | 24,504 | 21,014 | 17,524 | 14,034 | 10,544 |
| | 390 | 29,341 | 25,851 | 22,361 | 18,871 | 15,381 | 11,891 | 8,401 |
| | 410 | 27,198 | 23,708 | 20,218 | 16,728 | 13,238 | 9,748 | 6,258 |
| | 430 | 25,055 | 21,565 | 18,075 | 14,585 | 11,095 | 7,605 | 4,115 |
| | 450 | 22,912 | 19,422 | 15,932 | 12,442 | 8,952 | 5,462 | 1,972 |
| | 470 | 20,769 | 17,279 | 13,789 | 10,299 | 6,809 | 3,319 | (171) |
| | 490 | 18,626 | 15,136 | 11,646 | 8,156 | 4,666 | 1,176 | (2,314) |
| | 510 | 16,483 | 12,993 | 9,503 | 6,013 | 2,523 | (967) | (4,457) |
| | 530 | 14,340 | 10,850 | 7,360 | 3,870 | 380 | (3,110) | (6,600) |
| | 550 | 12,197 | 8,707 | 5,217 | 1,727 | (1,763) | (5,253) | (8,743) |
| | 570 | 10,054 | 6,564 | 3,074 | (416) | (3,906) | (7,396) | (10,886) |

Scheme Ref: **P**
 No Units: **1** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 43,688 | BLV (per acre) | | | | | | |
|---------------------|----------|----------------|---------|---------|----------|----------|----------|----------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| 70 | | 65,910 | 57,674 | 49,437 | 41,200 | 32,964 | 24,727 | 16,490 |
| 90 | | 63,778 | 55,541 | 47,305 | 39,068 | 30,831 | 22,595 | 14,358 |
| 110 | | 61,646 | 53,409 | 45,173 | 36,936 | 28,699 | 20,463 | 12,226 |
| 130 | | 59,514 | 51,277 | 43,040 | 34,804 | 26,567 | 18,330 | 10,094 |
| 150 | | 57,374 | 49,138 | 40,901 | 32,664 | 24,428 | 16,191 | 7,954 |
| 170 | CIL £psm | 55,231 | 46,995 | 38,758 | 30,521 | 22,285 | 14,048 | 5,811 |
| 190 | 93.02 | 53,088 | 44,852 | 36,615 | 28,378 | 20,142 | 11,905 | 3,668 |
| 210 | | 50,945 | 42,709 | 34,472 | 26,235 | 17,999 | 9,762 | 1,525 |
| 230 | | 48,802 | 40,566 | 32,329 | 24,092 | 15,856 | 7,619 | (618) |
| 250 | | 46,659 | 38,423 | 30,186 | 21,949 | 13,713 | 5,476 | (2,761) |
| 270 | | 44,516 | 36,280 | 28,043 | 19,806 | 11,570 | 3,333 | (4,904) |
| 290 | | 42,374 | 34,137 | 25,900 | 17,664 | 9,427 | 1,190 | (7,046) |
| 310 | | 40,231 | 31,994 | 23,757 | 15,521 | 7,284 | (953) | (9,189) |
| 330 | | 38,088 | 29,851 | 21,614 | 13,378 | 5,141 | (3,096) | (11,332) |
| 350 | | 35,945 | 27,708 | 19,471 | 11,235 | 2,998 | (5,239) | (13,475) |
| 370 | | 33,802 | 25,565 | 17,328 | 9,092 | 855 | (7,382) | (15,618) |
| 390 | | 31,659 | 23,422 | 15,185 | 6,949 | (1,288) | (9,525) | (17,761) |
| 410 | | 29,516 | 21,279 | 13,042 | 4,806 | (3,431) | (11,668) | (19,904) |
| 430 | | 27,373 | 19,136 | 10,899 | 2,663 | (5,574) | (13,811) | (22,047) |
| 450 | | 25,230 | 16,993 | 8,756 | 520 | (7,717) | (15,954) | (24,190) |
| 470 | | 23,087 | 14,850 | 6,613 | (1,623) | (9,860) | (18,097) | (26,333) |
| 490 | | 20,944 | 12,707 | 4,470 | (3,766) | (12,003) | (20,240) | (28,476) |
| 510 | | 18,801 | 10,564 | 2,327 | (5,909) | (14,146) | (22,383) | (30,619) |
| 530 | | 16,658 | 8,421 | 184 | (8,052) | (16,289) | (24,526) | (32,762) |
| 550 | | 14,515 | 6,278 | (1,959) | (10,195) | (18,432) | (26,669) | (34,905) |
| 570 | | 12,372 | 4,135 | (4,102) | (12,338) | (20,575) | (28,812) | (37,048) |

TABLE 6

| Balance (RLV - BLV) | 43,688 | Density (dph) | | | | | | |
|---------------------|----------|---------------|--------|--------|--------|--------|--------|--------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| 70 | | 46,142 | 58,297 | 65,590 | 70,452 | 73,925 | 76,529 | 78,555 |
| 90 | | 44,010 | 56,165 | 63,458 | 68,320 | 71,792 | 74,397 | 76,423 |
| 110 | | 41,878 | 54,033 | 61,326 | 66,187 | 69,660 | 72,265 | 74,291 |
| 130 | | 39,746 | 51,901 | 59,193 | 64,055 | 67,528 | 70,133 | 72,158 |
| 150 | | 37,606 | 49,766 | 57,061 | 61,923 | 65,396 | 68,000 | 70,026 |
| 170 | CIL £psm | 35,463 | 47,623 | 54,919 | 59,783 | 63,258 | 65,863 | 67,890 |
| 190 | 93.02 | 33,320 | 45,480 | 52,776 | 57,640 | 61,115 | 63,720 | 65,747 |
| 210 | | 31,177 | 43,337 | 50,633 | 55,497 | 58,972 | 61,577 | 63,604 |
| 230 | | 29,034 | 41,194 | 48,490 | 53,354 | 56,829 | 59,434 | 61,461 |
| 250 | | 26,891 | 39,051 | 46,347 | 51,211 | 54,686 | 57,291 | 59,318 |
| 270 | | 24,748 | 36,908 | 44,204 | 49,068 | 52,543 | 55,148 | 57,175 |
| 290 | | 22,606 | 34,766 | 42,061 | 46,925 | 50,400 | 53,005 | 55,032 |
| 310 | | 20,463 | 32,623 | 39,919 | 44,783 | 48,257 | 50,863 | 52,889 |
| 330 | | 18,320 | 30,480 | 37,776 | 42,640 | 46,114 | 48,720 | 50,746 |
| 350 | | 16,177 | 28,337 | 35,633 | 40,497 | 43,971 | 46,577 | 48,603 |
| 370 | | 14,034 | 26,194 | 33,490 | 38,354 | 41,828 | 44,434 | 46,460 |
| 390 | | 11,891 | 24,051 | 31,347 | 36,211 | 39,685 | 42,291 | 44,317 |
| 410 | | 9,748 | 21,908 | 29,204 | 34,068 | 37,542 | 40,148 | 42,174 |
| 430 | | 7,605 | 19,765 | 27,061 | 31,925 | 35,399 | 38,005 | 40,031 |
| 450 | | 5,462 | 17,622 | 24,918 | 29,782 | 33,256 | 35,862 | 37,888 |
| 470 | | 3,319 | 15,479 | 22,775 | 27,639 | 31,113 | 33,719 | 35,745 |
| 490 | | 1,176 | 13,336 | 20,632 | 25,496 | 28,970 | 31,576 | 33,602 |
| 510 | | (967) | 11,193 | 18,489 | 23,353 | 26,827 | 29,433 | 31,459 |
| 530 | | (3,110) | 9,050 | 16,346 | 21,210 | 24,684 | 27,290 | 29,316 |
| 550 | | (5,253) | 6,907 | 14,203 | 19,067 | 22,541 | 25,147 | 27,173 |
| 570 | | (7,396) | 4,764 | 12,060 | 16,924 | 20,398 | 23,004 | 25,030 |

Scheme Ref: **P**
 No Units: **1** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes:

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) | 43,688 | | | | | | | |
| | 70 | 63,178 | 54,660 | 46,142 | 37,618 | 29,057 | 20,496 | 11,935 |
| | 90 | 61,046 | 52,528 | 44,010 | 35,475 | 26,914 | 18,353 | 9,792 |
| | 110 | 58,913 | 50,396 | 41,878 | 33,332 | 24,771 | 16,210 | 7,649 |
| | 130 | 56,781 | 48,263 | 39,746 | 31,189 | 22,628 | 14,067 | 5,506 |
| | 150 | 54,649 | 46,131 | 37,606 | 29,046 | 20,485 | 11,924 | 3,363 |
| CIL £psm | 170 | 52,517 | 43,999 | 35,463 | 26,903 | 18,342 | 9,781 | 1,220 |
| 93.02 | 190 | 50,385 | 41,867 | 33,320 | 24,760 | 16,199 | 7,638 | (923) |
| | 210 | 48,252 | 39,735 | 31,177 | 22,617 | 14,056 | 5,495 | (3,066) |
| | 230 | 46,120 | 37,595 | 29,034 | 20,474 | 11,913 | 3,352 | (5,209) |
| | 250 | 43,988 | 35,452 | 26,891 | 18,331 | 9,770 | 1,209 | (7,352) |
| | 270 | 41,856 | 33,309 | 24,748 | 16,188 | 7,627 | (934) | (9,495) |
| | 290 | 39,724 | 31,166 | 22,606 | 14,045 | 5,484 | (3,077) | (11,649) |
| | 310 | 37,594 | 29,023 | 20,463 | 11,902 | 3,341 | (5,220) | (13,803) |
| | 330 | 35,441 | 26,880 | 18,320 | 9,759 | 1,198 | (7,363) | (15,957) |
| | 350 | 33,298 | 24,737 | 16,177 | 7,616 | (945) | (9,506) | (18,110) |
| | 370 | 31,155 | 22,594 | 14,034 | 5,473 | (3,088) | (11,660) | (20,264) |
| | 390 | 29,012 | 20,451 | 11,891 | 3,330 | (5,231) | (13,814) | (22,418) |
| | 410 | 26,869 | 18,308 | 9,748 | 1,187 | (7,374) | (15,968) | (24,572) |
| | 430 | 24,726 | 16,165 | 7,605 | (956) | (9,517) | (18,122) | (26,726) |
| | 450 | 22,583 | 14,022 | 5,462 | (3,099) | (11,671) | (20,275) | (28,880) |
| | 470 | 20,440 | 11,879 | 3,319 | (5,242) | (13,825) | (22,429) | (31,033) |
| | 490 | 18,297 | 9,736 | 1,176 | (7,385) | (15,979) | (24,583) | (33,187) |
| | 510 | 16,154 | 7,593 | (967) | (9,529) | (18,133) | (26,737) | (35,540) |
| | 530 | 14,011 | 5,450 | (3,110) | (11,682) | (20,287) | (28,891) | (38,009) |
| | 550 | 11,868 | 3,307 | (5,253) | (13,836) | (22,440) | (31,045) | (40,477) |
| | 570 | 9,725 | 1,164 | (7,396) | (15,990) | (24,594) | (33,198) | (42,946) |

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) | 43,688 | | | | | | | |
| | 70 | 19,611 | 32,895 | 46,142 | 59,378 | 72,614 | 85,849 | 99,085 |
| | 90 | 17,468 | 30,752 | 44,010 | 57,246 | 70,482 | 83,717 | 96,953 |
| | 110 | 15,325 | 28,609 | 41,878 | 55,114 | 68,349 | 81,585 | 94,821 |
| | 130 | 13,182 | 26,466 | 39,746 | 52,981 | 66,217 | 79,453 | 92,689 |
| | 150 | 11,039 | 24,323 | 37,606 | 50,849 | 64,085 | 77,321 | 90,556 |
| CIL £psm | 170 | 8,896 | 22,180 | 35,463 | 48,717 | 61,953 | 75,189 | 88,424 |
| 93.02 | 190 | 6,753 | 20,037 | 33,320 | 46,585 | 59,821 | 73,056 | 86,292 |
| | 210 | 4,610 | 17,894 | 31,177 | 44,453 | 57,688 | 70,924 | 84,160 |
| | 230 | 2,467 | 15,751 | 29,034 | 42,318 | 55,556 | 68,792 | 82,028 |
| | 250 | 324 | 13,608 | 26,891 | 40,175 | 53,424 | 66,660 | 79,895 |
| | 270 | (1,819) | 11,465 | 24,748 | 38,032 | 51,292 | 64,528 | 77,763 |
| | 290 | (3,962) | 9,322 | 22,606 | 35,889 | 49,160 | 62,395 | 75,631 |
| | 310 | (6,105) | 7,179 | 20,463 | 33,746 | 47,027 | 60,263 | 73,499 |
| | 330 | (8,248) | 5,036 | 18,320 | 31,603 | 44,887 | 58,131 | 71,367 |
| | 350 | (10,391) | 2,893 | 16,177 | 29,460 | 42,744 | 55,999 | 69,235 |
| | 370 | (12,536) | 750 | 14,034 | 27,317 | 40,601 | 53,867 | 67,102 |
| | 390 | (14,690) | (1,393) | 11,891 | 25,174 | 38,458 | 51,734 | 64,970 |
| | 410 | (16,844) | (3,536) | 9,748 | 23,031 | 36,315 | 49,599 | 62,838 |
| | 430 | (18,998) | (5,679) | 7,605 | 20,888 | 34,172 | 47,456 | 60,706 |
| | 450 | (21,152) | (7,822) | 5,462 | 18,745 | 32,029 | 45,313 | 58,574 |
| | 470 | (23,305) | (9,965) | 3,319 | 16,602 | 29,886 | 43,170 | 56,441 |
| | 490 | (25,459) | (12,115) | 1,176 | 14,459 | 27,743 | 41,027 | 54,309 |
| | 510 | (27,613) | (14,269) | (967) | 12,316 | 25,600 | 38,884 | 52,168 |
| | 530 | (29,767) | (16,423) | (3,110) | 10,173 | 23,457 | 36,741 | 50,025 |
| | 550 | (31,921) | (18,576) | (5,253) | 8,030 | 21,314 | 34,598 | 47,882 |
| | 570 | (34,089) | (20,730) | (7,396) | 5,887 | 19,171 | 32,455 | 45,739 |

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: P
No Units: 1 **Location / Value Zone:** Lower **Development Scenario:** Brownfield
Notes:

[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: | P |
|---|------------|
| No Units: | 1 |
| Location / Value Zone: | Lower |
| Development Scenario: | Brownfield |
| Notes: | 0 |
| Total GDV (£) | 400,000 |
| 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) | 10,697.30 |
| CIL (£) | 10,697 |
| Site Specific S106 (£ per unit) | 2,500 |
| Site Specific S106 (£) | 2,500 |
| Sub-total CIL+S106 (£ per unit) | 13,197 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 13,197 |
| Total Developers Profit (£) | 80,000 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 20.00% |
| Developers Profit (% on costs) | 34.63% |
| RLV (£) | 88,166 |
| RLV (£/acre) | 1,070,411 |
| RLV (£/ha) | 2,644,986 |
| Balance for Plan VA: | |
| BLV (£) | 44,478 |
| BLV (£/acre) | 540,000 |
| BLV (£/ha) | 1,334,340 |
| Surplus/Deficit | 43,688 |
| Surplus/Deficit (£/acre) | 530,411 |
| Surplus/Deficit (£/ha) | 1,310,646 |
| 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 |

190311 VOWH Residential Appraisals_K_P_v3 - Summary Table

| Scheme Ref: | K | L | M | N | O | P |
|---|------------|------------|------------|------------|------------|------------|
| No Units: | 170 | 50 | 25 | 9 | 5 | 1 |
| Location / Value Zone: | Lower | Lower | Lower | Lower | Lower | Lower |
| Development Scenario: | Brownfield | Brownfield | Brownfield | Brownfield | Brownfield | Brownfield |
| Notes: | | | | | | |
| Total GDV (£) | 48,376,135 | 14,228,275 | 7,114,138 | 4,083,750 | 2,250,000 | 400,000 |
| AH % | 35% | 35% | 35% | 0% | 0% | 0% |
| Affordable Rent: | 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% |
| Intermediate (LCHO/Sub-Market/Starter etc.): | 25.00% | 25.00% | 25.00% | 25.00% | 25.00% | 25.00% |
| CIL (£ psm) | 93.02 | 93.02 | 93.02 | 93.02 | 93.02 | 93.02 |
| CIL (£ per unit) | 5,427.98 | 5,427.98 | 5,427.98 | 12,697.23 | 12,557.70 | 10,697.30 |
| CIL (£) | 922,756 | 271,399 | 135,699 | 114,275 | 62,789 | 10,697 |
| Site Specific S106 (£ per unit) | 7,000 | 7,000 | 7,000 | 2,500 | 2,500 | 2,500 |
| Site Specific S106 (£) | 1,190,000 | 350,000 | 175,000 | 22,500 | 12,500 | 2,500 |
| Sub-total CIL+S106 (£ per unit) | 12,428 | 12,428 | 12,428 | 15,197 | 15,058 | 13,197 |
| Strategic Infrastructure (£ per unit) | - | - | - | - | - | - |
| Strategic Infrastructure (£) | - | - | - | - | - | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 12,428 | 12,428 | 12,428 | 15,197 | 15,058 | 13,197 |
| Total Developers Profit (£) | 7,855,289 | 2,310,379 | 1,155,190 | 816,750 | 450,000 | 80,000 |
| Developers Profit (% on OMS) | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% |
| Developers Profit (% on AH) | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% |
| Developers Profit (% blended) | 16.24% | 16.24% | 16.24% | 20.00% | 20.00% | 20.00% |
| Developers Profit (% on costs) | 28.30% | 25.44% | 25.39% | 33.41% | 33.27% | 34.63% |
| RLV (£) | 11,150,655 | 2,485,529 | 1,240,141 | 728,339 | 400,955 | 88,166 |
| RLV (£/acre) | 796,343 | 603,528 | 602,254 | 982,515 | 973,586 | 1,070,411 |
| RLV (£/ha) | 1,967,763 | 1,491,318 | 1,488,169 | 2,427,795 | 2,405,730 | 2,644,986 |
| Balance for Plan VA: | | | | | | |
| BLV (£) | 7,561,260 | 2,223,900 | 1,111,950 | 400,302 | 222,390 | 44,478 |
| BLV (£/acre) | 540,000 | 540,000 | 540,000 | 540,000 | 540,000 | 540,000 |
| BLV (£/ha) | 1,334,340 | 1,334,340 | 1,334,340 | 1,334,340 | 1,334,340 | 1,334,340 |
| Surplus/Deficit | 3,589,395 | 261,629 | 128,191 | 328,037 | 178,565 | 43,688 |
| Surplus/Deficit (£/acre) | 256,343 | 63,528 | 62,254 | 442,515 | 433,586 | 530,411 |
| Surplus/Deficit (£/ha) | 633,423 | 156,978 | 153,829 | 1,093,455 | 1,071,390 | 1,310,646 |
| Plan Viability comments | Viable | Viable | Viable | Viable | Viable | Viable |

190311 VOWH Residential Appraisals_Q_W_v3 - Version Notes

| Date | Version | Comments |
|--------|---------|----------|
| 190311 | v3 | |

Scheme Ref: **Q**
 No Units: **270** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|--|-----------------------|--------------------------------------|-----------------------|--|---------------------------|-----------------------|----------------|
| Total number of units in scheme | | | | 270 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 | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | |
| 1 bed House | 10.0% | 17.6 | 15.0% | 14.2 | 12% | 31.7 | |
| 2 bed House | 25.0% | 43.9 | 30.0% | 28.4 | 27% | 72.2 | |
| 3 bed House | 35.0% | 61.4 | 40.0% | 37.8 | 37% | 99.2 | |
| 4 bed House | 5.0% | 8.8 | 7.5% | 7.1 | 6% | 15.9 | |
| 5 bed House | 5.0% | 8.8 | 7.5% | 7.1 | 6% | 15.9 | |
| 1 bed Flat | 7.0% | 12.3 | 0.0% | 0.0 | 5% | 12.3 | |
| 2 bed Flat | 13.0% | 22.8 | 0.0% | 0.0 | 8% | 22.8 | |
| Total number of units | | 100.0% | 175.5 | 100.0% | 94.5 | 100% | 270.0 |
| OMS Unit Floor areas - | | Net area per unit | Net to Gross % | Gross (GIA) per unit | | | |
| | | (sqm) | (sqft) | | | (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 | 85.0% | 58.8 | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | |
| AH Unit Floor areas - | | Net area per unit | Net to Gross % | Gross (GIA) per unit | | | |
| | | (sqm) | (sqft) | | | (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 | 85.0% | 58.8 | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | |
| Total Gross Floor areas - | | Mkt Units GIA | AH units GIA | Total GIA (all units) | | | |
| | | (sqm) | (sqft) | (sqm) | (sqft) | (sqm) | (sqft) |
| 1 bed House | 1,088 | 11,712 | 879 | 9,460 | 1,967 | 21,172 | |
| 2 bed House | 3,466 | 37,309 | 2,240 | 24,107 | 5,706 | 61,416 | |
| 3 bed House | 6,143 | 66,117 | 3,780 | 40,688 | 9,923 | 106,805 | |
| 4 bed House | 1,009 | 10,862 | 815 | 8,773 | 1,824 | 19,635 | |
| 5 bed House | 1,448 | 15,585 | 1,169 | 12,588 | 2,617 | 28,173 | |
| 1 bed Flat | 723 | 7,779 | 0 | 0 | 723 | 7,779 | |
| 2 bed Flat | 1,879 | 20,224 | 0 | 0 | 1,879 | 20,224 | |
| | | 15,755 | 169,588 | 8,883 | 95,616 | 24,638 | 265,204 |
| AH % by floor area: | | 36.05% AH % by floor area due to mix | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 300,000 | 4,839 | 450 | 9,517,500 | | | |
| 2 bed House | 350,000 | 4,430 | 412 | 25,278,750 | | | |
| 3 bed House | 420,000 | 4,200 | 390 | 41,674,500 | | | |
| 4 bed House | 500,000 | 4,348 | 404 | 7,931,250 | | | |
| 5 bed House | 600,000 | 3,636 | 338 | 9,517,500 | | | |
| 1 bed Flat | 235,200 | 4,704 | 437 | 2,889,432 | | | |
| 2 bed Flat | 286,000 | 4,086 | 380 | 6,525,090 | | | |
| | | | | | 103,334,022 | | |
| Affordable Housing values (£) - | | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% | |
| 2 bed House | 210,000 | 60% | 154,000 | 44% | 266,000 | 76% | |
| 3 bed House | 252,000 | 60% | 184,800 | 44% | 319,200 | 76% | |
| 4 bed House | 300,000 | 60% | 220,000 | 44% | 380,000 | 76% | |
| 5 bed House | 360,000 | 60% | 264,000 | 44% | 456,000 | 76% | |
| 1 bed Flat | 141,120 | 60% | 103,488 | 44% | 178,752 | 76% | |
| 2 bed Flat | 171,600 | 60% | 125,840 | 44% | 217,360 | 76% | |

Scheme Ref: **Q**
 No Units: **270** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|------------|---|--|---------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 17.6 | @ | 300,000 | 5,265,000 |
| 2 bed House | 43.9 | @ | 350,000 | 15,356,250 |
| 3 bed House | 61.4 | @ | 420,000 | 25,798,500 |
| 4 bed House | 8.8 | @ | 500,000 | 4,387,500 |
| 5 bed House | 8.8 | @ | 600,000 | 5,265,000 |
| 1 bed Flat | 12.3 | @ | 235,200 | 2,889,432 |
| 2 bed Flat | 22.8 | @ | 286,000 | 6,525,090 |
| | 175.5 | | | 65,486,772 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 10.6 | @ | 180,000 | 1,913,625 |
| 2 bed House | 21.3 | @ | 210,000 | 4,465,125 |
| 3 bed House | 28.4 | @ | 252,000 | 7,144,200 |
| 4 bed House | 5.3 | @ | 300,000 | 1,594,688 |
| 5 bed House | 5.3 | @ | 360,000 | 1,913,625 |
| 1 bed Flat | 0.0 | @ | 141,120 | - |
| 2 bed Flat | 0.0 | @ | 171,600 | - |
| | 70.9 | | | 17,031,263 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 132,000 | - |
| 2 bed House | 0.0 | @ | 154,000 | - |
| 3 bed House | 0.0 | @ | 184,800 | - |
| 4 bed House | 0.0 | @ | 220,000 | - |
| 5 bed House | 0.0 | @ | 264,000 | - |
| 1 bed Flat | 0.0 | @ | 103,488 | - |
| 2 bed Flat | 0.0 | @ | 125,840 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 3.5 | @ | 228,000 | 807,975 |
| 2 bed House | 7.1 | @ | 266,000 | 1,885,275 |
| 3 bed House | 9.5 | @ | 319,200 | 3,016,440 |
| 4 bed House | 1.8 | @ | 380,000 | 673,313 |
| 5 bed House | 1.8 | @ | 456,000 | 807,975 |
| 1 bed Flat | 0.0 | @ | 178,752 | - |
| 2 bed Flat | 0.0 | @ | 217,360 | - |
| | 23.6 | | | 7,190,978 |
| Sub-total GDV Residential | 270 | | | 89,709,012 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 13,625,010 |
| | | | 553 £ psm (total GIA sqm) | 50,463 £ per unit (total units) |
| Grant | 270 | @ | 0 | - |
| Total GDV | | | | 89,709,012 |

| DEVELOPMENT COSTS | | | | |
|---|--------------------------|--------------------------------|----------------------------|-------------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (160,000) |
| Statutory Planning Fees (Residential) | | | | (53,219) |
| CIL | 15,755 sqm (Market only) | 131.33 £ psm | | (2,069,138) |
| CIL analysis: | 2.31% % of GDV | 7,663 £ 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 | 270 units @ | 7,000 per unit | (1,890,000) |
| S106 analysis: | 210,000 £ per ha | 2.11% % of GDV | 7,000 £ per unit (total ur | (1,890,000) |
| AH Commuted Sum | 24,638 sqm (total) | 0 £ psm | | - |
| Comm. Sum analysis: | 0.00% % of GDV | | | |

Scheme Ref: **Q**
 No Units: **270** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| | | | | | | |
|--|------------|------------------|----------------|------------------------------|---------------------------------------|---------------------|
| <i>cont/</i> | | | | | | |
| Construction Costs - | | | | | | |
| Site Clearance and Demolition | | 22.24 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 | | 270 units @ | 0 per unit | | - |
| Infra. Costs analysis: | - £ per ha | | 0.00% % of GDV | 0 £ per unit (total ur | | - |
| 1 bed House | | 1,967 sqm @ | | 1,160 psm | | (2,281,662) |
| 2 bed House | | 5,706 sqm @ | | 1,160 psm | | (6,618,699) |
| 3 bed House | | 9,923 sqm @ | | 1,160 psm | | (11,510,100) |
| 4 bed House | | 1,824 sqm @ | | 1,160 psm | | (2,116,058) |
| 5 bed House | | 2,617 sqm @ | | 1,160 psm | | (3,036,083) |
| 1 bed Flat | | 723 sqm @ | | 1,288 psm | | (930,769) |
| 2 bed Flat | 24,638 | 1,879 sqm @ | | 1,288 psm | | (2,420,000) |
| External works | | 28,913,371 @ | | 15.0% 16,063 £per unit | | (4,337,006) |
| M4(2) Category 2 Housing | Aff units | 95 units @ | 95% @ | 521 £ per unit | | (46,773) |
| M4(3) Category 3 Housing | Aff units | 95 units @ | 5% @ | 10,111 £ per unit | | (47,774) |
| M4(2) Category 2 Housing | Mrkt units | 176 units @ | 15% @ | 521 £ per unit | | (13,715) |
| M4(3) Category 3 Housing | Mrkt units | 176 units @ | 2% @ | 10,111 £ per unit | | (35,490) |
| Water Efficiency additional cost | | 270 units @ | | 10 £ per unit | | (2,700) |
| Contingency | | 33,396,829 @ | | 3.0% | | (1,001,905) |
| Professional Fees | | 33,396,829 @ | | 6.5% | | (2,170,794) |
| Disposal Costs - | | | | | | |
| Residential Sales Agent Costs | | 65,486,772 OMS @ | | 1.00% | 2,425 £ per unit | (654,868) |
| Residential Sales Legal Costs | | 65,486,772 OMS @ | | 0.50% | 1,213 £ per unit | (327,434) |
| Marketing and Promotion | | 65,486,772 OMS @ | | 3.00% | 7,276 £ per unit 10,914 £ per unit | (1,964,603) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | | (54,686) |
| Developers Profit - | | | | | | |
| Margin on AH | | 24,222,240 | | 6.00% on AH values | | (1,453,334) |
| Profit on OMS | | 65,486,772 | | 20.00% | | (13,097,354) |
| Profit analysis: | | 43,743,474 | | 33.26% on costs | (14,550,689) | |
| | | 89,709,012 | | 16.22% blended | (14,550,689) | |
| TOTAL COSTS | | | | | | (58,294,163) |

| | | | | | | |
|----------------------------------|--------------------|--------------------|--|----------------------|--|-------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | | |
| Residual Land Value (gross) | | | | | | 31,414,849 |
| SDLT | | 31,414,849 @ | | (slabbed) | | (1,560,242) |
| Acquisition Agent fees | | 31,414,849 @ | | 1.0% | | (314,148) |
| Acquisition Legal fees | | 31,414,849 @ | | 0.5% | | (157,074) |
| Interest on Land | | 31,414,849 @ | | 6.25% | | (1,963,428) |
| Residual Land Value | | | | | | 27,419,956 |
| RLV analysis: | 101,555 £ per plot | 3,046,662 £ per ha | | 1,232,967 £ per acre | | |

| | | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|--|-------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | | |
| Residential Density | | 30.0 dph | | | | |
| Site Area (Net) | | 9.00 ha | | 22.24 acres | | |
| Density analysis: | | 2.738 sqm/ha | | 11.925 sqft/ac | | |
| Benchmark Land Value (Net) | 38,712 £ per plot | 1,161,370 £ per ha | | 470,000 £ per acre | | 10,452,330 |

| | | | | | | |
|-------------------|--|--------------------|--|--------------------|--|-------------------|
| BALANCE | | | | | | |
| Surplus/(Deficit) | | 1,885,292 £ per ha | | 762,967 £ per acre | | 16,967,626 |

Scheme Ref: **Q**
 No Units: **270** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | 16,967,626 | Affordable Housing - % on site 35% | | | | | | |
|---------------------|------------|------------------------------------|------------|------------|------------|------------|------------|------------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| CIL £psm | 70 | 19,188,131 | 18,730,187 | 18,272,244 | 17,814,301 | 17,356,358 | 16,898,415 | 16,440,253 |
| | 90 | 18,848,309 | 18,411,605 | 17,974,901 | 17,538,196 | 17,101,492 | 16,664,788 | 16,227,995 |
| | 110 | 18,508,291 | 18,093,022 | 17,677,557 | 17,262,091 | 16,846,626 | 16,431,160 | 16,015,695 |
| | 130 | 18,168,244 | 17,774,334 | 17,380,213 | 16,985,987 | 16,591,760 | 16,197,533 | 15,803,307 |
| | 150 | 17,828,198 | 17,455,541 | 17,082,870 | 16,709,882 | 16,336,894 | 15,963,906 | 15,590,918 |
| | 170 | 17,488,151 | 17,136,747 | 16,785,343 | 16,433,777 | 16,082,028 | 15,730,279 | 15,378,530 |
| 131.33 | 190 | 17,148,104 | 16,817,953 | 16,487,802 | 16,157,650 | 15,827,162 | 15,496,652 | 15,166,142 |
| | 210 | 16,808,057 | 16,499,159 | 16,190,261 | 15,881,362 | 15,572,296 | 15,263,025 | 14,953,753 |
| | 230 | 16,468,011 | 16,180,365 | 15,892,720 | 15,605,074 | 15,317,429 | 15,029,398 | 14,741,365 |
| | 250 | 16,127,964 | 15,861,571 | 15,595,179 | 15,328,786 | 15,062,394 | 14,795,770 | 14,528,977 |
| | 270 | 15,787,713 | 15,542,778 | 15,297,638 | 15,052,498 | 14,807,359 | 14,562,143 | 14,316,588 |
| | 290 | 15,447,424 | 15,223,933 | 15,000,097 | 14,776,210 | 14,552,324 | 14,328,437 | 14,104,200 |
| | 310 | 15,107,135 | 14,904,912 | 14,702,556 | 14,499,922 | 14,297,289 | 14,094,655 | 13,891,812 |
| | 330 | 14,766,846 | 14,585,891 | 14,404,936 | 14,223,634 | 14,042,254 | 13,860,873 | 13,679,424 |
| | 350 | 14,426,557 | 14,266,870 | 14,107,183 | 13,947,346 | 13,787,218 | 13,627,091 | 13,466,963 |
| | 370 | 14,086,268 | 13,947,849 | 13,809,430 | 13,671,011 | 13,532,183 | 13,393,308 | 13,254,433 |
| | 390 | 13,745,980 | 13,628,828 | 13,511,677 | 13,394,526 | 13,277,148 | 13,159,526 | 13,041,904 |
| | 410 | 13,405,479 | 13,309,807 | 13,213,924 | 13,118,041 | 13,022,113 | 12,925,744 | 12,829,375 |
| | 430 | 13,064,931 | 12,990,787 | 12,916,171 | 12,841,556 | 12,766,941 | 12,691,962 | 12,616,846 |
| | 450 | 12,724,383 | 12,671,526 | 12,618,419 | 12,565,072 | 12,511,725 | 12,458,180 | 12,404,316 |
| | 470 | 12,383,835 | 12,352,263 | 12,320,666 | 12,288,587 | 12,256,508 | 12,224,398 | 12,191,787 |
| | 490 | 12,043,287 | 12,032,999 | 12,022,711 | 12,012,102 | 12,001,291 | 11,990,480 | 11,979,258 |
| | 510 | 11,702,739 | 11,713,735 | 11,724,731 | 11,735,617 | 11,746,074 | 11,756,532 | 11,766,729 |
| | 530 | 11,362,021 | 11,394,472 | 11,426,752 | 11,459,032 | 11,490,858 | 11,522,583 | 11,554,200 |
| | 550 | 11,021,197 | 11,075,208 | 11,128,773 | 11,182,337 | 11,235,641 | 11,288,634 | 11,341,628 |
| | 570 | 10,680,373 | 10,755,790 | 10,830,793 | 10,905,642 | 10,980,424 | 11,054,686 | 11,128,947 |

TABLE 2

| Balance (RLV - BLV) | 16,967,626 | Site Specific S106 (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|------------|--|------------|------------|------------|------------|------------|------------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| CIL £psm | 70 | 17,814,301 | 17,648,758 | 17,483,214 | 17,317,670 | 17,152,127 | 16,986,583 | 16,821,040 |
| | 90 | 17,538,196 | 17,372,653 | 17,207,109 | 17,041,566 | 16,876,022 | 16,710,479 | 16,544,935 |
| | 110 | 17,262,091 | 17,096,548 | 16,931,004 | 16,765,461 | 16,599,917 | 16,434,374 | 16,268,830 |
| | 130 | 16,985,987 | 16,820,443 | 16,654,900 | 16,489,356 | 16,323,813 | 16,158,269 | 15,992,654 |
| | 150 | 16,709,882 | 16,544,338 | 16,378,795 | 16,213,251 | 16,047,653 | 15,882,009 | 15,716,366 |
| 131.33 | 170 | 16,433,777 | 16,268,234 | 16,102,651 | 15,937,008 | 15,771,365 | 15,605,721 | 15,440,078 |
| | 190 | 16,157,650 | 15,992,007 | 15,826,363 | 15,660,720 | 15,495,077 | 15,329,433 | 15,163,790 |
| | 210 | 15,881,362 | 15,715,719 | 15,550,075 | 15,384,432 | 15,218,789 | 15,053,145 | 14,887,502 |
| | 230 | 15,605,074 | 15,439,431 | 15,273,787 | 15,108,144 | 14,942,501 | 14,776,857 | 14,611,214 |
| | 250 | 15,328,786 | 15,163,143 | 14,997,500 | 14,831,856 | 14,666,213 | 14,500,569 | 14,334,926 |
| | 270 | 15,052,498 | 14,886,855 | 14,721,212 | 14,555,568 | 14,389,925 | 14,224,281 | 14,058,638 |
| | 290 | 14,776,210 | 14,610,567 | 14,444,924 | 14,279,280 | 14,113,637 | 13,947,993 | 13,782,350 |
| | 310 | 14,499,922 | 14,334,279 | 14,168,636 | 14,002,992 | 13,837,349 | 13,671,705 | 13,505,961 |
| | 330 | 14,223,634 | 14,057,991 | 13,892,348 | 13,726,704 | 13,560,977 | 13,395,227 | 13,229,476 |
| | 350 | 13,947,346 | 13,781,703 | 13,615,994 | 13,450,243 | 13,284,493 | 13,118,742 | 12,952,991 |
| | 370 | 13,671,011 | 13,505,260 | 13,339,509 | 13,173,758 | 13,008,008 | 12,842,257 | 12,676,506 |
| | 390 | 13,394,526 | 13,228,775 | 13,063,024 | 12,897,274 | 12,731,523 | 12,565,772 | 12,400,022 |
| | 410 | 13,118,041 | 12,952,290 | 12,786,540 | 12,620,789 | 12,455,038 | 12,289,288 | 12,123,537 |
| | 430 | 12,841,556 | 12,675,806 | 12,510,055 | 12,344,304 | 12,178,554 | 12,012,803 | 11,847,052 |
| | 450 | 12,565,072 | 12,399,321 | 12,233,570 | 12,067,819 | 11,902,069 | 11,736,318 | 11,570,567 |
| | 470 | 12,288,587 | 12,122,836 | 11,957,085 | 11,791,335 | 11,625,584 | 11,459,791 | 11,293,925 |
| | 490 | 12,012,102 | 11,846,351 | 11,680,601 | 11,514,826 | 11,348,961 | 11,183,095 | 11,017,230 |
| | 510 | 11,735,617 | 11,569,862 | 11,403,997 | 11,238,131 | 11,072,266 | 10,906,400 | 10,740,535 |
| | 530 | 11,459,032 | 11,293,167 | 11,127,301 | 10,961,436 | 10,795,571 | 10,629,705 | 10,463,840 |
| | 550 | 11,182,337 | 11,016,472 | 10,850,606 | 10,684,741 | 10,518,875 | 10,353,010 | 10,187,145 |
| | 570 | 10,905,642 | 10,739,777 | 10,573,911 | 10,408,046 | 10,242,180 | 10,076,315 | 9,910,449 |

Scheme Ref: **Q**
 No Units: **270** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| TABLE 3 | | Infrastructure Costs | 100% (where 110% is a 10% increase etc.) | | | | | |
|---------------------|------------|----------------------|--|------------|------------|------------|------------|------------|
| Balance (RLV - BLV) | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 16,967,626 | | | | | | | |
| | 70 | 17,814,301 | 17,814,301 | 17,814,301 | 17,814,301 | 17,814,301 | 17,814,301 | 17,814,301 |
| | 90 | 17,538,196 | 17,538,196 | 17,538,196 | 17,538,196 | 17,538,196 | 17,538,196 | 17,538,196 |
| | 110 | 17,262,091 | 17,262,091 | 17,262,091 | 17,262,091 | 17,262,091 | 17,262,091 | 17,262,091 |
| | 130 | 16,985,987 | 16,985,987 | 16,985,987 | 16,985,987 | 16,985,987 | 16,985,987 | 16,985,987 |
| | 150 | 16,709,882 | 16,709,882 | 16,709,882 | 16,709,882 | 16,709,882 | 16,709,882 | 16,709,882 |
| CIL £psm | 170 | 16,433,777 | 16,433,777 | 16,433,777 | 16,433,777 | 16,433,777 | 16,433,777 | 16,433,777 |
| 131.33 | 190 | 16,157,650 | 16,157,650 | 16,157,650 | 16,157,650 | 16,157,650 | 16,157,650 | 16,157,650 |
| | 210 | 15,881,362 | 15,881,362 | 15,881,362 | 15,881,362 | 15,881,362 | 15,881,362 | 15,881,362 |
| | 230 | 15,605,074 | 15,605,074 | 15,605,074 | 15,605,074 | 15,605,074 | 15,605,074 | 15,605,074 |
| | 250 | 15,328,786 | 15,328,786 | 15,328,786 | 15,328,786 | 15,328,786 | 15,328,786 | 15,328,786 |
| | 270 | 15,052,498 | 15,052,498 | 15,052,498 | 15,052,498 | 15,052,498 | 15,052,498 | 15,052,498 |
| | 290 | 14,776,210 | 14,776,210 | 14,776,210 | 14,776,210 | 14,776,210 | 14,776,210 | 14,776,210 |
| | 310 | 14,499,922 | 14,499,922 | 14,499,922 | 14,499,922 | 14,499,922 | 14,499,922 | 14,499,922 |
| | 330 | 14,223,634 | 14,223,634 | 14,223,634 | 14,223,634 | 14,223,634 | 14,223,634 | 14,223,634 |
| | 350 | 13,947,346 | 13,947,346 | 13,947,346 | 13,947,346 | 13,947,346 | 13,947,346 | 13,947,346 |
| | 370 | 13,671,011 | 13,671,011 | 13,671,011 | 13,671,011 | 13,671,011 | 13,671,011 | 13,671,011 |
| | 390 | 13,394,526 | 13,394,526 | 13,394,526 | 13,394,526 | 13,394,526 | 13,394,526 | 13,394,526 |
| | 410 | 13,118,041 | 13,118,041 | 13,118,041 | 13,118,041 | 13,118,041 | 13,118,041 | 13,118,041 |
| | 430 | 12,841,556 | 12,841,556 | 12,841,556 | 12,841,556 | 12,841,556 | 12,841,556 | 12,841,556 |
| | 450 | 12,565,072 | 12,565,072 | 12,565,072 | 12,565,072 | 12,565,072 | 12,565,072 | 12,565,072 |
| | 470 | 12,288,587 | 12,288,587 | 12,288,587 | 12,288,587 | 12,288,587 | 12,288,587 | 12,288,587 |
| | 490 | 12,012,102 | 12,012,102 | 12,012,102 | 12,012,102 | 12,012,102 | 12,012,102 | 12,012,102 |
| | 510 | 11,735,617 | 11,735,617 | 11,735,617 | 11,735,617 | 11,735,617 | 11,735,617 | 11,735,617 |
| | 530 | 11,459,032 | 11,459,032 | 11,459,032 | 11,459,032 | 11,459,032 | 11,459,032 | 11,459,032 |
| | 550 | 11,182,337 | 11,182,337 | 11,182,337 | 11,182,337 | 11,182,337 | 11,182,337 | 11,182,337 |
| | 570 | 10,905,642 | 10,905,642 | 10,905,642 | 10,905,642 | 10,905,642 | 10,905,642 | 10,905,642 |

| TABLE 4 | | Profit 20% | | | | | | |
|---------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Balance (RLV - BLV) | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| | 16,967,626 | | | | | | | |
| | 70 | 20,671,162 | 20,099,789 | 19,528,417 | 18,957,045 | 18,385,673 | 17,814,301 | 17,242,929 |
| | 90 | 20,395,057 | 19,823,685 | 19,252,313 | 18,680,940 | 18,109,568 | 17,538,196 | 16,966,824 |
| | 110 | 20,118,952 | 19,547,580 | 18,976,208 | 18,404,836 | 17,833,464 | 17,262,091 | 16,690,719 |
| | 130 | 19,842,847 | 19,271,475 | 18,700,103 | 18,128,731 | 17,557,359 | 16,985,987 | 16,414,615 |
| | 150 | 19,566,742 | 18,995,370 | 18,423,998 | 17,852,626 | 17,281,254 | 16,709,882 | 16,138,510 |
| CIL £psm | 170 | 19,290,637 | 18,719,265 | 18,147,893 | 17,576,521 | 17,005,149 | 16,433,777 | 15,862,405 |
| 131.33 | 190 | 19,014,511 | 18,443,139 | 17,871,767 | 17,300,394 | 16,729,022 | 16,157,650 | 15,586,278 |
| | 210 | 18,738,223 | 18,166,851 | 17,595,479 | 17,024,106 | 16,452,734 | 15,881,362 | 15,309,990 |
| | 230 | 18,461,935 | 17,890,563 | 17,319,191 | 16,747,818 | 16,176,446 | 15,605,074 | 15,033,702 |
| | 250 | 18,185,647 | 17,614,275 | 17,042,903 | 16,471,531 | 15,900,158 | 15,328,786 | 14,757,414 |
| | 270 | 17,909,359 | 17,337,987 | 16,766,615 | 16,195,243 | 15,623,870 | 15,052,498 | 14,481,126 |
| | 290 | 17,633,071 | 17,061,699 | 16,490,327 | 15,918,955 | 15,347,582 | 14,776,210 | 14,204,838 |
| | 310 | 17,356,783 | 16,785,411 | 16,214,039 | 15,642,667 | 15,071,294 | 14,499,922 | 13,928,550 |
| | 330 | 17,080,495 | 16,509,123 | 15,937,751 | 15,366,379 | 14,795,006 | 14,223,634 | 13,652,262 |
| | 350 | 16,804,207 | 16,232,835 | 15,661,463 | 15,090,091 | 14,518,718 | 13,947,346 | 13,375,974 |
| | 370 | 16,527,871 | 15,956,499 | 15,385,127 | 14,813,755 | 14,242,383 | 13,671,011 | 13,099,639 |
| | 390 | 16,251,386 | 15,680,014 | 15,108,642 | 14,537,270 | 13,965,898 | 13,394,526 | 12,823,154 |
| | 410 | 15,974,902 | 15,403,529 | 14,832,157 | 14,260,785 | 13,689,413 | 13,118,041 | 12,546,669 |
| | 430 | 15,698,417 | 15,127,045 | 14,555,673 | 13,984,301 | 13,412,928 | 12,841,556 | 12,270,184 |
| | 450 | 15,421,932 | 14,850,560 | 14,279,188 | 13,707,816 | 13,136,444 | 12,565,072 | 11,993,700 |
| | 470 | 15,145,447 | 14,574,075 | 14,002,703 | 13,431,331 | 12,859,959 | 12,288,587 | 11,717,215 |
| | 490 | 14,868,963 | 14,297,590 | 13,726,218 | 13,154,846 | 12,583,474 | 12,012,102 | 11,440,730 |
| | 510 | 14,592,478 | 14,021,106 | 13,449,734 | 12,878,362 | 12,306,989 | 11,735,617 | 11,164,245 |
| | 530 | 14,315,893 | 13,744,521 | 13,173,149 | 12,601,777 | 12,030,404 | 11,459,032 | 10,887,660 |
| | 550 | 14,039,198 | 13,467,826 | 12,896,453 | 12,325,081 | 11,753,709 | 11,182,337 | 10,610,965 |
| | 570 | 13,762,502 | 13,191,130 | 12,619,758 | 12,048,386 | 11,477,014 | 10,905,642 | 10,334,270 |

Scheme Ref: **Q**
 No Units: **270** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 16,967,626 | BLV (per acre) | | | | | | |
|---------------------|------------|----------------|------------|------------|------------|------------|------------|-----------|
| | | 300,000 | 470,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| CIL £psm 131.33 | 70 | 21,594,931 | 19,371,031 | 17,147,131 | 14,923,231 | 12,699,331 | 10,475,431 | 8,251,531 |
| | 90 | 21,318,826 | 19,094,926 | 16,871,026 | 14,647,126 | 12,423,226 | 10,199,326 | 7,975,426 |
| | 110 | 21,042,721 | 18,818,821 | 16,594,921 | 14,371,021 | 12,147,121 | 9,923,221 | 7,699,321 |
| | 130 | 20,766,617 | 18,542,717 | 16,318,817 | 14,094,917 | 11,871,017 | 9,647,117 | 7,423,217 |
| | 150 | 20,490,512 | 18,266,612 | 16,042,712 | 13,818,812 | 11,594,912 | 9,371,012 | 7,147,112 |
| | 170 | 20,214,407 | 17,990,507 | 15,766,607 | 13,542,707 | 11,318,807 | 9,094,907 | 6,871,007 |
| | 190 | 19,938,280 | 17,714,380 | 15,490,480 | 13,266,580 | 11,042,680 | 8,818,780 | 6,594,880 |
| | 210 | 19,661,992 | 17,438,092 | 15,214,192 | 12,990,292 | 10,766,392 | 8,542,492 | 6,318,592 |
| | 230 | 19,385,704 | 17,161,804 | 14,937,904 | 12,714,004 | 10,490,104 | 8,266,204 | 6,042,304 |
| | 250 | 19,109,416 | 16,885,516 | 14,661,616 | 12,437,716 | 10,213,816 | 7,989,916 | 5,766,016 |
| | 270 | 18,833,128 | 16,609,228 | 14,385,328 | 12,161,428 | 9,937,528 | 7,713,628 | 5,489,728 |
| | 290 | 18,556,840 | 16,332,940 | 14,109,040 | 11,885,140 | 9,661,240 | 7,437,340 | 5,213,440 |
| | 310 | 18,280,552 | 16,056,652 | 13,832,752 | 11,608,852 | 9,384,952 | 7,161,052 | 4,937,152 |
| | 330 | 18,004,264 | 15,780,364 | 13,556,464 | 11,332,564 | 9,108,664 | 6,884,764 | 4,660,864 |
| | 350 | 17,727,976 | 15,504,076 | 13,280,176 | 11,056,276 | 8,832,376 | 6,608,476 | 4,384,576 |
| | 370 | 17,451,688 | 15,227,788 | 13,003,888 | 10,779,988 | 8,556,088 | 6,332,188 | 4,108,288 |
| | 390 | 17,175,400 | 14,951,500 | 12,727,598 | 10,503,498 | 8,279,598 | 6,055,698 | 3,831,798 |
| | 410 | 16,898,612 | 14,674,712 | 12,450,808 | 10,226,908 | 8,003,008 | 5,779,108 | 3,555,208 |
| | 430 | 16,622,186 | 14,398,286 | 12,174,386 | 9,950,486 | 7,726,586 | 5,502,686 | 3,278,786 |
| | 450 | 16,345,702 | 14,121,802 | 11,897,902 | 9,674,002 | 7,450,102 | 5,226,202 | 3,002,302 |
| | 470 | 16,069,217 | 13,845,317 | 11,621,417 | 9,397,517 | 7,173,617 | 4,949,717 | 2,725,817 |
| | 490 | 15,792,732 | 13,568,832 | 11,344,932 | 9,121,032 | 6,897,132 | 4,673,232 | 2,449,332 |
| | 510 | 15,516,247 | 13,292,347 | 11,068,447 | 8,844,547 | 6,620,647 | 4,396,747 | 2,172,847 |
| | 530 | 15,239,662 | 13,015,762 | 10,791,862 | 8,567,962 | 6,344,062 | 4,120,162 | 1,896,262 |
| | 550 | 14,962,967 | 12,739,067 | 10,515,167 | 8,291,267 | 6,067,367 | 3,843,467 | 1,619,567 |
| | 570 | 14,686,272 | 12,462,372 | 10,238,472 | 8,014,572 | 5,790,672 | 3,566,772 | 1,342,872 |

TABLE 6

| Balance (RLV - BLV) | 16,967,626 | Density (dph) | | | | | | |
|---------------------|------------|---------------|------------|------------|------------|------------|------------|------------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| CIL £psm 131.33 | 70 | 17,814,301 | 20,427,384 | 21,995,233 | 23,040,466 | 23,787,061 | 24,347,007 | 24,782,521 |
| | 90 | 17,538,196 | 20,151,279 | 21,719,128 | 22,764,361 | 23,510,956 | 24,070,903 | 24,506,416 |
| | 110 | 17,262,091 | 19,875,174 | 21,443,023 | 22,488,256 | 23,234,851 | 23,794,798 | 24,230,311 |
| | 130 | 16,985,987 | 19,599,069 | 21,166,919 | 22,212,152 | 22,958,747 | 23,518,693 | 23,954,207 |
| | 150 | 16,709,882 | 19,322,964 | 20,890,814 | 21,936,047 | 22,682,642 | 23,242,588 | 23,678,102 |
| | 170 | 16,433,777 | 19,046,860 | 20,614,709 | 21,659,942 | 22,406,537 | 22,966,483 | 23,401,997 |
| | 190 | 16,157,650 | 18,770,733 | 20,338,582 | 21,383,815 | 22,130,410 | 22,690,357 | 23,125,870 |
| | 210 | 15,881,362 | 18,494,445 | 20,062,294 | 21,107,527 | 21,854,122 | 22,414,069 | 22,849,582 |
| | 230 | 15,605,074 | 18,218,157 | 19,786,006 | 20,831,239 | 21,577,834 | 22,137,781 | 22,573,294 |
| | 250 | 15,328,786 | 17,941,869 | 19,509,718 | 20,554,951 | 21,301,546 | 21,861,493 | 22,297,006 |
| | 270 | 15,052,498 | 17,665,581 | 19,233,430 | 20,278,663 | 21,025,258 | 21,585,205 | 22,020,718 |
| | 290 | 14,776,210 | 17,389,293 | 18,957,142 | 20,002,375 | 20,748,970 | 21,308,917 | 21,744,430 |
| | 310 | 14,499,922 | 17,113,005 | 18,680,854 | 19,726,087 | 20,472,682 | 21,032,629 | 21,468,142 |
| | 330 | 14,223,634 | 16,836,717 | 18,404,566 | 19,449,799 | 20,196,394 | 20,756,341 | 21,191,854 |
| | 350 | 13,947,346 | 16,560,429 | 18,128,278 | 19,173,511 | 19,920,106 | 20,480,053 | 20,915,566 |
| | 370 | 13,671,011 | 16,284,093 | 17,851,943 | 18,897,176 | 19,643,771 | 20,203,717 | 20,639,231 |
| | 390 | 13,394,526 | 16,007,608 | 17,575,458 | 18,620,691 | 19,367,286 | 19,927,232 | 20,362,746 |
| | 410 | 13,118,041 | 15,731,124 | 17,298,973 | 18,344,206 | 19,090,801 | 19,650,747 | 20,086,261 |
| | 430 | 12,841,556 | 15,454,639 | 17,022,488 | 18,067,721 | 18,814,316 | 19,374,263 | 19,809,776 |
| | 450 | 12,565,072 | 15,178,154 | 16,746,004 | 17,791,237 | 18,537,832 | 19,097,778 | 19,533,292 |
| | 470 | 12,288,587 | 14,901,669 | 16,469,519 | 17,514,752 | 18,261,347 | 18,821,293 | 19,256,807 |
| | 490 | 12,012,102 | 14,625,185 | 16,193,034 | 17,238,267 | 17,984,862 | 18,544,808 | 18,980,322 |
| | 510 | 11,735,617 | 14,348,700 | 15,916,549 | 16,961,782 | 17,708,377 | 18,268,324 | 18,703,837 |
| | 530 | 11,459,032 | 14,072,115 | 15,639,964 | 16,685,197 | 17,431,792 | 17,991,739 | 18,427,252 |
| | 550 | 11,182,337 | 13,795,420 | 15,363,269 | 16,408,502 | 17,155,097 | 17,715,043 | 18,150,557 |
| | 570 | 10,905,642 | 13,518,724 | 15,086,574 | 16,131,807 | 16,878,402 | 17,438,348 | 17,873,862 |

Scheme Ref: **Q**
 No Units: **270** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

TABLE 7

| Balance (RLV - BLV) | 16,967,626 | Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | |
|---------------------|------------|--|------------|------------|------------|------------|------------|------------|
| | | 90% | 95% | 100% | 105% | 110% | 115% | 120% |
| 70 | | 20,994,838 | 19,404,719 | 17,814,301 | 16,223,883 | 14,633,350 | 13,042,337 | 11,451,323 |
| 90 | | 20,718,903 | 19,128,615 | 17,538,196 | 15,947,778 | 14,357,062 | 12,766,049 | 11,175,035 |
| 110 | | 20,442,928 | 18,852,510 | 17,262,091 | 15,671,673 | 14,080,774 | 12,489,761 | 10,898,570 |
| 130 | | 20,166,823 | 18,576,405 | 16,985,987 | 15,395,500 | 13,804,487 | 12,213,473 | 10,622,085 |
| 150 | | 19,890,719 | 18,300,300 | 16,709,882 | 15,119,212 | 13,528,199 | 11,937,185 | 10,345,601 |
| 170 | CIL £psm | 19,614,614 | 18,024,195 | 16,433,777 | 14,842,924 | 13,251,911 | 11,660,801 | 10,069,116 |
| 190 | 131.33 | 19,338,509 | 17,748,091 | 16,157,650 | 14,566,636 | 12,975,623 | 11,384,317 | 9,792,631 |
| 210 | | 19,062,404 | 17,471,986 | 15,881,362 | 14,290,348 | 12,699,335 | 11,107,832 | 9,516,146 |
| 230 | | 18,786,299 | 17,195,881 | 15,605,074 | 14,014,060 | 12,423,033 | 10,831,347 | 9,239,662 |
| 250 | | 18,510,194 | 16,919,776 | 15,328,786 | 13,737,772 | 12,146,548 | 10,554,862 | 8,963,029 |
| 270 | | 18,234,090 | 16,643,512 | 15,052,498 | 13,461,484 | 11,870,063 | 10,278,378 | 8,686,334 |
| 290 | | 17,957,985 | 16,367,224 | 14,776,210 | 13,185,196 | 11,593,578 | 10,001,893 | 8,409,639 |
| 310 | | 17,681,880 | 16,090,936 | 14,499,922 | 12,908,779 | 11,317,094 | 9,725,378 | 8,132,944 |
| 330 | | 17,405,662 | 15,814,648 | 14,223,634 | 12,632,295 | 11,040,609 | 9,448,683 | 7,856,249 |
| 350 | | 17,129,374 | 15,538,360 | 13,947,346 | 12,355,810 | 10,764,124 | 9,171,987 | 7,579,554 |
| 370 | | 16,853,086 | 15,262,072 | 13,671,011 | 12,079,325 | 10,487,639 | 8,895,292 | 7,302,780 |
| 390 | | 16,576,798 | 14,985,784 | 13,394,526 | 11,802,840 | 10,211,031 | 8,618,597 | 7,025,861 |
| 410 | | 16,300,510 | 14,709,496 | 13,118,041 | 11,526,356 | 9,934,336 | 8,341,902 | 6,748,942 |
| 430 | | 16,024,222 | 14,433,208 | 12,841,556 | 11,249,871 | 9,657,641 | 8,065,207 | 6,472,022 |
| 450 | | 15,747,934 | 14,156,757 | 12,565,072 | 10,973,379 | 9,380,945 | 7,788,362 | 6,195,103 |
| 470 | | 15,471,646 | 13,880,272 | 12,288,587 | 10,696,684 | 9,104,250 | 7,511,443 | 5,918,184 |
| 490 | | 15,195,358 | 13,603,788 | 12,012,102 | 10,419,989 | 8,827,555 | 7,234,523 | 5,641,097 |
| 510 | | 14,918,988 | 13,327,303 | 11,735,617 | 10,143,294 | 8,550,860 | 6,957,604 | 5,363,939 |
| 530 | | 14,642,504 | 13,050,818 | 11,459,032 | 9,866,599 | 8,273,944 | 6,680,685 | 5,086,782 |
| 550 | | 14,366,019 | 12,774,333 | 11,182,337 | 9,589,903 | 7,997,024 | 6,403,765 | 4,809,625 |
| 570 | | 14,089,534 | 12,497,849 | 10,905,642 | 9,313,208 | 7,720,105 | 6,126,629 | 4,532,468 |

TABLE 8

| Balance (RLV - BLV) | 16,967,626 | Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | |
|---------------------|------------|---|------------|------------|------------|------------|------------|------------|
| | | 90% | 95% | 100% | 105% | 110% | 115% | 120% |
| 70 | | 13,499,575 | 15,656,938 | 17,814,301 | 19,971,664 | 22,129,027 | 24,286,134 | 26,443,165 |
| 90 | | 13,223,454 | 15,380,833 | 17,538,196 | 19,695,559 | 21,852,922 | 24,010,199 | 26,167,230 |
| 110 | | 12,947,166 | 15,104,729 | 17,262,091 | 19,419,454 | 21,576,817 | 23,734,180 | 25,891,295 |
| 130 | | 12,670,878 | 14,828,624 | 16,985,987 | 19,143,350 | 21,300,713 | 23,458,075 | 25,615,360 |
| 150 | | 12,394,590 | 14,552,408 | 16,709,882 | 18,867,245 | 21,024,608 | 23,181,971 | 25,339,334 |
| 170 | CIL £psm | 12,118,302 | 14,276,120 | 16,433,777 | 18,591,140 | 20,748,503 | 22,905,866 | 25,063,229 |
| 190 | 131.33 | 11,842,014 | 13,999,832 | 16,157,650 | 18,315,035 | 20,472,398 | 22,629,761 | 24,787,124 |
| 210 | | 11,565,726 | 13,723,544 | 15,881,362 | 18,038,930 | 20,196,293 | 22,353,656 | 24,511,019 |
| 230 | | 11,289,438 | 13,447,256 | 15,605,074 | 17,762,826 | 19,920,188 | 22,077,551 | 24,234,914 |
| 250 | | 11,013,125 | 13,170,968 | 15,328,786 | 17,486,604 | 19,644,084 | 21,801,447 | 23,958,809 |
| 270 | | 10,736,640 | 12,894,680 | 15,052,498 | 17,210,316 | 19,367,979 | 21,525,342 | 23,682,705 |
| 290 | | 10,460,155 | 12,618,392 | 14,776,210 | 16,934,028 | 19,091,847 | 21,249,237 | 23,406,600 |
| 310 | | 10,183,671 | 12,342,068 | 14,499,922 | 16,657,740 | 18,815,559 | 20,973,132 | 23,130,495 |
| 330 | | 9,907,186 | 12,065,583 | 14,223,634 | 16,381,452 | 18,539,271 | 20,697,027 | 22,854,390 |
| 350 | | 9,630,701 | 11,789,098 | 13,947,346 | 16,105,165 | 18,262,983 | 20,420,801 | 22,578,285 |
| 370 | | 9,354,216 | 11,512,613 | 13,671,011 | 15,828,877 | 17,986,695 | 20,144,513 | 22,302,181 |
| 390 | | 9,077,697 | 11,236,129 | 13,394,526 | 15,552,589 | 17,710,407 | 19,868,225 | 22,026,043 |
| 410 | | 8,801,002 | 10,959,644 | 13,118,041 | 15,276,301 | 17,434,119 | 19,591,937 | 21,749,755 |
| 430 | | 8,524,307 | 10,683,159 | 12,841,556 | 14,999,953 | 17,157,831 | 19,315,649 | 21,473,467 |
| 450 | | 8,247,612 | 10,406,674 | 12,565,072 | 14,723,469 | 16,881,543 | 19,039,361 | 21,197,179 |
| 470 | | 7,970,917 | 10,130,017 | 12,288,587 | 14,446,984 | 16,605,255 | 18,763,073 | 20,920,891 |
| 490 | | 7,694,222 | 9,853,322 | 12,012,102 | 14,170,499 | 16,328,896 | 18,486,785 | 20,644,603 |
| 510 | | 7,417,523 | 9,576,627 | 11,735,617 | 13,894,014 | 16,052,412 | 18,210,497 | 20,368,315 |
| 530 | | 7,140,603 | 9,299,932 | 11,459,032 | 13,617,530 | 15,775,927 | 17,934,209 | 20,092,027 |
| 550 | | 6,863,684 | 9,023,237 | 11,182,337 | 13,341,045 | 15,499,442 | 17,657,839 | 19,815,739 |
| 570 | | 6,586,765 | 8,746,541 | 10,905,642 | 13,064,560 | 15,222,957 | 17,381,354 | 19,539,451 |

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: Q
No Units: 270 **Location / Value Zone:** Higher **Development Scenario:** Greenfield
Notes:

[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: | Q |
|---|------------|
| No Units: | 270 |
| Location / Value Zone: | Higher |
| Development Scenario: | Greenfield |
| Notes: | 0 |
| Total GDV (£) | 89,709,012 |
| 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) | 7,663.47 |
| CIL (£) | 2,069,138 |
| Site Specific S106 (£ per unit) | 7,000 |
| Site Specific S106 (£) | 1,890,000 |
| Sub-total CIL+S106 (£ per unit) | 14,663 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 14,663 |
| Total Developers Profit (£) | 14,550,689 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 16.22% |
| Developers Profit (% on costs) | 33.26% |
| RLV (£) | 27,419,956 |
| RLV (£/acre) | 1,232,967 |
| RLV (£/ha) | 3,046,662 |
| Balance for Plan VA: | |
| BLV (£) | 10,452,330 |
| BLV (£/acre) | 470,000 |
| BLV (£/ha) | 1,161,370 |
| Surplus/Deficit | 16,967,626 |
| Surplus/Deficit (£/acre) | 762,967 |
| Surplus/Deficit (£/ha) | 1,885,292 |
| 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: **R**
 No Units: **170** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|--|-------------------------|-------------------|--------------------|--|------------------------------------|----------------------|--|
| Total number of units in scheme | | | | 170 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 | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | |
| 1 bed House | 10.0% | 11.1 | 15.0% | 8.9 | 12% | 20.0 | |
| 2 bed House | 25.0% | 27.6 | 30.0% | 17.9 | 27% | 45.5 | |
| 3 bed House | 35.0% | 38.7 | 40.0% | 23.8 | 37% | 62.5 | |
| 4 bed House | 5.0% | 5.5 | 7.5% | 4.5 | 6% | 10.0 | |
| 5 bed House | 5.0% | 5.5 | 7.5% | 4.5 | 6% | 10.0 | |
| 1 bed Flat | 7.0% | 7.7 | 0.0% | 0.0 | 5% | 7.7 | |
| 2 bed Flat | 13.0% | 14.4 | 0.0% | 0.0 | 8% | 14.4 | |
| Total number of units | 100.0% | 110.5 | 100.0% | 59.5 | 100% | 170.0 | |
| OMS Unit Floor areas - | | | | | | | |
| | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (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 | 85.0% | | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | |
| AH Unit Floor areas - | | | | | | | |
| | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (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 | 85.0% | | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | |
| Total Gross Floor areas - | | | | | | | |
| | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) (sqft) | | |
| 1 bed House | 685 | 7,374 | 553 | 5,956 | 1,238 | 13,331 | |
| 2 bed House | 2,182 | 23,491 | 1,410 | 15,179 | 3,593 | 38,670 | |
| 3 bed House | 3,868 | 41,629 | 2,380 | 25,618 | 6,248 | 67,248 | |
| 4 bed House | 635 | 6,839 | 513 | 5,524 | 1,149 | 12,363 | |
| 5 bed House | 912 | 9,813 | 736 | 7,926 | 1,648 | 17,738 | |
| 1 bed Flat | 455 | 4,898 | 0 | 0 | 455 | 4,898 | |
| 2 bed Flat | 1,183 | 12,734 | 0 | 0 | 1,183 | 12,734 | |
| | 9,920 | 106,778 | 5,593 | 60,203 | 15,513 | 166,980 | |
| AH % by floor area: | | | | 36.05% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | | | | | | | |
| | £ OMS (per unit) | £psm | £psf | | total MV (£ no AH) | | |
| 1 bed House | 300,000 | 4,839 | 450 | | 5,992,500 | | |
| 2 bed House | 350,000 | 4,430 | 412 | | 15,916,250 | | |
| 3 bed House | 420,000 | 4,200 | 390 | | 26,239,500 | | |
| 4 bed House | 500,000 | 4,348 | 404 | | 4,993,750 | | |
| 5 bed House | 600,000 | 3,636 | 338 | | 5,992,500 | | |
| 1 bed Flat | 235,200 | 4,704 | 437 | | 1,819,272 | | |
| 2 bed Flat | 286,000 | 4,086 | 380 | | 4,108,390 | | |
| | | | | | 65,062,162 | | |
| Affordable Housing values (£) - | | | | | | | |
| | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV | |
| 1 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% | |
| 2 bed House | 210,000 | 60% | 154,000 | 44% | 266,000 | 76% | |
| 3 bed House | 252,000 | 60% | 184,800 | 44% | 319,200 | 76% | |
| 4 bed House | 300,000 | 60% | 220,000 | 44% | 380,000 | 76% | |
| 5 bed House | 360,000 | 60% | 264,000 | 44% | 456,000 | 76% | |
| 1 bed Flat | 141,120 | 60% | 103,488 | 44% | 178,752 | 76% | |
| 2 bed Flat | 171,600 | 60% | 125,840 | 44% | 217,360 | 76% | |

Scheme Ref: **R**
 No Units: **170** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|------------|---|--|---------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 11.1 | @ | 300,000 | 3,315,000 |
| 2 bed House | 27.6 | @ | 350,000 | 9,668,750 |
| 3 bed House | 38.7 | @ | 420,000 | 16,243,500 |
| 4 bed House | 5.5 | @ | 500,000 | 2,762,500 |
| 5 bed House | 5.5 | @ | 600,000 | 3,315,000 |
| 1 bed Flat | 7.7 | @ | 235,200 | 1,819,272 |
| 2 bed Flat | 14.4 | @ | 286,000 | 4,108,390 |
| | 110.5 | | | 41,232,412 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 6.7 | @ | 180,000 | 1,204,875 |
| 2 bed House | 13.4 | @ | 210,000 | 2,811,375 |
| 3 bed House | 17.9 | @ | 252,000 | 4,498,200 |
| 4 bed House | 3.3 | @ | 300,000 | 1,004,063 |
| 5 bed House | 3.3 | @ | 360,000 | 1,204,875 |
| 1 bed Flat | 0.0 | @ | 141,120 | - |
| 2 bed Flat | 0.0 | @ | 171,600 | - |
| | 44.6 | | | 10,723,388 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 132,000 | - |
| 2 bed House | 0.0 | @ | 154,000 | - |
| 3 bed House | 0.0 | @ | 184,800 | - |
| 4 bed House | 0.0 | @ | 220,000 | - |
| 5 bed House | 0.0 | @ | 264,000 | - |
| 1 bed Flat | 0.0 | @ | 103,488 | - |
| 2 bed Flat | 0.0 | @ | 125,840 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 2.2 | @ | 228,000 | 508,725 |
| 2 bed House | 4.5 | @ | 266,000 | 1,187,025 |
| 3 bed House | 6.0 | @ | 319,200 | 1,899,240 |
| 4 bed House | 1.1 | @ | 380,000 | 423,938 |
| 5 bed House | 1.1 | @ | 456,000 | 508,725 |
| 1 bed Flat | 0.0 | @ | 178,752 | - |
| 2 bed Flat | 0.0 | @ | 217,360 | - |
| | 14.9 | | | 4,527,653 |
| Sub-total GDV Residential | 170 | | | 56,483,452 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 8,578,710 |
| | | | 553 £ psm (total GIA sqm) | 50,463 £ per unit (total units) |
| Grant | 170 | @ | 0 | - |
| Total GDV | | | | 56,483,452 |

| DEVELOPMENT COSTS | | | | |
|---|-------------------------|--------------------------------|-----------------------------|-------------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (120,000) |
| Statutory Planning Fees (Residential) | | | | (39,419) |
| CIL | 9,920 sqm (Market only) | 131.33 £ psm | | (1,302,790) |
| CIL analysis: | 2.31% % of GDV | 7,663 £ 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 | 170 units @ | 7,000 per unit | (1,190,000) |
| S106 analysis: | 210,000 £ per ha | 2.11% % of GDV | 7,000 £ per unit (total ur) | (1,190,000) |
| AH Commuted Sum | 15,513 sqm (total) | 0 £ psm | | - |
| Comm. Sum analysis: | 0.00% % of GDV | | | |

Scheme Ref: **R**
 No Units: **170** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| | | | | | | | |
|--|------------|------------------|----------------|------------------------------|-------------------|-------------|---------------------|
| <i>cont/</i> | | | | | | | |
| Construction Costs - | | | | | | | |
| Site Clearance and Demolition | | 14.00 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 | | 170 units @ | 0 per unit | | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total ur | | | - |
| 1 bed House | | | 1,238 sqm @ | 1,160 psm | | | (1,436,602) |
| 2 bed House | | | 3,593 sqm @ | 1,160 psm | | | (4,167,329) |
| 3 bed House | | | 6,248 sqm @ | 1,160 psm | | | (7,247,100) |
| 4 bed House | | | 1,149 sqm @ | 1,160 psm | | | (1,332,333) |
| 5 bed House | | | 1,648 sqm @ | 1,160 psm | | | (1,911,608) |
| 1 bed Flat | | | 455 sqm @ | 1,288 psm | | | (586,040) |
| 2 bed Flat | | 15,513 | 1,183 sqm @ | 1,288 psm | | | (1,523,704) |
| External works | | | 18,204,715 @ | 15.0% | | | (2,730,707) |
| | | | | 16,063 £per unit | | | |
| M4(2) Category 2 Housing | Aff units | 60 units @ | 95% @ | 521 £ per unit | | | (29,450) |
| M4(3) Category 3 Housing | Aff units | 60 units @ | 5% @ | 10,111 £ per unit | | | (30,080) |
| M4(2) Category 2 Housing | Mrkt units | 111 units @ | 15% @ | 521 £ per unit | | | (8,636) |
| M4(3) Category 3 Housing | Mrkt units | 111 units @ | 2% @ | 10,111 £ per unit | | | (22,345) |
| Water Efficiency additional cost | | 170 units @ | | 10 £ per unit | | | (1,700) |
| Contingency | | 21,027,633 @ | | 3.0% | | | (630,829) |
| Professional Fees | | 21,027,633 @ | | 6.5% | | | (1,366,796) |
| Disposal Costs - | | | | | | | |
| Residential Sales Agent Costs | | 41,232,412 OMS @ | | 1.00% | 2,425 £ per unit | | (412,324) |
| Residential Sales Legal Costs | | 41,232,412 OMS @ | | 0.50% | 1,213 £ per unit | | (206,162) |
| Marketing and Promotion | | 41,232,412 OMS @ | | 3.00% | 7,276 £ per unit | | (1,236,972) |
| | | | | | 10,914 £ per unit | | |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | | | (45,949) |
| Developers Profit - | | | | | | | |
| Margin on AH | | 15,251,040 | | 6.00% on AH values | | | (915,062) |
| Profit on OMS | | 41,232,412 | | 20.00% | | | (8,246,482) |
| Profit analysis: | | 27,578,875 | | 33.22% on costs | | (9,161,545) | |
| | | 56,483,452 | | 16.22% blended | | (9,161,545) | |
| TOTAL COSTS | | | | | | | (36,740,420) |

| | | | | | | | |
|----------------------------------|--|--------------------|--------------------|----------------------|--|--|-------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | | | |
| Residual Land Value (gross) | | | | | | | 19,743,032 |
| SDLT | | 19,743,032 @ | | (slabbed) | | | (976,652) |
| Acquisition Agent fees | | 19,743,032 @ | | 1.0% | | | (197,430) |
| Acquisition Legal fees | | 19,743,032 @ | | 0.5% | | | (98,715) |
| Interest on Land | | 19,743,032 @ | | 6.25% | | | (1,233,940) |
| Residual Land Value | | | | | | | 17,236,296 |
| RLV analysis: | | 101,390 £ per plot | 3,041,699 £ per ha | 1,230,959 £ per acre | | | |

| | | | | | | | |
|-----------------------------------|-------------------|--|--------------------|--|--------------------|--|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | | | |
| Residential Density | | | 30.0 dph | | | | |
| Site Area (Net) | | | 5.67 ha | | 14.00 acres | | |
| Density analysis: | | | 2.738 sqm/ha | | 11.925 sqft/ac | | |
| Benchmark Land Value (Net) | 38,712 £ per plot | | 1,161,370 £ per ha | | 470,000 £ per acre | | 6,581,097 |

| | | | | | | | |
|-------------------|--|--|--------------------|--|--------------------|--|-------------------|
| BALANCE | | | | | | | |
| Surplus/(Deficit) | | | 1,880,329 £ per ha | | 760,959 £ per acre | | 10,655,199 |

Scheme Ref: **R**
 No Units: **170** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | 10,655,199 | Affordable Housing - % on site 35% | | | | | | |
|---------------------|------------|------------------------------------|------------|------------|------------|------------|------------|------------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| CIL £psm 131.33 | 70 | 12,052,160 | 11,764,636 | 11,477,112 | 11,189,588 | 10,901,981 | 10,632,225 | 10,342,733 |
| | 90 | 11,837,678 | 11,563,559 | 11,289,440 | 11,015,321 | 10,741,202 | 10,484,911 | 10,208,811 |
| | 110 | 11,623,196 | 11,362,482 | 11,101,768 | 10,841,054 | 10,580,341 | 10,337,596 | 10,074,888 |
| | 130 | 11,408,714 | 11,161,405 | 10,914,096 | 10,666,788 | 10,419,479 | 10,190,271 | 9,940,966 |
| | 150 | 11,194,034 | 10,960,328 | 10,726,424 | 10,492,521 | 10,258,617 | 10,042,815 | 9,807,044 |
| | 170 | 10,979,329 | 10,759,182 | 10,538,753 | 10,318,254 | 10,097,756 | 9,895,358 | 9,673,122 |
| | 190 | 10,764,624 | 10,557,896 | 10,351,081 | 10,143,987 | 9,936,894 | 9,747,902 | 9,539,163 |
| | 210 | 10,549,919 | 10,356,610 | 10,163,301 | 9,969,721 | 9,776,033 | 9,600,445 | 9,405,112 |
| | 230 | 10,335,214 | 10,155,324 | 9,975,434 | 9,795,454 | 9,615,171 | 9,452,989 | 9,271,060 |
| | 250 | 10,120,508 | 9,954,038 | 9,787,567 | 9,621,097 | 9,454,309 | 9,305,532 | 9,137,009 |
| | 270 | 9,905,803 | 9,752,752 | 9,599,700 | 9,446,649 | 9,293,448 | 9,158,076 | 9,002,958 |
| | 290 | 9,691,072 | 9,551,466 | 9,411,833 | 9,272,201 | 9,132,568 | 9,010,620 | 8,868,906 |
| | 310 | 9,476,128 | 9,350,179 | 9,223,966 | 9,097,753 | 8,971,540 | 8,863,163 | 8,734,855 |
| | 330 | 9,261,183 | 9,148,823 | 9,036,099 | 8,923,305 | 8,810,511 | 8,715,707 | 8,600,804 |
| | 350 | 9,046,238 | 8,947,313 | 8,848,232 | 8,748,857 | 8,649,482 | 8,568,218 | 8,466,752 |
| | 370 | 8,831,293 | 8,745,802 | 8,660,311 | 8,574,409 | 8,488,453 | 8,420,608 | 8,332,701 |
| | 390 | 8,616,348 | 8,544,291 | 8,472,234 | 8,399,961 | 8,327,424 | 8,272,999 | 8,198,650 |
| | 410 | 8,401,404 | 8,342,780 | 8,284,157 | 8,225,513 | 8,166,395 | 8,125,389 | 8,064,598 |
| | 430 | 8,186,381 | 8,141,270 | 8,096,081 | 8,050,891 | 8,005,366 | 7,977,779 | 7,930,434 |
| | 450 | 7,971,180 | 7,939,759 | 7,908,004 | 7,876,249 | 7,844,337 | 7,830,169 | 7,796,243 |
| 470 | 7,755,979 | 7,738,177 | 7,719,927 | 7,701,606 | 7,683,285 | 7,682,559 | 7,662,052 | |
| 490 | 7,540,778 | 7,536,426 | 7,531,850 | 7,526,963 | 7,522,077 | 7,534,949 | 7,527,861 | |
| 510 | 7,325,577 | 7,334,675 | 7,343,773 | 7,352,321 | 7,360,868 | 7,387,340 | 7,393,671 | |
| 530 | 7,110,376 | 7,132,924 | 7,155,472 | 7,177,678 | 7,199,659 | 7,239,730 | 7,259,480 | |
| 550 | 6,895,094 | 6,931,173 | 6,967,171 | 7,003,035 | 7,038,451 | 7,091,990 | 7,125,289 | |
| 570 | 6,679,619 | 6,729,422 | 6,778,870 | 6,828,318 | 6,877,242 | 6,944,215 | 6,991,098 | |

TABLE 2

| Balance (RLV - BLV) | 10,655,199 | Site Specific S106 (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|------------|--|------------|------------|------------|------------|------------|------------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| CIL £psm 131.33 | 70 | 11,189,588 | 11,085,357 | 10,981,126 | 10,876,895 | 10,772,663 | 10,668,432 | 10,564,201 |
| | 90 | 11,015,321 | 10,911,090 | 10,806,859 | 10,702,628 | 10,598,397 | 10,494,166 | 10,389,934 |
| | 110 | 10,841,054 | 10,736,823 | 10,632,592 | 10,528,361 | 10,424,130 | 10,319,899 | 10,215,668 |
| | 130 | 10,666,788 | 10,562,557 | 10,458,325 | 10,354,094 | 10,249,863 | 10,145,632 | 10,041,401 |
| | 150 | 10,492,521 | 10,388,290 | 10,284,059 | 10,179,828 | 10,075,596 | 9,971,365 | 9,867,134 |
| | 170 | 10,318,254 | 10,214,023 | 10,109,792 | 10,005,561 | 9,901,330 | 9,797,099 | 9,692,867 |
| | 190 | 10,143,987 | 10,039,756 | 9,935,525 | 9,831,294 | 9,727,063 | 9,622,832 | 9,518,601 |
| | 210 | 9,969,721 | 9,865,490 | 9,761,258 | 9,657,027 | 9,552,796 | 9,448,565 | 9,344,334 |
| | 230 | 9,795,454 | 9,691,223 | 9,586,992 | 9,482,761 | 9,378,530 | 9,274,300 | 9,169,069 |
| | 250 | 9,621,097 | 9,516,866 | 9,412,635 | 9,308,404 | 9,204,173 | 9,099,942 | 8,995,711 |
| | 270 | 9,446,649 | 9,342,418 | 9,238,187 | 9,133,956 | 9,029,725 | 8,925,494 | 8,821,263 |
| | 290 | 9,272,201 | 9,167,970 | 9,063,739 | 8,959,508 | 8,855,277 | 8,751,046 | 8,646,815 |
| | 310 | 9,097,753 | 8,993,522 | 8,889,291 | 8,785,060 | 8,680,829 | 8,576,598 | 8,472,367 |
| | 330 | 8,923,305 | 8,819,074 | 8,714,843 | 8,610,612 | 8,506,381 | 8,402,150 | 8,297,919 |
| | 350 | 8,748,857 | 8,644,626 | 8,540,395 | 8,436,164 | 8,331,933 | 8,227,702 | 8,123,471 |
| | 370 | 8,574,409 | 8,470,178 | 8,365,947 | 8,261,716 | 8,157,485 | 8,053,254 | 7,949,023 |
| | 390 | 8,399,961 | 8,295,730 | 8,191,499 | 8,087,268 | 7,983,037 | 7,878,806 | 7,774,575 |
| | 410 | 8,225,513 | 8,121,282 | 8,017,051 | 7,912,820 | 7,808,589 | 7,704,358 | 7,599,127 |
| | 430 | 8,050,891 | 7,946,660 | 7,842,429 | 7,738,198 | 7,633,967 | 7,529,736 | 7,425,505 |
| | 450 | 7,876,249 | 7,771,887 | 7,667,526 | 7,563,164 | 7,458,803 | 7,354,441 | 7,250,079 |
| 470 | 7,701,606 | 7,597,245 | 7,492,883 | 7,388,521 | 7,284,160 | 7,179,798 | 7,075,437 | |
| 490 | 7,526,963 | 7,422,602 | 7,318,240 | 7,213,879 | 7,109,517 | 7,005,156 | 6,900,794 | |
| 510 | 7,352,321 | 7,247,959 | 7,143,598 | 7,039,236 | 6,934,875 | 6,830,513 | 6,726,151 | |
| 530 | 7,177,678 | 7,073,317 | 6,968,955 | 6,864,593 | 6,760,232 | 6,655,871 | 6,551,510 | |
| 550 | 7,003,035 | 6,898,674 | 6,794,312 | 6,689,951 | 6,585,590 | 6,481,228 | 6,376,867 | |
| 570 | 6,828,318 | 6,723,884 | 6,619,450 | 6,515,016 | 6,410,583 | 6,306,150 | 6,201,716 | |

Scheme Ref: **R**
 No Units: **170** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| Balance (RLV - BLV) | 100% | Infrastructure Costs | | | | | |
|---------------------|------------|-------------------------------------|------------|------------|------------|------------|------------|
| | | 100% | 110% | 120% | 130% | 140% | 150% |
| 10,655,199 | | (where 110% is a 10% increase etc.) | | | | | |
| 70 | 11,189,588 | 11,189,588 | 11,189,588 | 11,189,588 | 11,189,588 | 11,189,588 | 11,189,588 |
| 90 | 11,015,321 | 11,015,321 | 11,015,321 | 11,015,321 | 11,015,321 | 11,015,321 | 11,015,321 |
| 110 | 10,841,054 | 10,841,054 | 10,841,054 | 10,841,054 | 10,841,054 | 10,841,054 | 10,841,054 |
| 130 | 10,666,788 | 10,666,788 | 10,666,788 | 10,666,788 | 10,666,788 | 10,666,788 | 10,666,788 |
| 150 | 10,492,521 | 10,492,521 | 10,492,521 | 10,492,521 | 10,492,521 | 10,492,521 | 10,492,521 |
| CIL £psm | 10,318,254 | 10,318,254 | 10,318,254 | 10,318,254 | 10,318,254 | 10,318,254 | 10,318,254 |
| 131.33 | 190 | 10,143,987 | 10,143,987 | 10,143,987 | 10,143,987 | 10,143,987 | 10,143,987 |
| | 210 | 9,969,721 | 9,969,721 | 9,969,721 | 9,969,721 | 9,969,721 | 9,969,721 |
| | 230 | 9,795,454 | 9,795,454 | 9,795,454 | 9,795,454 | 9,795,454 | 9,795,454 |
| | 250 | 9,621,097 | 9,621,097 | 9,621,097 | 9,621,097 | 9,621,097 | 9,621,097 |
| | 270 | 9,446,649 | 9,446,649 | 9,446,649 | 9,446,649 | 9,446,649 | 9,446,649 |
| | 290 | 9,272,201 | 9,272,201 | 9,272,201 | 9,272,201 | 9,272,201 | 9,272,201 |
| | 310 | 9,097,753 | 9,097,753 | 9,097,753 | 9,097,753 | 9,097,753 | 9,097,753 |
| | 330 | 8,923,305 | 8,923,305 | 8,923,305 | 8,923,305 | 8,923,305 | 8,923,305 |
| | 350 | 8,748,857 | 8,748,857 | 8,748,857 | 8,748,857 | 8,748,857 | 8,748,857 |
| | 370 | 8,574,409 | 8,574,409 | 8,574,409 | 8,574,409 | 8,574,409 | 8,574,409 |
| | 390 | 8,399,961 | 8,399,961 | 8,399,961 | 8,399,961 | 8,399,961 | 8,399,961 |
| | 410 | 8,225,513 | 8,225,513 | 8,225,513 | 8,225,513 | 8,225,513 | 8,225,513 |
| | 430 | 8,050,965 | 8,050,965 | 8,050,965 | 8,050,965 | 8,050,965 | 8,050,965 |
| | 450 | 7,876,517 | 7,876,517 | 7,876,517 | 7,876,517 | 7,876,517 | 7,876,517 |
| | 470 | 7,701,069 | 7,701,069 | 7,701,069 | 7,701,069 | 7,701,069 | 7,701,069 |
| | 490 | 7,526,621 | 7,526,621 | 7,526,621 | 7,526,621 | 7,526,621 | 7,526,621 |
| | 510 | 7,352,173 | 7,352,173 | 7,352,173 | 7,352,173 | 7,352,173 | 7,352,173 |
| | 530 | 7,177,725 | 7,177,725 | 7,177,725 | 7,177,725 | 7,177,725 | 7,177,725 |
| | 550 | 7,003,277 | 7,003,277 | 7,003,277 | 7,003,277 | 7,003,277 | 7,003,277 |
| | 570 | 6,828,829 | 6,828,829 | 6,828,829 | 6,828,829 | 6,828,829 | 6,828,829 |

| Balance (RLV - BLV) | 10,655,199 | Profit 20% | | | | | | |
|---------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| 70 | | 12,988,352 | 12,628,599 | 12,268,846 | 11,909,093 | 11,549,341 | 11,189,588 | 10,829,835 |
| 90 | | 12,814,085 | 12,454,332 | 12,094,580 | 11,734,827 | 11,375,074 | 11,015,321 | 10,655,568 |
| 110 | | 12,639,818 | 12,280,066 | 11,920,313 | 11,560,560 | 11,200,807 | 10,841,054 | 10,481,302 |
| 130 | | 12,465,552 | 12,105,799 | 11,746,046 | 11,386,293 | 11,026,540 | 10,666,788 | 10,307,035 |
| 150 | | 12,291,285 | 11,931,532 | 11,571,779 | 11,212,026 | 10,852,274 | 10,492,521 | 10,132,768 |
| CIL £psm | | 12,117,018 | 11,757,265 | 11,397,513 | 11,037,760 | 10,678,007 | 10,318,254 | 9,958,501 |
| 131.33 | | 190 | 11,942,751 | 11,582,999 | 11,223,246 | 10,863,493 | 10,503,740 | 10,143,987 |
| | | 210 | 11,768,485 | 11,408,732 | 11,048,979 | 10,689,226 | 10,329,473 | 9,969,721 |
| | | 230 | 11,594,218 | 11,234,465 | 10,874,712 | 10,514,960 | 10,155,207 | 9,795,454 |
| | | 250 | 11,419,961 | 11,060,108 | 10,700,355 | 10,340,602 | 9,980,850 | 9,621,097 |
| | | 270 | 11,245,704 | 10,885,851 | 10,526,098 | 10,166,345 | 9,806,402 | 9,446,649 |
| | | 290 | 11,071,447 | 10,711,694 | 10,351,941 | 9,992,188 | 9,632,435 | 9,272,692 |
| | | 310 | 10,897,190 | 10,537,437 | 10,177,684 | 9,817,931 | 9,458,178 | 9,098,425 |
| | | 330 | 10,722,933 | 10,363,180 | 10,003,427 | 9,643,674 | 9,283,921 | 8,924,168 |
| | | 350 | 10,548,676 | 10,188,923 | 9,829,170 | 9,469,417 | 9,109,664 | 8,749,911 |
| | | 370 | 10,374,419 | 10,014,666 | 9,654,913 | 9,295,160 | 8,935,407 | 8,575,654 |
| | | 390 | 10,200,162 | 9,840,409 | 9,480,656 | 9,120,903 | 8,761,150 | 8,401,397 |
| | | 410 | 10,025,905 | 9,666,152 | 9,306,399 | 8,946,646 | 8,586,893 | 8,227,140 |
| | | 430 | 9,851,648 | 9,491,895 | 9,132,142 | 8,772,389 | 8,412,636 | 8,052,883 |
| | | 450 | 9,677,391 | 9,317,638 | 8,957,885 | 8,598,132 | 8,238,379 | 7,878,626 |
| | | 470 | 9,503,134 | 9,143,381 | 8,783,628 | 8,423,875 | 8,064,122 | 7,704,369 |
| | | 490 | 9,328,877 | 8,969,124 | 8,609,371 | 8,249,618 | 7,889,865 | 7,530,112 |
| | | 510 | 9,154,620 | 8,794,867 | 8,435,114 | 8,075,361 | 7,715,608 | 7,355,855 |
| | | 530 | 8,980,363 | 8,620,610 | 8,260,857 | 7,901,104 | 7,541,351 | 7,181,598 |
| | | 550 | 8,806,106 | 8,446,353 | 8,086,600 | 7,726,847 | 7,367,094 | 7,007,341 |
| | | 570 | 8,631,849 | 8,272,096 | 7,912,343 | 7,552,590 | 7,192,837 | 6,833,084 |



Scheme Ref: **R**
 No Units: **170** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| Balance (RLV - BLV) | 10,655,199 | BLV (per acre) | | | | | | |
|---------------------|------------|----------------|------------|------------|-----------|-----------|-----------|-----------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| CIL £psm 131.33 | 70 | 13,569,985 | 12,169,751 | 10,769,518 | 9,369,285 | 7,969,051 | 6,568,818 | 5,168,585 |
| | 90 | 13,395,718 | 11,995,484 | 10,595,251 | 9,195,018 | 7,794,784 | 6,394,551 | 4,994,318 |
| | 110 | 13,221,451 | 11,821,218 | 10,420,984 | 9,020,751 | 7,620,518 | 6,220,284 | 4,820,051 |
| | 130 | 13,047,184 | 11,646,951 | 10,246,718 | 8,846,484 | 7,446,251 | 6,046,018 | 4,645,784 |
| | 150 | 12,872,918 | 11,472,684 | 10,072,451 | 8,672,218 | 7,271,984 | 5,871,751 | 4,471,518 |
| | 170 | 12,698,651 | 11,298,417 | 9,898,184 | 8,497,951 | 7,097,717 | 5,697,484 | 4,297,251 |
| | 190 | 12,524,384 | 11,124,151 | 9,723,917 | 8,323,684 | 6,923,451 | 5,523,217 | 4,122,984 |
| | 210 | 12,350,117 | 10,949,884 | 9,549,651 | 8,149,417 | 6,749,184 | 5,348,951 | 3,948,717 |
| | 230 | 12,175,851 | 10,775,617 | 9,375,384 | 7,975,151 | 6,574,917 | 5,174,684 | 3,774,451 |
| | 250 | 12,001,493 | 10,601,260 | 9,201,027 | 7,800,793 | 6,400,560 | 5,000,327 | 3,600,093 |
| | 270 | 11,827,045 | 10,426,812 | 9,026,579 | 7,626,345 | 6,226,112 | 4,825,879 | 3,425,645 |
| | 290 | 11,652,598 | 10,252,364 | 8,852,131 | 7,451,898 | 6,051,664 | 4,651,431 | 3,251,198 |
| | 310 | 11,478,150 | 10,077,916 | 8,677,683 | 7,277,450 | 5,877,216 | 4,476,983 | 3,076,750 |
| | 330 | 11,303,702 | 9,903,468 | 8,503,235 | 7,103,002 | 5,702,768 | 4,302,535 | 2,902,302 |
| | 350 | 11,129,254 | 9,729,020 | 8,328,787 | 6,928,554 | 5,528,320 | 4,128,087 | 2,727,854 |
| | 370 | 10,954,806 | 9,554,572 | 8,154,339 | 6,754,106 | 5,353,872 | 3,953,639 | 2,553,406 |
| | 390 | 10,780,358 | 9,380,124 | 7,979,891 | 6,579,658 | 5,179,424 | 3,779,191 | 2,378,958 |
| | 410 | 10,605,910 | 9,205,676 | 7,805,443 | 6,405,210 | 5,004,976 | 3,604,743 | 2,204,510 |
| | 430 | 10,431,288 | 9,031,055 | 7,630,821 | 6,230,588 | 4,830,355 | 3,430,121 | 2,029,888 |
| | 450 | 10,256,645 | 8,856,412 | 7,456,179 | 6,055,945 | 4,655,712 | 3,255,479 | 1,855,245 |
| 470 | 10,082,003 | 8,681,769 | 7,281,536 | 5,881,303 | 4,481,069 | 3,080,836 | 1,680,603 | |
| 490 | 9,907,360 | 8,507,127 | 7,106,893 | 5,706,660 | 4,306,427 | 2,906,193 | 1,505,960 | |
| 510 | 9,732,717 | 8,332,484 | 6,932,251 | 5,532,017 | 4,131,784 | 2,731,551 | 1,331,317 | |
| 530 | 9,558,075 | 8,157,841 | 6,757,608 | 5,357,375 | 3,957,141 | 2,556,908 | 1,156,675 | |
| 550 | 9,383,432 | 7,983,199 | 6,582,965 | 5,182,732 | 3,782,499 | 2,382,265 | 982,032 | |
| 570 | 9,208,714 | 7,808,481 | 6,408,248 | 5,008,014 | 3,607,781 | 2,207,548 | 807,314 | |

| Balance (RLV - BLV) | 10,655,199 | Density (dph) | | | | | | |
|---------------------|------------|---------------|------------|------------|------------|------------|------------|------------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| CIL £psm 131.33 | 70 | 11,189,588 | 12,834,862 | 13,822,027 | 14,480,136 | 14,950,215 | 15,302,773 | 15,576,986 |
| | 90 | 11,015,321 | 12,660,595 | 13,647,760 | 14,305,869 | 14,775,948 | 15,128,507 | 15,402,719 |
| | 110 | 10,841,054 | 12,486,329 | 13,473,493 | 14,131,603 | 14,601,681 | 14,954,240 | 15,228,452 |
| | 130 | 10,666,788 | 12,312,062 | 13,299,226 | 13,957,336 | 14,427,414 | 14,779,973 | 15,054,185 |
| | 150 | 10,492,521 | 12,137,795 | 13,124,960 | 13,783,069 | 14,253,148 | 14,605,706 | 14,879,919 |
| | 170 | 10,318,254 | 11,963,528 | 12,950,693 | 13,608,802 | 14,078,881 | 14,431,440 | 14,705,652 |
| | 190 | 10,143,987 | 11,789,262 | 12,776,426 | 13,434,536 | 13,904,614 | 14,257,173 | 14,531,385 |
| | 210 | 9,969,721 | 11,614,995 | 12,602,159 | 13,260,269 | 13,730,347 | 14,082,906 | 14,357,118 |
| | 230 | 9,795,454 | 11,440,728 | 12,427,893 | 13,086,002 | 13,556,081 | 13,908,639 | 14,182,852 |
| | 250 | 9,621,097 | 11,266,371 | 12,253,535 | 12,911,645 | 13,381,723 | 13,734,282 | 14,008,495 |
| | 270 | 9,446,649 | 11,091,923 | 12,079,087 | 12,737,197 | 13,207,275 | 13,559,834 | 13,834,047 |
| | 290 | 9,272,201 | 10,917,475 | 11,904,640 | 12,562,749 | 13,032,828 | 13,385,386 | 13,659,599 |
| | 310 | 9,097,753 | 10,743,027 | 11,730,192 | 12,388,301 | 12,858,380 | 13,210,938 | 13,485,151 |
| | 330 | 8,923,305 | 10,568,579 | 11,555,744 | 12,213,853 | 12,683,932 | 13,036,490 | 13,310,703 |
| | 350 | 8,748,857 | 10,394,131 | 11,381,296 | 12,039,405 | 12,509,484 | 12,862,042 | 13,136,255 |
| | 370 | 8,574,409 | 10,219,683 | 11,206,848 | 11,864,957 | 12,335,036 | 12,687,594 | 12,961,807 |
| | 390 | 8,399,961 | 10,045,235 | 11,032,400 | 11,690,509 | 12,160,588 | 12,513,146 | 12,787,359 |
| | 410 | 8,225,513 | 9,870,787 | 10,857,952 | 11,516,061 | 11,986,140 | 12,338,698 | 12,612,911 |
| | 430 | 8,050,891 | 9,696,166 | 10,683,330 | 11,341,440 | 11,811,518 | 12,164,077 | 12,438,289 |
| | 450 | 7,876,249 | 9,521,523 | 10,508,687 | 11,166,797 | 11,636,875 | 11,989,434 | 12,263,647 |
| 470 | 7,701,606 | 9,346,880 | 10,334,045 | 10,992,154 | 11,462,233 | 11,814,792 | 12,089,004 | |
| 490 | 7,526,963 | 9,172,238 | 10,159,402 | 10,817,512 | 11,287,590 | 11,640,149 | 11,914,361 | |
| 510 | 7,352,321 | 8,997,595 | 9,984,759 | 10,642,869 | 11,112,947 | 11,465,506 | 11,739,719 | |
| 530 | 7,177,678 | 8,822,952 | 9,810,117 | 10,468,226 | 10,938,305 | 11,290,864 | 11,565,076 | |
| 550 | 7,003,035 | 8,648,310 | 9,635,474 | 10,293,584 | 10,763,662 | 11,116,221 | 11,390,433 | |
| 570 | 6,828,318 | 8,473,592 | 9,460,756 | 10,118,866 | 10,588,944 | 10,941,503 | 11,215,716 | |

Scheme Ref: **R**
 No Units: **170** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| TABLE 7 | | Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | | |
|---------------------|------------|--|------------|------------|------------|------------|-----------|-----------|-----------|
| Balance (RLV - BLV) | 10,655,199 | 90% | 95% | 100% | 105% | 110% | 115% | 120% | |
| | | 70 | 13,193,037 | 12,191,433 | 11,189,588 | 10,187,469 | 9,185,350 | 8,183,005 | 7,180,297 |
| | | 90 | 13,018,938 | 12,017,334 | 11,015,321 | 10,013,202 | 9,011,084 | 8,008,557 | 7,005,849 |
| | | 110 | 12,844,839 | 11,843,173 | 10,841,054 | 9,838,936 | 8,836,817 | 7,834,109 | 6,831,401 |
| | | 130 | 12,670,740 | 11,668,906 | 10,666,788 | 9,664,669 | 8,662,369 | 7,659,661 | 6,656,953 |
| | | 150 | 12,496,642 | 11,494,640 | 10,492,521 | 9,490,402 | 8,487,921 | 7,485,213 | 6,482,398 |
| | CIL £psm | 170 | 12,322,492 | 11,320,373 | 10,318,254 | 9,316,135 | 8,313,473 | 7,310,765 | 6,307,756 |
| | 131.33 | 190 | 12,148,225 | 11,146,106 | 10,143,987 | 9,141,733 | 8,139,025 | 7,136,317 | 6,133,113 |
| | | 210 | 11,973,958 | 10,971,839 | 9,969,721 | 8,967,285 | 7,964,577 | 6,961,843 | 5,958,470 |
| | | 230 | 11,799,691 | 10,797,573 | 9,795,454 | 8,792,837 | 7,790,129 | 6,787,200 | 5,783,828 |
| | | 250 | 11,625,425 | 10,623,306 | 9,621,097 | 8,618,389 | 7,615,681 | 6,612,558 | 5,609,185 |
| | | 270 | 11,451,158 | 10,449,039 | 9,446,649 | 8,443,941 | 7,441,233 | 6,437,915 | 5,434,542 |
| | | 290 | 11,276,891 | 10,274,772 | 9,272,201 | 8,269,493 | 7,266,645 | 6,263,272 | 5,259,778 |
| | | 310 | 11,102,625 | 10,100,461 | 9,097,753 | 8,095,045 | 7,092,002 | 6,088,630 | 5,084,927 |
| | | 330 | 10,928,358 | 9,926,013 | 8,923,305 | 7,920,597 | 6,917,360 | 5,913,987 | 4,910,076 |
| | | 350 | 10,754,091 | 9,751,565 | 8,748,857 | 7,746,089 | 6,742,717 | 5,739,338 | 4,735,226 |
| | | 370 | 10,579,824 | 9,577,117 | 8,574,409 | 7,571,447 | 6,568,074 | 5,564,488 | 4,560,375 |
| | | 390 | 10,405,377 | 9,402,669 | 8,399,961 | 7,396,804 | 6,393,432 | 5,389,637 | 4,385,524 |
| | | 410 | 10,230,929 | 9,228,221 | 8,225,513 | 7,222,162 | 6,218,789 | 5,214,786 | 4,210,575 |
| | | 430 | 10,056,481 | 9,053,773 | 8,050,891 | 7,047,519 | 6,044,048 | 5,039,935 | 4,035,502 |
| | | 450 | 9,882,033 | 8,879,325 | 7,876,249 | 6,872,876 | 5,869,197 | 4,865,084 | 3,860,430 |
| | | 470 | 9,707,585 | 8,704,877 | 7,701,606 | 6,698,234 | 5,694,346 | 4,690,233 | 3,685,357 |
| | | 490 | 9,533,137 | 8,530,336 | 7,526,963 | 6,523,591 | 5,519,495 | 4,515,214 | 3,510,285 |
| | | 510 | 9,358,689 | 8,355,693 | 7,352,321 | 6,348,757 | 5,344,645 | 4,340,141 | 3,335,212 |
| | | 530 | 9,184,241 | 8,181,051 | 7,177,678 | 6,173,907 | 5,169,794 | 4,165,069 | 3,159,908 |
| | | 550 | 9,009,781 | 8,006,408 | 7,003,035 | 5,999,056 | 4,994,925 | 3,989,996 | 2,984,600 |
| | | 570 | 8,835,138 | 7,831,765 | 6,828,318 | 5,824,205 | 4,819,853 | 3,814,923 | 2,809,292 |

| TABLE 8 | | Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | | |
|---------------------|------------|---|-----------|-----------|------------|------------|------------|------------|------------|
| Balance (RLV - BLV) | 10,655,199 | 90% | 95% | 100% | 105% | 110% | 115% | 120% | |
| | | 70 | 8,472,587 | 9,831,088 | 11,189,588 | 12,548,004 | 13,906,181 | 15,264,357 | 16,622,534 |
| | | 90 | 8,298,321 | 9,656,821 | 11,015,321 | 12,373,821 | 13,732,082 | 15,090,258 | 16,448,435 |
| | | 110 | 8,124,054 | 9,482,554 | 10,841,054 | 12,199,555 | 13,557,983 | 14,916,159 | 16,274,336 |
| | | 130 | 7,949,787 | 9,308,287 | 10,666,788 | 12,025,288 | 13,383,788 | 14,742,061 | 16,100,237 |
| | | 150 | 7,775,449 | 9,134,021 | 10,492,521 | 11,851,021 | 13,209,521 | 14,567,962 | 15,926,138 |
| | CIL £psm | 170 | 7,601,001 | 8,959,754 | 10,318,254 | 11,676,754 | 13,035,255 | 14,393,755 | 15,752,039 |
| | 131.33 | 190 | 7,426,553 | 8,785,487 | 10,143,987 | 11,502,488 | 12,860,988 | 14,219,488 | 15,577,940 |
| | | 210 | 7,252,105 | 8,611,049 | 9,969,721 | 11,328,221 | 12,686,721 | 14,045,221 | 15,403,722 |
| | | 230 | 7,077,657 | 8,436,601 | 9,795,454 | 11,153,954 | 12,512,454 | 13,870,955 | 15,229,455 |
| | | 250 | 6,903,209 | 8,262,153 | 9,621,097 | 10,979,687 | 12,338,188 | 13,696,688 | 15,055,188 |
| | | 270 | 6,728,761 | 8,087,705 | 9,446,649 | 10,805,421 | 12,163,921 | 13,522,421 | 14,880,921 |
| | | 290 | 6,554,313 | 7,913,257 | 9,272,201 | 10,631,145 | 11,989,654 | 13,348,154 | 14,706,655 |
| | | 310 | 6,379,732 | 7,738,809 | 9,097,753 | 10,456,697 | 11,815,387 | 13,173,888 | 14,532,388 |
| | | 330 | 6,205,089 | 7,564,361 | 8,923,305 | 10,282,249 | 11,641,121 | 12,999,621 | 14,358,121 |
| | | 350 | 6,030,447 | 7,389,913 | 8,748,857 | 10,107,801 | 11,466,745 | 12,825,354 | 14,183,855 |
| | | 370 | 5,855,804 | 7,215,312 | 8,574,409 | 9,933,353 | 11,292,297 | 12,651,088 | 14,009,588 |
| | | 390 | 5,681,161 | 7,040,669 | 8,399,961 | 9,758,905 | 11,117,849 | 12,476,792 | 13,835,321 |
| | | 410 | 5,506,519 | 6,866,026 | 8,225,513 | 9,584,457 | 10,943,401 | 12,302,344 | 13,661,054 |
| | | 430 | 5,331,876 | 6,691,384 | 8,050,891 | 9,410,009 | 10,768,953 | 12,127,896 | 13,486,788 |
| | | 450 | 5,157,038 | 6,516,741 | 7,876,249 | 9,235,561 | 10,594,505 | 11,953,448 | 13,312,392 |
| | | 470 | 4,982,187 | 6,342,098 | 7,701,606 | 9,061,113 | 10,420,057 | 11,779,000 | 13,137,944 |
| | | 490 | 4,807,337 | 6,167,456 | 7,526,963 | 8,886,471 | 10,245,609 | 11,604,552 | 12,963,496 |
| | | 510 | 4,632,486 | 5,992,678 | 7,352,321 | 8,711,828 | 10,071,161 | 11,430,104 | 12,789,048 |
| | | 530 | 4,457,635 | 5,817,827 | 7,177,678 | 8,537,186 | 9,896,693 | 11,255,657 | 12,614,600 |
| | | 550 | 4,282,784 | 5,642,976 | 7,003,035 | 8,362,543 | 9,722,051 | 11,081,209 | 12,440,152 |
| | | 570 | 4,107,714 | 5,468,125 | 6,828,318 | 8,187,900 | 9,547,408 | 10,906,761 | 12,265,704 |

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: R
No Units: 170 **Location / Value Zone:** Higher **Development Scenario:** Greenfield
Notes:

[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: | R |
|---|------------|
| No Units: | 170 |
| Location / Value Zone: | Higher |
| Development Scenario: | Greenfield |
| Notes: | 0 |
| Total GDV (£) | 56,483,452 |
| 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) | 7,663.47 |
| CIL (£) | 1,302,790 |
| Site Specific S106 (£ per unit) | 7,000 |
| Site Specific S106 (£) | 1,190,000 |
| Sub-total CIL+S106 (£ per unit) | 14,663 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 14,663 |
| Total Developers Profit (£) | 9,161,545 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 16.22% |
| Developers Profit (% on costs) | 33.22% |
| RLV (£) | 17,236,296 |
| RLV (£/acre) | 1,230,959 |
| RLV (£/ha) | 3,041,699 |
| Balance for Plan VA: | |
| BLV (£) | 6,581,097 |
| BLV (£/acre) | 470,000 |
| BLV (£/ha) | 1,161,370 |
| Surplus/Deficit | 10,655,199 |
| Surplus/Deficit (£/acre) | 760,959 |
| Surplus/Deficit (£/ha) | 1,880,329 |
| 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: **S**
 No Units: **90** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|-----------------------------|---|----------------------|
| Total number of units in scheme | | | 90 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% | | | |
| CIL Rate (£ psm) | | | 100% | | | |
| | | | 131.33 £ psm | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 10.0% | 5.9 | 15.0% | 4.7 | 12% | 10.6 |
| 2 bed House | 25.0% | 14.6 | 30.0% | 9.5 | 27% | 24.1 |
| 3 bed House | 35.0% | 20.5 | 40.0% | 12.6 | 37% | 33.1 |
| 4 bed House | 5.0% | 2.9 | 7.5% | 2.4 | 6% | 5.3 |
| 5 bed House | 5.0% | 2.9 | 7.5% | 2.4 | 6% | 5.3 |
| 1 bed Flat | 7.0% | 4.1 | 0.0% | 0.0 | 5% | 4.1 |
| 2 bed Flat | 13.0% | 7.6 | 0.0% | 0.0 | 8% | 7.6 |
| Total number of units | 100.0% | 58.5 | 100.0% | 31.5 | 100% | 90.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqm) | (sqft) |
| 1 bed House | 363 | 3,904 | 293 | 3,153 | 656 | 7,057 |
| 2 bed House | 1,155 | 12,436 | 747 | 8,036 | 1,902 | 20,472 |
| 3 bed House | 2,048 | 22,039 | 1,260 | 13,563 | 3,308 | 35,602 |
| 4 bed House | 336 | 3,621 | 272 | 2,924 | 608 | 6,545 |
| 5 bed House | 483 | 5,195 | 390 | 4,196 | 872 | 9,391 |
| 1 bed Flat | 241 | 2,593 | 0 | 0 | 241 | 2,593 |
| 2 bed Flat | 626 | 6,741 | 0 | 0 | 626 | 6,741 |
| | 5,252 | 56,529 | 2,961 | 31,872 | 8,213 | 88,401 |
| AH % by floor area: | | | 36.05% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 300,000 | 4,839 | 450 | 3,172,500 | | |
| 2 bed House | 350,000 | 4,430 | 412 | 8,426,250 | | |
| 3 bed House | 420,000 | 4,200 | 390 | 13,891,500 | | |
| 4 bed House | 500,000 | 4,348 | 404 | 2,643,750 | | |
| 5 bed House | 600,000 | 3,636 | 338 | 3,172,500 | | |
| 1 bed Flat | 235,200 | 4,704 | 437 | 963,144 | | |
| 2 bed Flat | 286,000 | 4,086 | 380 | 2,175,030 | | |
| | | | | 34,444,674 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 2 bed House | 210,000 | 60% | 154,000 | 44% | 266,000 | 76% |
| 3 bed House | 252,000 | 60% | 184,800 | 44% | 319,200 | 76% |
| 4 bed House | 300,000 | 60% | 220,000 | 44% | 380,000 | 76% |
| 5 bed House | 360,000 | 60% | 264,000 | 44% | 456,000 | 76% |
| 1 bed Flat | 141,120 | 60% | 103,488 | 44% | 178,752 | 76% |
| 2 bed Flat | 171,600 | 60% | 125,840 | 44% | 217,360 | 76% |

Scheme Ref: **S**
 No Units: **90** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|-----------|---|--|---------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 5.9 | @ | 300,000 | 1,755,000 |
| 2 bed House | 14.6 | @ | 350,000 | 5,118,750 |
| 3 bed House | 20.5 | @ | 420,000 | 8,599,500 |
| 4 bed House | 2.9 | @ | 500,000 | 1,462,500 |
| 5 bed House | 2.9 | @ | 600,000 | 1,755,000 |
| 1 bed Flat | 4.1 | @ | 235,200 | 963,144 |
| 2 bed Flat | 7.6 | @ | 286,000 | 2,175,030 |
| | 58.5 | | | 21,828,924 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 3.5 | @ | 180,000 | 637,875 |
| 2 bed House | 7.1 | @ | 210,000 | 1,488,375 |
| 3 bed House | 9.5 | @ | 252,000 | 2,381,400 |
| 4 bed House | 1.8 | @ | 300,000 | 531,563 |
| 5 bed House | 1.8 | @ | 360,000 | 637,875 |
| 1 bed Flat | 0.0 | @ | 141,120 | - |
| 2 bed Flat | 0.0 | @ | 171,600 | - |
| | 23.6 | | | 5,677,088 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 132,000 | - |
| 2 bed House | 0.0 | @ | 154,000 | - |
| 3 bed House | 0.0 | @ | 184,800 | - |
| 4 bed House | 0.0 | @ | 220,000 | - |
| 5 bed House | 0.0 | @ | 264,000 | - |
| 1 bed Flat | 0.0 | @ | 103,488 | - |
| 2 bed Flat | 0.0 | @ | 125,840 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 1.2 | @ | 228,000 | 269,325 |
| 2 bed House | 2.4 | @ | 266,000 | 628,425 |
| 3 bed House | 3.2 | @ | 319,200 | 1,005,480 |
| 4 bed House | 0.6 | @ | 380,000 | 224,438 |
| 5 bed House | 0.6 | @ | 456,000 | 269,325 |
| 1 bed Flat | 0.0 | @ | 178,752 | - |
| 2 bed Flat | 0.0 | @ | 217,360 | - |
| | 7.9 | | | 2,396,993 |
| Sub-total GDV Residential | 90 | | | 29,903,004 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 4,541,670 |
| | | | 553 £ psm (total GIA sqm) | 50,463 £ per unit (total units) |
| Grant | 90 | @ | 0 | - |
| Total GDV | | | | 29,903,004 |

| DEVELOPMENT COSTS | | | | |
|---|-------------------------|--------------------------------|----------------------------|-----------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (90,000) |
| Statutory Planning Fees (Residential) | | | | (28,379) |
| CIL | 5,252 sqm (Market only) | 131.33 £ psm | | (689,713) |
| CIL analysis: | 2.31% % of GDV | 7,663 £ 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 | 90 units @ | 7,000 per unit | | (630,000) |
| S106 analysis: | 210,000 £ per ha | 2.11% % of GDV | 7,000 £ per unit (total ur | (630,000) |
| AH Commuted Sum | 8,213 sqm (total) | 0 £ psm | | - |
| Comm. Sum analysis: | 0.00% % of GDV | | | |

Scheme Ref: **S**
 No Units: **90** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| | | | | | | |
|--|------------|------------------|-----------|------------------------------|---------------------------------------|---------------------|
| <i>cont/</i> | | | | | | |
| Construction Costs - | | | | | | |
| Site Clearance and Demolition | | 7.41 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 | 90 units @ | | 0 per unit | | - |
| Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | | 0 £ per unit (total ur | | - |
| 1 bed House | | 656 sqm @ | | 1,308 psm | | (857,590) |
| 2 bed House | | 1,902 sqm @ | | 1,308 psm | | (2,487,718) |
| 3 bed House | | 3,308 sqm @ | | 1,308 psm | | (4,326,210) |
| 4 bed House | | 608 sqm @ | | 1,308 psm | | (795,346) |
| 5 bed House | | 872 sqm @ | | 1,308 psm | | (1,141,148) |
| 1 bed Flat | | 241 sqm @ | | 1,439 psm | | (346,630) |
| 2 bed Flat | 8,213 | 626 sqm @ | | 1,439 psm | | (901,237) |
| External works | | 10,855,879 @ | | 15.0% 18,093 £ per unit | | (1,628,382) |
| M4(2) Category 2 Housing | Aff units | 32 units @ | 100% @ | 521 £ per unit | | (16,412) |
| M4(3) Category 3 Housing | Aff units | 32 units @ | 0% @ | 10,111 £ per unit | | - |
| M4(2) Category 2 Housing | Mrkt units | 59 units @ | 15% @ | 521 £ per unit | | (4,572) |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | | - |
| Water Efficiency additional cost | | 90 units @ | | 10 £ per unit | | (900) |
| Contingency | | 12,506,144 @ | | 3.0% | | (375,184) |
| Professional Fees | | 12,506,144 @ | | 6.5% | | (812,899) |
| Disposal Costs - | | | | | | |
| Residential Sales Agent Costs | | 21,828,924 OMS @ | | 1.00% | 2,425 £ per unit | (218,289) |
| Residential Sales Legal Costs | | 21,828,924 OMS @ | | 0.50% | 1,213 £ per unit | (109,145) |
| Marketing and Promotion | | 21,828,924 OMS @ | | 3.00% | 7,276 £ per unit 10,914 £ per unit | (654,868) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | | (46,421) |
| Developers Profit - | | | | | | |
| Margin on AH | | 8,074,080 | | 6.00% on AH values | | (484,445) |
| Profit on OMS | | 21,828,924 | | 20.00% | | (4,365,785) |
| Profit analysis: | | 16,161,042 | | 30.01% on costs | (4,850,230) | |
| | | 29,903,004 | | 16.22% blended | (4,850,230) | |
| TOTAL COSTS | | | | | | (21,011,272) |

| | | | | | | |
|----------------------------------|--------------------------|---------------------------|--|-----------------------------|--|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | | |
| Residual Land Value (gross) | | | | | | 8,891,732 |
| SDLT | | 8,891,732 @ | | (slabbed) | | (434,087) |
| Acquisition Agent fees | | 8,891,732 @ | | 1.0% | | (88,917) |
| Acquisition Legal fees | | 8,891,732 @ | | 0.5% | | (44,459) |
| Interest on Land | | 8,891,732 @ | | 6.25% | | (555,733) |
| Residual Land Value | | | | | | 7,768,536 |
| RLV analysis: | 86,317 £ per plot | 2,589,512 £ per ha | | 1,047,961 £ per acre | | |

| | | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|--|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | | |
| Residential Density | | 30.0 dph | | | | |
| Site Area (Net) | | 3.00 ha | | 7.41 acres | | |
| Density analysis: | | 2,738 sqm/ha | | 11,925 sqft/ac | | |
| Benchmark Land Value (Net) | 38,712 £ per plot | 1,161,370 £ per ha | | 470,000 £ per acre | | 3,484,110 |

| | | | | | | |
|-------------------|--|--------------------|--|--------------------|--|------------------|
| BALANCE | | | | | | |
| Surplus/(Deficit) | | 1,428,142 £ per ha | | 577,961 £ per acre | | 4,284,426 |

Scheme Ref: **S**
 No Units: **90** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | 4,284,426 | Affordable Housing - % on site 35% | | | | | | |
|---------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| CIL £psm 131.33 | 70 | 5,027,127 | 4,874,649 | 4,722,172 | 4,569,433 | 4,416,639 | 4,263,845 | 4,111,052 |
| | 90 | 4,912,633 | 4,767,311 | 4,621,989 | 4,476,592 | 4,330,940 | 4,185,288 | 4,039,636 |
| | 110 | 4,798,138 | 4,659,972 | 4,521,806 | 4,383,640 | 4,245,241 | 4,106,731 | 3,968,220 |
| | 130 | 4,683,643 | 4,552,633 | 4,421,623 | 4,290,613 | 4,159,542 | 4,028,173 | 3,896,804 |
| | 150 | 4,569,139 | 4,445,294 | 4,321,440 | 4,197,586 | 4,073,732 | 3,949,616 | 3,825,389 |
| | 170 | 4,454,398 | 4,337,955 | 4,221,257 | 4,104,559 | 3,987,861 | 3,871,059 | 3,753,973 |
| | 190 | 4,339,656 | 4,230,488 | 4,121,074 | 4,011,532 | 3,901,989 | 3,792,447 | 3,682,557 |
| | 210 | 4,224,915 | 4,122,918 | 4,020,891 | 3,918,505 | 3,816,118 | 3,713,732 | 3,611,142 |
| | 230 | 4,110,173 | 4,015,348 | 3,920,522 | 3,825,478 | 3,730,247 | 3,635,017 | 3,539,726 |
| | 250 | 3,995,432 | 3,907,778 | 3,820,123 | 3,732,451 | 3,644,376 | 3,556,302 | 3,468,227 |
| | 270 | 3,880,690 | 3,800,207 | 3,719,724 | 3,639,242 | 3,558,505 | 3,477,586 | 3,396,668 |
| | 290 | 3,765,697 | 3,692,637 | 3,619,326 | 3,546,014 | 3,472,634 | 3,398,871 | 3,325,109 |
| | 310 | 3,650,692 | 3,584,997 | 3,518,927 | 3,452,787 | 3,386,646 | 3,320,156 | 3,253,549 |
| | 330 | 3,535,687 | 3,477,179 | 3,418,528 | 3,359,559 | 3,300,590 | 3,241,441 | 3,181,990 |
| | 350 | 3,420,682 | 3,369,362 | 3,318,042 | 3,266,332 | 3,214,534 | 3,162,726 | 3,110,431 |
| | 370 | 3,305,677 | 3,261,544 | 3,217,412 | 3,173,104 | 3,128,478 | 3,083,852 | 3,038,872 |
| | 390 | 3,190,507 | 3,153,727 | 3,116,783 | 3,079,839 | 3,042,422 | 3,004,967 | 2,967,312 |
| | 410 | 3,075,220 | 3,045,910 | 3,016,153 | 2,986,397 | 2,956,366 | 2,926,082 | 2,895,753 |
| | 430 | 2,959,934 | 2,937,894 | 2,915,524 | 2,892,955 | 2,870,310 | 2,847,198 | 2,824,085 |
| | 450 | 2,844,648 | 2,829,813 | 2,814,894 | 2,799,513 | 2,784,133 | 2,768,313 | 2,752,372 |
| 470 | 2,729,362 | 2,721,732 | 2,714,103 | 2,706,072 | 2,697,879 | 2,689,428 | 2,680,659 | |
| 490 | 2,613,832 | 2,613,651 | 2,613,227 | 2,612,630 | 2,611,625 | 2,610,543 | 2,608,945 | |
| 510 | 2,498,248 | 2,505,571 | 2,512,352 | 2,519,133 | 2,525,371 | 2,531,554 | 2,537,232 | |
| 530 | 2,382,663 | 2,397,256 | 2,411,476 | 2,425,463 | 2,439,117 | 2,452,487 | 2,465,518 | |
| 550 | 2,267,079 | 2,288,895 | 2,310,601 | 2,331,793 | 2,352,863 | 2,373,421 | 2,393,805 | |
| 570 | 2,151,321 | 2,180,535 | 2,209,576 | 2,238,123 | 2,266,520 | 2,294,355 | 2,322,091 | |

TABLE 2

| Balance (RLV - BLV) | 4,284,426 | Site Specific S106 100% (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|-----------|---|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| CIL £psm 131.33 | 70 | 4,569,433 | 4,514,252 | 4,459,070 | 4,403,889 | 4,348,708 | 4,293,527 | 4,238,346 |
| | 90 | 4,476,592 | 4,421,411 | 4,366,230 | 4,311,023 | 4,255,809 | 4,200,594 | 4,145,380 |
| | 110 | 4,383,640 | 4,328,425 | 4,273,211 | 4,217,996 | 4,162,782 | 4,107,567 | 4,052,353 |
| | 130 | 4,290,613 | 4,235,398 | 4,180,184 | 4,124,969 | 4,069,755 | 4,014,540 | 3,959,326 |
| | 150 | 4,197,586 | 4,142,371 | 4,087,157 | 4,031,942 | 3,976,728 | 3,921,513 | 3,866,299 |
| | 170 | 4,104,559 | 4,049,344 | 3,994,130 | 3,938,915 | 3,883,701 | 3,828,486 | 3,773,272 |
| | 190 | 4,011,532 | 3,956,317 | 3,901,103 | 3,845,888 | 3,790,674 | 3,735,459 | 3,680,245 |
| | 210 | 3,918,505 | 3,863,290 | 3,808,076 | 3,752,861 | 3,697,647 | 3,642,432 | 3,587,218 |
| | 230 | 3,825,478 | 3,770,263 | 3,715,049 | 3,659,834 | 3,604,620 | 3,549,405 | 3,494,191 |
| | 250 | 3,732,451 | 3,677,219 | 3,621,968 | 3,566,718 | 3,511,468 | 3,456,218 | 3,400,968 |
| | 270 | 3,639,242 | 3,583,991 | 3,528,741 | 3,473,491 | 3,418,241 | 3,362,990 | 3,307,740 |
| | 290 | 3,546,014 | 3,490,764 | 3,435,514 | 3,380,263 | 3,325,013 | 3,269,763 | 3,214,513 |
| | 310 | 3,452,787 | 3,397,536 | 3,342,286 | 3,287,036 | 3,231,786 | 3,176,535 | 3,121,285 |
| | 330 | 3,359,559 | 3,304,309 | 3,249,059 | 3,193,809 | 3,138,558 | 3,083,308 | 3,028,058 |
| | 350 | 3,266,332 | 3,211,082 | 3,155,831 | 3,100,581 | 3,045,331 | 2,990,081 | 2,934,830 |
| | 370 | 3,173,104 | 3,117,854 | 3,062,604 | 3,007,354 | 2,952,103 | 2,896,853 | 2,841,603 |
| | 390 | 3,079,839 | 3,024,550 | 2,969,262 | 2,913,973 | 2,858,685 | 2,803,396 | 2,748,108 |
| | 410 | 2,986,397 | 2,931,108 | 2,875,820 | 2,820,531 | 2,765,243 | 2,709,954 | 2,654,666 |
| | 430 | 2,892,955 | 2,837,667 | 2,782,378 | 2,727,090 | 2,671,801 | 2,616,513 | 2,561,224 |
| | 450 | 2,799,513 | 2,744,225 | 2,688,936 | 2,633,648 | 2,578,359 | 2,523,071 | 2,467,782 |
| 470 | 2,706,072 | 2,650,783 | 2,595,495 | 2,540,206 | 2,484,918 | 2,429,629 | 2,374,341 | |
| 490 | 2,612,630 | 2,557,341 | 2,502,053 | 2,446,764 | 2,391,476 | 2,336,187 | 2,280,898 | |
| 510 | 2,519,133 | 2,463,804 | 2,408,475 | 2,353,145 | 2,297,816 | 2,242,487 | 2,187,158 | |
| 530 | 2,425,463 | 2,370,134 | 2,314,805 | 2,259,475 | 2,204,146 | 2,148,817 | 2,093,488 | |
| 550 | 2,331,793 | 2,276,464 | 2,221,134 | 2,165,805 | 2,110,476 | 2,055,147 | 1,999,818 | |
| 570 | 2,238,123 | 2,182,794 | 2,127,464 | 2,072,135 | 2,016,806 | 1,961,477 | 1,906,148 | |

Scheme Ref: **S**
 No Units: **90** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

TABLE 3

| Balance (RLV - BLV) | 4,284,426 | Infrastructure Costs | | | | | | |
|---------------------|-----------|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| 70 | | 4,569,433 | 4,569,433 | 4,569,433 | 4,569,433 | 4,569,433 | 4,569,433 | 4,569,433 |
| 90 | | 4,476,592 | 4,476,592 | 4,476,592 | 4,476,592 | 4,476,592 | 4,476,592 | 4,476,592 |
| 110 | | 4,383,640 | 4,383,640 | 4,383,640 | 4,383,640 | 4,383,640 | 4,383,640 | 4,383,640 |
| 130 | | 4,290,613 | 4,290,613 | 4,290,613 | 4,290,613 | 4,290,613 | 4,290,613 | 4,290,613 |
| 150 | | 4,197,586 | 4,197,586 | 4,197,586 | 4,197,586 | 4,197,586 | 4,197,586 | 4,197,586 |
| CIL £psm | | 4,104,559 | 4,104,559 | 4,104,559 | 4,104,559 | 4,104,559 | 4,104,559 | 4,104,559 |
| 131.33 | | 4,011,532 | 4,011,532 | 4,011,532 | 4,011,532 | 4,011,532 | 4,011,532 | 4,011,532 |
| 210 | | 3,918,505 | 3,918,505 | 3,918,505 | 3,918,505 | 3,918,505 | 3,918,505 | 3,918,505 |
| 230 | | 3,825,478 | 3,825,478 | 3,825,478 | 3,825,478 | 3,825,478 | 3,825,478 | 3,825,478 |
| 250 | | 3,732,451 | 3,732,451 | 3,732,451 | 3,732,451 | 3,732,451 | 3,732,451 | 3,732,451 |
| 270 | | 3,639,242 | 3,639,242 | 3,639,242 | 3,639,242 | 3,639,242 | 3,639,242 | 3,639,242 |
| 290 | | 3,546,014 | 3,546,014 | 3,546,014 | 3,546,014 | 3,546,014 | 3,546,014 | 3,546,014 |
| 310 | | 3,452,787 | 3,452,787 | 3,452,787 | 3,452,787 | 3,452,787 | 3,452,787 | 3,452,787 |
| 330 | | 3,359,559 | 3,359,559 | 3,359,559 | 3,359,559 | 3,359,559 | 3,359,559 | 3,359,559 |
| 350 | | 3,266,332 | 3,266,332 | 3,266,332 | 3,266,332 | 3,266,332 | 3,266,332 | 3,266,332 |
| 370 | | 3,173,104 | 3,173,104 | 3,173,104 | 3,173,104 | 3,173,104 | 3,173,104 | 3,173,104 |
| 390 | | 3,079,839 | 3,079,839 | 3,079,839 | 3,079,839 | 3,079,839 | 3,079,839 | 3,079,839 |
| 410 | | 2,986,397 | 2,986,397 | 2,986,397 | 2,986,397 | 2,986,397 | 2,986,397 | 2,986,397 |
| 430 | | 2,892,955 | 2,892,955 | 2,892,955 | 2,892,955 | 2,892,955 | 2,892,955 | 2,892,955 |
| 450 | | 2,799,513 | 2,799,513 | 2,799,513 | 2,799,513 | 2,799,513 | 2,799,513 | 2,799,513 |
| 470 | | 2,706,072 | 2,706,072 | 2,706,072 | 2,706,072 | 2,706,072 | 2,706,072 | 2,706,072 |
| 490 | | 2,612,630 | 2,612,630 | 2,612,630 | 2,612,630 | 2,612,630 | 2,612,630 | 2,612,630 |
| 510 | | 2,519,133 | 2,519,133 | 2,519,133 | 2,519,133 | 2,519,133 | 2,519,133 | 2,519,133 |
| 530 | | 2,425,463 | 2,425,463 | 2,425,463 | 2,425,463 | 2,425,463 | 2,425,463 | 2,425,463 |
| 550 | | 2,331,793 | 2,331,793 | 2,331,793 | 2,331,793 | 2,331,793 | 2,331,793 | 2,331,793 |
| 570 | | 2,238,123 | 2,238,123 | 2,238,123 | 2,238,123 | 2,238,123 | 2,238,123 | 2,238,123 |

TABLE 4

| Balance (RLV - BLV) | 4,284,426 | Profit 20% | | | | | | |
|---------------------|-----------|------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| 70 | | 5,521,720 | 5,331,262 | 5,140,805 | 4,950,347 | 4,759,890 | 4,569,433 | 4,378,975 |
| 90 | | 5,428,879 | 5,238,422 | 5,047,964 | 4,857,507 | 4,667,050 | 4,476,592 | 4,286,135 |
| 110 | | 5,335,927 | 5,145,469 | 4,955,012 | 4,764,555 | 4,574,097 | 4,383,640 | 4,193,182 |
| 130 | | 5,242,900 | 5,052,442 | 4,861,985 | 4,671,527 | 4,481,070 | 4,290,613 | 4,100,155 |
| 150 | | 5,149,873 | 4,959,415 | 4,768,958 | 4,578,500 | 4,388,043 | 4,197,586 | 4,007,128 |
| CIL £psm | | 5,056,846 | 4,866,388 | 4,675,931 | 4,485,473 | 4,295,016 | 4,104,559 | 3,914,101 |
| 131.33 | | 4,963,819 | 4,773,361 | 4,582,904 | 4,392,446 | 4,201,989 | 4,011,532 | 3,821,074 |
| 210 | | 4,870,791 | 4,680,334 | 4,489,877 | 4,299,419 | 4,108,962 | 3,918,505 | 3,728,047 |
| 230 | | 4,777,764 | 4,587,307 | 4,396,850 | 4,206,392 | 4,015,935 | 3,825,478 | 3,635,020 |
| 250 | | 4,684,737 | 4,494,280 | 4,303,823 | 4,113,365 | 3,922,908 | 3,732,451 | 3,541,993 |
| 270 | | 4,591,528 | 4,401,071 | 4,210,614 | 4,020,156 | 3,829,699 | 3,639,242 | 3,448,784 |
| 290 | | 4,498,301 | 4,307,844 | 4,117,386 | 3,926,929 | 3,736,471 | 3,546,014 | 3,355,557 |
| 310 | | 4,405,073 | 4,214,616 | 4,024,159 | 3,833,701 | 3,643,244 | 3,452,787 | 3,262,329 |
| 330 | | 4,311,846 | 4,121,389 | 3,930,931 | 3,740,474 | 3,550,017 | 3,359,559 | 3,169,102 |
| 350 | | 4,218,619 | 4,028,161 | 3,837,704 | 3,647,247 | 3,456,789 | 3,266,332 | 3,075,874 |
| 370 | | 4,125,391 | 3,934,934 | 3,744,476 | 3,554,019 | 3,363,562 | 3,173,104 | 2,982,647 |
| 390 | | 4,032,125 | 3,841,668 | 3,651,211 | 3,460,753 | 3,270,296 | 3,079,839 | 2,889,381 |
| 410 | | 3,938,684 | 3,748,226 | 3,557,769 | 3,367,312 | 3,176,854 | 2,986,397 | 2,795,939 |
| 430 | | 3,845,242 | 3,654,785 | 3,464,327 | 3,273,870 | 3,083,412 | 2,892,955 | 2,702,498 |
| 450 | | 3,751,800 | 3,561,343 | 3,370,885 | 3,180,428 | 2,989,971 | 2,799,513 | 2,609,056 |
| 470 | | 3,658,358 | 3,467,901 | 3,277,444 | 3,086,986 | 2,896,529 | 2,706,072 | 2,515,614 |
| 490 | | 3,564,917 | 3,374,459 | 3,184,002 | 2,993,545 | 2,803,087 | 2,612,630 | 2,422,172 |
| 510 | | 3,471,420 | 3,280,962 | 3,090,505 | 2,900,048 | 2,709,590 | 2,519,133 | 2,328,676 |
| 530 | | 3,377,750 | 3,187,292 | 2,996,835 | 2,806,378 | 2,615,920 | 2,425,463 | 2,235,006 |
| 550 | | 3,284,080 | 3,093,622 | 2,903,165 | 2,712,708 | 2,522,250 | 2,331,793 | 2,141,336 |
| 570 | | 3,190,410 | 2,999,952 | 2,809,495 | 2,619,038 | 2,428,580 | 2,238,123 | 2,047,666 |

Scheme Ref: **S**
 No Units: **90** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 4,284,426 | BLV (per acre) | | | | | | |
|---------------------|-----------|----------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| CIL £psm 131.33 | 70 | 5,829,643 | 5,088,343 | 4,347,043 | 3,605,743 | 2,864,443 | 2,123,143 | 1,381,843 |
| | 90 | 5,736,802 | 4,995,502 | 4,254,202 | 3,512,902 | 2,771,602 | 2,030,302 | 1,289,002 |
| | 110 | 5,643,850 | 4,902,550 | 4,161,250 | 3,419,950 | 2,678,650 | 1,937,350 | 1,196,050 |
| | 130 | 5,550,823 | 4,809,523 | 4,068,223 | 3,326,923 | 2,585,623 | 1,844,323 | 1,103,023 |
| | 150 | 5,457,796 | 4,716,496 | 3,975,196 | 3,233,896 | 2,492,596 | 1,751,296 | 1,009,996 |
| | 170 | 5,364,769 | 4,623,469 | 3,882,169 | 3,140,869 | 2,399,569 | 1,658,269 | 916,969 |
| | 190 | 5,271,742 | 4,530,442 | 3,789,142 | 3,047,842 | 2,306,542 | 1,565,242 | 823,942 |
| | 210 | 5,178,715 | 4,437,415 | 3,696,115 | 2,954,815 | 2,213,515 | 1,472,215 | 730,915 |
| | 230 | 5,085,688 | 4,344,388 | 3,603,088 | 2,861,788 | 2,120,488 | 1,379,188 | 637,888 |
| | 250 | 4,992,661 | 4,251,361 | 3,510,061 | 2,768,761 | 2,027,461 | 1,286,161 | 544,861 |
| | 270 | 4,899,634 | 4,158,334 | 3,416,834 | 2,675,634 | 1,934,334 | 1,192,934 | 451,634 |
| | 290 | 4,806,607 | 4,065,307 | 3,323,607 | 2,582,507 | 1,841,207 | 1,099,727 | 358,427 |
| | 310 | 4,713,580 | 3,972,280 | 3,230,480 | 2,489,380 | 1,747,977 | 1,006,497 | 265,197 |
| | 330 | 4,619,553 | 3,879,253 | 3,137,353 | 2,396,253 | 1,654,869 | 913,269 | 171,969 |
| | 350 | 4,526,526 | 3,786,226 | 3,044,226 | 2,303,126 | 1,561,742 | 820,042 | 78,742 |
| | 370 | 4,433,499 | 3,693,199 | 2,951,099 | 2,209,999 | 1,468,614 | 726,814 | (14,486) |
| | 390 | 4,340,472 | 3,599,172 | 2,857,972 | 2,116,872 | 1,374,489 | 633,549 | (107,751) |
| | 410 | 4,247,445 | 3,506,145 | 2,764,845 | 2,023,745 | 1,281,361 | 540,279 | (201,193) |
| | 430 | 4,154,418 | 3,413,118 | 2,671,718 | 1,929,618 | 1,187,236 | 446,006 | (294,635) |
| | 450 | 4,061,391 | 3,320,091 | 2,578,591 | 1,835,491 | 1,093,106 | 352,736 | (388,077) |
| 470 | 3,968,364 | 3,227,064 | 2,485,464 | 1,742,364 | 1,000,000 | 259,600 | (481,518) | |
| 490 | 3,875,337 | 3,134,037 | 2,392,337 | 1,649,237 | 906,874 | 166,474 | (574,960) | |
| 510 | 3,782,310 | 3,041,010 | 2,299,210 | 1,556,107 | 813,748 | 72,348 | (668,457) | |
| 530 | 3,689,283 | 2,947,983 | 2,206,083 | 1,462,980 | 720,622 | (20,822) | (762,127) | |
| 550 | 3,596,256 | 2,854,956 | 2,112,956 | 1,369,853 | 627,496 | (114,497) | (855,797) | |
| 570 | 3,503,229 | 2,761,929 | 2,019,829 | 1,276,726 | 534,370 | (208,167) | (949,467) | |

TABLE 6

| Balance (RLV - BLV) | 4,284,426 | Density (dph) | | | | | | |
|---------------------|-----------|---------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| CIL £psm 131.33 | 70 | 4,569,433 | 5,440,460 | 5,963,077 | 6,311,488 | 6,560,353 | 6,747,001 | 6,892,173 |
| | 90 | 4,476,592 | 5,347,620 | 5,870,236 | 6,218,647 | 6,467,512 | 6,654,161 | 6,799,332 |
| | 110 | 4,383,640 | 5,254,667 | 5,777,284 | 6,125,695 | 6,374,560 | 6,561,209 | 6,706,380 |
| | 130 | 4,290,613 | 5,161,640 | 5,684,257 | 6,032,668 | 6,281,533 | 6,468,182 | 6,613,353 |
| | 150 | 4,197,586 | 5,068,613 | 5,591,230 | 5,939,641 | 6,188,506 | 6,375,154 | 6,520,326 |
| | 170 | 4,104,559 | 4,975,586 | 5,498,203 | 5,846,614 | 6,095,479 | 6,282,127 | 6,427,299 |
| | 190 | 4,011,532 | 4,882,559 | 5,405,176 | 5,753,587 | 6,002,452 | 6,189,100 | 6,334,272 |
| | 210 | 3,918,505 | 4,789,532 | 5,312,149 | 5,660,560 | 5,909,425 | 6,096,073 | 6,241,245 |
| | 230 | 3,825,478 | 4,696,505 | 5,219,122 | 5,567,533 | 5,816,398 | 6,003,046 | 6,148,218 |
| | 250 | 3,732,451 | 4,603,478 | 5,126,095 | 5,474,506 | 5,723,371 | 5,910,019 | 6,055,191 |
| | 270 | 3,639,424 | 4,510,451 | 5,032,886 | 5,381,297 | 5,630,162 | 5,816,810 | 5,961,982 |
| | 290 | 3,546,397 | 4,417,424 | 4,939,659 | 5,288,069 | 5,536,934 | 5,723,583 | 5,868,754 |
| | 310 | 3,453,370 | 4,324,397 | 4,846,432 | 5,194,842 | 5,443,707 | 5,630,355 | 5,775,527 |
| | 330 | 3,359,343 | 4,231,370 | 4,753,205 | 5,101,614 | 5,350,479 | 5,537,128 | 5,682,299 |
| | 350 | 3,266,316 | 4,138,343 | 4,659,978 | 5,008,387 | 5,257,252 | 5,443,901 | 5,589,072 |
| | 370 | 3,173,289 | 4,045,316 | 4,566,751 | 4,915,159 | 5,164,024 | 5,350,673 | 5,495,844 |
| | 390 | 3,079,262 | 3,952,289 | 4,473,524 | 4,821,932 | 5,070,759 | 5,257,407 | 5,402,579 |
| | 410 | 2,986,235 | 3,859,262 | 4,380,297 | 4,728,705 | 4,977,317 | 5,163,966 | 5,309,137 |
| | 430 | 2,893,208 | 3,766,235 | 4,287,070 | 4,635,478 | 4,883,875 | 5,070,524 | 5,215,695 |
| | 450 | 2,799,181 | 3,673,208 | 4,193,843 | 4,542,251 | 4,790,433 | 4,977,082 | 5,122,253 |
| 470 | 2,706,154 | 3,580,181 | 4,099,616 | 4,448,024 | 4,696,992 | 4,883,640 | 5,028,812 | |
| 490 | 2,613,127 | 3,487,154 | 4,006,389 | 4,354,797 | 4,603,550 | 4,790,199 | 4,935,370 | |
| 510 | 2,519,100 | 3,394,127 | 3,913,162 | 4,261,570 | 4,510,323 | 4,696,702 | 4,841,873 | |
| 530 | 2,425,073 | 3,301,100 | 3,819,935 | 4,168,343 | 4,416,985 | 4,603,032 | 4,748,203 | |
| 550 | 2,331,046 | 3,208,073 | 3,726,708 | 4,075,116 | 4,323,758 | 4,509,362 | 4,654,533 | |
| 570 | 2,237,019 | 3,115,046 | 3,632,481 | 3,981,889 | 4,229,531 | 4,415,692 | 4,560,863 | |

Scheme Ref: **S**
 No Units: **90** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

TABLE 7

| Balance (RLV - BLV) | 4,284,426 | Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | |
|---------------------|-----------|--|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 90% | 95% | 100% | 105% | 110% | 115% | 120% |
| 70 | | 5,766,910 | 5,168,171 | 4,569,433 | 3,970,272 | 3,370,850 | 2,770,939 | 2,170,703 |
| 90 | | 5,674,069 | 5,075,331 | 4,476,592 | 3,877,245 | 3,277,823 | 2,677,711 | 2,077,262 |
| 110 | | 5,581,229 | 4,982,490 | 4,383,640 | 3,784,218 | 3,184,676 | 2,584,484 | 1,983,820 |
| 130 | | 5,488,388 | 4,889,650 | 4,290,613 | 3,691,191 | 3,091,449 | 2,491,256 | 1,890,378 |
| 150 | | 5,395,548 | 4,796,809 | 4,197,586 | 3,598,164 | 2,998,221 | 2,397,987 | 1,796,936 |
| 170 | CIL £psm | 5,302,708 | 4,703,969 | 4,104,559 | 3,505,137 | 2,904,994 | 2,304,545 | 1,703,495 |
| 190 | 131.33 | 5,209,867 | 4,610,953 | 4,011,532 | 3,411,959 | 2,811,766 | 2,211,104 | 1,609,864 |
| 210 | | 5,117,027 | 4,517,926 | 3,918,505 | 3,318,731 | 2,718,539 | 2,117,662 | 1,516,194 |
| 230 | | 5,024,186 | 4,424,899 | 3,825,478 | 3,225,504 | 2,625,271 | 2,024,220 | 1,422,524 |
| 250 | | 4,931,294 | 4,331,872 | 3,732,451 | 3,132,277 | 2,531,829 | 1,930,778 | 1,328,854 |
| 270 | | 4,838,267 | 4,238,845 | 3,639,242 | 3,039,049 | 2,438,387 | 1,837,181 | 1,235,171 |
| 290 | | 4,745,240 | 4,145,818 | 3,546,014 | 2,945,822 | 2,344,946 | 1,743,511 | 1,141,258 |
| 310 | | 4,652,213 | 4,052,791 | 3,452,787 | 2,852,555 | 2,251,504 | 1,649,841 | 1,047,346 |
| 330 | | 4,559,186 | 3,959,752 | 3,359,559 | 2,759,113 | 2,158,062 | 1,556,171 | 953,434 |
| 350 | | 4,466,159 | 3,866,524 | 3,266,332 | 2,665,671 | 2,064,498 | 1,462,501 | 859,521 |
| 370 | | 4,373,132 | 3,773,297 | 3,173,104 | 2,572,230 | 1,970,828 | 1,368,642 | 765,409 |
| 390 | | 4,280,105 | 3,680,069 | 3,079,839 | 2,478,788 | 1,877,158 | 1,274,729 | 671,240 |
| 410 | | 4,187,034 | 3,586,842 | 2,986,397 | 2,385,346 | 1,783,488 | 1,180,817 | 577,071 |
| 430 | | 4,093,807 | 3,493,614 | 2,892,955 | 2,291,816 | 1,689,818 | 1,086,905 | 482,902 |
| 450 | | 4,000,579 | 3,400,387 | 2,799,513 | 2,198,146 | 1,596,025 | 992,891 | 388,480 |
| 470 | | 3,907,352 | 3,307,122 | 2,706,072 | 2,104,476 | 1,502,113 | 898,722 | 294,040 |
| 490 | | 3,814,125 | 3,213,681 | 2,612,630 | 2,010,806 | 1,408,200 | 804,553 | 199,601 |
| 510 | | 3,720,897 | 3,120,239 | 2,519,133 | 1,917,136 | 1,314,288 | 710,384 | 105,031 |
| 530 | | 3,627,670 | 3,026,797 | 2,425,463 | 1,823,408 | 1,220,373 | 616,093 | 10,307 |
| 550 | | 3,534,406 | 2,933,355 | 2,331,793 | 1,729,496 | 1,126,204 | 521,654 | (84,418) |
| 570 | | 3,440,964 | 2,839,914 | 2,238,123 | 1,635,584 | 1,032,035 | 427,214 | (179,231) |

TABLE 8

| Balance (RLV - BLV) | 4,284,426 | Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | |
|---------------------|-----------|---|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 90% | 95% | 100% | 105% | 110% | 115% | 120% |
| 70 | | 3,129,960 | 3,849,827 | 4,569,433 | 5,288,861 | 6,008,289 | 6,727,718 | 7,447,146 |
| 90 | | 3,036,933 | 3,756,800 | 4,476,592 | 5,196,021 | 5,915,449 | 6,634,877 | 7,354,305 |
| 110 | | 2,943,906 | 3,663,773 | 4,383,640 | 5,103,180 | 5,822,608 | 6,542,037 | 7,261,465 |
| 130 | | 2,850,879 | 3,570,746 | 4,290,613 | 5,010,340 | 5,729,768 | 6,449,196 | 7,168,624 |
| 150 | | 2,757,759 | 3,477,719 | 4,197,586 | 4,917,453 | 5,636,927 | 6,356,356 | 7,075,784 |
| 170 | CIL £psm | 2,664,531 | 3,384,692 | 4,104,559 | 4,824,426 | 5,544,087 | 6,263,515 | 6,982,944 |
| 190 | 131.33 | 2,571,304 | 3,291,665 | 4,011,532 | 4,731,399 | 5,451,247 | 6,170,675 | 6,890,103 |
| 210 | | 2,478,076 | 3,198,500 | 3,918,505 | 4,638,372 | 5,358,239 | 6,077,834 | 6,797,263 |
| 230 | | 2,384,849 | 3,105,273 | 3,825,478 | 4,545,345 | 5,265,212 | 5,984,994 | 6,704,422 |
| 250 | | 2,291,622 | 3,012,045 | 3,732,451 | 4,452,318 | 5,172,185 | 5,892,051 | 6,611,582 |
| 270 | | 2,198,291 | 2,918,818 | 3,639,242 | 4,359,291 | 5,079,157 | 5,799,024 | 6,518,741 |
| 290 | | 2,104,849 | 2,825,590 | 3,546,014 | 4,266,264 | 4,986,130 | 5,705,997 | 6,425,864 |
| 310 | | 2,011,407 | 2,732,363 | 3,452,787 | 4,173,210 | 4,893,103 | 5,612,970 | 6,332,837 |
| 330 | | 1,917,966 | 2,639,065 | 3,359,559 | 4,079,983 | 4,800,076 | 5,519,943 | 6,239,810 |
| 350 | | 1,824,524 | 2,545,623 | 3,266,332 | 3,986,755 | 4,707,049 | 5,426,916 | 6,146,783 |
| 370 | | 1,731,035 | 2,452,181 | 3,173,104 | 3,893,528 | 4,613,952 | 5,333,889 | 6,053,756 |
| 390 | | 1,637,365 | 2,358,739 | 3,079,839 | 3,800,301 | 4,520,724 | 5,240,862 | 5,960,729 |
| 410 | | 1,543,695 | 2,265,298 | 2,986,397 | 3,707,073 | 4,427,497 | 5,147,835 | 5,867,702 |
| 430 | | 1,450,025 | 2,171,856 | 2,892,955 | 3,613,846 | 4,334,269 | 5,054,693 | 5,774,675 |
| 450 | | 1,356,355 | 2,078,249 | 2,799,513 | 3,520,612 | 4,241,042 | 4,961,466 | 5,681,648 |
| 470 | | 1,262,561 | 1,984,579 | 2,706,072 | 3,427,171 | 4,147,815 | 4,868,238 | 5,588,621 |
| 490 | | 1,168,649 | 1,890,909 | 2,612,630 | 3,333,729 | 4,054,587 | 4,775,011 | 5,495,435 |
| 510 | | 1,074,736 | 1,797,239 | 2,519,133 | 3,240,287 | 3,961,360 | 4,681,783 | 5,402,207 |
| 530 | | 980,824 | 1,703,569 | 2,425,463 | 3,146,846 | 3,867,945 | 4,588,556 | 5,308,980 |
| 550 | | 886,831 | 1,609,720 | 2,331,793 | 3,053,404 | 3,774,503 | 4,495,329 | 5,215,752 |
| 570 | | 792,662 | 1,515,808 | 2,238,123 | 2,959,962 | 3,681,061 | 4,402,101 | 5,122,525 |

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: **S**
No Units: **90** **Location / Value Zone:** **Higher** **Development Scenario:** **Greenfield**
Notes:

[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: | S |
|---|------------|
| No Units: | 90 |
| Location / Value Zone: | Higher |
| Development Scenario: | Greenfield |
| Notes: | 0 |
| Total GDV (£) | 29,903,004 |
| 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) | 7,663.47 |
| CIL (£) | 689,713 |
| Site Specific S106 (£ per unit) | 7,000 |
| Site Specific S106 (£) | 630,000 |
| Sub-total CIL+S106 (£ per unit) | 14,663 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 14,663 |
| Total Developers Profit (£) | 4,850,230 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 16.22% |
| Developers Profit (% on costs) | 30.01% |
| RLV (£) | 7,768,536 |
| RLV (£/acre) | 1,047,961 |
| RLV (£/ha) | 2,589,512 |
| Balance for Plan VA: | |
| BLV (£) | 3,484,110 |
| BLV (£/acre) | 470,000 |
| BLV (£/ha) | 1,161,370 |
| Surplus/Deficit | 4,284,426 |
| Surplus/Deficit (£/acre) | 577,961 |
| Surplus/Deficit (£/ha) | 1,428,142 |
| 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: **T**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|-----------------------------|---|----------------------|
| Total number of units in scheme | | | 50 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% | | | |
| CIL Rate (£ psm) | | | 100% | | | |
| | | | 131.33 £ psm | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 10.0% | 3.3 | 15.0% | 2.6 | 12% | 5.9 |
| 2 bed House | 25.0% | 8.1 | 30.0% | 5.3 | 27% | 13.4 |
| 3 bed House | 35.0% | 11.4 | 40.0% | 7.0 | 37% | 18.4 |
| 4 bed House | 5.0% | 1.6 | 7.5% | 1.3 | 6% | 2.9 |
| 5 bed House | 5.0% | 1.6 | 7.5% | 1.3 | 6% | 2.9 |
| 1 bed Flat | 7.0% | 2.3 | 0.0% | 0.0 | 5% | 2.3 |
| 2 bed Flat | 13.0% | 4.2 | 0.0% | 0.0 | 8% | 4.2 |
| Total number of units | 100.0% | 32.5 | 100.0% | 17.5 | 100% | 50.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (sqm) | (sqft) | |
| 1 bed House | 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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqm) | (sqft) |
| 1 bed House | 202 | 2,169 | 163 | 1,752 | 364 | 3,921 |
| 2 bed House | 642 | 6,909 | 415 | 4,464 | 1,057 | 11,373 |
| 3 bed House | 1,138 | 12,244 | 700 | 7,535 | 1,838 | 19,779 |
| 4 bed House | 187 | 2,012 | 151 | 1,625 | 338 | 3,636 |
| 5 bed House | 268 | 2,886 | 217 | 2,331 | 485 | 5,217 |
| 1 bed Flat | 134 | 1,440 | 0 | 0 | 134 | 1,440 |
| 2 bed Flat | 348 | 3,745 | 0 | 0 | 348 | 3,745 |
| | 2,918 | 31,405 | 1,645 | 17,707 | 4,563 | 49,112 |
| AH % by floor area: | | | 36.05% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV (£) (no AH) | | |
| 1 bed House | 300,000 | 4,839 | 450 | 1,762,500 | | |
| 2 bed House | 350,000 | 4,430 | 412 | 4,681,250 | | |
| 3 bed House | 420,000 | 4,200 | 390 | 7,717,500 | | |
| 4 bed House | 500,000 | 4,348 | 404 | 1,468,750 | | |
| 5 bed House | 600,000 | 3,636 | 338 | 1,762,500 | | |
| 1 bed Flat | 235,200 | 4,704 | 437 | 535,080 | | |
| 2 bed Flat | 286,000 | 4,086 | 380 | 1,208,350 | | |
| | | | | 19,135,930 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 2 bed House | 210,000 | 60% | 154,000 | 44% | 266,000 | 76% |
| 3 bed House | 252,000 | 60% | 184,800 | 44% | 319,200 | 76% |
| 4 bed House | 300,000 | 60% | 220,000 | 44% | 380,000 | 76% |
| 5 bed House | 360,000 | 60% | 264,000 | 44% | 456,000 | 76% |
| 1 bed Flat | 141,120 | 60% | 103,488 | 44% | 178,752 | 76% |
| 2 bed Flat | 171,600 | 60% | 125,840 | 44% | 217,360 | 76% |

Scheme Ref: **T**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | | |
|---|-----------|---|----------------------------------|--|-------------------|
| OMS GDV - (part houses due to % mix) | | | | | |
| 1 bed House | 3.3 | @ | 300,000 | | 975,000 |
| 2 bed House | 8.1 | @ | 350,000 | | 2,843,750 |
| 3 bed House | 11.4 | @ | 420,000 | | 4,777,500 |
| 4 bed House | 1.6 | @ | 500,000 | | 812,500 |
| 5 bed House | 1.6 | @ | 600,000 | | 975,000 |
| 1 bed Flat | 2.3 | @ | 235,200 | | 535,080 |
| 2 bed Flat | 4.2 | @ | 286,000 | | 1,208,350 |
| | 32.5 | | | | 12,127,180 |
| Affordable Rent GDV - | | | | | |
| 1 bed House | 2.0 | @ | 180,000 | | 354,375 |
| 2 bed House | 3.9 | @ | 210,000 | | 826,875 |
| 3 bed House | 5.3 | @ | 252,000 | | 1,323,000 |
| 4 bed House | 1.0 | @ | 300,000 | | 295,313 |
| 5 bed House | 1.0 | @ | 360,000 | | 354,375 |
| 1 bed Flat | 0.0 | @ | 141,120 | | - |
| 2 bed Flat | 0.0 | @ | 171,600 | | - |
| | 13.1 | | | | 3,153,938 |
| Social Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 132,000 | | - |
| 2 bed House | 0.0 | @ | 154,000 | | - |
| 3 bed House | 0.0 | @ | 184,800 | | - |
| 4 bed House | 0.0 | @ | 220,000 | | - |
| 5 bed House | 0.0 | @ | 264,000 | | - |
| 1 bed Flat | 0.0 | @ | 103,488 | | - |
| 2 bed Flat | 0.0 | @ | 125,840 | | - |
| | 0.0 | | | | - |
| Intermediate GDV - | | | | | |
| 1 bed House | 0.7 | @ | 228,000 | | 149,625 |
| 2 bed House | 1.3 | @ | 266,000 | | 349,125 |
| 3 bed House | 1.8 | @ | 319,200 | | 558,600 |
| 4 bed House | 0.3 | @ | 380,000 | | 124,688 |
| 5 bed House | 0.3 | @ | 456,000 | | 149,625 |
| 1 bed Flat | 0.0 | @ | 178,752 | | - |
| 2 bed Flat | 0.0 | @ | 217,360 | | - |
| | 4.4 | | | | 1,331,663 |
| Sub-total GDV Residential | 50 | | | | 16,612,780 |
| AH on-site cost analysis: | | | | EMV (no AH) less £GDV (inc. AH) | 2,523,150 |
| | | | 553 £ psm (total GIA sqm) | 50,463 £ per unit (total units) | |
| Grant | 50 | @ | 0 | | - |
| Total GDV | | | | | 16,612,780 |

| DEVELOPMENT COSTS | | | | | |
|---|-------------------------|-------------------------|--|-----------------------------------|------------------|
| Initial Payments - | | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | | (70,000) |
| Statutory Planning Fees (Residential) | | | | | (23,100) |
| CIL | | 2,918 sqm (Market only) | | 131.33 £ psm | (383,174) |
| CIL analysis: | | 2.31% % of GDV | | 7,663 £ 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 | 50 units @ | | 7,000 per unit | (350,000) |
| S106 analysis: | 210,000 £ per ha | 2.11% % of GDV | | 7,000 £ per unit (total ur | (350,000) |
| AH Commuted Sum | | 4,563 sqm (total) | | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | | |

Scheme Ref: **T**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| | | | | | | |
|--|------------|------------------|----------------|------------------------------|---------------------------------------|---------------------|
| <i>cont/</i> | | | | | | |
| Construction Costs - | | | | | | |
| Site Clearance and Demolition | | 4.12 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 | | 50 units @ | 0 per unit | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total ur | | - |
| 1 bed House | | 364 sqm @ | | 1,308 psm | | (476,439) |
| 2 bed House | | 1,057 sqm @ | | 1,308 psm | | (1,382,066) |
| 3 bed House | | 1,838 sqm @ | | 1,308 psm | | (2,403,450) |
| 4 bed House | | 338 sqm @ | | 1,308 psm | | (441,859) |
| 5 bed House | | 485 sqm @ | | 1,308 psm | | (633,971) |
| 1 bed Flat | | 134 sqm @ | | 1,439 psm | | (192,572) |
| 2 bed Flat | 4,563 | 348 sqm @ | | 1,439 psm | | (500,687) |
| External works | | 6,031,044 @ | | 15.0% 18,093 £ per unit | | (904,657) |
| M4(2) Category 2 Housing | Aff units | 18 units @ | 100% @ | 521 £ per unit | | (9,118) |
| M4(3) Category 3 Housing | Aff units | 18 units @ | 0% @ | 10,111 £ per unit | | - |
| M4(2) Category 2 Housing | Mrkt units | 33 units @ | 15% @ | 521 £ per unit | | (2,540) |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | | - |
| Water Efficiency additional cost | | 50 units @ | | 10 £ per unit | | (500) |
| Contingency | | 6,947,858 @ | | 3.0% | | (208,436) |
| Professional Fees | | 6,947,858 @ | | 6.5% | | (451,611) |
| Disposal Costs - | | | | | | |
| Residential Sales Agent Costs | | 12,127,180 OMS @ | | 1.00% | 2,425 £ per unit | (121,272) |
| Residential Sales Legal Costs | | 12,127,180 OMS @ | | 0.50% | 1,213 £ per unit | (60,636) |
| Marketing and Promotion | | 12,127,180 OMS @ | | 3.00% | 7,276 £ per unit 10,914 £ per unit | (363,815) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | | (37,624) |
| Developers Profit - | | | | | | |
| Margin on AH | | 4,485,600 | | 6.00% on AH values | | (269,136) |
| Profit on OMS | | 12,127,180 | | 20.00% | | (2,425,436) |
| Profit analysis: | | | | | | |
| | | 9,017,525 | | 29.88% on costs | | (2,694,572) |
| | | 16,612,780 | | 16.22% blended | | (2,694,572) |
| TOTAL COSTS | | | | | | (11,712,097) |

| | | | | | | |
|----------------------------------|--|-------------------|--------------------|----------------------|--|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | | |
| Residual Land Value (gross) | | | | | | 4,900,683 |
| SDLT | | 4,900,683 @ | | (slabbed) | | (234,534) |
| Acquisition Agent fees | | 4,900,683 @ | | 1.0% | | (49,007) |
| Acquisition Legal fees | | 4,900,683 @ | | 0.5% | | (24,503) |
| Interest on Land | | 4,900,683 @ | | 6.25% | | (306,293) |
| Residual Land Value | | | | | | 4,286,346 |
| RLV analysis: | | 85,727 £ per plot | 2,571,807 £ per ha | 1,040,796 £ per acre | | |

| | | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|--|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | | |
| Residential Density | | 30.0 dph | | | | |
| Site Area (Net) | | 1.67 ha | | 4.12 acres | | |
| Density analysis: | | 2,738 sqm/ha | | 11,925 sqft/ac | | |
| Benchmark Land Value (Net) | 45,302 £ per plot | 1,359,050 £ per ha | | 550,000 £ per acre | | 2,265,083 |

| | | | | | | |
|-------------------|--|--------------------|--|--------------------|--|------------------|
| BALANCE | | | | | | |
| Surplus/(Deficit) | | 1,212,757 £ per ha | | 490,796 £ per acre | | 2,021,262 |

Scheme Ref: **T**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | 2,021,262 | Affordable Housing - % on site 35% | | | | | | |
|---------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| CIL £psm 131.33 | 70 | 2,432,806 | 2,348,845 | 2,264,884 | 2,180,881 | 2,096,634 | 2,012,388 | 1,928,141 |
| | 90 | 2,368,725 | 2,288,769 | 2,208,813 | 2,128,857 | 2,048,717 | 1,968,463 | 1,888,209 |
| | 110 | 2,304,643 | 2,228,692 | 2,152,742 | 2,076,791 | 2,000,799 | 1,924,539 | 1,848,278 |
| | 130 | 2,240,412 | 2,168,616 | 2,096,670 | 2,024,725 | 1,952,779 | 1,880,614 | 1,808,347 |
| | 150 | 2,176,125 | 2,108,500 | 2,040,599 | 1,972,659 | 1,904,718 | 1,836,690 | 1,768,416 |
| | 170 | 2,111,838 | 2,048,231 | 1,984,528 | 1,920,592 | 1,856,657 | 1,792,721 | 1,728,484 |
| | 190 | 2,047,551 | 1,987,962 | 1,928,373 | 1,868,526 | 1,808,596 | 1,748,665 | 1,688,553 |
| | 210 | 1,983,264 | 1,927,693 | 1,872,122 | 1,816,460 | 1,760,535 | 1,704,609 | 1,648,622 |
| | 230 | 1,918,975 | 1,867,424 | 1,815,871 | 1,764,318 | 1,712,474 | 1,660,554 | 1,608,633 |
| | 250 | 1,854,469 | 1,807,155 | 1,759,620 | 1,712,084 | 1,664,413 | 1,616,498 | 1,568,582 |
| | 270 | 1,789,962 | 1,746,824 | 1,703,369 | 1,659,851 | 1,616,334 | 1,572,442 | 1,528,532 |
| | 290 | 1,725,455 | 1,686,349 | 1,647,118 | 1,607,618 | 1,568,119 | 1,528,386 | 1,488,481 |
| | 310 | 1,660,949 | 1,625,874 | 1,590,800 | 1,555,385 | 1,519,904 | 1,484,330 | 1,448,430 |
| | 330 | 1,596,442 | 1,565,399 | 1,534,356 | 1,503,152 | 1,471,688 | 1,440,225 | 1,408,379 |
| | 350 | 1,531,710 | 1,504,924 | 1,477,913 | 1,450,902 | 1,423,473 | 1,396,027 | 1,368,328 |
| | 370 | 1,466,969 | 1,444,429 | 1,421,470 | 1,398,490 | 1,375,258 | 1,351,830 | 1,328,277 |
| | 390 | 1,402,228 | 1,383,735 | 1,365,026 | 1,346,079 | 1,327,043 | 1,307,633 | 1,288,223 |
| | 410 | 1,337,487 | 1,323,040 | 1,308,583 | 1,293,667 | 1,278,751 | 1,263,436 | 1,248,044 |
| | 430 | 1,272,627 | 1,262,346 | 1,251,945 | 1,241,255 | 1,230,371 | 1,219,238 | 1,207,864 |
| | 450 | 1,207,638 | 1,201,651 | 1,195,297 | 1,188,843 | 1,181,991 | 1,175,041 | 1,167,685 |
| 470 | 1,142,648 | 1,140,849 | 1,138,648 | 1,136,341 | 1,133,611 | 1,130,790 | 1,127,506 | |
| 490 | 1,077,659 | 1,079,922 | 1,082,000 | 1,083,739 | 1,085,231 | 1,086,441 | 1,087,326 | |
| 510 | 1,012,547 | 1,018,994 | 1,025,319 | 1,031,137 | 1,036,851 | 1,042,093 | 1,047,147 | |
| 530 | 947,295 | 958,067 | 968,453 | 978,535 | 988,366 | 997,745 | 1,006,968 | |
| 550 | 882,042 | 897,061 | 911,588 | 925,933 | 939,810 | 953,396 | 966,702 | |
| 570 | 816,790 | 835,887 | 854,722 | 873,232 | 891,254 | 909,048 | 926,385 | |

TABLE 2

| Balance (RLV - BLV) | 2,021,262 | Site Specific S106 100% (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|-----------|---|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| CIL £psm 131.33 | 70 | 2,180,881 | 2,150,225 | 2,119,569 | 2,088,899 | 2,058,224 | 2,027,550 | 1,996,875 |
| | 90 | 2,128,857 | 2,098,182 | 2,067,508 | 2,036,833 | 2,006,158 | 1,975,483 | 1,944,809 |
| | 110 | 2,076,791 | 2,046,116 | 2,015,441 | 1,984,767 | 1,954,092 | 1,923,417 | 1,892,743 |
| | 130 | 2,024,725 | 1,994,050 | 1,963,375 | 1,932,701 | 1,902,026 | 1,871,351 | 1,840,676 |
| | 150 | 1,972,659 | 1,941,984 | 1,911,309 | 1,880,634 | 1,849,960 | 1,819,285 | 1,788,610 |
| | 170 | 1,920,592 | 1,889,918 | 1,859,243 | 1,828,568 | 1,797,894 | 1,767,219 | 1,736,544 |
| | 190 | 1,868,526 | 1,837,852 | 1,807,177 | 1,776,502 | 1,745,828 | 1,715,153 | 1,684,478 |
| | 210 | 1,816,460 | 1,785,786 | 1,755,111 | 1,724,436 | 1,693,761 | 1,663,078 | 1,632,383 |
| | 230 | 1,764,318 | 1,733,623 | 1,702,928 | 1,672,234 | 1,641,539 | 1,610,845 | 1,580,150 |
| | 250 | 1,712,084 | 1,681,390 | 1,650,695 | 1,620,001 | 1,589,306 | 1,558,612 | 1,527,917 |
| | 270 | 1,659,851 | 1,629,157 | 1,598,462 | 1,567,768 | 1,537,073 | 1,506,378 | 1,475,684 |
| | 290 | 1,607,618 | 1,576,924 | 1,546,229 | 1,515,534 | 1,484,840 | 1,454,145 | 1,423,451 |
| | 310 | 1,555,385 | 1,524,691 | 1,493,996 | 1,463,301 | 1,432,607 | 1,401,912 | 1,371,218 |
| | 330 | 1,503,152 | 1,472,457 | 1,441,763 | 1,411,068 | 1,380,374 | 1,349,679 | 1,318,985 |
| | 350 | 1,450,902 | 1,420,186 | 1,389,470 | 1,358,755 | 1,328,039 | 1,297,323 | 1,266,607 |
| | 370 | 1,398,490 | 1,367,774 | 1,337,059 | 1,306,343 | 1,275,627 | 1,244,911 | 1,214,195 |
| | 390 | 1,346,079 | 1,315,363 | 1,284,647 | 1,253,931 | 1,223,215 | 1,192,499 | 1,161,784 |
| | 410 | 1,293,667 | 1,262,951 | 1,232,235 | 1,201,519 | 1,170,804 | 1,140,088 | 1,109,372 |
| | 430 | 1,241,255 | 1,210,539 | 1,179,824 | 1,149,108 | 1,118,392 | 1,087,676 | 1,056,960 |
| | 450 | 1,188,843 | 1,158,128 | 1,127,412 | 1,096,696 | 1,065,980 | 1,035,250 | 1,004,512 |
| 470 | 1,136,341 | 1,105,602 | 1,074,864 | 1,044,125 | 1,013,387 | 982,648 | 951,910 | |
| 490 | 1,083,739 | 1,053,000 | 1,022,262 | 991,523 | 960,785 | 930,046 | 899,308 | |
| 510 | 1,031,137 | 1,000,398 | 969,660 | 938,921 | 908,183 | 877,444 | 846,706 | |
| 530 | 978,535 | 947,796 | 917,058 | 886,319 | 855,581 | 824,842 | 794,104 | |
| 550 | 925,933 | 895,194 | 864,456 | 833,717 | 802,979 | 772,224 | 741,461 | |
| 570 | 873,232 | 842,470 | 811,707 | 780,945 | 750,182 | 719,420 | 688,657 | |

Scheme Ref: **T**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| Balance (RLV - BLV) | 2,021,262 | Infrastructure Costs | | | | | | | |
|---------------------|-----------|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% | |
| | | 70 | 2,180,881 | 2,180,881 | 2,180,881 | 2,180,881 | 2,180,881 | 2,180,881 | 2,180,881 |
| | | 90 | 2,128,857 | 2,128,857 | 2,128,857 | 2,128,857 | 2,128,857 | 2,128,857 | 2,128,857 |
| | | 110 | 2,076,791 | 2,076,791 | 2,076,791 | 2,076,791 | 2,076,791 | 2,076,791 | 2,076,791 |
| | | 130 | 2,024,725 | 2,024,725 | 2,024,725 | 2,024,725 | 2,024,725 | 2,024,725 | 2,024,725 |
| | | 150 | 1,972,659 | 1,972,659 | 1,972,659 | 1,972,659 | 1,972,659 | 1,972,659 | 1,972,659 |
| CIL £psm | | 170 | 1,920,592 | 1,920,592 | 1,920,592 | 1,920,592 | 1,920,592 | 1,920,592 | 1,920,592 |
| 131.33 | | 190 | 1,868,526 | 1,868,526 | 1,868,526 | 1,868,526 | 1,868,526 | 1,868,526 | 1,868,526 |
| | | 210 | 1,816,460 | 1,816,460 | 1,816,460 | 1,816,460 | 1,816,460 | 1,816,460 | 1,816,460 |
| | | 230 | 1,764,318 | 1,764,318 | 1,764,318 | 1,764,318 | 1,764,318 | 1,764,318 | 1,764,318 |
| | | 250 | 1,712,084 | 1,712,084 | 1,712,084 | 1,712,084 | 1,712,084 | 1,712,084 | 1,712,084 |
| | | 270 | 1,659,851 | 1,659,851 | 1,659,851 | 1,659,851 | 1,659,851 | 1,659,851 | 1,659,851 |
| | | 290 | 1,607,618 | 1,607,618 | 1,607,618 | 1,607,618 | 1,607,618 | 1,607,618 | 1,607,618 |
| | | 310 | 1,555,385 | 1,555,385 | 1,555,385 | 1,555,385 | 1,555,385 | 1,555,385 | 1,555,385 |
| | | 330 | 1,503,152 | 1,503,152 | 1,503,152 | 1,503,152 | 1,503,152 | 1,503,152 | 1,503,152 |
| | | 350 | 1,450,902 | 1,450,902 | 1,450,902 | 1,450,902 | 1,450,902 | 1,450,902 | 1,450,902 |
| | | 370 | 1,398,490 | 1,398,490 | 1,398,490 | 1,398,490 | 1,398,490 | 1,398,490 | 1,398,490 |
| | | 390 | 1,346,079 | 1,346,079 | 1,346,079 | 1,346,079 | 1,346,079 | 1,346,079 | 1,346,079 |
| | | 410 | 1,293,667 | 1,293,667 | 1,293,667 | 1,293,667 | 1,293,667 | 1,293,667 | 1,293,667 |
| | | 430 | 1,241,255 | 1,241,255 | 1,241,255 | 1,241,255 | 1,241,255 | 1,241,255 | 1,241,255 |
| | | 450 | 1,188,843 | 1,188,843 | 1,188,843 | 1,188,843 | 1,188,843 | 1,188,843 | 1,188,843 |
| | | 470 | 1,136,341 | 1,136,341 | 1,136,341 | 1,136,341 | 1,136,341 | 1,136,341 | 1,136,341 |
| | | 490 | 1,083,739 | 1,083,739 | 1,083,739 | 1,083,739 | 1,083,739 | 1,083,739 | 1,083,739 |
| | | 510 | 1,031,137 | 1,031,137 | 1,031,137 | 1,031,137 | 1,031,137 | 1,031,137 | 1,031,137 |
| | | 530 | 978,535 | 978,535 | 978,535 | 978,535 | 978,535 | 978,535 | 978,535 |
| | | 550 | 925,933 | 925,933 | 925,933 | 925,933 | 925,933 | 925,933 | 925,933 |
| | | 570 | 873,232 | 873,232 | 873,232 | 873,232 | 873,232 | 873,232 | 873,232 |

| Balance (RLV - BLV) | 2,021,262 | Profit 20% | | | | | | | |
|---------------------|-----------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% | |
| | | 70 | 2,709,930 | 2,604,120 | 2,498,310 | 2,392,501 | 2,286,691 | 2,180,881 | 2,075,072 |
| | | 90 | 2,657,905 | 2,552,096 | 2,446,286 | 2,340,476 | 2,234,667 | 2,128,857 | 2,023,047 |
| | | 110 | 2,605,839 | 2,500,029 | 2,394,220 | 2,288,410 | 2,182,600 | 2,076,791 | 1,970,981 |
| | | 130 | 2,553,773 | 2,447,963 | 2,342,154 | 2,236,344 | 2,130,534 | 2,024,725 | 1,918,915 |
| | | 150 | 2,501,707 | 2,395,897 | 2,290,088 | 2,184,278 | 2,078,468 | 1,972,659 | 1,866,849 |
| CIL £psm | | 170 | 2,449,641 | 2,343,831 | 2,238,021 | 2,132,212 | 2,026,402 | 1,920,592 | 1,814,783 |
| 131.33 | | 190 | 2,397,575 | 2,291,765 | 2,185,955 | 2,080,146 | 1,974,336 | 1,868,526 | 1,762,717 |
| | | 210 | 2,345,508 | 2,239,699 | 2,133,889 | 2,028,080 | 1,922,270 | 1,816,460 | 1,710,651 |
| | | 230 | 2,293,366 | 2,187,556 | 2,081,747 | 1,975,937 | 1,870,127 | 1,764,318 | 1,658,508 |
| | | 250 | 2,241,133 | 2,135,323 | 2,029,513 | 1,923,704 | 1,817,894 | 1,712,084 | 1,606,275 |
| | | 270 | 2,188,900 | 2,083,090 | 1,977,280 | 1,871,471 | 1,765,661 | 1,659,851 | 1,554,042 |
| | | 290 | 2,136,666 | 2,030,857 | 1,925,047 | 1,819,238 | 1,713,428 | 1,607,618 | 1,501,809 |
| | | 310 | 2,084,433 | 1,978,624 | 1,872,814 | 1,767,004 | 1,661,195 | 1,555,385 | 1,449,575 |
| | | 330 | 2,032,200 | 1,926,391 | 1,820,581 | 1,714,771 | 1,608,962 | 1,503,152 | 1,397,342 |
| | | 350 | 1,979,950 | 1,874,141 | 1,768,331 | 1,662,521 | 1,556,712 | 1,450,902 | 1,345,092 |
| | | 370 | 1,927,539 | 1,821,729 | 1,715,919 | 1,610,110 | 1,504,300 | 1,398,490 | 1,292,681 |
| | | 390 | 1,875,127 | 1,769,317 | 1,663,508 | 1,557,698 | 1,451,888 | 1,346,079 | 1,240,269 |
| | | 410 | 1,822,715 | 1,716,905 | 1,611,096 | 1,505,286 | 1,399,477 | 1,293,667 | 1,187,857 |
| | | 430 | 1,770,303 | 1,664,494 | 1,558,684 | 1,452,874 | 1,347,065 | 1,241,255 | 1,135,446 |
| | | 450 | 1,717,892 | 1,612,082 | 1,506,272 | 1,400,463 | 1,294,653 | 1,188,843 | 1,083,034 |
| | | 470 | 1,665,389 | 1,559,579 | 1,453,769 | 1,347,960 | 1,242,150 | 1,136,341 | 1,030,531 |
| | | 490 | 1,612,787 | 1,506,977 | 1,401,168 | 1,295,358 | 1,189,548 | 1,083,739 | 977,929 |
| | | 510 | 1,560,185 | 1,454,375 | 1,348,566 | 1,242,756 | 1,136,946 | 1,031,137 | 925,327 |
| | | 530 | 1,507,583 | 1,401,773 | 1,295,964 | 1,190,154 | 1,084,344 | 978,535 | 872,725 |
| | | 550 | 1,454,981 | 1,349,171 | 1,243,362 | 1,137,552 | 1,031,742 | 925,933 | 820,123 |
| | | 570 | 1,402,280 | 1,296,471 | 1,190,661 | 1,084,851 | 979,042 | 873,232 | 767,422 |

Scheme Ref: **T**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| Balance (RLV - BLV) | 2,021,262 | BLV (per acre) | | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
|---------------------|-----------|----------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 300,000 | 400,000 | | | | | |
| CIL £psm 131.33 | 70 | 3,210,465 | 2,798,631 | 2,386,798 | 1,974,965 | 1,563,131 | 1,151,298 | 739,465 |
| | 90 | 3,158,440 | 2,746,607 | 2,334,774 | 1,922,940 | 1,511,107 | 1,099,274 | 687,440 |
| | 110 | 3,106,374 | 2,694,541 | 2,282,707 | 1,870,874 | 1,459,041 | 1,047,207 | 635,374 |
| | 130 | 3,054,308 | 2,642,475 | 2,230,641 | 1,818,808 | 1,406,975 | 995,141 | 583,308 |
| | 150 | 3,002,242 | 2,590,409 | 2,178,575 | 1,766,742 | 1,354,909 | 943,075 | 531,242 |
| | 170 | 2,950,176 | 2,538,342 | 2,126,509 | 1,714,676 | 1,302,842 | 891,009 | 479,176 |
| | 190 | 2,898,110 | 2,486,276 | 2,074,443 | 1,662,610 | 1,250,776 | 838,943 | 427,110 |
| | 210 | 2,846,044 | 2,434,210 | 2,022,377 | 1,610,544 | 1,198,710 | 786,877 | 375,044 |
| | 230 | 2,793,978 | 2,382,144 | 1,970,311 | 1,558,478 | 1,146,644 | 734,811 | 322,978 |
| | 250 | 2,741,912 | 2,329,078 | 1,918,245 | 1,506,412 | 1,094,578 | 682,745 | 270,912 |
| | 270 | 2,689,846 | 2,277,012 | 1,866,179 | 1,454,346 | 1,042,512 | 630,679 | 218,846 |
| | 290 | 2,637,780 | 2,224,946 | 1,814,113 | 1,402,280 | 990,446 | 578,613 | 166,780 |
| | 310 | 2,585,714 | 2,172,880 | 1,762,047 | 1,350,214 | 938,380 | 526,547 | 114,714 |
| | 330 | 2,533,648 | 2,120,814 | 1,709,981 | 1,298,148 | 886,314 | 474,481 | 62,648 |
| | 350 | 2,481,582 | 2,068,748 | 1,657,915 | 1,246,082 | 834,248 | 422,415 | 10,582 |
| | 370 | 2,429,516 | 2,016,682 | 1,605,849 | 1,194,016 | 782,182 | 370,349 | (41,484) |
| | 390 | 2,377,450 | 1,964,616 | 1,553,783 | 1,141,950 | 730,116 | 318,283 | (93,418) |
| | 410 | 2,325,384 | 1,912,550 | 1,501,717 | 1,089,884 | 678,050 | 266,217 | (145,352) |
| | 430 | 2,273,318 | 1,860,484 | 1,449,651 | 1,037,818 | 625,984 | 214,151 | (207,286) |
| | 450 | 2,221,252 | 1,808,418 | 1,397,585 | 985,752 | 573,918 | 162,085 | (259,220) |
| 470 | 2,169,186 | 1,756,352 | 1,345,519 | 933,686 | 521,852 | 110,019 | (311,154) | |
| 490 | 2,117,120 | 1,704,286 | 1,293,453 | 881,620 | 469,786 | 57,953 | (363,088) | |
| 510 | 2,065,054 | 1,652,220 | 1,241,387 | 829,554 | 417,720 | 5,887 | (415,022) | |
| 530 | 2,012,988 | 1,599,154 | 1,189,321 | 777,488 | 365,654 | (46,181) | (467,056) | |
| 550 | 1,960,922 | 1,547,088 | 1,137,255 | 725,422 | 313,588 | (108,115) | (519,090) | |
| 570 | 1,908,856 | 1,495,022 | 1,085,189 | 673,356 | 261,522 | (160,049) | (571,124) | |

| Balance (RLV - BLV) | 2,021,262 | Density (dph) | | 50 | 60 | 70 | 80 | 90 |
|---------------------|-----------|---------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 30 | 40 | | | | | |
| CIL £psm 131.33 | 70 | 2,180,881 | 2,747,152 | 3,086,915 | 3,313,423 | 3,475,215 | 3,596,558 | 3,690,937 |
| | 90 | 2,128,857 | 2,695,128 | 3,034,890 | 3,261,399 | 3,423,190 | 3,544,534 | 3,638,912 |
| | 110 | 2,076,791 | 2,643,062 | 2,982,824 | 3,209,332 | 3,371,124 | 3,492,468 | 3,586,846 |
| | 130 | 2,024,725 | 2,590,996 | 2,930,758 | 3,157,266 | 3,319,058 | 3,440,402 | 3,534,780 |
| | 150 | 1,972,659 | 2,538,929 | 2,878,692 | 3,105,200 | 3,266,992 | 3,388,336 | 3,482,714 |
| | 170 | 1,920,592 | 2,486,863 | 2,826,626 | 3,053,134 | 3,214,926 | 3,336,270 | 3,430,648 |
| | 190 | 1,868,526 | 2,434,797 | 2,774,560 | 3,001,068 | 3,162,860 | 3,284,203 | 3,378,582 |
| | 210 | 1,816,460 | 2,382,731 | 2,722,494 | 2,949,002 | 3,110,794 | 3,232,137 | 3,326,516 |
| | 230 | 1,764,394 | 2,330,665 | 2,670,428 | 2,896,936 | 3,058,728 | 3,179,995 | 3,274,373 |
| | 250 | 1,712,328 | 2,278,599 | 2,618,362 | 2,844,870 | 3,006,662 | 3,127,762 | 3,222,140 |
| | 270 | 1,660,262 | 2,226,533 | 2,566,296 | 2,792,804 | 2,954,596 | 3,075,528 | 3,169,907 |
| | 290 | 1,608,196 | 2,174,467 | 2,514,230 | 2,740,738 | 2,901,529 | 3,023,295 | 3,117,674 |
| | 310 | 1,556,130 | 2,122,401 | 2,462,164 | 2,688,672 | 2,849,462 | 2,971,062 | 3,065,441 |
| | 330 | 1,504,064 | 2,070,335 | 2,410,098 | 2,636,606 | 2,797,396 | 2,918,829 | 3,013,208 |
| | 350 | 1,452,000 | 2,018,269 | 2,358,032 | 2,584,540 | 2,745,330 | 2,866,579 | 2,960,958 |
| | 370 | 1,399,934 | 1,966,203 | 2,305,966 | 2,532,474 | 2,693,264 | 2,814,167 | 2,908,546 |
| | 390 | 1,347,868 | 1,914,137 | 2,253,900 | 2,480,408 | 2,641,198 | 2,761,756 | 2,856,134 |
| | 410 | 1,295,802 | 1,862,071 | 2,201,834 | 2,428,342 | 2,589,132 | 2,709,344 | 2,803,722 |
| | 430 | 1,243,736 | 1,810,005 | 2,149,768 | 2,376,276 | 2,537,066 | 2,656,932 | 2,751,311 |
| | 450 | 1,191,670 | 1,757,939 | 2,097,702 | 2,324,210 | 2,485,000 | 2,604,521 | 2,698,899 |
| 470 | 1,139,604 | 1,705,873 | 2,045,636 | 2,272,144 | 2,432,934 | 2,552,018 | 2,646,396 | |
| 490 | 1,087,538 | 1,653,807 | 1,993,570 | 2,220,078 | 2,380,868 | 2,499,416 | 2,593,794 | |
| 510 | 1,035,472 | 1,601,741 | 1,941,504 | 2,168,012 | 2,328,802 | 2,446,814 | 2,541,192 | |
| 530 | 983,406 | 1,549,675 | 1,889,438 | 2,115,946 | 2,276,736 | 2,394,212 | 2,488,590 | |
| 550 | 931,340 | 1,497,609 | 1,837,372 | 2,063,880 | 2,224,670 | 2,341,610 | 2,435,988 | |
| 570 | 879,274 | 1,445,543 | 1,785,306 | 2,011,814 | 2,172,604 | 2,288,909 | 2,383,288 | |

Scheme Ref: **T**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

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) | 2,021,262 | | | | | | | |
| | 70 | 2,847,465 | 2,514,173 | 2,180,881 | 1,847,062 | 1,513,176 | 1,178,673 | 843,792 |
| | 90 | 2,795,554 | 2,462,263 | 2,128,857 | 1,794,996 | 1,460,943 | 1,126,440 | 791,380 |
| | 110 | 2,743,644 | 2,410,352 | 2,076,791 | 1,742,930 | 1,408,710 | 1,074,187 | 738,968 |
| | 130 | 2,691,733 | 2,358,441 | 2,024,725 | 1,690,864 | 1,356,477 | 1,021,775 | 686,544 |
| | 150 | 2,639,822 | 2,306,520 | 1,972,659 | 1,638,747 | 1,304,243 | 969,363 | 633,942 |
| CIL £psm | 170 | 2,587,912 | 2,254,454 | 1,920,592 | 1,586,514 | 1,252,010 | 916,952 | 581,340 |
| 131.33 | 190 | 2,536,001 | 2,202,387 | 1,868,526 | 1,534,281 | 1,199,758 | 864,540 | 528,738 |
| | 210 | 2,484,090 | 2,150,321 | 1,816,460 | 1,482,047 | 1,147,347 | 812,128 | 476,136 |
| | 230 | 2,432,116 | 2,098,255 | 1,764,318 | 1,429,814 | 1,094,935 | 759,542 | 423,417 |
| | 250 | 2,380,050 | 2,046,189 | 1,712,084 | 1,377,581 | 1,042,523 | 706,940 | 370,613 |
| | 270 | 2,327,984 | 1,994,123 | 1,659,851 | 1,325,330 | 990,112 | 654,338 | 317,810 |
| | 290 | 2,275,918 | 1,942,057 | 1,607,618 | 1,272,919 | 937,700 | 601,736 | 265,006 |
| | 310 | 2,223,852 | 1,889,888 | 1,555,385 | 1,220,507 | 885,141 | 549,072 | 212,082 |
| | 330 | 2,171,786 | 1,837,655 | 1,503,152 | 1,168,095 | 832,539 | 496,268 | 159,064 |
| | 350 | 2,119,720 | 1,785,422 | 1,450,902 | 1,115,683 | 779,937 | 443,464 | 106,046 |
| | 370 | 2,067,654 | 1,733,189 | 1,398,490 | 1,063,272 | 727,335 | 390,660 | 53,029 |
| | 390 | 2,015,459 | 1,680,956 | 1,346,079 | 1,010,741 | 674,727 | 337,819 | (203) |
| | 410 | 1,963,226 | 1,628,723 | 1,293,667 | 958,139 | 621,923 | 284,801 | (53,446) |
| | 430 | 1,910,993 | 1,576,474 | 1,241,255 | 905,537 | 569,119 | 231,783 | (106,689) |
| | 450 | 1,858,760 | 1,524,062 | 1,188,843 | 852,935 | 516,315 | 178,766 | (160,093) |
| | 470 | 1,806,527 | 1,471,650 | 1,136,341 | 800,333 | 463,511 | 125,644 | (213,574) |
| | 490 | 1,754,294 | 1,419,239 | 1,083,739 | 747,577 | 410,538 | 72,401 | (267,055) |
| | 510 | 1,702,046 | 1,366,827 | 1,031,137 | 694,774 | 357,520 | 19,157 | (320,712) |
| | 530 | 1,649,634 | 1,314,415 | 978,535 | 641,970 | 304,502 | (34,110) | (374,442) |
| | 550 | 1,597,222 | 1,261,940 | 925,933 | 589,166 | 251,485 | (87,591) | (428,172) |
| | 570 | 1,544,810 | 1,209,338 | 873,232 | 536,275 | 198,247 | (141,071) | (482,161) |

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) | 2,021,262 | | | | | | | |
| | 70 | 1,380,608 | 1,780,765 | 2,180,881 | 2,580,688 | 2,980,495 | 3,380,302 | 3,780,108 |
| | 90 | 1,328,542 | 1,728,699 | 2,128,857 | 2,528,778 | 2,928,584 | 3,328,391 | 3,728,198 |
| | 110 | 1,276,476 | 1,676,633 | 2,076,791 | 2,476,867 | 2,876,674 | 3,276,480 | 3,676,287 |
| | 130 | 1,224,279 | 1,624,567 | 2,024,725 | 2,424,882 | 2,824,763 | 3,224,570 | 3,624,377 |
| | 150 | 1,172,046 | 1,572,501 | 1,972,659 | 2,372,816 | 2,772,852 | 3,172,659 | 3,572,466 |
| CIL £psm | 170 | 1,119,812 | 1,520,415 | 1,920,592 | 2,320,750 | 2,720,908 | 3,120,749 | 3,520,555 |
| 131.33 | 190 | 1,067,579 | 1,468,182 | 1,868,526 | 2,268,684 | 2,668,841 | 3,068,838 | 3,468,645 |
| | 210 | 1,015,346 | 1,415,948 | 1,816,460 | 2,216,618 | 2,616,775 | 3,016,927 | 3,416,734 |
| | 230 | 963,090 | 1,363,715 | 1,764,318 | 2,164,552 | 2,564,709 | 2,964,867 | 3,364,823 |
| | 250 | 910,678 | 1,311,482 | 1,712,084 | 2,112,486 | 2,512,643 | 2,912,801 | 3,312,913 |
| | 270 | 858,266 | 1,259,249 | 1,659,851 | 2,060,419 | 2,460,577 | 2,860,735 | 3,260,892 |
| | 290 | 805,855 | 1,206,996 | 1,607,618 | 2,008,220 | 2,408,511 | 2,808,668 | 3,208,826 |
| | 310 | 753,443 | 1,154,584 | 1,555,385 | 1,955,987 | 2,356,445 | 2,756,602 | 3,156,760 |
| | 330 | 701,004 | 1,102,172 | 1,503,152 | 1,903,754 | 2,304,356 | 2,704,536 | 3,104,694 |
| | 350 | 648,402 | 1,049,761 | 1,450,902 | 1,851,521 | 2,252,123 | 2,652,470 | 3,052,628 |
| | 370 | 595,800 | 997,349 | 1,398,490 | 1,799,288 | 2,199,890 | 2,600,404 | 3,000,561 |
| | 390 | 543,198 | 944,937 | 1,346,079 | 1,747,055 | 2,147,657 | 2,548,259 | 2,948,495 |
| | 410 | 490,596 | 892,371 | 1,293,667 | 1,694,808 | 2,095,424 | 2,496,026 | 2,896,429 |
| | 430 | 437,850 | 839,769 | 1,241,255 | 1,642,396 | 2,043,191 | 2,443,793 | 2,844,363 |
| | 450 | 385,046 | 787,167 | 1,188,843 | 1,589,985 | 1,990,958 | 2,391,560 | 2,792,162 |
| | 470 | 332,242 | 734,565 | 1,136,341 | 1,537,573 | 1,938,714 | 2,339,327 | 2,739,929 |
| | 490 | 279,439 | 681,943 | 1,083,739 | 1,485,161 | 1,886,303 | 2,287,094 | 2,687,696 |
| | 510 | 226,475 | 629,139 | 1,031,137 | 1,432,750 | 1,833,891 | 2,234,861 | 2,635,463 |
| | 530 | 173,458 | 576,335 | 978,535 | 1,380,310 | 1,781,479 | 2,182,621 | 2,583,230 |
| | 550 | 120,440 | 523,531 | 925,933 | 1,327,708 | 1,729,067 | 2,130,209 | 2,530,997 |
| | 570 | 67,383 | 470,727 | 873,232 | 1,275,106 | 1,676,656 | 2,077,797 | 2,478,763 |

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: T
No Units: 50 **Location / Value Zone:** Higher **Development Scenario:** Greenfield
Notes:

[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: | T |
| No Units: | 50 |
| Location / Value Zone: | Higher |
| Development Scenario: | Greenfield |
| Notes: | 0 |
| Total GDV (£) | 16,612,780 |
| 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) | 7,663.47 |
| CIL (£) | 383,174 |
| Site Specific S106 (£ per unit) | 7,000 |
| Site Specific S106 (£) | 350,000 |
| Sub-total CIL+S106 (£ per unit) | 14,663 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 14,663 |
| Total Developers Profit (£) | 2,694,572 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 16.22% |
| Developers Profit (% on costs) | 29.88% |
| RLV (£) | 4,286,346 |
| RLV (£/acre) | 1,040,796 |
| RLV (£/ha) | 2,571,807 |
| Balance for Plan VA: | |
| BLV (£) | 2,265,083 |
| BLV (£/acre) | 550,000 |
| BLV (£/ha) | 1,359,050 |
| Surplus/Deficit | 2,021,262 |
| Surplus/Deficit (£/acre) | 490,796 |
| Surplus/Deficit (£/ha) | 1,212,757 |
| 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: **U**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|-----------------------------|---|----------------------|
| Total number of units in scheme | | | 9 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 | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | 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 | 57.0% | 5.1 | 0.0% | 0.0 | 57% | 5.1 |
| 5 bed House | 43.0% | 3.9 | 0.0% | 0.0 | 43% | 3.9 |
| 1 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| Total number of units | 100.0% | 9.0 | 0.0% | 0.0 | 100% | 9.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqm) | (sqft) |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 bed House | 590 | 6,350 | 0 | 0 | 590 | 6,350 |
| 5 bed House | 639 | 6,873 | 0 | 0 | 639 | 6,873 |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| | 1,229 | 13,223 | 0 | 0 | 1,229 | 13,223 |
| AH % by floor area: | | | 0.00% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 300,000 | 4,839 | 450 | 0 | | |
| 2 bed House | 350,000 | 4,430 | 412 | 0 | | |
| 3 bed House | 420,000 | 4,200 | 390 | 0 | | |
| 4 bed House | 500,000 | 4,348 | 404 | 2,565,000 | | |
| 5 bed House | 600,000 | 3,636 | 338 | 2,322,000 | | |
| 1 bed Flat | 235,200 | 4,704 | 437 | 0 | | |
| 2 bed Flat | 286,000 | 4,086 | 380 | 0 | | |
| | | | | 4,887,000 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 2 bed House | 210,000 | 60% | 154,000 | 44% | 266,000 | 76% |
| 3 bed House | 252,000 | 60% | 184,800 | 44% | 319,200 | 76% |
| 4 bed House | 300,000 | 60% | 220,000 | 44% | 380,000 | 76% |
| 5 bed House | 360,000 | 60% | 264,000 | 44% | 456,000 | 76% |
| 1 bed Flat | 141,120 | 60% | 103,488 | 44% | 178,752 | 76% |
| 2 bed Flat | 171,600 | 60% | 125,840 | 44% | 217,360 | 76% |

Scheme Ref: **U**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|---|--|----------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 300,000 | - |
| 2 bed House | 0.0 | @ | 350,000 | - |
| 3 bed House | 0.0 | @ | 420,000 | - |
| 4 bed House | 5.1 | @ | 500,000 | 2,565,000 |
| 5 bed House | 3.9 | @ | 600,000 | 2,322,000 |
| 1 bed Flat | 0.0 | @ | 235,200 | - |
| 2 bed Flat | 0.0 | @ | 286,000 | - |
| | 9.0 | | | 4,887,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 180,000 | - |
| 2 bed House | 0.0 | @ | 210,000 | - |
| 3 bed House | 0.0 | @ | 252,000 | - |
| 4 bed House | 0.0 | @ | 300,000 | - |
| 5 bed House | 0.0 | @ | 360,000 | - |
| 1 bed Flat | 0.0 | @ | 141,120 | - |
| 2 bed Flat | 0.0 | @ | 171,600 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 132,000 | - |
| 2 bed House | 0.0 | @ | 154,000 | - |
| 3 bed House | 0.0 | @ | 184,800 | - |
| 4 bed House | 0.0 | @ | 220,000 | - |
| 5 bed House | 0.0 | @ | 264,000 | - |
| 1 bed Flat | 0.0 | @ | 103,488 | - |
| 2 bed Flat | 0.0 | @ | 125,840 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 228,000 | - |
| 2 bed House | 0.0 | @ | 266,000 | - |
| 3 bed House | 0.0 | @ | 319,200 | - |
| 4 bed House | 0.0 | @ | 380,000 | - |
| 5 bed House | 0.0 | @ | 456,000 | - |
| 1 bed Flat | 0.0 | @ | 178,752 | - |
| 2 bed Flat | 0.0 | @ | 217,360 | - |
| | 0.0 | | | - |
| Sub-total GDV Residential | 9 | | | 4,887,000 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 9 | @ | 0 | - |
| Total GDV | | | | 4,887,000 |

| DEVELOPMENT COSTS | | | | |
|---|-----------------|-------------------------|---------------------------------|-----------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (10,000) |
| Statutory Planning Fees (Residential) | | | | (4,158) |
| CIL | | 1,229 sqm (Market only) | 131.33 £ psm | (161,339) |
| CIL analysis: | | 3.30% % of GDV | 17,927 £ 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 | 9 units @ | 2,500 per unit | (22,500) |
| S106 analysis: | 75,000 £ per ha | 0.46% % of GDV | 2,500 £ per unit (total ur | (22,500) |
| AH Commuted Sum | | 1,229 sqm (total) | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

Scheme Ref: **U**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| | | | | | |
|--|------------|-----------------|-----------|--|--------------------|
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 0.74 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 | 9 units @ | | 0 per unit | - |
| Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | | 0 £ per unit (total ur | - |
| 1 bed House | - | sqm @ | | 1,308 psm | - |
| 2 bed House | - | sqm @ | | 1,308 psm | - |
| 3 bed House | - | sqm @ | | 1,308 psm | - |
| 4 bed House | - | sqm @ | | 1,308 psm | (771,655) |
| 5 bed House | 639 | sqm @ | | 1,308 psm | (835,223) |
| 1 bed Flat | - | sqm @ | | 1,439 psm | - |
| 2 bed Flat | 1,229 | sqm @ | | 1,439 psm | - |
| External works | | 1,606,878 @ | | 15.0% 26,781 £per unit | (241,032) |
| 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 | - units @ | 0% @ | 521 £ per unit | - |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | 9 units @ | | 10 £ per unit | (90) |
| Contingency | | 1,848,000 @ | | 3.0% | (55,440) |
| Professional Fees | | 1,848,000 @ | | 6.5% | (120,120) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 4,887,000 OMS @ | | 1.00% 5,430 £ per unit | (48,870) |
| Residential Sales Legal Costs | | 4,887,000 OMS @ | | 0.50% 2,715 £ per unit | (24,435) |
| Marketing and Promotion | | 4,887,000 OMS @ | | 3.00% 16,290 £ per unit 24,435 £ per unit | (146,610) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | (39,006) |
| Developers Profit - | | | | | |
| Margin on AH | | 0 | | 6.00% on AH values | - |
| Profit on OMS | | 4,887,000 | | 20.00% | (977,400) |
| Profit analysis: | | 2,480,478 | | 39.40% on costs | (977,400) |
| | | 4,887,000 | | 20.00% blended | (977,400) |
| TOTAL COSTS | | | | | (3,457,878) |

| | | | | | |
|----------------------------------|--------------------|--------------------|--|----------------------|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 1,429,122 |
| SDLT | | 1,429,122 @ | | (slabbed) | (60,956) |
| Acquisition Agent fees | | 1,429,122 @ | | 1.0% | (14,291) |
| Acquisition Legal fees | | 1,429,122 @ | | 0.5% | (7,146) |
| Interest on Land | | 1,429,122 @ | | 6.25% | (89,320) |
| Residual Land Value | | | | | 1,257,409 |
| RLV analysis: | 139,712 £ per plot | 4,191,364 £ per ha | | 1,696,222 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 0.30 ha | | 0.74 acres | |
| Density analysis: | | 4.095 sqm/ha | | 17.838 sqft/ac | |
| Benchmark Land Value (Net) | 45,302 £ per plot | 1,359,050 £ per ha | | 550,000 £ per acre | 407,715 |

| | | | | | |
|-------------------|--|--------------------|--|----------------------|----------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 2,832,314 £ per ha | | 1,146,222 £ per acre | 849,694 |

Scheme Ref: **U**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | 849,694 | Affordable Housing - % on site 0% | | | | | | |
|---------------------|---------|-----------------------------------|---------|---------|---------|---------|---------|----------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | 70 | 648,535 | 580,782 | 513,029 | 445,276 | 377,523 | 309,770 | 242,017 |
| | 90 | 630,311 | 563,697 | 497,084 | 430,470 | 363,856 | 297,242 | 230,628 |
| | 110 | 612,088 | 546,613 | 481,138 | 415,663 | 350,188 | 284,713 | 219,238 |
| | 130 | 593,865 | 529,529 | 465,193 | 400,857 | 336,521 | 272,185 | 207,849 |
| | 150 | 575,642 | 512,445 | 449,247 | 386,050 | 322,853 | 259,656 | 196,459 |
| CIL £psm | 170 | 557,418 | 495,360 | 433,302 | 371,244 | 309,186 | 247,128 | 185,070 |
| 131.33 | 190 | 539,195 | 478,276 | 417,357 | 356,438 | 295,518 | 234,599 | 173,680 |
| | 210 | 520,972 | 461,192 | 401,411 | 341,631 | 281,851 | 222,071 | 162,291 |
| | 230 | 502,748 | 444,107 | 385,466 | 326,825 | 268,183 | 209,542 | 150,901 |
| | 250 | 484,525 | 427,023 | 369,521 | 312,018 | 254,516 | 197,014 | 139,511 |
| | 270 | 466,302 | 409,939 | 353,575 | 297,212 | 240,849 | 184,485 | 128,122 |
| | 290 | 448,079 | 392,854 | 337,630 | 282,405 | 227,181 | 171,957 | 116,732 |
| | 310 | 429,855 | 375,770 | 321,685 | 267,599 | 213,510 | 159,415 | 105,321 |
| | 330 | 411,632 | 358,686 | 305,740 | 252,722 | 199,773 | 146,823 | 93,874 |
| | 350 | 393,408 | 341,601 | 289,795 | 237,845 | 186,036 | 134,231 | 82,427 |
| | 370 | 375,185 | 324,516 | 273,850 | 222,968 | 172,299 | 121,640 | 70,980 |
| | 390 | 356,961 | 307,431 | 257,905 | 208,091 | 158,563 | 109,048 | 59,532 |
| | 410 | 338,738 | 289,346 | 241,960 | 193,214 | 144,826 | 96,456 | 48,085 |
| | 430 | 320,514 | 271,261 | 225,915 | 178,337 | 131,089 | 83,864 | 36,638 |
| | 450 | 302,291 | 253,176 | 209,970 | 163,460 | 117,353 | 71,272 | 25,191 |
| | 470 | 284,067 | 235,091 | 194,025 | 148,583 | 103,616 | 58,680 | 13,743 |
| | 490 | 265,844 | 217,006 | 178,080 | 133,706 | 89,879 | 46,088 | 2,296 |
| | 510 | 247,620 | 198,921 | 162,135 | 118,789 | 76,143 | 33,496 | (9,151) |
| | 530 | 229,397 | 180,836 | 146,190 | 103,912 | 62,406 | 20,904 | (20,598) |
| | 550 | 211,173 | 162,751 | 130,245 | 89,035 | 48,669 | 8,312 | (32,046) |
| | 570 | 192,950 | 144,666 | 114,300 | 74,158 | 34,933 | (4,280) | (43,493) |

TABLE 2

| Balance (RLV - BLV) | 849,694 | Site Specific S106 100% (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|---------|---|---------|---------|---------|---------|---------|---------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 919,546 | 917,572 | 915,597 | 913,622 | 911,648 | 909,673 | 907,699 |
| | 90 | 896,767 | 894,793 | 892,818 | 890,843 | 888,869 | 886,894 | 884,920 |
| | 110 | 873,988 | 872,013 | 870,039 | 868,064 | 866,090 | 864,115 | 862,141 |
| | 130 | 851,209 | 849,234 | 847,260 | 845,285 | 843,311 | 841,336 | 839,361 |
| | 150 | 828,430 | 826,455 | 824,481 | 822,506 | 820,531 | 818,557 | 816,582 |
| CIL £psm | 170 | 805,651 | 803,676 | 801,702 | 799,727 | 797,752 | 795,778 | 793,803 |
| 131.33 | 190 | 782,872 | 780,897 | 778,922 | 776,948 | 774,973 | 772,999 | 771,024 |
| | 210 | 760,093 | 758,118 | 756,143 | 754,169 | 752,194 | 750,220 | 748,245 |
| | 230 | 737,313 | 735,339 | 733,364 | 731,390 | 729,415 | 727,441 | 725,466 |
| | 250 | 714,534 | 712,560 | 710,585 | 708,611 | 706,636 | 704,661 | 702,687 |
| | 270 | 691,755 | 689,781 | 687,806 | 685,832 | 683,857 | 681,882 | 679,908 |
| | 290 | 668,976 | 667,002 | 665,027 | 663,052 | 661,078 | 659,103 | 657,129 |
| | 310 | 646,197 | 644,222 | 642,248 | 640,273 | 638,299 | 636,324 | 634,350 |
| | 330 | 623,418 | 621,443 | 619,468 | 617,493 | 615,518 | 613,543 | 611,568 |
| | 350 | 600,639 | 598,664 | 596,689 | 594,714 | 592,739 | 590,764 | 588,789 |
| | 370 | 577,860 | 575,885 | 573,910 | 571,935 | 569,960 | 567,985 | 566,010 |
| | 390 | 555,081 | 553,106 | 551,131 | 549,156 | 547,181 | 545,206 | 543,231 |
| | 410 | 532,302 | 530,327 | 528,352 | 526,377 | 524,402 | 522,427 | 520,452 |
| | 430 | 509,523 | 507,548 | 505,573 | 503,598 | 501,623 | 499,648 | 497,673 |
| | 450 | 486,744 | 484,769 | 482,794 | 480,819 | 478,844 | 476,869 | 474,894 |
| | 470 | 463,965 | 461,990 | 459,015 | 457,040 | 455,065 | 453,090 | 451,115 |
| | 490 | 441,186 | 439,211 | 437,236 | 435,261 | 433,286 | 431,311 | 429,336 |
| | 510 | 418,407 | 416,432 | 414,457 | 412,482 | 410,507 | 408,532 | 406,557 |
| | 530 | 395,628 | 393,653 | 391,678 | 389,703 | 387,728 | 385,753 | 383,778 |
| | 550 | 372,849 | 370,874 | 368,899 | 366,924 | 364,949 | 362,974 | 360,999 |
| | 570 | 350,070 | 348,095 | 346,120 | 344,145 | 342,170 | 340,195 | 338,220 |

Scheme Ref: **U**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| Balance (RLV - BLV) | 849,694 | Infrastructure Costs | | | | | | |
|---------------------|---------|----------------------|---------|---------|---------|---------|---------|---------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 919,546 | 919,546 | 919,546 | 919,546 | 919,546 | 919,546 | 919,546 |
| | 90 | 896,767 | 896,767 | 896,767 | 896,767 | 896,767 | 896,767 | 896,767 |
| | 110 | 873,988 | 873,988 | 873,988 | 873,988 | 873,988 | 873,988 | 873,988 |
| | 130 | 851,209 | 851,209 | 851,209 | 851,209 | 851,209 | 851,209 | 851,209 |
| | 150 | 828,430 | 828,430 | 828,430 | 828,430 | 828,430 | 828,430 | 828,430 |
| CIL £psm | 170 | 805,651 | 805,651 | 805,651 | 805,651 | 805,651 | 805,651 | 805,651 |
| 131.33 | 190 | 782,872 | 782,872 | 782,872 | 782,872 | 782,872 | 782,872 | 782,872 |
| | 210 | 760,093 | 760,093 | 760,093 | 760,093 | 760,093 | 760,093 | 760,093 |
| | 230 | 737,313 | 737,313 | 737,313 | 737,313 | 737,313 | 737,313 | 737,313 |
| | 250 | 714,534 | 714,534 | 714,534 | 714,534 | 714,534 | 714,534 | 714,534 |
| | 270 | 691,755 | 691,755 | 691,755 | 691,755 | 691,755 | 691,755 | 691,755 |
| | 290 | 668,976 | 668,976 | 668,976 | 668,976 | 668,976 | 668,976 | 668,976 |
| | 310 | 646,197 | 646,197 | 646,197 | 646,197 | 646,197 | 646,197 | 646,197 |
| | 330 | 623,368 | 623,368 | 623,368 | 623,368 | 623,368 | 623,368 | 623,368 |
| | 350 | 600,474 | 600,474 | 600,474 | 600,474 | 600,474 | 600,474 | 600,474 |
| | 370 | 577,579 | 577,579 | 577,579 | 577,579 | 577,579 | 577,579 | 577,579 |
| | 390 | 554,685 | 554,685 | 554,685 | 554,685 | 554,685 | 554,685 | 554,685 |
| | 410 | 531,790 | 531,790 | 531,790 | 531,790 | 531,790 | 531,790 | 531,790 |
| | 430 | 508,896 | 508,896 | 508,896 | 508,896 | 508,896 | 508,896 | 508,896 |
| | 450 | 486,001 | 486,001 | 486,001 | 486,001 | 486,001 | 486,001 | 486,001 |
| | 470 | 463,107 | 463,107 | 463,107 | 463,107 | 463,107 | 463,107 | 463,107 |
| | 490 | 440,212 | 440,212 | 440,212 | 440,212 | 440,212 | 440,212 | 440,212 |
| | 510 | 417,318 | 417,318 | 417,318 | 417,318 | 417,318 | 417,318 | 417,318 |
| | 530 | 394,423 | 394,423 | 394,423 | 394,423 | 394,423 | 394,423 | 394,423 |
| | 550 | 371,529 | 371,529 | 371,529 | 371,529 | 371,529 | 371,529 | 371,529 |
| | 570 | 348,634 | 348,634 | 348,634 | 348,634 | 348,634 | 348,634 | 348,634 |

| Balance (RLV - BLV) | 849,694 | Profit 20% | | | | | | |
|---------------------|---------|------------|-----------|-----------|-----------|---------|---------|---------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| | 70 | 1,132,742 | 1,090,103 | 1,047,463 | 1,004,824 | 962,185 | 919,546 | 876,907 |
| | 90 | 1,109,963 | 1,067,323 | 1,024,684 | 982,045 | 939,406 | 896,767 | 854,128 |
| | 110 | 1,087,183 | 1,044,544 | 1,001,905 | 959,266 | 916,627 | 873,988 | 831,349 |
| | 130 | 1,064,404 | 1,021,765 | 979,126 | 936,487 | 893,848 | 851,209 | 808,570 |
| | 150 | 1,041,625 | 998,986 | 956,347 | 913,708 | 871,069 | 828,430 | 785,791 |
| CIL £psm | 170 | 1,018,846 | 976,207 | 933,568 | 890,929 | 848,290 | 805,651 | 763,012 |
| 131.33 | 190 | 996,067 | 953,428 | 910,789 | 868,150 | 825,511 | 782,872 | 740,233 |
| | 210 | 973,288 | 930,649 | 888,010 | 845,371 | 802,732 | 760,093 | 717,453 |
| | 230 | 950,509 | 907,870 | 865,231 | 822,592 | 779,953 | 737,313 | 694,674 |
| | 250 | 927,730 | 885,091 | 842,452 | 799,813 | 757,173 | 714,534 | 671,895 |
| | 270 | 904,951 | 862,312 | 819,673 | 777,033 | 734,394 | 691,755 | 649,116 |
| | 290 | 882,172 | 839,532 | 796,893 | 754,254 | 711,615 | 668,976 | 626,337 |
| | 310 | 859,392 | 816,753 | 774,114 | 731,475 | 688,836 | 646,197 | 603,558 |
| | 330 | 836,563 | 793,924 | 751,285 | 708,646 | 666,007 | 623,368 | 580,729 |
| | 350 | 813,669 | 771,030 | 728,391 | 685,752 | 643,113 | 600,474 | 557,835 |
| | 370 | 790,774 | 748,135 | 705,496 | 662,857 | 620,218 | 577,579 | 534,940 |
| | 390 | 767,880 | 725,241 | 682,602 | 639,963 | 597,324 | 554,685 | 512,046 |
| | 410 | 744,986 | 702,346 | 659,707 | 617,068 | 574,429 | 531,790 | 489,151 |
| | 430 | 722,091 | 679,452 | 636,813 | 594,174 | 551,535 | 508,896 | 466,257 |
| | 450 | 699,197 | 656,558 | 613,918 | 571,279 | 528,640 | 486,001 | 443,362 |
| | 470 | 676,302 | 633,663 | 591,024 | 548,385 | 505,746 | 463,107 | 420,468 |
| | 490 | 653,408 | 610,769 | 568,130 | 525,490 | 482,851 | 440,212 | 397,573 |
| | 510 | 630,513 | 587,874 | 545,235 | 502,596 | 459,957 | 417,318 | 374,679 |
| | 530 | 607,619 | 564,980 | 522,341 | 479,702 | 437,062 | 394,423 | 351,784 |
| | 550 | 584,724 | 542,085 | 499,446 | 456,807 | 414,168 | 371,529 | 328,890 |
| | 570 | 561,830 | 519,191 | 476,552 | 433,913 | 391,274 | 348,634 | 305,995 |

Scheme Ref: **U**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 849,694 | BLV (per acre) | | | | | | |
|---------------------|---------|----------------|-----------|---------|---------|---------|---------|---------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| 70 | | 1,104,871 | 1,030,741 | 956,611 | 882,481 | 808,351 | 734,221 | 660,091 |
| 90 | | 1,082,092 | 1,007,962 | 933,832 | 859,702 | 785,572 | 711,442 | 637,312 |
| 110 | | 1,059,313 | 985,183 | 911,053 | 836,923 | 762,793 | 688,663 | 614,533 |
| 130 | | 1,036,534 | 962,404 | 888,274 | 814,144 | 740,014 | 665,884 | 591,754 |
| 150 | | 1,013,755 | 939,625 | 865,495 | 791,365 | 717,235 | 643,105 | 568,975 |
| CIL £psm | | 990,976 | 916,846 | 842,716 | 768,586 | 694,456 | 620,326 | 546,196 |
| 131.33 | | 968,197 | 894,067 | 819,937 | 745,807 | 671,677 | 597,547 | 523,417 |
| 210 | | 945,418 | 871,288 | 797,158 | 723,028 | 648,898 | 574,768 | 500,638 |
| 230 | | 922,638 | 848,508 | 774,378 | 700,248 | 626,118 | 551,988 | 477,858 |
| 250 | | 899,859 | 825,729 | 751,599 | 677,469 | 603,339 | 529,209 | 455,079 |
| 270 | | 877,080 | 802,950 | 728,820 | 654,690 | 580,560 | 506,430 | 432,300 |
| 290 | | 854,301 | 780,171 | 706,041 | 631,911 | 557,781 | 483,651 | 409,521 |
| 310 | | 831,522 | 757,392 | 683,262 | 609,132 | 535,002 | 460,872 | 386,742 |
| 330 | | 808,693 | 734,563 | 660,433 | 586,303 | 512,173 | 438,043 | 363,913 |
| 350 | | 785,799 | 711,669 | 637,539 | 563,409 | 489,279 | 415,149 | 341,019 |
| 370 | | 762,904 | 688,774 | 614,644 | 540,514 | 466,384 | 392,254 | 318,124 |
| 390 | | 740,010 | 665,880 | 591,750 | 517,620 | 443,490 | 369,360 | 295,230 |
| 410 | | 717,115 | 642,985 | 568,855 | 494,725 | 420,595 | 346,465 | 272,335 |
| 430 | | 694,221 | 620,091 | 545,961 | 471,831 | 397,701 | 323,571 | 249,441 |
| 450 | | 671,326 | 597,196 | 523,066 | 448,936 | 374,806 | 300,676 | 226,546 |
| 470 | | 648,432 | 574,302 | 500,172 | 426,042 | 351,912 | 277,782 | 203,652 |
| 490 | | 625,537 | 551,407 | 477,277 | 403,147 | 329,017 | 254,887 | 180,757 |
| 510 | | 602,643 | 528,513 | 454,383 | 380,253 | 306,123 | 231,993 | 157,863 |
| 530 | | 579,748 | 505,618 | 431,488 | 357,358 | 283,228 | 209,098 | 134,968 |
| 550 | | 556,854 | 482,724 | 408,594 | 334,464 | 260,334 | 186,204 | 112,074 |
| 570 | | 533,959 | 459,829 | 385,699 | 311,569 | 237,439 | 163,309 | 89,179 |

TABLE 6

| Balance (RLV - BLV) | 849,694 | Density (dph) | | | | | | |
|---------------------|---------|---------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| 70 | | 919,546 | 1,021,475 | 1,082,632 | 1,123,404 | 1,152,526 | 1,174,368 | 1,191,356 |
| 90 | | 896,767 | 998,696 | 1,059,853 | 1,100,625 | 1,129,747 | 1,151,589 | 1,168,577 |
| 110 | | 873,988 | 975,917 | 1,037,074 | 1,077,846 | 1,106,968 | 1,128,810 | 1,145,798 |
| 130 | | 851,209 | 953,138 | 1,014,295 | 1,055,066 | 1,084,189 | 1,106,031 | 1,123,019 |
| 150 | | 828,430 | 930,359 | 991,516 | 1,032,287 | 1,061,410 | 1,083,252 | 1,100,240 |
| CIL £psm | | 805,651 | 907,580 | 968,737 | 1,009,508 | 1,038,631 | 1,060,473 | 1,077,461 |
| 131.33 | | 782,872 | 884,800 | 945,958 | 986,729 | 1,015,852 | 1,037,694 | 1,054,682 |
| 210 | | 760,093 | 862,021 | 923,179 | 963,950 | 993,073 | 1,014,914 | 1,031,903 |
| 230 | | 737,313 | 839,242 | 900,399 | 941,171 | 970,293 | 992,135 | 1,009,123 |
| 250 | | 714,534 | 816,463 | 877,620 | 918,392 | 947,514 | 969,356 | 986,344 |
| 270 | | 691,755 | 793,684 | 854,841 | 895,613 | 924,735 | 946,577 | 963,565 |
| 290 | | 668,976 | 770,905 | 832,062 | 872,834 | 901,956 | 923,798 | 940,786 |
| 310 | | 646,197 | 748,126 | 809,283 | 850,055 | 879,177 | 901,019 | 918,007 |
| 330 | | 623,368 | 725,297 | 786,454 | 827,226 | 856,348 | 878,190 | 895,178 |
| 350 | | 600,474 | 702,402 | 763,560 | 804,331 | 833,454 | 855,295 | 872,284 |
| 370 | | 577,579 | 679,508 | 740,665 | 781,437 | 810,559 | 832,401 | 849,389 |
| 390 | | 554,685 | 656,613 | 717,771 | 758,542 | 787,665 | 809,507 | 826,495 |
| 410 | | 531,790 | 633,719 | 694,876 | 735,648 | 764,770 | 786,612 | 803,600 |
| 430 | | 508,896 | 610,824 | 671,982 | 712,753 | 741,876 | 763,718 | 780,706 |
| 450 | | 486,001 | 587,930 | 649,087 | 689,859 | 718,981 | 740,823 | 757,811 |
| 470 | | 463,107 | 565,036 | 626,193 | 666,964 | 696,087 | 717,929 | 734,917 |
| 490 | | 440,212 | 542,141 | 603,298 | 644,070 | 673,192 | 695,034 | 712,022 |
| 510 | | 417,318 | 519,247 | 580,404 | 621,175 | 650,298 | 672,140 | 689,128 |
| 530 | | 394,423 | 496,352 | 557,509 | 598,281 | 627,403 | 649,245 | 666,233 |
| 550 | | 371,529 | 473,458 | 534,615 | 575,386 | 604,509 | 626,351 | 643,339 |
| 570 | | 348,634 | 450,563 | 511,720 | 552,492 | 581,614 | 603,456 | 620,444 |

Scheme Ref: **U**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

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) | 849,694 | | | | | | | |
| | 70 | 1,100,782 | 1,010,242 | 919,546 | 828,548 | 737,550 | 646,552 | 555,161 |
| | 90 | 1,078,117 | 987,578 | 896,767 | 805,769 | 714,771 | 623,725 | 532,266 |
| | 110 | 1,055,453 | 964,914 | 873,988 | 782,990 | 691,992 | 600,831 | 509,372 |
| | 130 | 1,032,789 | 942,207 | 851,209 | 760,211 | 669,213 | 577,936 | 486,477 |
| | 150 | 1,010,124 | 919,428 | 828,430 | 737,432 | 646,434 | 555,042 | 463,583 |
| CIL £psm | 170 | 987,460 | 896,649 | 805,651 | 714,653 | 623,606 | 532,147 | 440,688 |
| 131.33 | 190 | 964,796 | 873,870 | 782,872 | 691,874 | 600,712 | 509,253 | 417,794 |
| | 210 | 942,089 | 851,091 | 760,093 | 669,095 | 577,817 | 486,358 | 394,899 |
| | 230 | 919,309 | 828,311 | 737,313 | 646,315 | 554,923 | 463,464 | 372,005 |
| | 250 | 896,530 | 805,532 | 714,534 | 623,487 | 532,028 | 440,569 | 349,110 |
| | 270 | 873,751 | 782,753 | 691,755 | 600,593 | 509,134 | 417,675 | 326,216 |
| | 290 | 850,972 | 759,974 | 668,976 | 577,698 | 486,239 | 394,780 | 303,258 |
| | 310 | 828,193 | 737,195 | 646,197 | 554,804 | 463,345 | 371,886 | 280,247 |
| | 330 | 805,414 | 714,416 | 623,368 | 531,909 | 440,450 | 348,991 | 257,237 |
| | 350 | 782,635 | 691,637 | 600,474 | 509,015 | 417,556 | 326,097 | 234,226 |
| | 370 | 759,856 | 668,858 | 577,579 | 486,120 | 394,661 | 303,138 | 211,216 |
| | 390 | 737,077 | 646,079 | 554,685 | 463,226 | 371,767 | 280,128 | 188,206 |
| | 410 | 714,298 | 623,249 | 531,790 | 440,331 | 348,872 | 257,117 | 165,195 |
| | 430 | 691,518 | 600,355 | 508,896 | 417,437 | 325,978 | 234,107 | 142,185 |
| | 450 | 668,739 | 577,460 | 486,001 | 394,542 | 303,018 | 211,096 | 119,174 |
| | 470 | 645,960 | 554,566 | 463,107 | 371,648 | 280,008 | 188,086 | 96,164 |
| | 490 | 623,130 | 531,671 | 440,212 | 348,753 | 256,998 | 165,076 | 73,153 |
| | 510 | 600,236 | 508,777 | 417,318 | 325,859 | 233,987 | 142,065 | 50,143 |
| | 530 | 577,341 | 485,882 | 394,423 | 302,899 | 210,977 | 119,055 | 27,133 |
| | 550 | 554,447 | 462,988 | 371,529 | 279,888 | 187,966 | 96,044 | 4,122 |
| | 570 | 531,552 | 440,093 | 348,634 | 256,878 | 164,956 | 73,034 | (18,977) |

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) | 849,694 | | | | | | | |
| | 70 | 594,534 | 757,040 | 919,546 | 1,081,734 | 1,243,765 | 1,405,797 | 1,567,828 |
| | 90 | 571,755 | 734,261 | 896,767 | 1,059,070 | 1,221,101 | 1,383,132 | 1,545,164 |
| | 110 | 548,975 | 711,482 | 873,988 | 1,036,406 | 1,198,437 | 1,360,468 | 1,522,499 |
| | 130 | 526,184 | 688,703 | 851,209 | 1,013,715 | 1,175,773 | 1,337,804 | 1,499,835 |
| | 150 | 503,290 | 665,924 | 828,430 | 990,936 | 1,153,108 | 1,315,139 | 1,477,171 |
| CIL £psm | 170 | 480,396 | 643,144 | 805,651 | 968,157 | 1,130,444 | 1,292,475 | 1,454,506 |
| 131.33 | 190 | 457,501 | 620,365 | 782,872 | 945,378 | 1,107,780 | 1,269,811 | 1,431,842 |
| | 210 | 434,607 | 597,586 | 760,093 | 922,599 | 1,085,105 | 1,247,147 | 1,409,178 |
| | 230 | 411,712 | 574,776 | 737,313 | 899,820 | 1,062,326 | 1,224,482 | 1,386,514 |
| | 250 | 388,818 | 551,882 | 714,534 | 877,041 | 1,039,547 | 1,201,818 | 1,363,849 |
| | 270 | 365,923 | 528,987 | 691,755 | 854,262 | 1,016,768 | 1,179,154 | 1,341,185 |
| | 290 | 343,029 | 506,093 | 668,976 | 831,482 | 993,989 | 1,156,489 | 1,318,521 |
| | 310 | 320,134 | 483,198 | 646,197 | 808,703 | 971,210 | 1,133,716 | 1,295,856 |
| | 330 | 297,240 | 460,304 | 623,368 | 785,924 | 948,431 | 1,110,937 | 1,273,192 |
| | 350 | 274,345 | 437,409 | 600,474 | 763,145 | 925,651 | 1,088,158 | 1,250,528 |
| | 370 | 251,451 | 414,515 | 577,579 | 740,366 | 902,872 | 1,065,379 | 1,227,863 |
| | 390 | 228,484 | 391,621 | 554,685 | 717,587 | 880,093 | 1,042,600 | 1,205,106 |
| | 410 | 205,473 | 368,726 | 531,790 | 694,808 | 857,314 | 1,019,820 | 1,182,327 |
| | 430 | 182,463 | 345,832 | 508,896 | 671,960 | 834,535 | 997,041 | 1,159,548 |
| | 450 | 159,452 | 322,937 | 486,001 | 649,065 | 811,756 | 974,262 | 1,136,769 |
| | 470 | 136,442 | 300,043 | 463,107 | 626,171 | 788,977 | 951,483 | 1,113,990 |
| | 490 | 113,431 | 277,137 | 440,212 | 603,276 | 766,198 | 928,704 | 1,091,210 |
| | 510 | 90,421 | 254,126 | 417,318 | 580,382 | 743,419 | 905,925 | 1,068,431 |
| | 530 | 67,411 | 231,116 | 394,423 | 557,487 | 720,552 | 883,146 | 1,045,652 |
| | 550 | 44,400 | 208,105 | 371,529 | 534,593 | 697,657 | 860,367 | 1,022,873 |
| | 570 | 21,390 | 185,095 | 348,634 | 511,699 | 674,763 | 837,588 | 1,000,094 |

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: U
No Units: 9 **Location / Value Zone:** Higher **Development Scenario:** Greenfield
Notes:

[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: | U |
| No Units: | 9 |
| Location / Value Zone: | Higher |
| Development Scenario: | Greenfield |
| Notes: | 0 |
| Total GDV (£) | 4,887,000 |
| 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) | 17,926.55 |
| CIL (£) | 161,339 |
| Site Specific S106 (£ per unit) | 2,500 |
| Site Specific S106 (£) | 22,500 |
| Sub-total CIL+S106 (£ per unit) | 20,427 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 20,427 |
| Total Developers Profit (£) | 977,400 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 20.00% |
| Developers Profit (% on costs) | 39.40% |
| RLV (£) | 1,257,409 |
| RLV (£/acre) | 1,696,222 |
| RLV (£/ha) | 4,191,364 |
| Balance for Plan VA: | |
| BLV (£) | 407,715 |
| BLV (£/acre) | 550,000 |
| BLV (£/ha) | 1,359,050 |
| Surplus/Deficit | 849,694 |
| Surplus/Deficit (£/acre) | 1,146,222 |
| Surplus/Deficit (£/ha) | 2,832,314 |
| 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: **V**
 No Units: **5** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|---|---|----------------------|
| Total number of units in scheme | | | 5 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 | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | 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 | 60.0% | 3.0 | 0.0% | 0.0 | 60% | 3.0 |
| 5 bed House | 40.0% | 2.0 | 0.0% | 0.0 | 40% | 2.0 |
| 1 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| Total number of units | 100.0% | 5.0 | 0.0% | 0.0 | 100% | 5.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) (sqft) | Total GIA (all units) (sqm) (sqft) | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | |
| 4 bed House | 345 | 3,714 | 0 | 345 | 3,714 | |
| 5 bed House | 330 | 3,552 | 0 | 330 | 3,552 | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | |
| | 675 | 7,266 | 0 | 675 | 7,266 | |
| AH % by floor area: | | | 0.00% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 300,000 | 4,839 | 450 | 0 | | |
| 2 bed House | 350,000 | 4,430 | 412 | 0 | | |
| 3 bed House | 420,000 | 4,200 | 390 | 0 | | |
| 4 bed House | 500,000 | 4,348 | 404 | 1,500,000 | | |
| 5 bed House | 600,000 | 3,636 | 338 | 1,200,000 | | |
| 1 bed Flat | 235,200 | 4,704 | 437 | 0 | | |
| 2 bed Flat | 286,000 | 4,086 | 380 | 0 | | |
| | | | | 2,700,000 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 2 bed House | 210,000 | 60% | 154,000 | 44% | 266,000 | 76% |
| 3 bed House | 252,000 | 60% | 184,800 | 44% | 319,200 | 76% |
| 4 bed House | 300,000 | 60% | 220,000 | 44% | 380,000 | 76% |
| 5 bed House | 360,000 | 60% | 264,000 | 44% | 456,000 | 76% |
| 1 bed Flat | 141,120 | 60% | 103,488 | 44% | 178,752 | 76% |
| 2 bed Flat | 171,600 | 60% | 125,840 | 44% | 217,360 | 76% |

Scheme Ref: **V**
 No Units: **5** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|---|--|----------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 300,000 | - |
| 2 bed House | 0.0 | @ | 350,000 | - |
| 3 bed House | 0.0 | @ | 420,000 | - |
| 4 bed House | 3.0 | @ | 500,000 | 1,500,000 |
| 5 bed House | 2.0 | @ | 600,000 | 1,200,000 |
| 1 bed Flat | 0.0 | @ | 235,200 | - |
| 2 bed Flat | 0.0 | @ | 286,000 | - |
| | 5.0 | | | 2,700,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 180,000 | - |
| 2 bed House | 0.0 | @ | 210,000 | - |
| 3 bed House | 0.0 | @ | 252,000 | - |
| 4 bed House | 0.0 | @ | 300,000 | - |
| 5 bed House | 0.0 | @ | 360,000 | - |
| 1 bed Flat | 0.0 | @ | 141,120 | - |
| 2 bed Flat | 0.0 | @ | 171,600 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 132,000 | - |
| 2 bed House | 0.0 | @ | 154,000 | - |
| 3 bed House | 0.0 | @ | 184,800 | - |
| 4 bed House | 0.0 | @ | 220,000 | - |
| 5 bed House | 0.0 | @ | 264,000 | - |
| 1 bed Flat | 0.0 | @ | 103,488 | - |
| 2 bed Flat | 0.0 | @ | 125,840 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 228,000 | - |
| 2 bed House | 0.0 | @ | 266,000 | - |
| 3 bed House | 0.0 | @ | 319,200 | - |
| 4 bed House | 0.0 | @ | 380,000 | - |
| 5 bed House | 0.0 | @ | 456,000 | - |
| 1 bed Flat | 0.0 | @ | 178,752 | - |
| 2 bed Flat | 0.0 | @ | 217,360 | - |
| | 0.0 | | | - |
| Sub-total GDV Residential | 5 | | | 2,700,000 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 5 | @ | 0 | - |
| Total GDV | | | | 2,700,000 |

| DEVELOPMENT COSTS | | | | |
|---|-----------------|-----------------------|---------------------------------|----------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (10,000) |
| Statutory Planning Fees (Residential) | | | | (2,310) |
| CIL | | 675 sqm (Market only) | 131.33 £ psm | (88,648) |
| CIL analysis: | | 3.28% % of GDV | 17,730 £ 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 | 5 units @ | 2,500 per unit | (12,500) |
| S106 analysis: | 75,000 £ per ha | 0.46% % of GDV | 2,500 £ per unit (total ur | (12,500) |
| AH Commuted Sum | | 675 sqm (total) | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

Scheme Ref: **V**
 No Units: **5** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| | | | | | |
|--|------------|-----------------|-----------|--|--------------------|
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 0.41 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 | 5 units @ | | 0 per unit | - |
| Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | | 0 £ per unit (total ur | - |
| 1 bed House | - | sqm @ | | 1,308 psm | - |
| 2 bed House | - | sqm @ | | 1,308 psm | - |
| 3 bed House | - | sqm @ | | 1,308 psm | - |
| 4 bed House | 345 | sqm @ | | 1,308 psm | (451,260) |
| 5 bed House | 330 | sqm @ | | 1,308 psm | (431,640) |
| 1 bed Flat | - | sqm @ | | 1,439 psm | - |
| 2 bed Flat | 675 | sqm @ | | 1,439 psm | - |
| External works | | 882,900 @ | | 15.0% 26,487 £per unit | (132,435) |
| 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 | - units @ | 0% @ | 521 £ per unit | - |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | 5 units @ | | 10 £ per unit | (50) |
| Contingency | | 1,015,385 @ | | 3.0% | (30,462) |
| Professional Fees | | 1,015,385 @ | | 6.5% | (66,000) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 2,700,000 OMS @ | | 1.00% 5,400 £ per unit | (27,000) |
| Residential Sales Legal Costs | | 2,700,000 OMS @ | | 0.50% 2,700 £ per unit | (13,500) |
| Marketing and Promotion | | 2,700,000 OMS @ | | 3.00% 16,200 £ per unit 24,300 £ per unit | (81,000) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | (26,697) |
| Developers Profit - | | | | | |
| Margin on AH | | 0 | | 6.00% on AH values | - |
| Profit on OMS | | 2,700,000 | | 20.00% | (540,000) |
| Profit analysis: | | 1,373,501 | | 39.32% on costs | (540,000) |
| | | 2,700,000 | | 20.00% blended | (540,000) |
| TOTAL COSTS | | | | | (1,913,501) |

| | | | | | |
|----------------------------------|--------------------|--------------------|--|----------------------|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 786,499 |
| SDLT | | 786,499 @ | | (slabbed) | (28,825) |
| Acquisition Agent fees | | 786,499 @ | | 1.0% | (7,865) |
| Acquisition Legal fees | | 786,499 @ | | 0.5% | (3,932) |
| Interest on Land | | 786,499 @ | | 6.25% | (49,156) |
| Residual Land Value | | | | | 696,720 |
| RLV analysis: | 139,344 £ per plot | 4,180,321 £ per ha | | 1,691,753 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 0.17 ha | | 0.41 acres | |
| Density analysis: | | 4.050 sqm/ha | | 17.642 sqft/ac | |
| Benchmark Land Value (Net) | 45,302 £ per plot | 1,359,050 £ per ha | | 550,000 £ per acre | 226,508 |

| | | | | | |
|-------------------|--|--------------------|--|----------------------|----------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 2,821,271 £ per ha | | 1,141,753 £ per acre | 470,212 |

Scheme Ref: **V**
 No Units: **5** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | 470,212 | Affordable Housing - % on site 0% | | | | | | |
|---------------------|---------|-----------------------------------|---------|---------|---------|---------|---------|----------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | 70 | 358,491 | 320,990 | 283,490 | 245,989 | 208,488 | 170,988 | 133,487 |
| | 90 | 348,504 | 311,627 | 274,751 | 237,874 | 200,998 | 164,122 | 127,245 |
| | 110 | 338,517 | 302,265 | 266,012 | 229,760 | 193,508 | 157,255 | 121,003 |
| | 130 | 328,530 | 292,902 | 257,274 | 221,646 | 186,017 | 150,389 | 114,761 |
| | 150 | 318,543 | 283,539 | 248,535 | 213,531 | 178,527 | 143,523 | 108,519 |
| CIL £psm | 170 | 308,555 | 274,170 | 239,785 | 205,401 | 171,016 | 136,631 | 102,247 |
| 131.33 | 190 | 298,517 | 264,760 | 231,002 | 197,245 | 163,488 | 129,730 | 95,973 |
| | 210 | 288,480 | 255,350 | 222,220 | 189,090 | 155,960 | 122,830 | 89,700 |
| | 230 | 278,442 | 245,939 | 213,437 | 180,934 | 148,431 | 115,929 | 83,426 |
| | 250 | 268,404 | 236,529 | 204,654 | 172,778 | 140,903 | 109,028 | 77,153 |
| | 270 | 258,367 | 227,119 | 195,871 | 164,623 | 133,375 | 102,127 | 70,879 |
| | 290 | 248,329 | 217,708 | 187,088 | 156,467 | 125,847 | 95,226 | 64,606 |
| | 310 | 238,291 | 208,298 | 178,305 | 148,312 | 118,318 | 88,325 | 58,332 |
| | 330 | 228,254 | 198,888 | 169,522 | 140,156 | 110,790 | 81,424 | 52,058 |
| | 350 | 218,216 | 189,478 | 160,739 | 132,001 | 103,262 | 74,523 | 45,785 |
| | 370 | 208,178 | 180,067 | 151,956 | 123,845 | 95,734 | 67,623 | 39,511 |
| | 390 | 198,141 | 170,657 | 143,173 | 115,689 | 88,206 | 60,722 | 33,238 |
| | 410 | 188,103 | 161,247 | 134,390 | 107,534 | 80,677 | 53,821 | 26,964 |
| | 430 | 178,066 | 151,836 | 125,607 | 99,378 | 73,149 | 46,920 | 20,691 |
| | 450 | 168,028 | 142,426 | 116,824 | 91,223 | 65,621 | 40,019 | 14,417 |
| | 470 | 157,990 | 133,016 | 108,041 | 83,067 | 58,093 | 33,118 | 8,144 |
| | 490 | 147,953 | 123,606 | 99,259 | 74,911 | 50,564 | 26,217 | 1,870 |
| | 510 | 137,915 | 114,195 | 90,476 | 66,756 | 43,036 | 19,317 | (4,403) |
| | 530 | 127,877 | 104,785 | 81,691 | 58,593 | 35,495 | 12,397 | (10,701) |
| | 550 | 117,798 | 95,331 | 72,863 | 50,396 | 27,928 | 5,461 | (17,007) |
| | 570 | 107,710 | 85,873 | 64,036 | 42,199 | 20,362 | (1,475) | (23,312) |

TABLE 2

| Balance (RLV - BLV) | 470,212 | Site Specific S106 100% (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|---------|---|---------|---------|---------|---------|---------|---------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 508,493 | 507,398 | 506,302 | 505,207 | 504,111 | 503,016 | 501,920 |
| | 90 | 496,010 | 494,914 | 493,819 | 492,723 | 491,628 | 490,532 | 489,437 |
| | 110 | 483,526 | 482,430 | 481,335 | 480,239 | 479,144 | 478,048 | 476,953 |
| | 130 | 471,042 | 469,947 | 468,851 | 467,755 | 466,660 | 465,564 | 464,469 |
| | 150 | 458,558 | 457,463 | 456,367 | 455,272 | 454,176 | 453,081 | 451,985 |
| CIL £psm | 170 | 446,074 | 444,979 | 443,883 | 442,788 | 441,692 | 440,597 | 439,501 |
| 131.33 | 190 | 433,547 | 432,450 | 431,354 | 430,258 | 429,162 | 428,065 | 426,969 |
| | 210 | 420,999 | 419,903 | 418,807 | 417,711 | 416,615 | 415,518 | 414,422 |
| | 230 | 408,452 | 407,356 | 406,260 | 405,164 | 404,068 | 402,971 | 401,875 |
| | 250 | 395,905 | 394,809 | 393,713 | 392,617 | 391,520 | 390,424 | 389,328 |
| | 270 | 383,358 | 382,262 | 381,166 | 380,070 | 378,973 | 377,877 | 376,781 |
| | 290 | 370,811 | 369,715 | 368,619 | 367,523 | 366,426 | 365,330 | 364,234 |
| | 310 | 358,264 | 357,168 | 356,072 | 354,976 | 353,879 | 352,783 | 351,687 |
| | 330 | 345,717 | 344,621 | 343,525 | 342,429 | 341,332 | 340,236 | 339,140 |
| | 350 | 333,170 | 332,074 | 330,978 | 329,881 | 328,785 | 327,689 | 326,593 |
| | 370 | 320,623 | 319,527 | 318,431 | 317,334 | 316,238 | 315,142 | 314,046 |
| | 390 | 308,076 | 306,980 | 305,884 | 304,787 | 303,691 | 302,595 | 301,499 |
| | 410 | 295,529 | 294,433 | 293,337 | 292,240 | 291,144 | 290,048 | 288,952 |
| | 430 | 282,982 | 281,886 | 280,790 | 279,693 | 278,597 | 277,501 | 276,405 |
| | 450 | 270,435 | 269,339 | 268,243 | 267,146 | 266,050 | 264,954 | 263,858 |
| | 470 | 257,888 | 256,792 | 255,695 | 254,599 | 253,503 | 252,407 | 251,311 |
| | 490 | 245,341 | 244,245 | 243,148 | 242,052 | 240,956 | 239,860 | 238,763 |
| | 510 | 232,794 | 231,698 | 230,601 | 229,505 | 228,409 | 227,313 | 226,216 |
| | 530 | 220,247 | 219,151 | 218,054 | 216,958 | 215,862 | 214,766 | 213,669 |
| | 550 | 207,668 | 206,571 | 205,475 | 204,378 | 203,281 | 202,184 | 201,087 |
| | 570 | 195,058 | 193,961 | 192,864 | 191,767 | 190,670 | 189,573 | 188,476 |

Scheme Ref: **V**
 No Units: **5**
 Notes:

Location / Value Zone: **Higher** Development Scenario: **Greenfield**

TABLE 3

| Balance (RLV - BLV) | 470,212 | Infrastructure Costs | | | | | | |
|---------------------|---------|----------------------|---------|---------|---------|---------|---------|---------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 508,493 | 508,493 | 508,493 | 508,493 | 508,493 | 508,493 | 508,493 |
| | 90 | 496,010 | 496,010 | 496,010 | 496,010 | 496,010 | 496,010 | 496,010 |
| | 110 | 483,526 | 483,526 | 483,526 | 483,526 | 483,526 | 483,526 | 483,526 |
| | 130 | 471,042 | 471,042 | 471,042 | 471,042 | 471,042 | 471,042 | 471,042 |
| | 150 | 458,558 | 458,558 | 458,558 | 458,558 | 458,558 | 458,558 | 458,558 |
| CIL £psm | 170 | 446,074 | 446,074 | 446,074 | 446,074 | 446,074 | 446,074 | 446,074 |
| 131.33 | 190 | 433,547 | 433,547 | 433,547 | 433,547 | 433,547 | 433,547 | 433,547 |
| | 210 | 420,999 | 420,999 | 420,999 | 420,999 | 420,999 | 420,999 | 420,999 |
| | 230 | 408,452 | 408,452 | 408,452 | 408,452 | 408,452 | 408,452 | 408,452 |
| | 250 | 395,905 | 395,905 | 395,905 | 395,905 | 395,905 | 395,905 | 395,905 |
| | 270 | 383,358 | 383,358 | 383,358 | 383,358 | 383,358 | 383,358 | 383,358 |
| | 290 | 370,811 | 370,811 | 370,811 | 370,811 | 370,811 | 370,811 | 370,811 |
| | 310 | 358,264 | 358,264 | 358,264 | 358,264 | 358,264 | 358,264 | 358,264 |
| | 330 | 345,717 | 345,717 | 345,717 | 345,717 | 345,717 | 345,717 | 345,717 |
| | 350 | 333,170 | 333,170 | 333,170 | 333,170 | 333,170 | 333,170 | 333,170 |
| | 370 | 320,623 | 320,623 | 320,623 | 320,623 | 320,623 | 320,623 | 320,623 |
| | 390 | 308,076 | 308,076 | 308,076 | 308,076 | 308,076 | 308,076 | 308,076 |
| | 410 | 295,529 | 295,529 | 295,529 | 295,529 | 295,529 | 295,529 | 295,529 |
| | 430 | 282,982 | 282,982 | 282,982 | 282,982 | 282,982 | 282,982 | 282,982 |
| | 450 | 270,435 | 270,435 | 270,435 | 270,435 | 270,435 | 270,435 | 270,435 |
| | 470 | 257,888 | 257,888 | 257,888 | 257,888 | 257,888 | 257,888 | 257,888 |
| | 490 | 245,341 | 245,341 | 245,341 | 245,341 | 245,341 | 245,341 | 245,341 |
| | 510 | 232,794 | 232,794 | 232,794 | 232,794 | 232,794 | 232,794 | 232,794 |
| | 530 | 220,247 | 220,247 | 220,247 | 220,247 | 220,247 | 220,247 | 220,247 |
| | 550 | 207,668 | 207,668 | 207,668 | 207,668 | 207,668 | 207,668 | 207,668 |
| | 570 | 195,058 | 195,058 | 195,058 | 195,058 | 195,058 | 195,058 | 195,058 |

TABLE 4

| Balance (RLV - BLV) | 470,212 | Profit 20% | | | | | | |
|---------------------|---------|------------|---------|---------|---------|---------|---------|---------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| | 70 | 626,281 | 602,723 | 579,166 | 555,608 | 532,051 | 508,493 | 484,936 |
| | 90 | 613,797 | 590,240 | 566,682 | 543,125 | 519,567 | 496,010 | 472,452 |
| | 110 | 601,313 | 577,756 | 554,198 | 530,641 | 507,083 | 483,526 | 459,968 |
| | 130 | 588,830 | 565,272 | 541,715 | 518,157 | 494,600 | 471,042 | 447,485 |
| | 150 | 576,346 | 552,788 | 529,231 | 505,673 | 482,116 | 458,558 | 435,001 |
| CIL £psm | 170 | 563,862 | 540,304 | 516,747 | 493,189 | 469,632 | 446,074 | 422,517 |
| 131.33 | 190 | 551,334 | 527,777 | 504,219 | 480,662 | 457,104 | 433,547 | 409,989 |
| | 210 | 538,787 | 515,229 | 491,672 | 468,114 | 444,557 | 420,999 | 397,442 |
| | 230 | 526,240 | 502,682 | 479,125 | 455,567 | 432,010 | 408,452 | 384,895 |
| | 250 | 513,693 | 490,135 | 466,578 | 443,020 | 419,463 | 395,905 | 372,348 |
| | 270 | 501,146 | 477,588 | 454,031 | 430,473 | 406,916 | 383,358 | 359,801 |
| | 290 | 488,599 | 465,041 | 441,484 | 417,926 | 394,369 | 370,811 | 347,254 |
| | 310 | 476,052 | 452,494 | 428,937 | 405,379 | 381,822 | 358,264 | 334,707 |
| | 330 | 463,505 | 439,947 | 416,390 | 392,832 | 369,275 | 345,717 | 322,160 |
| | 350 | 450,958 | 427,400 | 403,843 | 380,285 | 356,728 | 333,170 | 309,613 |
| | 370 | 438,411 | 414,853 | 391,296 | 367,738 | 344,181 | 320,623 | 297,066 |
| | 390 | 425,864 | 402,306 | 378,749 | 355,191 | 331,634 | 308,076 | 284,519 |
| | 410 | 413,317 | 389,759 | 366,202 | 342,644 | 319,087 | 295,529 | 271,972 |
| | 430 | 400,770 | 377,212 | 353,655 | 330,097 | 306,540 | 282,982 | 259,425 |
| | 450 | 388,222 | 364,665 | 341,107 | 317,550 | 293,992 | 270,435 | 246,877 |
| | 470 | 375,675 | 352,118 | 328,560 | 305,003 | 281,445 | 257,888 | 234,330 |
| | 490 | 363,128 | 339,571 | 316,013 | 292,456 | 268,898 | 245,341 | 221,783 |
| | 510 | 350,581 | 327,024 | 303,466 | 279,909 | 256,351 | 232,794 | 209,236 |
| | 530 | 338,034 | 314,477 | 290,919 | 267,362 | 243,804 | 220,247 | 196,689 |
| | 550 | 325,456 | 301,898 | 278,341 | 254,783 | 231,226 | 207,668 | 184,111 |
| | 570 | 312,845 | 289,288 | 265,730 | 242,173 | 218,615 | 195,058 | 171,500 |

Scheme Ref: **V**
 No Units: **5** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 470,212 | BLV (per acre) | | | | | | |
|---------------------|---------|----------------|---------|---------|---------|---------|---------|---------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| CIL £psm 131.33 | 70 | 611,452 | 570,268 | 529,085 | 487,902 | 446,718 | 405,535 | 364,352 |
| | 90 | 598,968 | 557,785 | 516,601 | 475,418 | 434,235 | 393,051 | 351,868 |
| | 110 | 586,484 | 545,301 | 504,118 | 462,934 | 421,751 | 380,568 | 339,384 |
| | 130 | 574,000 | 532,817 | 491,634 | 450,450 | 409,267 | 368,084 | 326,900 |
| | 150 | 561,517 | 520,333 | 479,150 | 437,967 | 396,783 | 355,600 | 314,417 |
| | 170 | 549,033 | 507,849 | 466,666 | 425,483 | 384,299 | 343,116 | 301,933 |
| | 190 | 536,505 | 495,322 | 454,138 | 412,955 | 371,772 | 330,588 | 289,405 |
| | 210 | 523,958 | 482,774 | 441,591 | 400,408 | 359,224 | 318,041 | 276,858 |
| | 230 | 511,411 | 470,227 | 429,044 | 387,861 | 346,677 | 305,494 | 264,311 |
| | 250 | 498,864 | 457,680 | 416,497 | 375,314 | 334,130 | 292,947 | 251,764 |
| | 270 | 486,317 | 445,133 | 403,950 | 362,767 | 321,583 | 280,400 | 239,217 |
| | 290 | 473,770 | 432,586 | 391,403 | 350,220 | 309,036 | 267,853 | 226,670 |
| | 310 | 461,223 | 420,039 | 378,856 | 337,673 | 296,489 | 255,306 | 214,123 |
| | 330 | 448,676 | 407,492 | 366,309 | 325,126 | 283,942 | 242,759 | 201,576 |
| | 350 | 436,129 | 394,945 | 353,762 | 312,579 | 271,395 | 230,212 | 189,029 |
| | 370 | 423,581 | 382,398 | 341,215 | 300,031 | 258,848 | 217,665 | 176,481 |
| | 390 | 411,034 | 369,851 | 328,668 | 287,484 | 246,301 | 205,118 | 163,934 |
| | 410 | 398,487 | 357,304 | 316,121 | 274,937 | 233,754 | 192,571 | 151,387 |
| | 430 | 385,940 | 344,757 | 303,574 | 262,390 | 221,207 | 180,024 | 138,840 |
| | 450 | 373,393 | 332,210 | 291,027 | 249,843 | 208,660 | 167,477 | 126,293 |
| 470 | 360,846 | 319,663 | 278,480 | 237,296 | 196,113 | 154,930 | 113,746 | |
| 490 | 348,299 | 307,116 | 265,933 | 224,749 | 183,566 | 142,383 | 101,199 | |
| 510 | 335,752 | 294,569 | 253,386 | 212,202 | 171,019 | 129,836 | 88,652 | |
| 530 | 323,205 | 282,022 | 240,838 | 199,655 | 158,472 | 117,288 | 76,105 | |
| 550 | 310,627 | 269,443 | 228,260 | 187,077 | 145,893 | 104,710 | 63,527 | |
| 570 | 298,016 | 256,833 | 215,650 | 174,466 | 133,283 | 92,100 | 50,916 | |

TABLE 6

| Balance (RLV - BLV) | 470,212 | Density (dph) | | | | | | |
|---------------------|---------|---------------|---------|---------|---------|---------|---------|---------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| CIL £psm 131.33 | 70 | 508,493 | 565,121 | 599,097 | 621,748 | 637,927 | 650,061 | 659,499 |
| | 90 | 496,010 | 552,637 | 586,613 | 609,264 | 625,443 | 637,577 | 647,015 |
| | 110 | 483,526 | 540,153 | 574,129 | 596,780 | 612,959 | 625,094 | 634,531 |
| | 130 | 471,042 | 527,669 | 561,645 | 584,296 | 600,475 | 612,610 | 622,048 |
| | 150 | 458,558 | 515,185 | 549,162 | 571,812 | 587,992 | 600,126 | 609,564 |
| | 170 | 446,074 | 502,701 | 536,678 | 559,329 | 575,508 | 587,642 | 597,080 |
| | 190 | 433,547 | 490,174 | 524,150 | 546,801 | 562,980 | 575,114 | 584,552 |
| | 210 | 420,999 | 477,627 | 511,603 | 534,254 | 550,433 | 562,567 | 572,005 |
| | 230 | 408,452 | 465,080 | 499,056 | 521,707 | 537,886 | 550,020 | 559,458 |
| | 250 | 395,905 | 452,532 | 486,509 | 509,160 | 525,339 | 537,473 | 546,911 |
| | 270 | 383,358 | 439,985 | 473,962 | 496,613 | 512,792 | 524,926 | 534,364 |
| | 290 | 370,811 | 427,438 | 461,415 | 484,065 | 500,245 | 512,379 | 521,817 |
| | 310 | 358,264 | 414,891 | 448,868 | 471,518 | 487,698 | 499,832 | 509,270 |
| | 330 | 345,717 | 402,344 | 436,321 | 458,971 | 475,151 | 487,285 | 496,723 |
| | 350 | 333,170 | 389,797 | 423,774 | 446,424 | 462,604 | 474,738 | 484,176 |
| | 370 | 320,623 | 377,250 | 411,226 | 433,877 | 450,056 | 462,191 | 471,629 |
| | 390 | 308,076 | 364,703 | 398,679 | 421,330 | 437,509 | 449,644 | 459,082 |
| | 410 | 295,529 | 352,156 | 386,132 | 408,783 | 424,962 | 437,097 | 446,535 |
| | 430 | 282,982 | 339,609 | 373,585 | 396,236 | 412,415 | 424,550 | 433,988 |
| | 450 | 270,435 | 327,062 | 361,038 | 383,689 | 399,868 | 412,003 | 421,441 |
| 470 | 257,888 | 314,515 | 348,491 | 371,142 | 387,321 | 399,456 | 408,893 | |
| 490 | 245,341 | 301,968 | 335,944 | 358,595 | 374,774 | 386,909 | 396,346 | |
| 510 | 232,794 | 289,421 | 323,397 | 346,048 | 362,227 | 374,362 | 383,799 | |
| 530 | 220,247 | 276,874 | 310,850 | 333,501 | 349,680 | 361,815 | 371,252 | |
| 550 | 207,668 | 264,296 | 298,272 | 320,923 | 337,102 | 349,236 | 358,674 | |
| 570 | 195,058 | 251,685 | 285,661 | 308,312 | 324,491 | 336,626 | 346,063 | |

Scheme Ref: **V**
 No Units: **5** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

TABLE 7

| Balance (RLV - BLV) | 470,212 | Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | |
|---------------------|---------|--|---------|---------|---------|---------|---------|
| | | 90% | 95% | 100% | 105% | 110% | 115% |
| 70 | 608,234 | 558,364 | 508,493 | 458,623 | 408,583 | 358,460 | 308,337 |
| 90 | 595,750 | 545,880 | 496,010 | 446,139 | 396,036 | 345,913 | 295,790 |
| 110 | 583,267 | 533,396 | 483,526 | 433,612 | 383,489 | 333,366 | 283,243 |
| 130 | 570,783 | 520,912 | 471,042 | 421,065 | 370,942 | 320,819 | 270,696 |
| 150 | 558,299 | 508,429 | 458,558 | 408,518 | 358,395 | 308,272 | 258,149 |
| CIL £psm | 545,815 | 495,945 | 446,074 | 395,971 | 345,848 | 295,725 | 245,602 |
| 131.33 | 533,331 | 483,461 | 433,547 | 383,424 | 333,301 | 283,178 | 233,055 |
| 210 | 520,848 | 470,977 | 420,999 | 370,877 | 320,754 | 270,631 | 220,508 |
| 230 | 508,364 | 458,493 | 408,452 | 358,329 | 308,207 | 258,084 | 207,931 |
| 250 | 495,880 | 446,010 | 395,905 | 345,782 | 295,660 | 245,537 | 195,320 |
| 270 | 483,396 | 433,481 | 383,358 | 333,235 | 283,112 | 232,990 | 182,710 |
| 290 | 470,912 | 420,934 | 370,811 | 320,688 | 270,565 | 220,442 | 170,099 |
| 310 | 458,428 | 408,387 | 358,264 | 308,141 | 258,018 | 207,865 | 157,488 |
| 330 | 445,945 | 395,840 | 345,717 | 295,594 | 245,471 | 195,255 | 144,878 |
| 350 | 433,461 | 383,293 | 333,170 | 283,047 | 232,924 | 182,644 | 132,267 |
| 370 | 420,869 | 370,746 | 320,623 | 270,500 | 220,377 | 170,033 | 119,657 |
| 390 | 408,322 | 358,199 | 308,076 | 257,953 | 207,800 | 157,423 | 107,046 |
| 410 | 395,775 | 345,652 | 295,529 | 245,406 | 195,189 | 144,812 | 94,435 |
| 430 | 383,228 | 333,105 | 282,982 | 232,859 | 182,578 | 132,202 | 81,825 |
| 450 | 370,681 | 320,558 | 270,435 | 220,312 | 169,968 | 119,591 | 69,214 |
| 470 | 358,134 | 308,011 | 257,888 | 207,734 | 157,357 | 106,980 | 56,604 |
| 490 | 345,587 | 295,464 | 245,341 | 195,123 | 144,747 | 94,370 | 43,993 |
| 510 | 333,040 | 282,917 | 232,794 | 182,513 | 132,136 | 81,759 | 31,382 |
| 530 | 320,493 | 270,370 | 220,247 | 169,902 | 119,525 | 69,149 | 18,772 |
| 550 | 307,946 | 257,823 | 207,668 | 157,292 | 106,915 | 56,538 | 6,161 |
| 570 | 295,399 | 245,276 | 195,058 | 144,681 | 94,304 | 43,927 | (6,449) |

TABLE 8

| Balance (RLV - BLV) | 470,212 | Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | |
|---------------------|---------|---|---------|---------|---------|---------|---------|
| | | 90% | 95% | 100% | 105% | 110% | 115% |
| 70 | 329,406 | 419,066 | 508,493 | 597,921 | 687,349 | 776,777 | 866,123 |
| 90 | 316,859 | 406,570 | 496,010 | 585,437 | 674,865 | 764,293 | 853,702 |
| 110 | 304,312 | 394,023 | 483,526 | 572,954 | 662,381 | 751,809 | 841,237 |
| 130 | 291,765 | 381,476 | 471,042 | 560,470 | 649,897 | 739,325 | 828,753 |
| 150 | 279,218 | 368,929 | 458,558 | 547,986 | 637,414 | 726,841 | 816,269 |
| CIL £psm | 266,671 | 356,382 | 446,074 | 535,502 | 624,930 | 714,358 | 803,785 |
| 131.33 | 254,123 | 343,835 | 433,547 | 523,018 | 612,446 | 701,874 | 791,301 |
| 210 | 241,576 | 331,288 | 420,999 | 510,535 | 599,962 | 689,390 | 778,818 |
| 230 | 229,029 | 318,741 | 408,452 | 498,051 | 587,478 | 676,906 | 766,334 |
| 250 | 216,482 | 306,194 | 395,905 | 485,567 | 574,995 | 664,422 | 753,850 |
| 270 | 203,935 | 293,647 | 383,358 | 473,070 | 562,511 | 651,939 | 741,366 |
| 290 | 191,388 | 281,100 | 370,811 | 460,523 | 550,027 | 639,455 | 728,882 |
| 310 | 178,841 | 268,553 | 358,264 | 447,976 | 537,543 | 626,971 | 716,399 |
| 330 | 166,276 | 256,006 | 345,717 | 435,429 | 525,059 | 614,487 | 703,915 |
| 350 | 153,665 | 243,459 | 333,170 | 422,882 | 512,576 | 602,003 | 691,431 |
| 370 | 141,055 | 230,912 | 320,623 | 410,335 | 500,046 | 589,519 | 678,947 |
| 390 | 128,444 | 218,365 | 308,076 | 397,788 | 487,499 | 577,036 | 666,463 |
| 410 | 115,833 | 205,818 | 295,529 | 385,241 | 474,952 | 564,552 | 653,980 |
| 430 | 103,223 | 193,270 | 282,982 | 372,694 | 462,405 | 552,068 | 641,496 |
| 450 | 90,612 | 180,667 | 270,435 | 360,147 | 449,858 | 539,570 | 629,012 |
| 470 | 78,002 | 168,056 | 257,888 | 347,599 | 437,311 | 527,023 | 616,528 |
| 490 | 65,391 | 155,446 | 245,341 | 335,052 | 424,764 | 514,475 | 604,044 |
| 510 | 52,780 | 142,835 | 232,794 | 322,505 | 412,217 | 501,928 | 591,560 |
| 530 | 40,170 | 130,224 | 220,247 | 309,958 | 399,670 | 489,381 | 579,077 |
| 550 | 27,559 | 117,614 | 207,668 | 297,411 | 387,123 | 476,834 | 566,546 |
| 570 | 14,949 | 105,003 | 195,058 | 284,864 | 374,576 | 464,287 | 553,999 |

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: **V**
No Units: **5** **Location / Value Zone:** **Higher** **Development Scenario:** **Greenfield**
Notes:

[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: | V |
| No Units: | 5 |
| Location / Value Zone: | Higher |
| Development Scenario: | Greenfield |
| Notes: | 0 |
| Total GDV (£) | 2,700,000 |
| 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) | 17,729.55 |
| CIL (£) | 88,648 |
| Site Specific S106 (£ per unit) | 2,500 |
| Site Specific S106 (£) | 12,500 |
| Sub-total CIL+S106 (£ per unit) | 20,230 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 20,230 |
| Total Developers Profit (£) | 540,000 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 20.00% |
| Developers Profit (% on costs) | 39.32% |
| RLV (£) | 696,720 |
| RLV (£/acre) | 1,691,753 |
| RLV (£/ha) | 4,180,321 |
| Balance for Plan VA: | |
| BLV (£) | 226,508 |
| BLV (£/acre) | 550,000 |
| BLV (£/ha) | 1,359,050 |
| Surplus/Deficit | 470,212 |
| Surplus/Deficit (£/acre) | 1,141,753 |
| Surplus/Deficit (£/ha) | 2,821,271 |
| 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: **W**
 No Units: **1** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|--|---------------------------|--|------------------------------|---|
| Total number of units in scheme | | | | 1 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% | | |
| | | | | 131.33 £ psm | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | 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 | 100.0% | 1.0 | 0.0% | 0.0 | 100% | 1.0 |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 1 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| Total number of units | 100.0% | 1.0 | 0.0% | 0.0 | 100% | 1.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqm) | (sqft) |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 bed House | 115 | 1,238 | 0 | 0 | 115 | 1,238 |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| | 115 | 1,238 | 0 | 0 | 115 | 1,238 |
| AH % by floor area: | | 0.00% AH % by floor area due to mix | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 300,000 | 4,839 | 450 | 0 | | |
| 2 bed House | 350,000 | 4,430 | 412 | 0 | | |
| 3 bed House | 420,000 | 4,200 | 390 | 0 | | |
| 4 bed House | 500,000 | 4,348 | 404 | 500,000 | | |
| 5 bed House | 600,000 | 3,636 | 338 | 0 | | |
| 1 bed Flat | 235,200 | 4,704 | 437 | 0 | | |
| 2 bed Flat | 286,000 | 4,086 | 380 | 0 | | |
| | | | | 500,000 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 2 bed House | 210,000 | 60% | 154,000 | 44% | 266,000 | 76% |
| 3 bed House | 252,000 | 60% | 184,800 | 44% | 319,200 | 76% |
| 4 bed House | 300,000 | 60% | 220,000 | 44% | 380,000 | 76% |
| 5 bed House | 360,000 | 60% | 264,000 | 44% | 456,000 | 76% |
| 1 bed Flat | 141,120 | 60% | 103,488 | 44% | 178,752 | 76% |
| 2 bed Flat | 171,600 | 60% | 125,840 | 44% | 217,360 | 76% |

Scheme Ref: **W**
 No Units: **1** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|---|--|----------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 300,000 | - |
| 2 bed House | 0.0 | @ | 350,000 | - |
| 3 bed House | 0.0 | @ | 420,000 | - |
| 4 bed House | 1.0 | @ | 500,000 | 500,000 |
| 5 bed House | 0.0 | @ | 600,000 | - |
| 1 bed Flat | 0.0 | @ | 235,200 | - |
| 2 bed Flat | 0.0 | @ | 286,000 | - |
| | 1.0 | | | 500,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 180,000 | - |
| 2 bed House | 0.0 | @ | 210,000 | - |
| 3 bed House | 0.0 | @ | 252,000 | - |
| 4 bed House | 0.0 | @ | 300,000 | - |
| 5 bed House | 0.0 | @ | 360,000 | - |
| 1 bed Flat | 0.0 | @ | 141,120 | - |
| 2 bed Flat | 0.0 | @ | 171,600 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 132,000 | - |
| 2 bed House | 0.0 | @ | 154,000 | - |
| 3 bed House | 0.0 | @ | 184,800 | - |
| 4 bed House | 0.0 | @ | 220,000 | - |
| 5 bed House | 0.0 | @ | 264,000 | - |
| 1 bed Flat | 0.0 | @ | 103,488 | - |
| 2 bed Flat | 0.0 | @ | 125,840 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 228,000 | - |
| 2 bed House | 0.0 | @ | 266,000 | - |
| 3 bed House | 0.0 | @ | 319,200 | - |
| 4 bed House | 0.0 | @ | 380,000 | - |
| 5 bed House | 0.0 | @ | 456,000 | - |
| 1 bed Flat | 0.0 | @ | 178,752 | - |
| 2 bed Flat | 0.0 | @ | 217,360 | - |
| | 0.0 | | | - |
| Sub-total GDV Residential | 1 | | | 500,000 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 1 | @ | 0 | - |
| Total GDV | | | | 500,000 |

| DEVELOPMENT COSTS | | | | |
|---|------------------------|-----------------------|-----------------------------------|----------------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | - |
| Statutory Planning Fees (Residential) | | | | (462) |
| CIL | | 115 sqm (Market only) | 131.33 £ psm | (15,103) |
| CIL analysis: | | 3.02% % of GDV | 15,103 £ 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 | 1 units @ | 2,500 per unit | (2,500) |
| S106 analysis: | 75,000 £ per ha | 0.50% % of GDV | 2,500 £ per unit (total ur | (2,500) |
| AH Commuted Sum | | 115 sqm (total) | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

Scheme Ref: **W**
 No Units: **1** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

| | | | | | |
|--|------------|----------------|-----------|--|------------------|
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 0.08 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 | 1 units @ | | 0 per unit | - |
| Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | | 0 £ per unit (total ur | - |
| 1 bed House | - | sqm @ | | 1,308 psm | - |
| 2 bed House | - | sqm @ | | 1,308 psm | - |
| 3 bed House | - | sqm @ | | 1,308 psm | - |
| 4 bed House | 115 | sqm @ | | 1,308 psm | (150,420) |
| 5 bed House | - | sqm @ | | 1,308 psm | - |
| 1 bed Flat | - | sqm @ | | 1,439 psm | - |
| 2 bed Flat | 115 | sqm @ | | 1,439 psm | - |
| External works | | 150,420 @ | | 15.0% 22,563 £ per unit | (22,563) |
| 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 | - units @ | 0% @ | 521 £ per unit | - |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | 1 units @ | | 10 £ per unit | (10) |
| Contingency | | 172,993 @ | | 3.0% | (5,190) |
| Professional Fees | | 172,993 @ | | 6.5% | (11,245) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 500,000 OMS @ | | 1.00% 5,000 £ per unit | (5,000) |
| Residential Sales Legal Costs | | 500,000 OMS @ | | 0.50% 2,500 £ per unit | (2,500) |
| Marketing and Promotion | | 500,000 OMS @ | | 3.00% 15,000 £ per unit 22,500 £ per unit | (15,000) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | (5,078) |
| Developers Profit - | | | | | |
| Margin on AH | | 0 | | 6.00% on AH values | - |
| Profit on OMS | | 500,000 | | 20.00% | (100,000) |
| Profit analysis: | | 235,070 | | 42.54% on costs | (100,000) |
| | | 500,000 | | 20.00% blended | (100,000) |
| TOTAL COSTS | | | | | (335,070) |

| | | | | | |
|----------------------------------|--------------------|--------------------|--|----------------------|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 164,930 |
| SDLT | | 164,930 @ | | (slabbed) | 2,253 |
| Acquisition Agent fees | | 164,930 @ | | 1.0% | (1,649) |
| Acquisition Legal fees | | 164,930 @ | | 0.5% | (825) |
| Interest on Land | | 164,930 @ | | 6.25% | (10,308) |
| Residual Land Value | | | | | 154,402 |
| RLV analysis: | 154,402 £ per plot | 4,632,046 £ per ha | | 1,874,563 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|---------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 0.03 ha | | 0.08 acres | |
| Density analysis: | | 3.450 sqm/ha | | 15.029 sqft/ac | |
| Benchmark Land Value (Net) | 45,302 £ per plot | 1,359,050 £ per ha | | 550,000 £ per acre | 45,302 |

| | | | | | |
|-------------------|--|--------------------|--|----------------------|----------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 3,272,996 £ per ha | | 1,324,563 £ per acre | 109,100 |

Scheme Ref: **W**
 No Units: **1** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | 109,100 | Affordable Housing - % on site 0% | | | | | | |
|---------------------|---------|-----------------------------------|--------|--------|--------|--------|--------|--------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| CIL £psm 131.33 | 70 | 84,920 | 77,241 | 69,561 | 61,882 | 54,202 | 46,523 | 38,843 |
| | 90 | 83,215 | 75,642 | 68,069 | 60,496 | 52,923 | 45,350 | 37,777 |
| | 110 | 81,509 | 74,043 | 66,576 | 59,110 | 51,644 | 44,178 | 36,711 |
| | 130 | 79,803 | 72,443 | 65,084 | 57,724 | 50,364 | 43,005 | 35,645 |
| | 150 | 78,097 | 70,844 | 63,591 | 56,338 | 49,085 | 41,832 | 34,579 |
| | 170 | 76,392 | 69,245 | 62,099 | 54,952 | 47,806 | 40,659 | 33,513 |
| | 190 | 74,686 | 67,646 | 60,606 | 53,566 | 46,527 | 39,487 | 32,447 |
| | 210 | 72,980 | 66,047 | 59,114 | 52,180 | 45,247 | 38,314 | 31,381 |
| | 230 | 71,274 | 64,448 | 57,621 | 50,794 | 43,968 | 37,141 | 30,315 |
| | 250 | 69,569 | 62,849 | 56,129 | 49,409 | 42,689 | 35,969 | 29,249 |
| | 270 | 67,863 | 61,249 | 54,636 | 48,023 | 41,409 | 34,796 | 28,182 |
| | 290 | 66,157 | 59,650 | 53,143 | 46,637 | 40,130 | 33,623 | 27,116 |
| | 310 | 64,451 | 58,051 | 51,651 | 45,251 | 38,851 | 32,450 | 26,050 |
| | 330 | 62,746 | 56,452 | 50,158 | 43,865 | 37,571 | 31,278 | 24,984 |
| | 350 | 61,040 | 54,853 | 48,666 | 42,479 | 36,292 | 30,105 | 23,918 |
| | 370 | 59,334 | 53,254 | 47,173 | 41,093 | 35,013 | 28,932 | 22,852 |
| | 390 | 57,628 | 51,655 | 45,681 | 39,707 | 33,733 | 27,760 | 21,786 |
| | 410 | 55,923 | 50,055 | 44,188 | 38,321 | 32,454 | 26,587 | 20,720 |
| | 430 | 54,217 | 48,456 | 42,696 | 36,935 | 31,175 | 25,414 | 19,654 |
| | 450 | 52,511 | 46,857 | 41,203 | 35,549 | 29,895 | 24,242 | 18,588 |
| 470 | 50,805 | 45,258 | 39,711 | 34,163 | 28,616 | 23,069 | 17,522 | |
| 490 | 49,100 | 43,659 | 38,218 | 32,777 | 27,337 | 21,896 | 16,455 | |
| 510 | 47,394 | 42,060 | 36,726 | 31,392 | 26,057 | 20,723 | 15,389 | |
| 530 | 45,688 | 40,461 | 35,233 | 30,006 | 24,778 | 19,551 | 14,323 | |
| 550 | 43,982 | 38,861 | 33,741 | 28,620 | 23,499 | 18,378 | 13,257 | |
| 570 | 42,277 | 37,262 | 32,248 | 27,234 | 22,220 | 17,205 | 12,191 | |

TABLE 2

| Balance (RLV - BLV) | 109,100 | Site Specific S106 100% (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|---------|---|---------|---------|---------|---------|---------|---------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| CIL £psm 131.33 | 70 | 115,638 | 115,419 | 115,200 | 114,981 | 114,762 | 114,543 | 114,324 |
| | 90 | 113,506 | 113,287 | 113,068 | 112,849 | 112,630 | 112,411 | 112,192 |
| | 110 | 111,374 | 111,155 | 110,936 | 110,717 | 110,498 | 110,279 | 110,060 |
| | 130 | 109,242 | 109,023 | 108,804 | 108,585 | 108,366 | 108,147 | 107,928 |
| | 150 | 107,109 | 106,890 | 106,672 | 106,453 | 106,234 | 106,015 | 105,796 |
| | 170 | 104,977 | 104,758 | 104,539 | 104,320 | 104,101 | 103,882 | 103,663 |
| | 190 | 102,845 | 102,626 | 102,407 | 102,188 | 101,969 | 101,750 | 101,531 |
| | 210 | 100,713 | 100,494 | 100,275 | 100,056 | 99,837 | 99,618 | 99,399 |
| | 230 | 98,581 | 98,362 | 98,143 | 97,924 | 97,705 | 97,486 | 97,267 |
| | 250 | 96,449 | 96,230 | 96,011 | 95,792 | 95,573 | 95,354 | 95,135 |
| | 270 | 94,316 | 94,097 | 93,878 | 93,659 | 93,440 | 93,221 | 93,002 |
| | 290 | 92,184 | 91,965 | 91,746 | 91,527 | 91,308 | 91,089 | 90,870 |
| | 310 | 90,052 | 89,833 | 89,614 | 89,395 | 89,176 | 88,957 | 88,738 |
| | 330 | 87,920 | 87,701 | 87,482 | 87,263 | 87,044 | 86,825 | 86,606 |
| | 350 | 85,788 | 85,569 | 85,350 | 85,131 | 84,912 | 84,693 | 84,474 |
| | 370 | 83,655 | 83,436 | 83,217 | 82,998 | 82,779 | 82,561 | 82,342 |
| | 390 | 81,523 | 81,304 | 81,085 | 80,866 | 80,647 | 80,428 | 80,209 |
| | 410 | 79,391 | 79,172 | 78,953 | 78,734 | 78,515 | 78,296 | 78,077 |
| | 430 | 77,259 | 77,040 | 76,821 | 76,602 | 76,383 | 76,164 | 75,945 |
| | 450 | 75,127 | 74,908 | 74,689 | 74,470 | 74,251 | 74,032 | 73,813 |
| 470 | 72,994 | 72,775 | 72,556 | 72,338 | 72,119 | 71,900 | 71,681 | |
| 490 | 70,862 | 70,643 | 70,424 | 70,205 | 69,986 | 69,767 | 69,548 | |
| 510 | 68,730 | 68,511 | 68,292 | 68,073 | 67,854 | 67,635 | 67,416 | |
| 530 | 66,598 | 66,379 | 66,160 | 65,941 | 65,722 | 65,503 | 65,284 | |
| 550 | 64,466 | 64,247 | 64,028 | 63,809 | 63,590 | 63,371 | 63,152 | |
| 570 | 62,333 | 62,115 | 61,896 | 61,677 | 61,458 | 61,239 | 61,020 | |

Scheme Ref: **W**
 No Units: **1** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

TABLE 3

| Balance (RLV - BLV) | 109,100 | Infrastructure Costs | | | | | | |
|---------------------|---------|----------------------|---------|---------|---------|---------|---------|---------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 115,638 | 115,638 | 115,638 | 115,638 | 115,638 | 115,638 | 115,638 |
| | 90 | 113,506 | 113,506 | 113,506 | 113,506 | 113,506 | 113,506 | 113,506 |
| | 110 | 111,374 | 111,374 | 111,374 | 111,374 | 111,374 | 111,374 | 111,374 |
| | 130 | 109,242 | 109,242 | 109,242 | 109,242 | 109,242 | 109,242 | 109,242 |
| | 150 | 107,109 | 107,109 | 107,109 | 107,109 | 107,109 | 107,109 | 107,109 |
| CIL £psm | 170 | 104,977 | 104,977 | 104,977 | 104,977 | 104,977 | 104,977 | 104,977 |
| 131.33 | 190 | 102,845 | 102,845 | 102,845 | 102,845 | 102,845 | 102,845 | 102,845 |
| | 210 | 100,713 | 100,713 | 100,713 | 100,713 | 100,713 | 100,713 | 100,713 |
| | 230 | 98,581 | 98,581 | 98,581 | 98,581 | 98,581 | 98,581 | 98,581 |
| | 250 | 96,449 | 96,449 | 96,449 | 96,449 | 96,449 | 96,449 | 96,449 |
| | 270 | 94,316 | 94,316 | 94,316 | 94,316 | 94,316 | 94,316 | 94,316 |
| | 290 | 92,184 | 92,184 | 92,184 | 92,184 | 92,184 | 92,184 | 92,184 |
| | 310 | 90,052 | 90,052 | 90,052 | 90,052 | 90,052 | 90,052 | 90,052 |
| | 330 | 87,920 | 87,920 | 87,920 | 87,920 | 87,920 | 87,920 | 87,920 |
| | 350 | 85,788 | 85,788 | 85,788 | 85,788 | 85,788 | 85,788 | 85,788 |
| | 370 | 83,655 | 83,655 | 83,655 | 83,655 | 83,655 | 83,655 | 83,655 |
| | 390 | 81,523 | 81,523 | 81,523 | 81,523 | 81,523 | 81,523 | 81,523 |
| | 410 | 79,391 | 79,391 | 79,391 | 79,391 | 79,391 | 79,391 | 79,391 |
| | 430 | 77,259 | 77,259 | 77,259 | 77,259 | 77,259 | 77,259 | 77,259 |
| | 450 | 75,127 | 75,127 | 75,127 | 75,127 | 75,127 | 75,127 | 75,127 |
| | 470 | 72,994 | 72,994 | 72,994 | 72,994 | 72,994 | 72,994 | 72,994 |
| | 490 | 70,862 | 70,862 | 70,862 | 70,862 | 70,862 | 70,862 | 70,862 |
| | 510 | 68,730 | 68,730 | 68,730 | 68,730 | 68,730 | 68,730 | 68,730 |
| | 530 | 66,598 | 66,598 | 66,598 | 66,598 | 66,598 | 66,598 | 66,598 |
| | 550 | 64,466 | 64,466 | 64,466 | 64,466 | 64,466 | 64,466 | 64,466 |
| | 570 | 62,333 | 62,333 | 62,333 | 62,333 | 62,333 | 62,333 | 62,333 |

TABLE 4

| Balance (RLV - BLV) | 109,100 | Profit 20% | | | | | | |
|---------------------|---------|------------|---------|---------|---------|---------|---------|---------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| | 70 | 137,451 | 133,088 | 128,726 | 124,363 | 120,001 | 115,638 | 111,276 |
| | 90 | 135,319 | 130,956 | 126,594 | 122,231 | 117,869 | 113,506 | 109,144 |
| | 110 | 133,186 | 128,824 | 124,461 | 120,099 | 115,736 | 111,374 | 107,011 |
| | 130 | 131,054 | 126,692 | 122,329 | 117,967 | 113,604 | 109,242 | 104,879 |
| | 150 | 128,922 | 124,559 | 120,197 | 115,834 | 111,472 | 107,109 | 102,747 |
| CIL £psm | 170 | 126,790 | 122,427 | 118,065 | 113,702 | 109,340 | 104,977 | 100,615 |
| 131.33 | 190 | 124,658 | 120,295 | 115,933 | 111,570 | 107,208 | 102,845 | 98,483 |
| | 210 | 122,525 | 118,163 | 113,800 | 109,438 | 105,075 | 100,713 | 96,350 |
| | 230 | 120,393 | 116,031 | 111,668 | 107,306 | 102,943 | 98,581 | 94,218 |
| | 250 | 118,261 | 113,899 | 109,536 | 105,174 | 100,811 | 96,449 | 92,086 |
| | 270 | 116,129 | 111,766 | 107,404 | 103,041 | 98,679 | 94,316 | 89,954 |
| | 290 | 113,997 | 109,634 | 105,272 | 100,909 | 96,547 | 92,184 | 87,822 |
| | 310 | 111,864 | 107,502 | 103,139 | 98,777 | 94,414 | 90,052 | 85,689 |
| | 330 | 109,732 | 105,370 | 101,007 | 96,645 | 92,282 | 87,920 | 83,557 |
| | 350 | 107,600 | 103,238 | 98,875 | 94,513 | 90,150 | 85,788 | 81,425 |
| | 370 | 105,468 | 101,105 | 96,743 | 92,380 | 88,018 | 83,655 | 79,293 |
| | 390 | 103,336 | 98,973 | 94,611 | 90,248 | 85,886 | 81,523 | 77,161 |
| | 410 | 101,203 | 96,841 | 92,478 | 88,116 | 83,753 | 79,391 | 75,028 |
| | 430 | 99,071 | 94,709 | 90,346 | 85,984 | 81,621 | 77,259 | 72,896 |
| | 450 | 96,939 | 92,577 | 88,214 | 83,852 | 79,489 | 75,127 | 70,764 |
| | 470 | 94,807 | 90,444 | 86,082 | 81,719 | 77,357 | 72,994 | 68,632 |
| | 490 | 92,675 | 88,312 | 83,950 | 79,587 | 75,225 | 70,862 | 66,500 |
| | 510 | 90,543 | 86,180 | 81,818 | 77,455 | 73,093 | 68,730 | 64,368 |
| | 530 | 88,410 | 84,048 | 79,685 | 75,323 | 70,960 | 66,598 | 62,235 |
| | 550 | 86,278 | 81,916 | 77,553 | 73,191 | 68,828 | 64,466 | 60,103 |
| | 570 | 84,146 | 79,783 | 75,421 | 71,058 | 66,696 | 62,333 | 57,971 |

Scheme Ref: **W**
 No Units: **1** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 109,100 | BLV (per acre) | | | | | | |
|---------------------|---------|----------------|---------|---------|---------|---------|---------|---------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| CIL £psm 131.33 | 70 | 136,230 | 127,993 | 119,757 | 111,520 | 103,283 | 95,047 | 86,810 |
| | 90 | 134,098 | 125,861 | 117,624 | 109,388 | 101,151 | 92,914 | 84,678 |
| | 110 | 131,966 | 123,729 | 115,492 | 107,256 | 99,019 | 90,782 | 82,546 |
| | 130 | 129,833 | 121,597 | 113,360 | 105,123 | 96,887 | 88,650 | 80,413 |
| | 150 | 127,701 | 119,464 | 111,228 | 102,991 | 94,754 | 86,518 | 78,281 |
| | 170 | 125,569 | 117,332 | 109,096 | 100,859 | 92,622 | 84,386 | 76,149 |
| | 190 | 123,437 | 115,200 | 106,963 | 98,727 | 90,490 | 82,253 | 74,017 |
| | 210 | 121,305 | 113,068 | 104,831 | 96,595 | 88,358 | 80,121 | 71,885 |
| | 230 | 119,172 | 110,936 | 102,699 | 94,462 | 86,226 | 77,989 | 69,752 |
| | 250 | 117,040 | 108,804 | 100,567 | 92,330 | 84,094 | 75,857 | 67,620 |
| | 270 | 114,908 | 106,671 | 98,435 | 90,198 | 81,961 | 73,725 | 65,488 |
| | 290 | 112,776 | 104,539 | 96,302 | 88,066 | 79,829 | 71,592 | 63,356 |
| | 310 | 110,644 | 102,407 | 94,170 | 85,934 | 77,697 | 69,460 | 61,224 |
| | 330 | 108,511 | 100,275 | 92,038 | 83,801 | 75,565 | 67,328 | 59,091 |
| | 350 | 106,379 | 98,143 | 89,906 | 81,669 | 73,433 | 65,196 | 56,959 |
| | 370 | 104,247 | 96,010 | 87,774 | 79,537 | 71,300 | 63,064 | 54,827 |
| | 390 | 102,115 | 93,878 | 85,642 | 77,405 | 69,168 | 60,932 | 52,695 |
| | 410 | 99,983 | 91,746 | 83,509 | 75,273 | 67,036 | 58,799 | 50,563 |
| | 430 | 97,850 | 89,614 | 81,377 | 73,140 | 64,904 | 56,667 | 48,430 |
| | 450 | 95,718 | 87,482 | 79,245 | 71,008 | 62,772 | 54,535 | 46,298 |
| 470 | 93,586 | 85,349 | 77,113 | 68,876 | 60,639 | 52,403 | 44,166 | |
| 490 | 91,454 | 83,217 | 74,981 | 66,744 | 58,507 | 50,271 | 42,034 | |
| 510 | 89,322 | 81,085 | 72,848 | 64,612 | 56,375 | 48,138 | 39,902 | |
| 530 | 87,190 | 78,953 | 70,716 | 62,480 | 54,243 | 46,006 | 37,770 | |
| 550 | 85,057 | 76,821 | 68,584 | 60,347 | 52,111 | 43,874 | 35,637 | |
| 570 | 82,925 | 74,688 | 66,452 | 58,215 | 49,978 | 41,742 | 33,505 | |

TABLE 6

| Balance (RLV - BLV) | 109,100 | Density (dph) | | | | | | |
|---------------------|---------|---------------|---------|---------|---------|---------|---------|---------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| CIL £psm 131.33 | 70 | 115,638 | 126,964 | 133,759 | 138,289 | 141,525 | 143,952 | 145,839 |
| | 90 | 113,506 | 124,831 | 131,627 | 136,157 | 139,393 | 141,820 | 143,707 |
| | 110 | 111,374 | 122,699 | 129,495 | 134,025 | 137,261 | 139,687 | 141,575 |
| | 130 | 109,242 | 120,567 | 127,362 | 131,892 | 135,128 | 137,555 | 139,443 |
| | 150 | 107,109 | 118,435 | 125,230 | 129,760 | 132,996 | 135,423 | 137,311 |
| | 170 | 104,977 | 116,303 | 123,098 | 127,628 | 130,864 | 133,291 | 135,178 |
| | 190 | 102,845 | 114,171 | 120,966 | 125,496 | 128,732 | 131,159 | 133,046 |
| | 210 | 100,713 | 112,038 | 118,834 | 123,364 | 126,600 | 129,026 | 130,914 |
| | 230 | 98,581 | 109,906 | 116,701 | 121,232 | 124,467 | 126,894 | 128,782 |
| | 250 | 96,449 | 107,774 | 114,569 | 119,099 | 122,335 | 124,762 | 126,650 |
| | 270 | 94,316 | 105,642 | 112,437 | 116,967 | 120,203 | 122,630 | 124,517 |
| | 290 | 92,184 | 103,510 | 110,305 | 114,835 | 118,071 | 120,498 | 122,385 |
| | 310 | 90,052 | 101,377 | 108,173 | 112,703 | 115,939 | 118,365 | 120,253 |
| | 330 | 87,920 | 99,245 | 106,040 | 110,571 | 113,806 | 116,233 | 118,121 |
| | 350 | 85,788 | 97,113 | 103,908 | 108,438 | 111,674 | 114,101 | 115,989 |
| | 370 | 83,655 | 94,981 | 101,776 | 106,306 | 109,542 | 111,969 | 113,856 |
| | 390 | 81,523 | 92,849 | 99,644 | 104,174 | 107,410 | 109,837 | 111,724 |
| | 410 | 79,391 | 90,716 | 97,512 | 102,042 | 105,278 | 107,705 | 109,592 |
| | 430 | 77,259 | 88,584 | 95,379 | 99,910 | 103,145 | 105,572 | 107,460 |
| | 450 | 75,127 | 86,452 | 93,247 | 97,777 | 101,013 | 103,440 | 105,328 |
| 470 | 72,994 | 84,320 | 91,115 | 95,645 | 98,881 | 101,308 | 103,196 | |
| 490 | 70,862 | 82,188 | 88,983 | 93,513 | 96,749 | 99,176 | 101,063 | |
| 510 | 68,730 | 80,055 | 86,851 | 91,381 | 94,617 | 97,044 | 98,931 | |
| 530 | 66,598 | 77,923 | 84,719 | 89,249 | 92,485 | 94,911 | 96,799 | |
| 550 | 64,466 | 75,791 | 82,586 | 87,116 | 90,352 | 92,779 | 94,667 | |
| 570 | 62,333 | 73,659 | 80,454 | 84,984 | 88,220 | 90,647 | 92,535 | |

Scheme Ref: **W**
 No Units: **1** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes:

TABLE 7

| | | Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | | |
|---------------------|---------|--|---------|---------|---------|---------|--------|--------|--------|
| | | 109,100 | 90% | 95% | 100% | 105% | 110% | 115% | 120% |
| Balance (RLV - BLV) | 109,100 | | | | | | | | |
| | 70 | | 132,597 | 124,123 | 115,638 | 107,121 | 98,603 | 90,085 | 81,568 |
| | 90 | | 130,476 | 122,001 | 113,506 | 104,988 | 96,471 | 87,953 | 79,435 |
| | 110 | | 128,354 | 119,880 | 111,374 | 102,856 | 94,338 | 85,821 | 77,303 |
| | 130 | | 126,233 | 117,758 | 109,242 | 100,724 | 92,206 | 83,689 | 75,171 |
| | 150 | | 124,112 | 115,627 | 107,109 | 98,592 | 90,074 | 81,556 | 73,039 |
| CIL £psm | 170 | | 121,990 | 113,495 | 104,977 | 96,460 | 87,942 | 79,424 | 70,907 |
| 131.33 | 190 | | 119,869 | 111,363 | 102,845 | 94,327 | 85,810 | 77,292 | 68,774 |
| | 210 | | 117,747 | 109,231 | 100,713 | 92,195 | 83,678 | 75,160 | 66,642 |
| | 230 | | 115,616 | 107,098 | 98,581 | 90,063 | 81,545 | 73,028 | 64,510 |
| | 250 | | 113,484 | 104,966 | 96,449 | 87,931 | 79,413 | 70,895 | 62,378 |
| | 270 | | 111,352 | 102,834 | 94,316 | 85,799 | 77,281 | 68,763 | 60,246 |
| | 290 | | 109,219 | 100,702 | 92,184 | 83,666 | 75,149 | 66,631 | 58,113 |
| | 310 | | 107,087 | 98,570 | 90,052 | 81,534 | 73,017 | 64,499 | 55,976 |
| | 330 | | 104,955 | 96,437 | 87,920 | 79,402 | 70,884 | 62,367 | 53,833 |
| | 350 | | 102,823 | 94,305 | 85,788 | 77,270 | 68,752 | 60,235 | 51,690 |
| | 370 | | 100,691 | 92,173 | 83,655 | 75,138 | 66,620 | 58,102 | 49,547 |
| | 390 | | 98,559 | 90,041 | 81,523 | 73,006 | 64,488 | 55,965 | 47,404 |
| | 410 | | 96,426 | 87,909 | 79,391 | 70,873 | 62,356 | 53,822 | 45,261 |
| | 430 | | 94,294 | 85,776 | 77,259 | 68,741 | 60,223 | 51,679 | 43,118 |
| | 450 | | 92,162 | 83,644 | 75,127 | 66,609 | 58,091 | 49,536 | 40,975 |
| | 470 | | 90,030 | 81,512 | 72,994 | 64,477 | 55,954 | 47,393 | 38,832 |
| | 490 | | 87,898 | 79,380 | 70,862 | 62,345 | 53,811 | 45,250 | 36,690 |
| | 510 | | 85,765 | 77,248 | 68,730 | 60,212 | 51,668 | 43,107 | 34,547 |
| | 530 | | 83,633 | 75,116 | 66,598 | 58,080 | 49,525 | 40,964 | 32,404 |
| | 550 | | 81,501 | 72,983 | 64,466 | 55,943 | 47,382 | 38,821 | 30,261 |
| | 570 | | 79,369 | 70,851 | 62,333 | 53,800 | 45,239 | 36,678 | 28,118 |

TABLE 8

| | | Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | | |
|---------------------|---------|---|--------|--------|---------|---------|---------|---------|---------|
| | | 109,100 | 90% | 95% | 100% | 105% | 110% | 115% | 120% |
| Balance (RLV - BLV) | 109,100 | | | | | | | | |
| | 70 | | 82,549 | 99,094 | 115,638 | 132,148 | 148,648 | 165,148 | 181,648 |
| | 90 | | 80,417 | 96,961 | 113,506 | 130,026 | 146,527 | 163,027 | 179,527 |
| | 110 | | 78,285 | 94,829 | 111,374 | 127,905 | 144,405 | 160,905 | 177,405 |
| | 130 | | 76,152 | 92,697 | 109,242 | 125,784 | 142,284 | 158,784 | 175,284 |
| | 150 | | 74,020 | 90,565 | 107,109 | 123,654 | 140,162 | 156,662 | 173,163 |
| CIL £psm | 170 | | 71,888 | 88,433 | 104,977 | 121,522 | 138,041 | 154,541 | 171,041 |
| 131.33 | 190 | | 69,756 | 86,300 | 102,845 | 119,390 | 135,919 | 152,420 | 168,920 |
| | 210 | | 67,624 | 84,168 | 100,713 | 117,258 | 133,798 | 150,298 | 166,798 |
| | 230 | | 65,491 | 82,036 | 98,581 | 115,125 | 131,670 | 148,177 | 164,677 |
| | 250 | | 63,359 | 79,904 | 96,449 | 112,993 | 129,538 | 146,055 | 162,555 |
| | 270 | | 61,227 | 77,772 | 94,316 | 110,861 | 127,406 | 143,934 | 160,434 |
| | 290 | | 59,095 | 75,639 | 92,184 | 108,729 | 125,273 | 141,812 | 158,312 |
| | 310 | | 56,963 | 73,507 | 90,052 | 106,597 | 123,141 | 139,686 | 156,191 |
| | 330 | | 54,830 | 71,375 | 87,920 | 104,464 | 121,009 | 137,554 | 154,070 |
| | 350 | | 52,698 | 69,243 | 85,788 | 102,332 | 118,877 | 135,421 | 151,948 |
| | 370 | | 50,566 | 67,111 | 83,655 | 100,200 | 116,745 | 133,289 | 149,827 |
| | 390 | | 48,434 | 64,979 | 81,523 | 98,068 | 114,612 | 131,157 | 147,702 |
| | 410 | | 46,295 | 62,846 | 79,391 | 95,936 | 112,480 | 129,025 | 145,570 |
| | 430 | | 44,152 | 60,714 | 77,259 | 93,803 | 110,348 | 126,893 | 143,437 |
| | 450 | | 42,009 | 58,582 | 75,127 | 91,671 | 108,216 | 124,761 | 141,305 |
| | 470 | | 39,866 | 56,450 | 72,994 | 89,539 | 106,084 | 122,628 | 139,173 |
| | 490 | | 37,723 | 54,318 | 70,862 | 87,407 | 103,952 | 120,496 | 137,041 |
| | 510 | | 35,580 | 52,185 | 68,730 | 85,275 | 101,819 | 118,364 | 134,909 |
| | 530 | | 33,437 | 50,042 | 66,598 | 83,142 | 99,687 | 116,232 | 132,776 |
| | 550 | | 31,294 | 47,899 | 64,466 | 81,010 | 97,555 | 114,100 | 130,644 |
| | 570 | | 29,151 | 45,756 | 62,333 | 78,878 | 95,423 | 111,967 | 128,512 |

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: **W**
No Units: **1** **Location / Value Zone:** **Higher** **Development Scenario:** **Greenfield**
Notes:

[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: | W |
|---|------------|
| No Units: | 1 |
| Location / Value Zone: | Higher |
| Development Scenario: | Greenfield |
| Notes: | 0 |
| Total GDV (£) | 500,000 |
| 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) | 15,102.95 |
| CIL (£) | 15,103 |
| Site Specific S106 (£ per unit) | 2,500 |
| Site Specific S106 (£) | 2,500 |
| Sub-total CIL+S106 (£ per unit) | 17,603 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 17,603 |
| Total Developers Profit (£) | 100,000 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 20.00% |
| Developers Profit (% on costs) | 42.54% |
| RLV (£) | 154,402 |
| RLV (£/acre) | 1,874,563 |
| RLV (£/ha) | 4,632,046 |
| Balance for Plan VA: | |
| BLV (£) | 45,302 |
| BLV (£/acre) | 550,000 |
| BLV (£/ha) | 1,359,050 |
| Surplus/Deficit | 109,100 |
| Surplus/Deficit (£/acre) | 1,324,563 |
| Surplus/Deficit (£/ha) | 3,272,996 |
| 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 |

190311 VOWH Residential Appraisals_Q_W_v3 - Summary Table

| Scheme Ref: | Q | R | S | T | U | V | W |
|---|------------|------------|------------|------------|------------|------------|------------|
| No Units: | 270 | 170 | 90 | 50 | 9 | 5 | 1 |
| Location / Value Zone: | Higher | Higher | Higher | Higher | Higher | Higher | Higher |
| Development Scenario: | Greenfield | Greenfield | Greenfield | Greenfield | Greenfield | Greenfield | Greenfield |
| Notes: | | | | | | | |
| Total GDV (£) | 89,709,012 | 56,483,452 | 29,903,004 | 16,612,780 | 4,887,000 | 2,700,000 | 500,000 |
| AH % | 35% | 35% | 35% | 35% | 0% | 0% | 0% |
| Affordable Rent: | 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% |
| Intermediate (LCHO/Sub-Market/Starter etc.): | 25.00% | 25.00% | 25.00% | 25.00% | 25.00% | 25.00% | 25.00% |
| CIL (£ psm) | 131.33 | 131.33 | 131.33 | 131.33 | 131.33 | 131.33 | 131.33 |
| CIL (£ per unit) | 7,663.47 | 7,663.47 | 7,663.47 | 7,663.47 | 17,926.55 | 17,729.55 | 15,102.95 |
| CIL (£) | 2,069,138 | 1,302,790 | 689,713 | 383,174 | 161,339 | 88,648 | 15,103 |
| Site Specific S106 (£ per unit) | 7,000 | 7,000 | 7,000 | 7,000 | 2,500 | 2,500 | 2,500 |
| Site Specific S106 (£) | 1,890,000 | 1,190,000 | 630,000 | 350,000 | 22,500 | 12,500 | 2,500 |
| Sub-total CIL+S106 (£ per unit) | 14,663 | 14,663 | 14,663 | 14,663 | 20,427 | 20,230 | 17,603 |
| Strategic Infrastructure (£ per unit) | - | - | - | - | - | - | - |
| Strategic Infrastructure (£) | - | - | - | - | - | - | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 14,663 | 14,663 | 14,663 | 14,663 | 20,427 | 20,230 | 17,603 |
| Total Developers Profit (£) | 14,550,689 | 9,161,545 | 4,850,230 | 2,694,572 | 977,400 | 540,000 | 100,000 |
| Developers Profit (% on OMS) | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% |
| Developers Profit (% on AH) | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% |
| Developers Profit (% blended) | 16.22% | 16.22% | 16.22% | 16.22% | 20.00% | 20.00% | 20.00% |
| Developers Profit (% on costs) | 33.26% | 33.22% | 30.01% | 29.88% | 39.40% | 39.32% | 42.54% |
| RLV (£) | 27,419,956 | 17,236,296 | 7,768,536 | 4,286,346 | 1,257,409 | 696,720 | 154,402 |
| RLV (£/acre) | 1,232,967 | 1,230,959 | 1,047,961 | 1,040,796 | 1,696,222 | 1,691,753 | 1,874,563 |
| RLV (£/ha) | 3,046,662 | 3,041,699 | 2,589,512 | 2,571,807 | 4,191,364 | 4,180,321 | 4,632,046 |
| Balance for Plan VA: | | | | | | | |
| BLV (£) | 10,452,330 | 6,581,097 | 3,484,110 | 2,265,083 | 407,715 | 226,508 | 45,302 |
| BLV (£/acre) | 470,000 | 470,000 | 470,000 | 550,000 | 550,000 | 550,000 | 550,000 |
| BLV (£/ha) | 1,161,370 | 1,161,370 | 1,161,370 | 1,359,050 | 1,359,050 | 1,359,050 | 1,359,050 |
| Surplus/Deficit | 16,967,626 | 10,655,199 | 4,284,426 | 2,021,262 | 849,694 | 470,212 | 109,100 |
| Surplus/Deficit (£/acre) | 762,967 | 760,959 | 577,961 | 490,796 | 1,146,222 | 1,141,753 | 1,324,563 |
| Surplus/Deficit (£/ha) | 1,885,292 | 1,880,329 | 1,428,142 | 1,212,757 | 2,832,314 | 2,821,271 | 3,272,996 |
| Plan Viability comments | Viable | Viable | Viable | Viable | Viable | Viable | Viable |

190311 VOWH Residential Appraisals_X_AC_v3 - Version Notes

| Date | Version | Comments |
|--------|---------|----------|
| 190311 | v3 | |

Scheme Ref: **X**
 No Units: **170** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|-----------------------------|---|----------------------|
| Total number of units in scheme | | | 170 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% | | | |
| CIL Rate (£ psm) | | | 100% | | | |
| | | | 93.02 £ psm | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 10.0% | 11.1 | 15.0% | 8.9 | 12% | 20.0 |
| 2 bed House | 25.0% | 27.6 | 30.0% | 17.9 | 27% | 45.5 |
| 3 bed House | 35.0% | 38.7 | 40.0% | 23.8 | 37% | 62.5 |
| 4 bed House | 5.0% | 5.5 | 7.5% | 4.5 | 6% | 10.0 |
| 5 bed House | 5.0% | 5.5 | 7.5% | 4.5 | 6% | 10.0 |
| 1 bed Flat | 7.0% | 7.7 | 0.0% | 0.0 | 5% | 7.7 |
| 2 bed Flat | 13.0% | 14.4 | 0.0% | 0.0 | 8% | 14.4 |
| Total number of units | 100.0% | 110.5 | 100.0% | 59.5 | 100% | 170.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqm) | (sqft) |
| 1 bed House | 685 | 7,374 | 553 | 5,956 | 1,238 | 13,331 |
| 2 bed House | 2,182 | 23,491 | 1,410 | 15,179 | 3,593 | 38,670 |
| 3 bed House | 3,868 | 41,629 | 2,380 | 25,618 | 6,248 | 67,248 |
| 4 bed House | 635 | 6,839 | 513 | 5,524 | 1,149 | 12,363 |
| 5 bed House | 912 | 9,813 | 736 | 7,926 | 1,648 | 17,738 |
| 1 bed Flat | 455 | 4,898 | 0 | 0 | 455 | 4,898 |
| 2 bed Flat | 1,183 | 12,734 | 0 | 0 | 1,183 | 12,734 |
| | 9,920 | 106,778 | 5,593 | 60,203 | 15,513 | 166,980 |
| AH % by floor area: | | | 36.05% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV (£ no AH) | | |
| 1 bed House | 300,000 | 4,839 | 450 | 5,992,500 | | |
| 2 bed House | 350,000 | 4,430 | 412 | 15,916,250 | | |
| 3 bed House | 420,000 | 4,200 | 390 | 26,239,500 | | |
| 4 bed House | 500,000 | 4,348 | 404 | 4,993,750 | | |
| 5 bed House | 600,000 | 3,636 | 338 | 5,992,500 | | |
| 1 bed Flat | 235,200 | 4,704 | 437 | 1,819,272 | | |
| 2 bed Flat | 286,000 | 4,086 | 380 | 4,108,390 | | |
| | | | | 65,062,162 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 2 bed House | 210,000 | 60% | 154,000 | 44% | 266,000 | 76% |
| 3 bed House | 252,000 | 60% | 184,800 | 44% | 319,200 | 76% |
| 4 bed House | 300,000 | 60% | 220,000 | 44% | 380,000 | 76% |
| 5 bed House | 360,000 | 60% | 264,000 | 44% | 456,000 | 76% |
| 1 bed Flat | 141,120 | 60% | 103,488 | 44% | 178,752 | 76% |
| 2 bed Flat | 171,600 | 60% | 125,840 | 44% | 217,360 | 76% |

Scheme Ref: **X**
 No Units: **170** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|------------|---|--|---------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 11.1 | @ | 300,000 | 3,315,000 |
| 2 bed House | 27.6 | @ | 350,000 | 9,668,750 |
| 3 bed House | 38.7 | @ | 420,000 | 16,243,500 |
| 4 bed House | 5.5 | @ | 500,000 | 2,762,500 |
| 5 bed House | 5.5 | @ | 600,000 | 3,315,000 |
| 1 bed Flat | 7.7 | @ | 235,200 | 1,819,272 |
| 2 bed Flat | 14.4 | @ | 286,000 | 4,108,390 |
| | 110.5 | | | 41,232,412 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 6.7 | @ | 180,000 | 1,204,875 |
| 2 bed House | 13.4 | @ | 210,000 | 2,811,375 |
| 3 bed House | 17.9 | @ | 252,000 | 4,498,200 |
| 4 bed House | 3.3 | @ | 300,000 | 1,004,063 |
| 5 bed House | 3.3 | @ | 360,000 | 1,204,875 |
| 1 bed Flat | 0.0 | @ | 141,120 | - |
| 2 bed Flat | 0.0 | @ | 171,600 | - |
| | 44.6 | | | 10,723,388 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 132,000 | - |
| 2 bed House | 0.0 | @ | 154,000 | - |
| 3 bed House | 0.0 | @ | 184,800 | - |
| 4 bed House | 0.0 | @ | 220,000 | - |
| 5 bed House | 0.0 | @ | 264,000 | - |
| 1 bed Flat | 0.0 | @ | 103,488 | - |
| 2 bed Flat | 0.0 | @ | 125,840 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 2.2 | @ | 228,000 | 508,725 |
| 2 bed House | 4.5 | @ | 266,000 | 1,187,025 |
| 3 bed House | 6.0 | @ | 319,200 | 1,899,240 |
| 4 bed House | 1.1 | @ | 380,000 | 423,938 |
| 5 bed House | 1.1 | @ | 456,000 | 508,725 |
| 1 bed Flat | 0.0 | @ | 178,752 | - |
| 2 bed Flat | 0.0 | @ | 217,360 | - |
| | 14.9 | | | 4,527,653 |
| Sub-total GDV Residential | 170 | | | 56,483,452 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 8,578,710 |
| | | | 553 £ psm (total GIA sqm) | 50,463 £ per unit (total units) |
| Grant | 170 | @ | 0 | - |
| Total GDV | | | | 56,483,452 |

| DEVELOPMENT COSTS | | | | |
|---|-------------------------|----------------|--------------------------------|-------------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (120,000) |
| Statutory Planning Fees (Residential) | | | | (39,419) |
| CIL | 9,920 sqm (Market only) | | 93.02 £ psm | (922,756) |
| CIL analysis: | 1.63% % of GDV | | 5,428 £ 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 | 170 units @ | 7,000 per unit | (1,190,000) |
| S106 analysis: | 210,000 £ per ha | 2.11% % of GDV | 7,000 £ per unit (total ur) | (1,190,000) |
| AH Commuted Sum | 15,513 sqm (total) | | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

Scheme Ref: **X**
 No Units: **170** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| | | | | | | |
|--|------------|---------------|------------------|-----------------------------------|---------------------------------------|---------------------|
| <i>cont/</i> | | | | | | |
| Construction Costs - | | | | | | |
| Site Clearance and Demolition | | 14.00 acres @ | | 50,000 £ per acre (if brownfield) | | (700,117) |
| 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 | | 170 units @ | 0 per unit | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total ur | | - |
| 1 bed House | | | 1,238 sqm @ | 1,160 psm | | (1,436,602) |
| 2 bed House | | | 3,593 sqm @ | 1,160 psm | | (4,167,329) |
| 3 bed House | | | 6,248 sqm @ | 1,160 psm | | (7,247,100) |
| 4 bed House | | | 1,149 sqm @ | 1,160 psm | | (1,332,333) |
| 5 bed House | | | 1,648 sqm @ | 1,160 psm | | (1,911,608) |
| 1 bed Flat | | | 455 sqm @ | 1,288 psm | | (586,040) |
| 2 bed Flat | | 15,513 | 1,183 sqm @ | 1,288 psm | | (1,523,704) |
| External works | | | 18,204,715 @ | 15.0% 16,063 £ per unit | | (2,730,707) |
| M4(2) Category 2 Housing | Aff units | 60 units @ | 95% @ | 521 £ per unit | | (29,450) |
| M4(3) Category 3 Housing | Aff units | 60 units @ | 5% @ | 10,111 £ per unit | | (30,080) |
| M4(2) Category 2 Housing | Mrkt units | 111 units @ | 15% @ | 521 £ per unit | | (8,636) |
| M4(3) Category 3 Housing | Mrkt units | 111 units @ | 2% @ | 10,111 £ per unit | | (22,345) |
| Water Efficiency additional cost | | 170 units @ | | 10 £ per unit | | (1,700) |
| Contingency | | | 21,727,750 @ | 3.0% | | (651,832) |
| Professional Fees | | | 21,727,750 @ | 6.5% | | (1,412,304) |
| Disposal Costs - | | | | | | |
| Residential Sales Agent Costs | | | 41,232,412 OMS @ | 1.00% | 2,425 £ per unit | (412,324) |
| Residential Sales Legal Costs | | | 41,232,412 OMS @ | 0.50% | 1,213 £ per unit | (206,162) |
| Marketing and Promotion | | | 41,232,412 OMS @ | 3.00% | 7,276 £ per unit 10,914 £ per unit | (1,236,972) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | | (84,194) |
| Developers Profit - | | | | | | |
| Margin on AH | | | 15,251,040 | 6.00% on AH values | | (915,062) |
| Profit on OMS | | | 41,232,412 | 20.00% | | (8,246,482) |
| Profit analysis: | | | 28,003,713 | 32.72% on costs | (9,161,545) | |
| | | | 56,483,452 | 16.22% blended | (9,161,545) | |
| TOTAL COSTS | | | | | | (37,165,258) |

| | | | | | | |
|----------------------------------|--|--|-------------------|--------------------|----------------------|-------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | | |
| Residual Land Value (gross) | | | | | | 19,318,194 |
| SDLT | | | 19,318,194 @ | (slabbed) | | (955,410) |
| Acquisition Agent fees | | | 19,318,194 @ | 1.0% | | (193,182) |
| Acquisition Legal fees | | | 19,318,194 @ | 0.5% | | (96,591) |
| Interest on Land | | | 19,318,194 @ | 6.25% | | (1,207,387) |
| Residual Land Value | | | | | | 16,865,624 |
| RLV analysis: | | | 99,210 £ per plot | 2,976,287 £ per ha | 1,204,487 £ per acre | |

| | | | | | | |
|-----------------------------------|--|-------------------|--------------------|--------------------|--|-------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | | |
| Residential Density | | | 30.0 dph | | | |
| Site Area (Net) | | | 5.67 ha | 14.00 acres | | |
| Density analysis: | | | 2,738 sqm/ha | 11,925 sqft/ac | | |
| Benchmark Land Value (Net) | | 69,188 £ per plot | 2,075,640 £ per ha | 840,000 £ per acre | | 11,761,960 |

| | | | | | | |
|-------------------|--|--|------------------|--------------------|--|------------------|
| BALANCE | | | | | | |
| Surplus/(Deficit) | | | 900,647 £ per ha | 364,487 £ per acre | | 5,103,664 |

Scheme Ref: **X**
 No Units: **170** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | 5,103,664 | Affordable Housing - % on site 35% | | | | | | |
|---------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | 70 | 6,165,684 | 5,878,682 | 5,591,680 | 5,304,665 | 5,017,422 | 4,748,292 | 4,459,403 |
| | 90 | 5,950,739 | 5,677,171 | 5,403,603 | 5,130,035 | 4,856,394 | 4,600,682 | 4,325,212 |
| | 110 | 5,735,794 | 5,475,660 | 5,215,526 | 4,955,393 | 4,695,259 | 4,453,072 | 4,191,022 |
| | 130 | 5,520,849 | 5,274,150 | 5,027,450 | 4,780,750 | 4,534,050 | 4,305,462 | 4,056,831 |
| | 150 | 5,305,905 | 5,072,639 | 4,839,373 | 4,606,107 | 4,372,841 | 4,157,699 | 3,922,640 |
| CIL £psm | 170 | 5,090,875 | 4,871,128 | 4,651,296 | 4,431,465 | 4,211,633 | 4,009,925 | 3,788,445 |
| 93.02 | 190 | 4,875,674 | 4,669,570 | 4,463,220 | 4,256,822 | 4,050,424 | 3,862,150 | 3,654,105 |
| | 210 | 4,660,473 | 4,467,820 | 4,275,143 | 4,082,179 | 3,889,216 | 3,714,376 | 3,519,764 |
| | 230 | 4,445,272 | 4,266,069 | 4,086,865 | 3,907,537 | 3,728,007 | 3,566,601 | 3,385,424 |
| | 250 | 4,230,071 | 4,064,318 | 3,898,564 | 3,732,811 | 3,566,798 | 3,418,826 | 3,251,083 |
| | 270 | 4,014,870 | 3,862,567 | 3,710,264 | 3,557,960 | 3,405,590 | 3,271,052 | 3,116,743 |
| | 290 | 3,799,669 | 3,660,816 | 3,521,963 | 3,383,110 | 3,244,257 | 3,123,277 | 2,982,402 |
| | 310 | 3,584,302 | 3,459,065 | 3,333,662 | 3,208,259 | 3,082,856 | 2,975,503 | 2,848,062 |
| | 330 | 3,368,828 | 3,257,253 | 3,145,361 | 3,033,408 | 2,921,455 | 2,827,639 | 2,713,721 |
| | 350 | 3,153,354 | 3,055,246 | 2,957,060 | 2,858,557 | 2,760,054 | 2,679,689 | 2,579,381 |
| | 370 | 2,937,880 | 2,853,239 | 2,768,598 | 2,683,706 | 2,598,653 | 2,531,738 | 2,445,036 |
| | 390 | 2,722,406 | 2,651,232 | 2,580,059 | 2,508,855 | 2,437,253 | 2,383,787 | 2,310,536 |
| | 410 | 2,506,932 | 2,449,225 | 2,391,519 | 2,333,813 | 2,275,852 | 2,235,836 | 2,176,035 |
| | 430 | 2,291,275 | 2,247,218 | 2,202,979 | 2,158,740 | 2,114,451 | 2,087,886 | 2,041,534 |
| | 450 | 2,075,511 | 2,045,197 | 2,014,439 | 1,983,667 | 1,952,895 | 1,939,935 | 1,907,034 |
| | 470 | 1,859,747 | 1,842,918 | 1,825,900 | 1,808,595 | 1,791,290 | 1,791,984 | 1,772,533 |
| | 490 | 1,643,984 | 1,640,640 | 1,637,296 | 1,633,522 | 1,629,684 | 1,643,998 | 1,638,032 |
| | 510 | 1,428,220 | 1,438,361 | 1,448,503 | 1,458,449 | 1,468,079 | 1,495,860 | 1,503,532 |
| | 530 | 1,212,369 | 1,236,083 | 1,259,710 | 1,283,337 | 1,306,473 | 1,347,721 | 1,369,031 |
| | 550 | 996,299 | 1,033,804 | 1,070,916 | 1,108,028 | 1,144,868 | 1,199,583 | 1,234,496 |
| | 570 | 780,228 | 831,376 | 882,123 | 932,720 | 983,262 | 1,051,445 | 1,099,825 |

TABLE 2

| Balance (RLV - BLV) | 5,103,664 | Site Specific S106 (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|-----------|--|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 5,304,665 | 5,200,316 | 5,095,955 | 4,991,593 | 4,887,232 | 4,782,870 | 4,678,509 |
| | 90 | 5,130,035 | 5,025,674 | 4,921,312 | 4,816,951 | 4,712,589 | 4,608,227 | 4,503,866 |
| | 110 | 4,955,393 | 4,851,031 | 4,746,669 | 4,642,308 | 4,537,946 | 4,433,585 | 4,329,223 |
| | 130 | 4,780,750 | 4,676,388 | 4,572,027 | 4,467,665 | 4,363,304 | 4,258,942 | 4,154,581 |
| | 150 | 4,606,107 | 4,501,746 | 4,397,384 | 4,293,023 | 4,188,661 | 4,084,299 | 3,979,938 |
| CIL £psm | 170 | 4,431,465 | 4,327,103 | 4,222,741 | 4,118,380 | 4,014,018 | 3,909,657 | 3,805,295 |
| 93.02 | 190 | 4,256,822 | 4,152,460 | 4,048,099 | 3,943,737 | 3,839,376 | 3,735,014 | 3,630,653 |
| | 210 | 4,082,179 | 3,977,818 | 3,873,456 | 3,769,095 | 3,664,733 | 3,560,371 | 3,455,910 |
| | 230 | 3,907,537 | 3,803,175 | 3,698,813 | 3,594,451 | 3,489,927 | 3,385,493 | 3,281,059 |
| | 250 | 3,732,811 | 3,628,378 | 3,523,944 | 3,419,510 | 3,315,076 | 3,210,642 | 3,106,209 |
| | 270 | 3,557,960 | 3,453,527 | 3,349,093 | 3,244,659 | 3,140,225 | 3,035,791 | 2,931,358 |
| | 290 | 3,383,110 | 3,278,676 | 3,174,242 | 3,069,808 | 2,965,374 | 2,860,941 | 2,756,507 |
| | 310 | 3,208,259 | 3,103,825 | 2,999,391 | 2,894,957 | 2,790,524 | 2,686,090 | 2,581,656 |
| | 330 | 3,033,408 | 2,928,974 | 2,824,540 | 2,720,107 | 2,615,673 | 2,511,239 | 2,406,805 |
| | 350 | 2,858,557 | 2,754,123 | 2,649,689 | 2,545,256 | 2,440,822 | 2,336,388 | 2,231,954 |
| | 370 | 2,683,706 | 2,579,272 | 2,474,839 | 2,370,405 | 2,265,971 | 2,161,537 | 2,057,103 |
| | 390 | 2,508,855 | 2,404,374 | 2,299,864 | 2,195,353 | 2,090,842 | 1,986,331 | 1,881,821 |
| | 410 | 2,333,813 | 2,229,302 | 2,124,791 | 2,020,280 | 1,915,770 | 1,811,259 | 1,706,748 |
| | 430 | 2,158,740 | 2,054,229 | 1,949,718 | 1,845,208 | 1,740,697 | 1,636,186 | 1,531,675 |
| | 450 | 1,983,667 | 1,879,157 | 1,774,646 | 1,670,135 | 1,565,624 | 1,461,114 | 1,356,603 |
| | 470 | 1,808,595 | 1,704,084 | 1,599,573 | 1,495,062 | 1,390,552 | 1,286,041 | 1,181,530 |
| | 490 | 1,633,522 | 1,529,011 | 1,424,501 | 1,319,990 | 1,215,479 | 1,110,968 | 1,006,457 |
| | 510 | 1,458,449 | 1,353,939 | 1,249,428 | 1,144,917 | 1,040,406 | 935,895 | 831,384 |
| | 530 | 1,283,337 | 1,178,744 | 1,074,152 | 969,559 | 864,967 | 760,374 | 655,782 |
| | 550 | 1,108,028 | 1,003,436 | 898,844 | 794,251 | 689,659 | 585,066 | 480,474 |
| | 570 | 932,720 | 828,128 | 723,536 | 618,943 | 514,351 | 409,758 | 305,166 |

Scheme Ref: **X**
 No Units: **170** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| TABLE 3 | | Infrastructure Costs | | | | | | | |
|---------------------|-------|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% (where 110% is a 10% increase etc.) | | | | | | | |
| Balance (RLV - BLV) | | 5,103,664 | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | | 5,304,665 | 5,304,665 | 5,304,665 | 5,304,665 | 5,304,665 | 5,304,665 | 5,304,665 |
| | 90 | | 5,130,035 | 5,130,035 | 5,130,035 | 5,130,035 | 5,130,035 | 5,130,035 | 5,130,035 |
| | 110 | | 4,955,393 | 4,955,393 | 4,955,393 | 4,955,393 | 4,955,393 | 4,955,393 | 4,955,393 |
| | 130 | | 4,780,750 | 4,780,750 | 4,780,750 | 4,780,750 | 4,780,750 | 4,780,750 | 4,780,750 |
| | 150 | | 4,606,107 | 4,606,107 | 4,606,107 | 4,606,107 | 4,606,107 | 4,606,107 | 4,606,107 |
| CIL £psm | 170 | | 4,431,465 | 4,431,465 | 4,431,465 | 4,431,465 | 4,431,465 | 4,431,465 | 4,431,465 |
| | 93.02 | | | | | | | | |
| | 190 | | 4,256,822 | 4,256,822 | 4,256,822 | 4,256,822 | 4,256,822 | 4,256,822 | 4,256,822 |
| | 210 | | 4,082,179 | 4,082,179 | 4,082,179 | 4,082,179 | 4,082,179 | 4,082,179 | 4,082,179 |
| | 230 | | 3,907,537 | 3,907,537 | 3,907,537 | 3,907,537 | 3,907,537 | 3,907,537 | 3,907,537 |
| | 250 | | 3,732,811 | 3,732,811 | 3,732,811 | 3,732,811 | 3,732,811 | 3,732,811 | 3,732,811 |
| | 270 | | 3,557,960 | 3,557,960 | 3,557,960 | 3,557,960 | 3,557,960 | 3,557,960 | 3,557,960 |
| | 290 | | 3,383,110 | 3,383,110 | 3,383,110 | 3,383,110 | 3,383,110 | 3,383,110 | 3,383,110 |
| | 310 | | 3,208,259 | 3,208,259 | 3,208,259 | 3,208,259 | 3,208,259 | 3,208,259 | 3,208,259 |
| | 330 | | 3,033,408 | 3,033,408 | 3,033,408 | 3,033,408 | 3,033,408 | 3,033,408 | 3,033,408 |
| | 350 | | 2,858,557 | 2,858,557 | 2,858,557 | 2,858,557 | 2,858,557 | 2,858,557 | 2,858,557 |
| | 370 | | 2,683,706 | 2,683,706 | 2,683,706 | 2,683,706 | 2,683,706 | 2,683,706 | 2,683,706 |
| | 390 | | 2,508,855 | 2,508,855 | 2,508,855 | 2,508,855 | 2,508,855 | 2,508,855 | 2,508,855 |
| | 410 | | 2,333,813 | 2,333,813 | 2,333,813 | 2,333,813 | 2,333,813 | 2,333,813 | 2,333,813 |
| | 430 | | 2,158,740 | 2,158,740 | 2,158,740 | 2,158,740 | 2,158,740 | 2,158,740 | 2,158,740 |
| | 450 | | 1,983,667 | 1,983,667 | 1,983,667 | 1,983,667 | 1,983,667 | 1,983,667 | 1,983,667 |
| | 470 | | 1,808,595 | 1,808,595 | 1,808,595 | 1,808,595 | 1,808,595 | 1,808,595 | 1,808,595 |
| | 490 | | 1,633,522 | 1,633,522 | 1,633,522 | 1,633,522 | 1,633,522 | 1,633,522 | 1,633,522 |
| | 510 | | 1,458,449 | 1,458,449 | 1,458,449 | 1,458,449 | 1,458,449 | 1,458,449 | 1,458,449 |
| | 530 | | 1,283,337 | 1,283,337 | 1,283,337 | 1,283,337 | 1,283,337 | 1,283,337 | 1,283,337 |
| | 550 | | 1,108,028 | 1,108,028 | 1,108,028 | 1,108,028 | 1,108,028 | 1,108,028 | 1,108,028 |
| | 570 | | 932,720 | 932,720 | 932,720 | 932,720 | 932,720 | 932,720 | 932,720 |

| TABLE 4 | | Profit 20% | | | | | | | |
|---------------------|-------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV) | | 5,103,664 | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| | 70 | | 7,103,429 | 6,743,676 | 6,383,923 | 6,024,170 | 5,664,418 | 5,304,665 | 4,944,912 |
| | 90 | | 6,928,799 | 6,569,046 | 6,209,294 | 5,849,541 | 5,489,788 | 5,130,035 | 4,770,282 |
| | 110 | | 6,754,156 | 6,394,404 | 6,034,651 | 5,674,898 | 5,315,145 | 4,955,393 | 4,595,640 |
| | 130 | | 6,579,514 | 6,219,761 | 5,860,008 | 5,500,255 | 5,140,503 | 4,780,750 | 4,420,997 |
| | 150 | | 6,404,871 | 6,045,118 | 5,685,366 | 5,325,613 | 4,965,860 | 4,606,107 | 4,246,354 |
| CIL £psm | 170 | | 6,230,228 | 5,870,476 | 5,510,723 | 5,150,970 | 4,791,217 | 4,431,465 | 4,071,712 |
| | 93.02 | | | | | | | | |
| | 190 | | 6,055,586 | 5,695,833 | 5,336,080 | 4,976,327 | 4,616,575 | 4,256,822 | 3,897,069 |
| | 210 | | 5,880,943 | 5,521,190 | 5,161,438 | 4,801,685 | 4,441,932 | 4,082,179 | 3,722,426 |
| | 230 | | 5,706,301 | 5,346,548 | 4,986,795 | 4,627,042 | 4,267,289 | 3,907,537 | 3,547,784 |
| | 250 | | 5,531,659 | 5,171,906 | 4,812,153 | 4,452,400 | 4,092,647 | 3,732,811 | 3,373,059 |
| | 270 | | 5,357,016 | 4,997,263 | 4,637,510 | 4,277,757 | 3,917,004 | 3,557,960 | 3,198,208 |
| | 290 | | 5,182,374 | 4,822,621 | 4,462,857 | 4,103,104 | 3,742,851 | 3,383,110 | 3,023,357 |
| | 310 | | 5,007,731 | 4,647,978 | 4,288,104 | 3,927,351 | 3,567,598 | 3,208,259 | 2,848,506 |
| | 330 | | 4,833,088 | 4,473,335 | 4,113,582 | 3,752,828 | 3,393,075 | 3,033,408 | 2,673,655 |
| | 350 | | 4,658,445 | 4,298,692 | 3,938,929 | 3,579,176 | 3,219,423 | 2,858,557 | 2,498,804 |
| | 370 | | 4,483,802 | 4,124,049 | 3,764,296 | 3,404,543 | 3,044,790 | 2,683,706 | 2,323,953 |
| | 390 | | 4,309,159 | 3,949,406 | 3,589,653 | 3,229,900 | 2,869,147 | 2,508,855 | 2,149,103 |
| | 410 | | 4,134,516 | 3,774,763 | 3,414,909 | 3,055,147 | 2,699,394 | 2,333,813 | 1,974,060 |
| | 430 | | 3,959,873 | 3,599,120 | 3,239,367 | 2,879,614 | 2,519,861 | 2,158,740 | 1,798,987 |
| | 450 | | 3,785,230 | 3,425,477 | 3,065,724 | 2,703,971 | 2,344,218 | 1,983,667 | 1,623,915 |
| | 470 | | 3,610,587 | 3,250,834 | 2,896,081 | 2,528,318 | 2,168,565 | 1,808,595 | 1,448,842 |
| | 490 | | 3,435,944 | 3,076,191 | 2,721,438 | 2,355,685 | 1,995,932 | 1,633,522 | 1,273,769 |
| | 510 | | 3,261,301 | 2,901,548 | 2,541,795 | 2,176,042 | 1,816,289 | 1,458,449 | 1,098,697 |
| | 530 | | 3,086,658 | 2,726,905 | 2,367,152 | 2,001,389 | 1,641,636 | 1,283,337 | 923,584 |
| | 550 | | 2,912,015 | 2,552,152 | 2,192,409 | 1,827,646 | 1,467,893 | 1,108,028 | 748,276 |
| | 570 | | 2,737,372 | 2,377,619 | 2,017,866 | 1,652,903 | 1,292,150 | 932,720 | 572,968 |



Scheme Ref: **X**
 No Units: **170** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| Balance (RLV - BLV) | 5,103,664 | BLV (per acre) | | | | | | |
|---------------------|-----------|----------------|------------|------------|-----------|-----------|-----------|-----------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| CIL £psm 93.02 | 70 | 12,865,925 | 11,465,691 | 10,065,458 | 8,665,225 | 7,264,991 | 5,864,758 | 4,464,525 |
| | 90 | 12,691,295 | 11,291,062 | 9,890,829 | 8,490,595 | 7,090,362 | 5,690,129 | 4,289,895 |
| | 110 | 12,516,653 | 11,116,419 | 9,716,186 | 8,315,953 | 6,915,719 | 5,515,486 | 4,115,253 |
| | 130 | 12,342,010 | 10,941,777 | 9,541,543 | 8,141,310 | 6,741,077 | 5,340,843 | 3,940,610 |
| | 150 | 12,167,367 | 10,767,134 | 9,366,901 | 7,966,667 | 6,566,434 | 5,166,201 | 3,765,967 |
| | 170 | 11,992,725 | 10,592,491 | 9,192,258 | 7,792,025 | 6,391,791 | 4,991,558 | 3,591,325 |
| | 190 | 11,818,082 | 10,417,849 | 9,017,615 | 7,617,382 | 6,217,149 | 4,816,915 | 3,416,682 |
| | 210 | 11,643,439 | 10,243,206 | 8,842,973 | 7,442,739 | 6,042,506 | 4,642,273 | 3,242,039 |
| | 230 | 11,468,797 | 10,068,563 | 8,668,330 | 7,268,097 | 5,867,863 | 4,467,630 | 3,067,397 |
| | 250 | 11,294,071 | 9,893,838 | 8,493,605 | 7,093,371 | 5,693,138 | 4,292,905 | 2,892,671 |
| | 270 | 11,119,220 | 9,718,987 | 8,318,754 | 6,918,520 | 5,518,287 | 4,118,054 | 2,717,820 |
| | 290 | 10,944,370 | 9,544,136 | 8,143,903 | 6,743,670 | 5,343,436 | 3,943,203 | 2,542,970 |
| | 310 | 10,769,519 | 9,369,285 | 7,969,052 | 6,568,819 | 5,168,585 | 3,768,352 | 2,368,119 |
| | 330 | 10,594,668 | 9,194,435 | 7,794,201 | 6,393,968 | 4,993,735 | 3,593,501 | 2,193,268 |
| | 350 | 10,419,817 | 9,019,584 | 7,619,350 | 6,219,117 | 4,818,884 | 3,418,650 | 2,018,417 |
| | 370 | 10,244,966 | 8,844,733 | 7,444,500 | 6,044,266 | 4,644,033 | 3,243,800 | 1,843,566 |
| | 390 | 10,070,115 | 8,669,882 | 7,269,649 | 5,869,415 | 4,469,182 | 3,068,949 | 1,668,715 |
| | 410 | 9,895,073 | 8,494,839 | 7,094,606 | 5,694,373 | 4,294,139 | 2,893,906 | 1,493,673 |
| | 430 | 9,720,000 | 8,319,767 | 6,919,533 | 5,519,300 | 4,119,067 | 2,718,833 | 1,318,600 |
| | 450 | 9,544,927 | 8,144,694 | 6,744,461 | 5,344,227 | 3,943,994 | 2,543,761 | 1,143,527 |
| | 470 | 9,369,855 | 7,969,621 | 6,569,388 | 5,169,155 | 3,768,921 | 2,368,688 | 968,455 |
| | 490 | 9,194,782 | 7,794,549 | 6,394,315 | 4,994,082 | 3,593,849 | 2,193,615 | 793,382 |
| | 510 | 9,019,709 | 7,619,476 | 6,219,243 | 4,819,009 | 3,418,776 | 2,018,543 | 618,309 |
| | 530 | 8,844,597 | 7,444,363 | 6,044,130 | 4,643,897 | 3,243,663 | 1,843,430 | 443,197 |
| | 550 | 8,669,288 | 7,269,055 | 5,868,822 | 4,468,588 | 3,068,355 | 1,668,122 | 267,888 |
| | 570 | 8,493,980 | 7,093,747 | 5,693,514 | 4,293,280 | 2,893,047 | 1,492,814 | 92,580 |

| Balance (RLV - BLV) | 5,103,664 | Density (dph) | | | | | | |
|---------------------|-----------|---------------|-----------|------------|------------|------------|------------|------------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| CIL £psm 93.02 | 70 | 5,304,665 | 8,421,555 | 10,291,689 | 11,538,445 | 12,428,857 | 13,096,586 | 13,615,930 |
| | 90 | 5,130,035 | 8,247,107 | 10,117,241 | 11,363,997 | 12,254,537 | 12,922,319 | 13,441,663 |
| | 110 | 4,955,393 | 8,072,659 | 9,942,793 | 11,189,549 | 12,080,089 | 12,747,994 | 13,267,396 |
| | 130 | 4,780,750 | 7,898,211 | 9,768,345 | 11,015,101 | 11,905,641 | 12,573,546 | 13,093,028 |
| | 150 | 4,606,107 | 7,723,763 | 9,593,897 | 10,840,653 | 11,731,193 | 12,399,098 | 12,918,580 |
| | 170 | 4,431,465 | 7,549,184 | 9,419,449 | 10,666,205 | 11,556,745 | 12,224,650 | 12,744,132 |
| | 190 | 4,256,822 | 7,374,541 | 9,245,001 | 10,491,757 | 11,382,297 | 12,050,202 | 12,569,684 |
| | 210 | 4,082,179 | 7,199,899 | 9,070,530 | 10,317,309 | 11,207,849 | 11,875,754 | 12,395,236 |
| | 230 | 3,907,537 | 7,025,256 | 8,895,888 | 10,142,861 | 11,033,401 | 11,701,306 | 12,220,788 |
| | 250 | 3,732,811 | 6,850,613 | 8,721,245 | 9,968,333 | 10,858,953 | 11,526,858 | 12,046,340 |
| | 270 | 3,557,960 | 6,675,971 | 8,546,602 | 9,793,690 | 10,684,467 | 11,352,410 | 11,871,892 |
| | 290 | 3,383,110 | 6,501,328 | 8,371,960 | 9,619,048 | 10,509,825 | 11,177,907 | 11,697,444 |
| | 310 | 3,208,259 | 6,326,685 | 8,197,317 | 9,444,405 | 10,335,182 | 11,003,265 | 11,522,885 |
| | 330 | 3,033,408 | 6,151,962 | 8,022,674 | 9,269,762 | 10,160,539 | 10,828,622 | 11,348,242 |
| | 350 | 2,858,557 | 5,977,111 | 7,848,032 | 9,095,120 | 9,985,897 | 10,653,979 | 11,173,599 |
| | 370 | 2,683,706 | 5,802,260 | 7,673,389 | 8,920,477 | 9,811,254 | 10,479,337 | 10,998,957 |
| | 390 | 2,508,855 | 5,627,410 | 7,498,542 | 8,745,834 | 9,636,611 | 10,304,694 | 10,824,314 |
| | 410 | 2,333,813 | 5,452,559 | 7,323,691 | 8,571,113 | 9,461,969 | 10,130,051 | 10,649,671 |
| | 430 | 2,158,740 | 5,277,708 | 7,148,840 | 8,396,262 | 9,287,278 | 9,955,409 | 10,475,029 |
| | 450 | 1,983,667 | 5,102,857 | 6,973,989 | 8,221,411 | 9,112,427 | 9,780,688 | 10,300,386 |
| | 470 | 1,808,595 | 4,927,989 | 6,799,139 | 8,046,560 | 8,937,576 | 9,605,837 | 10,125,596 |
| | 490 | 1,633,522 | 4,752,916 | 6,624,288 | 7,871,709 | 8,762,725 | 9,430,987 | 9,950,746 |
| | 510 | 1,458,449 | 4,577,844 | 6,449,437 | 7,696,859 | 8,587,874 | 9,256,136 | 9,775,895 |
| | 530 | 1,283,337 | 4,402,771 | 6,274,407 | 7,522,008 | 8,413,023 | 9,081,285 | 9,601,044 |
| | 550 | 1,108,028 | 4,227,698 | 6,099,335 | 7,347,092 | 8,238,172 | 8,906,434 | 9,426,193 |
| | 570 | 932,720 | 4,052,626 | 5,924,262 | 7,172,020 | 8,063,275 | 8,731,583 | 9,251,342 |

Scheme Ref: **X**
 No Units: **170** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

TABLE 7

| | Balance (RLV - BLV) | 5,103,664 | Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | | |
|--|---------------------|-----------|--|-----------|-----------|-----------|-----------|-------------|-------------|-------------|
| | | | 90% | 95% | 100% | 105% | 110% | 115% | 120% | |
| | | | 70 | 7,310,081 | 6,307,373 | 5,304,665 | 4,301,305 | 3,297,933 | 2,294,130 | 1,290,017 |
| | | | 90 | 7,135,633 | 6,132,925 | 5,130,035 | 4,126,663 | 3,123,290 | 2,119,279 | 1,115,166 |
| | | | 110 | 6,961,185 | 5,958,477 | 4,955,393 | 3,952,020 | 2,948,541 | 1,944,429 | 940,185 |
| | | | 130 | 6,786,737 | 5,784,029 | 4,780,750 | 3,777,377 | 2,773,691 | 1,769,578 | 765,112 |
| | | | 150 | 6,612,289 | 5,609,480 | 4,606,107 | 3,602,735 | 2,598,840 | 1,594,727 | 590,039 |
| | CIL £psm | | 170 | 6,437,841 | 5,434,837 | 4,431,465 | 3,428,092 | 2,423,989 | 1,419,876 | 414,967 |
| | 93.02 | | 190 | 6,263,393 | 5,260,194 | 4,256,822 | 3,253,251 | 2,249,138 | 1,244,823 | 239,894 |
| | | | 210 | 6,088,924 | 5,085,552 | 4,082,179 | 3,078,400 | 2,074,287 | 1,069,751 | 64,821 |
| | | | 230 | 5,914,282 | 4,910,909 | 3,907,537 | 2,903,549 | 1,899,436 | 894,678 | (110,332) |
| | | | 250 | 5,739,639 | 4,736,266 | 3,732,811 | 2,728,698 | 1,724,535 | 719,606 | (285,640) |
| | | | 270 | 5,564,996 | 4,561,624 | 3,557,960 | 2,553,848 | 1,549,462 | 544,533 | (460,948) |
| | | | 290 | 5,390,354 | 4,386,981 | 3,383,110 | 2,378,997 | 1,374,390 | 369,460 | (636,256) |
| | | | 310 | 5,215,711 | 4,212,338 | 3,208,259 | 2,204,146 | 1,199,317 | 194,258 | (811,564) |
| | | | 330 | 5,041,068 | 4,037,521 | 3,033,408 | 2,029,174 | 1,024,244 | 18,950 | (986,872) |
| | | | 350 | 4,866,426 | 3,862,670 | 2,858,557 | 1,854,101 | 849,172 | (156,358) | (1,162,368) |
| | | | 370 | 4,691,783 | 3,687,819 | 2,683,706 | 1,679,029 | 674,099 | (331,666) | (1,337,925) |
| | | | 390 | 4,517,081 | 3,512,968 | 2,508,855 | 1,503,956 | 498,848 | (506,974) | (1,513,482) |
| | | | 410 | 4,342,230 | 3,338,117 | 2,333,813 | 1,328,883 | 323,540 | (682,282) | (1,689,039) |
| | | | 430 | 4,167,379 | 3,163,267 | 2,158,740 | 1,153,811 | 148,232 | (857,804) | (1,864,596) |
| | | | 450 | 3,992,529 | 2,988,416 | 1,983,667 | 978,738 | (27,076) | (1,033,362) | (2,040,344) |
| | | | 470 | 3,817,678 | 2,813,524 | 1,808,595 | 803,438 | (202,384) | (1,208,919) | (2,216,164) |
| | | | 490 | 3,642,827 | 2,638,451 | 1,633,522 | 628,130 | (377,692) | (1,384,476) | (2,391,984) |
| | | | 510 | 3,467,976 | 2,463,379 | 1,458,449 | 452,822 | (553,241) | (1,560,033) | (2,567,804) |
| | | | 530 | 3,293,125 | 2,288,306 | 1,283,337 | 277,514 | (728,798) | (1,735,785) | (2,743,671) |
| | | | 550 | 3,118,163 | 2,113,234 | 1,108,028 | 102,206 | (904,355) | (1,911,605) | (2,919,768) |
| | | | 570 | 2,943,090 | 1,938,161 | 932,720 | (73,121) | (1,079,913) | (2,087,425) | (3,095,865) |

TABLE 8

| | Balance (RLV - BLV) | 5,103,664 | Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | | |
|--|---------------------|-----------|---|-------------|-----------|-----------|-----------|-----------|-----------|------------|
| | | | 90% | 95% | 100% | 105% | 110% | 115% | 120% | |
| | | | 70 | 2,585,663 | 3,945,170 | 5,304,665 | 6,663,609 | 8,022,552 | 9,381,496 | 10,740,422 |
| | | | 90 | 2,411,020 | 3,770,528 | 5,130,035 | 6,489,161 | 7,848,104 | 9,207,048 | 10,565,992 |
| | | | 110 | 2,236,377 | 3,595,885 | 4,955,393 | 6,314,713 | 7,673,656 | 9,032,600 | 10,391,544 |
| | | | 130 | 2,061,532 | 3,421,242 | 4,780,750 | 6,140,257 | 7,499,208 | 8,858,152 | 10,217,096 |
| | | | 150 | 1,886,681 | 3,246,600 | 4,606,107 | 5,965,615 | 7,324,760 | 8,683,704 | 10,042,648 |
| | CIL £psm | | 170 | 1,711,830 | 3,071,957 | 4,431,465 | 5,790,972 | 7,150,312 | 8,509,256 | 9,868,200 |
| | 93.02 | | 190 | 1,536,979 | 2,897,172 | 4,256,822 | 5,616,329 | 6,975,837 | 8,334,808 | 9,693,752 |
| | | | 210 | 1,362,128 | 2,722,321 | 4,082,179 | 5,441,687 | 6,801,194 | 8,160,360 | 9,519,304 |
| | | | 230 | 1,187,278 | 2,547,470 | 3,907,537 | 5,267,044 | 6,626,552 | 7,985,912 | 9,344,856 |
| | | | 250 | 1,012,397 | 2,372,619 | 3,732,811 | 5,092,402 | 6,451,909 | 7,811,417 | 9,170,408 |
| | | | 270 | 837,324 | 2,197,768 | 3,557,960 | 4,917,759 | 6,277,266 | 7,636,774 | 8,995,960 |
| | | | 290 | 662,251 | 2,022,917 | 3,383,110 | 4,743,116 | 6,102,624 | 7,462,131 | 8,821,512 |
| | | | 310 | 487,179 | 1,848,066 | 3,208,259 | 4,568,451 | 5,927,981 | 7,287,489 | 8,646,996 |
| | | | 330 | 312,106 | 1,673,105 | 3,033,408 | 4,393,600 | 5,753,338 | 7,112,846 | 8,472,354 |
| | | | 350 | 137,033 | 1,498,032 | 2,858,557 | 4,218,749 | 5,578,696 | 6,938,203 | 8,297,711 |
| | | | 370 | (38,053) | 1,322,959 | 2,683,706 | 4,043,899 | 5,404,053 | 6,763,561 | 8,123,068 |
| | | | 390 | (213,361) | 1,147,887 | 2,508,855 | 3,869,048 | 5,229,240 | 6,588,918 | 7,948,426 |
| | | | 410 | (388,669) | 972,814 | 2,333,813 | 3,694,197 | 5,054,389 | 6,414,275 | 7,773,783 |
| | | | 430 | (563,977) | 797,741 | 2,158,740 | 3,519,346 | 4,879,538 | 6,239,633 | 7,599,140 |
| | | | 450 | (739,285) | 622,642 | 1,983,667 | 3,344,495 | 4,704,687 | 6,064,880 | 7,424,498 |
| | | | 470 | (914,593) | 447,334 | 1,808,595 | 3,169,593 | 4,529,837 | 5,890,029 | 7,249,855 |
| | | | 490 | (1,090,055) | 272,026 | 1,633,522 | 2,994,521 | 4,354,986 | 5,715,178 | 7,075,212 |
| | | | 510 | (1,265,612) | 96,718 | 1,458,449 | 2,819,448 | 4,180,135 | 5,540,327 | 6,900,519 |
| | | | 530 | (1,441,170) | (78,590) | 1,283,337 | 2,644,375 | 4,005,284 | 5,365,476 | 6,725,669 |
| | | | 550 | (1,616,727) | (253,898) | 1,108,028 | 2,469,303 | 3,830,301 | 5,190,625 | 6,550,818 |
| | | | 570 | (1,792,284) | (429,306) | 932,720 | 2,294,230 | 3,655,229 | 5,015,775 | 6,375,967 |

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: X
No Units: 170 **Location / Value Zone:** Higher **Development Scenario:** Brownfield
Notes:

[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: | X |
| No Units: | 170 |
| Location / Value Zone: | Higher |
| Development Scenario: | Brownfield |
| Notes: | 0 |
| Total GDV (£) | 56,483,452 |
| 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) | 5,427.98 |
| CIL (£) | 922,756 |
| Site Specific S106 (£ per unit) | 7,000 |
| Site Specific S106 (£) | 1,190,000 |
| Sub-total CIL+S106 (£ per unit) | 12,428 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 12,428 |
| Total Developers Profit (£) | 9,161,545 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 16.22% |
| Developers Profit (% on costs) | 32.72% |
| RLV (£) | 16,865,624 |
| RLV (£/acre) | 1,204,487 |
| RLV (£/ha) | 2,976,287 |
| Balance for Plan VA: | |
| BLV (£) | 11,761,960 |
| BLV (£/acre) | 840,000 |
| BLV (£/ha) | 2,075,640 |
| Surplus/Deficit | 5,103,664 |
| Surplus/Deficit (£/acre) | 364,487 |
| Surplus/Deficit (£/ha) | 900,647 |
| 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: **Y**
 No Units: **90** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|-----------------------------|------------------------------|----------------------|
| Total number of units in scheme | | | 90 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% | | | |
| | | | 93.02 £ psm | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 10.0% | 5.9 | 15.0% | 4.7 | 12% | 10.6 |
| 2 bed House | 25.0% | 14.6 | 30.0% | 9.5 | 27% | 24.1 |
| 3 bed House | 35.0% | 20.5 | 40.0% | 12.6 | 37% | 33.1 |
| 4 bed House | 5.0% | 2.9 | 7.5% | 2.4 | 6% | 5.3 |
| 5 bed House | 5.0% | 2.9 | 7.5% | 2.4 | 6% | 5.3 |
| 1 bed Flat | 7.0% | 4.1 | 0.0% | 0.0 | 5% | 4.1 |
| 2 bed Flat | 13.0% | 7.6 | 0.0% | 0.0 | 8% | 7.6 |
| Total number of units | 100.0% | 58.5 | 100.0% | 31.5 | 100% | 90.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqm) | (sqft) |
| 1 bed House | 363 | 3,904 | 293 | 3,153 | 656 | 7,057 |
| 2 bed House | 1,155 | 12,436 | 747 | 8,036 | 1,902 | 20,472 |
| 3 bed House | 2,048 | 22,039 | 1,260 | 13,563 | 3,308 | 35,602 |
| 4 bed House | 336 | 3,621 | 272 | 2,924 | 608 | 6,545 |
| 5 bed House | 483 | 5,195 | 390 | 4,196 | 872 | 9,391 |
| 1 bed Flat | 241 | 2,593 | 0 | 0 | 241 | 2,593 |
| 2 bed Flat | 626 | 6,741 | 0 | 0 | 626 | 6,741 |
| | 5,252 | 56,529 | 2,961 | 31,872 | 8,213 | 88,401 |
| AH % by floor area: | | | 36.05% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 300,000 | 4,839 | 450 | 3,172,500 | | |
| 2 bed House | 350,000 | 4,430 | 412 | 8,426,250 | | |
| 3 bed House | 420,000 | 4,200 | 390 | 13,891,500 | | |
| 4 bed House | 500,000 | 4,348 | 404 | 2,643,750 | | |
| 5 bed House | 600,000 | 3,636 | 338 | 3,172,500 | | |
| 1 bed Flat | 235,200 | 4,704 | 437 | 963,144 | | |
| 2 bed Flat | 286,000 | 4,086 | 380 | 2,175,030 | | |
| | | | | 34,444,674 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 2 bed House | 210,000 | 60% | 154,000 | 44% | 266,000 | 76% |
| 3 bed House | 252,000 | 60% | 184,800 | 44% | 319,200 | 76% |
| 4 bed House | 300,000 | 60% | 220,000 | 44% | 380,000 | 76% |
| 5 bed House | 360,000 | 60% | 264,000 | 44% | 456,000 | 76% |
| 1 bed Flat | 141,120 | 60% | 103,488 | 44% | 178,752 | 76% |
| 2 bed Flat | 171,600 | 60% | 125,840 | 44% | 217,360 | 76% |

Scheme Ref: **Y**
 No Units: **90** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|-----------|---|--|---------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 5.9 | @ | 300,000 | 1,755,000 |
| 2 bed House | 14.6 | @ | 350,000 | 5,118,750 |
| 3 bed House | 20.5 | @ | 420,000 | 8,599,500 |
| 4 bed House | 2.9 | @ | 500,000 | 1,462,500 |
| 5 bed House | 2.9 | @ | 600,000 | 1,755,000 |
| 1 bed Flat | 4.1 | @ | 235,200 | 963,144 |
| 2 bed Flat | 7.6 | @ | 286,000 | 2,175,030 |
| | 58.5 | | | 21,828,924 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 3.5 | @ | 180,000 | 637,875 |
| 2 bed House | 7.1 | @ | 210,000 | 1,488,375 |
| 3 bed House | 9.5 | @ | 252,000 | 2,381,400 |
| 4 bed House | 1.8 | @ | 300,000 | 531,563 |
| 5 bed House | 1.8 | @ | 360,000 | 637,875 |
| 1 bed Flat | 0.0 | @ | 141,120 | - |
| 2 bed Flat | 0.0 | @ | 171,600 | - |
| | 23.6 | | | 5,677,088 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 132,000 | - |
| 2 bed House | 0.0 | @ | 154,000 | - |
| 3 bed House | 0.0 | @ | 184,800 | - |
| 4 bed House | 0.0 | @ | 220,000 | - |
| 5 bed House | 0.0 | @ | 264,000 | - |
| 1 bed Flat | 0.0 | @ | 103,488 | - |
| 2 bed Flat | 0.0 | @ | 125,840 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 1.2 | @ | 228,000 | 269,325 |
| 2 bed House | 2.4 | @ | 266,000 | 628,425 |
| 3 bed House | 3.2 | @ | 319,200 | 1,005,480 |
| 4 bed House | 0.6 | @ | 380,000 | 224,438 |
| 5 bed House | 0.6 | @ | 456,000 | 269,325 |
| 1 bed Flat | 0.0 | @ | 178,752 | - |
| 2 bed Flat | 0.0 | @ | 217,360 | - |
| | 7.9 | | | 2,396,993 |
| Sub-total GDV Residential | 90 | | | 29,903,004 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 4,541,670 |
| | | | 553 £ psm (total GIA sqm) | 50,463 £ per unit (total units) |
| Grant | 90 | @ | 0 | - |
| Total GDV | | | | 29,903,004 |

| DEVELOPMENT COSTS | | | | |
|---|-------------------------|--------------------------------|----------------------------|-----------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (90,000) |
| Statutory Planning Fees (Residential) | | | | (28,379) |
| CIL | 5,252 sqm (Market only) | 93.02 £ psm | | (488,518) |
| CIL analysis: | 1.63% % of GDV | 5,428 £ 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 | 90 units @ | 7,000 per unit | (630,000) |
| S106 analysis: | 210,000 £ per ha | 2.11% % of GDV | 7,000 £ per unit (total ur | (630,000) |
| AH Commuted Sum | 8,213 sqm (total) | 0 £ psm | | - |
| Comm. Sum analysis: | 0.00% % of GDV | | | |

Scheme Ref: **Y**
 No Units: **90** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| | | | | | | |
|--|------------|------------------|----------------|--|--|---------------------|
| <i>cont/</i> | | | | | | |
| Construction Costs - | | | | | | |
| Site Clearance and Demolition | | 7.41 acres @ | | 50,000 £ per acre (if brownfield) | | (370,650) |
| 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 | | 90 units @ | 0 per unit | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total ur | | - |
| 1 bed House | | 656 sqm @ | | 1,308 psm | | (857,590) |
| 2 bed House | | 1,902 sqm @ | | 1,308 psm | | (2,487,718) |
| 3 bed House | | 3,308 sqm @ | | 1,308 psm | | (4,326,210) |
| 4 bed House | | 608 sqm @ | | 1,308 psm | | (795,346) |
| 5 bed House | | 872 sqm @ | | 1,308 psm | | (1,141,148) |
| 1 bed Flat | | 241 sqm @ | | 1,439 psm | | (346,630) |
| 2 bed Flat | 8,213 | 626 sqm @ | | 1,439 psm | | (901,237) |
| External works | | 10,855,879 @ | | 15.0% 18,093 £ per unit | | (1,628,382) |
| M4(2) Category 2 Housing | Aff units | 32 units @ | 100% @ | 521 £ per unit | | (16,412) |
| M4(3) Category 3 Housing | Aff units | 32 units @ | 0% @ | 10,111 £ per unit | | - |
| M4(2) Category 2 Housing | Mrkt units | 59 units @ | 15% @ | 521 £ per unit | | (4,572) |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | | - |
| Water Efficiency additional cost | | 90 units @ | | 10 £ per unit | | (900) |
| Contingency | | 12,876,794 @ | | 3.0% | | (386,304) |
| Professional Fees | | 12,876,794 @ | | 6.5% | | (836,992) |
| Disposal Costs - | | | | | | |
| Residential Sales Agent Costs | | 21,828,924 OMS @ | | 1.00% 2,425 £ per unit | | (218,289) |
| Residential Sales Legal Costs | | 21,828,924 OMS @ | | 0.50% 1,213 £ per unit | | (109,145) |
| Marketing and Promotion | | 21,828,924 OMS @ | | 3.00% 7,276 £ per unit 10,914 £ per unit | | (654,868) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | | (65,961) |
| Developers Profit - | | | | | | |
| Margin on AH | | 8,074,080 | | 6.00% on AH values | | (484,445) |
| Profit on OMS | | 21,828,924 | | 20.00% | | (4,365,785) |
| Profit analysis: | | 16,385,249 | | 29.60% on costs | | (4,850,230) |
| | | 29,903,004 | | 16.22% blended | | (4,850,230) |
| TOTAL COSTS | | | | | | (21,235,479) |

| | | | | | | |
|----------------------------------|--|-------------------|--------------------|----------------------|--|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | | |
| Residual Land Value (gross) | | | | | | 8,667,525 |
| SDLT | | 8,667,525 @ | | (slabbed) | | (422,876) |
| Acquisition Agent fees | | 8,667,525 @ | | 1.0% | | (86,675) |
| Acquisition Legal fees | | 8,667,525 @ | | 0.5% | | (43,338) |
| Interest on Land | | 8,667,525 @ | | 6.25% | | (541,720) |
| Residual Land Value | | | | | | 7,572,916 |
| RLV analysis: | | 84,144 £ per plot | 2,524,305 £ per ha | 1,021,572 £ per acre | | |

| | | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|--|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | | |
| Residential Density | | 30.0 dph | | | | |
| Site Area (Net) | | 3.00 ha | | 7.41 acres | | |
| Density analysis: | | 2,738 sqm/ha | | 11,925 sqft/ac | | |
| Benchmark Land Value (Net) | 69,188 £ per plot | 2,075,640 £ per ha | | 840,000 £ per acre | | 6,226,920 |

| | | | | | | |
|-------------------|--|------------------|--|--------------------|--|------------------|
| BALANCE | | | | | | |
| Surplus/(Deficit) | | 448,665 £ per ha | | 181,572 £ per acre | | 1,345,996 |

Scheme Ref: **Y**
 No Units: **90** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | 1,345,996 | Affordable Housing - % on site 35% | | | | | | |
|---------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| 70 | | 1,909,890 | 1,757,693 | 1,605,497 | 1,453,254 | 1,300,776 | 1,148,298 | 995,821 |
| 90 | | 1,795,148 | 1,650,123 | 1,505,098 | 1,360,073 | 1,214,905 | 1,069,583 | 924,261 |
| 110 | | 1,680,407 | 1,542,553 | 1,404,699 | 1,266,846 | 1,128,992 | 990,868 | 852,702 |
| 130 | | 1,565,665 | 1,434,983 | 1,304,300 | 1,173,618 | 1,042,936 | 912,153 | 781,143 |
| 150 | | 1,450,730 | 1,327,413 | 1,203,902 | 1,080,391 | 956,880 | 833,369 | 709,584 |
| 170 | | 1,335,724 | 1,219,714 | 1,103,503 | 987,163 | 870,824 | 754,484 | 638,024 |
| 190 | | 1,220,719 | 1,111,897 | 1,003,074 | 893,936 | 784,767 | 675,599 | 566,431 |
| 210 | | 1,105,714 | 1,004,079 | 902,445 | 800,708 | 698,711 | 596,714 | 494,717 |
| 230 | | 990,709 | 896,262 | 801,815 | 707,368 | 612,655 | 517,830 | 423,004 |
| 250 | | 875,703 | 788,444 | 701,185 | 613,926 | 526,599 | 438,945 | 351,291 |
| 270 | | 760,417 | 680,627 | 600,556 | 520,485 | 440,413 | 360,060 | 279,577 |
| 290 | | 645,131 | 572,653 | 499,926 | 427,043 | 354,160 | 281,175 | 207,864 |
| 310 | | 529,845 | 464,572 | 399,297 | 333,601 | 267,906 | 202,210 | 136,150 |
| 330 | | 414,558 | 356,491 | 298,424 | 240,159 | 181,652 | 123,144 | 64,437 |
| 350 | | 299,272 | 248,410 | 197,548 | 146,687 | 95,398 | 44,078 | (7,276) |
| 370 | | 183,716 | 140,329 | 96,673 | 53,017 | 9,144 | (34,988) | (79,120) |
| 390 | | 68,132 | 32,156 | (4,202) | (40,653) | (77,110) | (114,054) | (150,999) |
| 410 | | (47,453) | (76,204) | (105,078) | (134,324) | (163,569) | (193,120) | (222,877) |
| 430 | | (163,037) | (184,565) | (206,092) | (227,994) | (250,034) | (272,186) | (294,755) |
| 450 | | (278,730) | (292,925) | (307,228) | (321,664) | (336,499) | (351,333) | (366,633) |
| 470 | | (394,630) | (401,285) | (408,365) | (415,444) | (422,963) | (430,593) | (438,512) |
| 490 | | (510,530) | (509,829) | (509,501) | (509,357) | (509,428) | (509,852) | (510,390) |
| 510 | | (626,430) | (618,486) | (610,638) | (603,269) | (595,900) | (589,111) | (582,330) |
| 530 | | (742,410) | (727,142) | (711,953) | (697,181) | (682,589) | (668,371) | (654,384) |
| 550 | | (858,644) | (835,798) | (813,366) | (791,094) | (769,277) | (747,630) | (726,438) |
| 570 | | (974,877) | (944,573) | (914,779) | (885,102) | (855,965) | (826,925) | (798,492) |

TABLE 2

| Balance (RLV - BLV) | 1,345,996 | Site Specific S106 | | | | | | |
|---------------------|-----------|--------------------|-----------|-----------|-------------|-------------|-------------|-------------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| 70 | | 1,453,254 | 1,398,040 | 1,342,800 | 1,287,550 | 1,232,299 | 1,177,049 | 1,121,799 |
| 90 | | 1,360,073 | 1,304,823 | 1,249,573 | 1,194,322 | 1,139,072 | 1,083,822 | 1,028,572 |
| 110 | | 1,266,846 | 1,211,595 | 1,156,345 | 1,101,095 | 1,045,845 | 990,594 | 935,344 |
| 130 | | 1,173,618 | 1,118,368 | 1,063,118 | 1,007,867 | 952,617 | 897,367 | 842,117 |
| 150 | | 1,080,391 | 1,025,140 | 969,890 | 914,640 | 859,390 | 804,140 | 748,889 |
| 170 | | 987,163 | 931,913 | 876,663 | 821,413 | 766,162 | 710,912 | 655,662 |
| 190 | | 893,936 | 838,686 | 783,435 | 728,185 | 672,935 | 617,685 | 562,434 |
| 210 | | 800,708 | 745,458 | 690,208 | 634,944 | 579,656 | 524,368 | 469,079 |
| 230 | | 707,368 | 652,080 | 596,791 | 541,503 | 486,214 | 430,926 | 375,637 |
| 250 | | 613,926 | 558,638 | 503,349 | 448,061 | 392,772 | 337,484 | 282,196 |
| 270 | | 520,485 | 465,196 | 409,908 | 354,619 | 299,331 | 244,042 | 188,754 |
| 290 | | 427,043 | 371,754 | 316,466 | 261,177 | 205,889 | 150,601 | 95,312 |
| 310 | | 333,601 | 278,313 | 223,024 | 167,736 | 112,447 | 57,159 | 1,870 |
| 330 | | 240,159 | 184,871 | 129,582 | 74,294 | 19,006 | (36,289) | (91,619) |
| 350 | | 146,687 | 91,357 | 36,028 | (19,301) | (74,630) | (129,960) | (185,289) |
| 370 | | 53,017 | (2,313) | (57,642) | (112,971) | (168,300) | (223,630) | (278,959) |
| 390 | | (40,653) | (95,983) | (151,312) | (206,641) | (261,970) | (317,300) | (372,629) |
| 410 | | (134,324) | (189,653) | (244,982) | (300,311) | (355,640) | (410,970) | (466,299) |
| 430 | | (227,994) | (283,323) | (338,652) | (393,981) | (449,310) | (504,640) | (559,969) |
| 450 | | (321,664) | (376,993) | (432,322) | (487,651) | (543,022) | (598,394) | (653,767) |
| 470 | | (415,444) | (470,817) | (526,189) | (581,562) | (636,934) | (692,307) | (747,679) |
| 490 | | (509,357) | (564,729) | (620,102) | (675,474) | (730,847) | (786,219) | (841,591) |
| 510 | | (603,269) | (658,642) | (714,014) | (769,386) | (824,759) | (880,131) | (935,504) |
| 530 | | (697,181) | (752,554) | (807,926) | (863,299) | (918,671) | (974,044) | (1,029,416) |
| 550 | | (791,094) | (846,466) | (901,839) | (957,211) | (1,012,606) | (1,068,025) | (1,123,443) |
| 570 | | (885,102) | (940,521) | (995,939) | (1,051,357) | (1,106,775) | (1,162,194) | (1,217,612) |

Scheme Ref: **Y**
 No Units: **90** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

TABLE 3

| Balance (RLV - BLV) | 1,345,996 | Infrastructure Costs | | 100% (where 110% is a 10% increase etc.) | | | | | |
|---------------------|-----------|----------------------|-----------|--|-----------|-----------|-----------|-----------|--|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% | |
| 70 | | 1,453,254 | 1,453,254 | 1,453,254 | 1,453,254 | 1,453,254 | 1,453,254 | 1,453,254 | |
| 90 | | 1,360,073 | 1,360,073 | 1,360,073 | 1,360,073 | 1,360,073 | 1,360,073 | 1,360,073 | |
| 110 | | 1,266,846 | 1,266,846 | 1,266,846 | 1,266,846 | 1,266,846 | 1,266,846 | 1,266,846 | |
| 130 | | 1,173,618 | 1,173,618 | 1,173,618 | 1,173,618 | 1,173,618 | 1,173,618 | 1,173,618 | |
| 150 | | 1,080,391 | 1,080,391 | 1,080,391 | 1,080,391 | 1,080,391 | 1,080,391 | 1,080,391 | |
| 170 | CIL £psm | 987,163 | 987,163 | 987,163 | 987,163 | 987,163 | 987,163 | 987,163 | |
| 190 | 93.02 | 893,936 | 893,936 | 893,936 | 893,936 | 893,936 | 893,936 | 893,936 | |
| 210 | | 800,708 | 800,708 | 800,708 | 800,708 | 800,708 | 800,708 | 800,708 | |
| 230 | | 707,368 | 707,368 | 707,368 | 707,368 | 707,368 | 707,368 | 707,368 | |
| 250 | | 613,926 | 613,926 | 613,926 | 613,926 | 613,926 | 613,926 | 613,926 | |
| 270 | | 520,485 | 520,485 | 520,485 | 520,485 | 520,485 | 520,485 | 520,485 | |
| 290 | | 427,043 | 427,043 | 427,043 | 427,043 | 427,043 | 427,043 | 427,043 | |
| 310 | | 333,601 | 333,601 | 333,601 | 333,601 | 333,601 | 333,601 | 333,601 | |
| 330 | | 240,159 | 240,159 | 240,159 | 240,159 | 240,159 | 240,159 | 240,159 | |
| 350 | | 146,687 | 146,687 | 146,687 | 146,687 | 146,687 | 146,687 | 146,687 | |
| 370 | | 53,017 | 53,017 | 53,017 | 53,017 | 53,017 | 53,017 | 53,017 | |
| 390 | | (40,653) | (40,653) | (40,653) | (40,653) | (40,653) | (40,653) | (40,653) | |
| 410 | | (134,324) | (134,324) | (134,324) | (134,324) | (134,324) | (134,324) | (134,324) | |
| 430 | | (227,994) | (227,994) | (227,994) | (227,994) | (227,994) | (227,994) | (227,994) | |
| 450 | | (321,664) | (321,664) | (321,664) | (321,664) | (321,664) | (321,664) | (321,664) | |
| 470 | | (415,444) | (415,444) | (415,444) | (415,444) | (415,444) | (415,444) | (415,444) | |
| 490 | | (509,357) | (509,357) | (509,357) | (509,357) | (509,357) | (509,357) | (509,357) | |
| 510 | | (603,269) | (603,269) | (603,269) | (603,269) | (603,269) | (603,269) | (603,269) | |
| 530 | | (697,181) | (697,181) | (697,181) | (697,181) | (697,181) | (697,181) | (697,181) | |
| 550 | | (791,094) | (791,094) | (791,094) | (791,094) | (791,094) | (791,094) | (791,094) | |
| 570 | | (885,102) | (885,102) | (885,102) | (885,102) | (885,102) | (885,102) | (885,102) | |

TABLE 4

| Balance (RLV - BLV) | 1,345,996 | Profit 20% | | | | | | |
|---------------------|-----------|------------|-----------|-----------|-----------|-----------|-----------|-------------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| 70 | | 2,405,541 | 2,215,084 | 2,024,626 | 1,834,169 | 1,643,711 | 1,453,254 | 1,262,797 |
| 90 | | 2,312,360 | 2,121,902 | 1,931,445 | 1,740,988 | 1,550,530 | 1,360,073 | 1,169,616 |
| 110 | | 2,219,132 | 2,028,675 | 1,838,218 | 1,647,760 | 1,457,303 | 1,266,846 | 1,076,388 |
| 130 | | 2,125,905 | 1,935,448 | 1,744,990 | 1,554,533 | 1,364,075 | 1,173,618 | 983,161 |
| 150 | | 2,032,677 | 1,842,220 | 1,651,763 | 1,461,305 | 1,270,848 | 1,080,391 | 889,933 |
| 170 | CIL £psm | 1,939,450 | 1,748,993 | 1,558,535 | 1,368,078 | 1,177,621 | 987,163 | 796,706 |
| 190 | 93.02 | 1,846,223 | 1,655,765 | 1,465,308 | 1,274,851 | 1,084,393 | 893,936 | 703,478 |
| 210 | | 1,752,995 | 1,562,538 | 1,372,080 | 1,181,623 | 991,166 | 800,708 | 610,251 |
| 230 | | 1,659,767 | 1,469,310 | 1,278,852 | 1,088,395 | 897,939 | 707,368 | 516,911 |
| 250 | | 1,566,539 | 1,375,082 | 1,185,624 | 994,167 | 804,711 | 613,926 | 423,469 |
| 270 | | 1,473,311 | 1,281,854 | 1,092,396 | 900,939 | 711,483 | 520,485 | 330,227 |
| 290 | | 1,379,083 | 1,188,626 | 998,168 | 807,711 | 617,505 | 427,043 | 236,985 |
| 310 | | 1,284,855 | 1,095,398 | 904,940 | 714,483 | 524,277 | 333,601 | 143,743 |
| 330 | | 1,190,627 | 1,002,170 | 811,712 | 621,255 | 431,049 | 240,159 | 49,701 |
| 350 | | 1,096,399 | 908,942 | 718,484 | 528,027 | 337,821 | 146,687 | (43,771) |
| 370 | | 1,002,171 | 814,714 | 624,496 | 434,799 | 244,573 | 53,017 | (137,441) |
| 390 | | 907,943 | 720,486 | 530,268 | 341,571 | 149,805 | (40,653) | (231,111) |
| 410 | | 813,715 | 626,258 | 436,040 | 248,343 | 56,131 | (134,324) | (324,781) |
| 430 | | 719,487 | 532,030 | 341,812 | 155,115 | (37,105) | (227,994) | (418,451) |
| 450 | | 625,259 | 437,802 | 247,584 | 59,887 | (131,206) | (321,664) | (512,121) |
| 470 | | 531,031 | 343,574 | 153,356 | (34,941) | (224,987) | (415,444) | (605,902) |
| 490 | | 436,803 | 249,346 | 61,128 | (128,442) | (318,899) | (509,357) | (699,814) |
| 510 | | 342,575 | 155,118 | (31,897) | (222,354) | (412,812) | (603,269) | (793,726) |
| 530 | | 248,347 | 60,890 | (125,809) | (316,267) | (506,724) | (697,181) | (887,639) |
| 550 | | 154,119 | (29,264) | (219,722) | (410,179) | (600,636) | (791,094) | (981,551) |
| 570 | | 60,891 | (123,273) | (313,730) | (504,188) | (694,645) | (885,102) | (1,075,580) |



Scheme Ref: **Y**
 No Units: **90** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 1,345,996 | BLV (per acre) | | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
|---------------------|-----------|----------------|-----------|-----------|-----------|-----------|-----------|-------------|
| | | 300,000 | 400,000 | | | | | |
| 70 | | 5,456,274 | 4,714,974 | 3,973,674 | 3,232,374 | 2,491,074 | 1,749,774 | 1,008,474 |
| 90 | | 5,363,093 | 4,621,793 | 3,880,493 | 3,139,193 | 2,397,893 | 1,656,593 | 915,293 |
| 110 | | 5,269,866 | 4,528,566 | 3,787,266 | 3,045,966 | 2,304,666 | 1,563,366 | 822,066 |
| 130 | | 5,176,638 | 4,435,338 | 3,694,038 | 2,952,738 | 2,211,438 | 1,470,138 | 728,838 |
| 150 | | 5,083,411 | 4,342,111 | 3,600,811 | 2,859,511 | 2,118,211 | 1,376,911 | 635,611 |
| 170 | CIL £psm | 4,990,183 | 4,248,883 | 3,507,583 | 2,766,283 | 2,024,983 | 1,283,683 | 542,383 |
| 190 | 93.02 | 4,896,956 | 4,155,656 | 3,414,356 | 2,673,056 | 1,931,756 | 1,190,456 | 449,156 |
| 210 | | 4,803,728 | 4,062,428 | 3,321,128 | 2,579,828 | 1,838,528 | 1,097,228 | 355,928 |
| 230 | | 4,710,388 | 3,969,088 | 3,227,788 | 2,486,488 | 1,745,188 | 1,003,888 | 262,588 |
| 250 | | 4,616,946 | 3,875,646 | 3,134,346 | 2,393,046 | 1,651,746 | 910,446 | 169,146 |
| 270 | | 4,523,505 | 3,782,205 | 3,040,905 | 2,299,605 | 1,558,305 | 817,005 | 75,705 |
| 290 | | 4,430,063 | 3,688,763 | 2,947,463 | 2,206,163 | 1,464,863 | 723,563 | (17,737) |
| 310 | | 4,336,621 | 3,595,321 | 2,854,021 | 2,112,721 | 1,371,421 | 630,121 | (111,179) |
| 330 | | 4,243,179 | 3,501,879 | 2,760,579 | 2,019,279 | 1,277,979 | 536,679 | (204,621) |
| 350 | | 4,149,707 | 3,408,407 | 2,667,107 | 1,925,807 | 1,184,507 | 443,207 | (298,093) |
| 370 | | 4,056,037 | 3,314,737 | 2,573,437 | 1,832,137 | 1,090,837 | 349,537 | (391,763) |
| 390 | | 3,962,367 | 3,221,067 | 2,479,767 | 1,738,467 | 997,167 | 255,867 | (485,433) |
| 410 | | 3,868,696 | 3,127,396 | 2,386,096 | 1,644,796 | 903,496 | 162,196 | (579,104) |
| 430 | | 3,775,026 | 3,033,726 | 2,292,426 | 1,551,126 | 809,826 | 68,526 | (672,774) |
| 450 | | 3,681,356 | 2,940,056 | 2,198,756 | 1,457,456 | 716,156 | (25,144) | (766,444) |
| 470 | | 3,587,576 | 2,846,276 | 2,104,976 | 1,363,676 | 622,376 | (118,924) | (860,224) |
| 490 | | 3,493,863 | 2,752,363 | 2,011,063 | 1,269,763 | 528,463 | (212,837) | (954,137) |
| 510 | | 3,399,751 | 2,658,451 | 1,917,151 | 1,175,851 | 434,551 | (306,749) | (1,048,049) |
| 530 | | 3,305,839 | 2,564,539 | 1,823,239 | 1,081,939 | 340,639 | (400,661) | (1,141,961) |
| 550 | | 3,211,926 | 2,470,626 | 1,729,326 | 988,026 | 246,726 | (494,574) | (1,235,874) |
| 570 | | 3,117,918 | 2,376,618 | 1,635,318 | 894,018 | 152,718 | (588,582) | (1,329,882) |

TABLE 6

| Balance (RLV - BLV) | 1,345,996 | Density (dph) | | 50 | 60 | 70 | 80 | 90 |
|---------------------|-----------|---------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 30 | 40 | | | | | |
| 70 | | 1,453,254 | 3,103,392 | 4,093,474 | 4,753,529 | 5,224,997 | 5,578,598 | 5,853,621 |
| 90 | | 1,360,073 | 3,010,365 | 4,000,447 | 4,660,502 | 5,131,970 | 5,485,571 | 5,760,594 |
| 110 | | 1,266,846 | 2,917,337 | 3,907,420 | 4,567,475 | 5,038,943 | 5,392,544 | 5,667,567 |
| 130 | | 1,173,618 | 2,824,199 | 3,814,393 | 4,474,448 | 4,945,916 | 5,299,517 | 5,574,540 |
| 150 | | 1,080,391 | 2,730,972 | 3,721,321 | 4,381,421 | 4,852,889 | 5,206,490 | 5,481,512 |
| 170 | CIL £psm | 987,163 | 2,637,745 | 3,628,093 | 4,288,326 | 4,759,862 | 5,113,463 | 5,388,485 |
| 190 | 93.02 | 893,936 | 2,544,517 | 3,534,866 | 4,195,099 | 4,666,693 | 5,020,389 | 5,295,458 |
| 210 | | 800,708 | 2,451,290 | 3,441,639 | 4,101,871 | 4,573,466 | 4,927,162 | 5,202,259 |
| 230 | | 707,368 | 2,358,062 | 3,348,411 | 4,008,644 | 4,480,238 | 4,833,934 | 5,109,031 |
| 250 | | 613,926 | 2,264,835 | 3,255,184 | 3,915,416 | 4,387,011 | 4,740,707 | 5,015,804 |
| 270 | | 520,485 | 2,171,513 | 3,161,956 | 3,822,189 | 4,293,783 | 4,647,479 | 4,922,576 |
| 290 | | 427,043 | 2,078,072 | 3,068,689 | 3,728,961 | 4,200,556 | 4,554,252 | 4,829,349 |
| 310 | | 333,601 | 1,984,630 | 2,975,247 | 3,635,658 | 4,107,329 | 4,461,025 | 4,736,122 |
| 330 | | 240,159 | 1,891,188 | 2,881,805 | 3,542,217 | 4,013,939 | 4,367,731 | 4,642,894 |
| 350 | | 146,687 | 1,797,746 | 2,788,363 | 3,448,775 | 3,920,497 | 4,274,289 | 4,549,461 |
| 370 | | 53,017 | 1,704,305 | 2,694,922 | 3,355,333 | 3,827,056 | 4,180,847 | 4,456,019 |
| 390 | | (40,653) | 1,610,826 | 2,601,480 | 3,261,891 | 3,733,614 | 4,087,406 | 4,362,577 |
| 410 | | (134,324) | 1,517,156 | 2,508,038 | 3,168,450 | 3,640,172 | 3,993,964 | 4,269,135 |
| 430 | | (227,994) | 1,423,486 | 2,414,373 | 3,074,965 | 3,546,730 | 3,900,522 | 4,175,694 |
| 450 | | (321,664) | 1,329,816 | 2,320,703 | 2,981,295 | 3,453,146 | 3,807,034 | 4,082,252 |
| 470 | | (415,444) | 1,236,146 | 2,227,033 | 2,887,625 | 3,359,476 | 3,713,364 | 3,988,611 |
| 490 | | (509,357) | 1,142,475 | 2,133,363 | 2,793,955 | 3,265,806 | 3,619,694 | 3,894,941 |
| 510 | | (603,269) | 1,048,664 | 2,039,693 | 2,700,285 | 3,172,136 | 3,526,024 | 3,801,271 |
| 530 | | (697,181) | 954,752 | 1,945,912 | 2,606,615 | 3,078,466 | 3,432,354 | 3,707,601 |
| 550 | | (791,094) | 860,839 | 1,851,999 | 2,512,772 | 2,984,753 | 3,338,684 | 3,613,931 |
| 570 | | (885,102) | 766,927 | 1,758,087 | 2,418,860 | 2,890,841 | 3,244,827 | 3,520,149 |



Scheme Ref: **Y**
 No Units: **90** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

TABLE 7

| Balance (RLV - BLV) | 1,345,996 | Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | |
|---------------------|-----------|--|-----------|-----------|-------------|-------------|-------------|-------------|
| | | 90% | 95% | 100% | 105% | 110% | 115% | 120% |
| 70 | | 2,652,098 | 2,052,676 | 1,453,254 | 853,108 | 252,801 | (348,250) | (949,923) |
| 90 | | 2,559,071 | 1,959,649 | 1,360,073 | 759,881 | 159,359 | (441,692) | (1,043,593) |
| 110 | | 2,466,044 | 1,866,622 | 1,266,846 | 666,653 | 65,917 | (535,265) | (1,137,263) |
| 130 | | 2,373,017 | 1,773,595 | 1,173,618 | 573,426 | (27,525) | (628,935) | (1,231,065) |
| 150 | | 2,279,990 | 1,680,568 | 1,080,391 | 480,084 | (120,966) | (722,605) | (1,324,977) |
| CIL £psm | | 2,186,963 | 1,587,356 | 987,163 | 386,643 | (214,408) | (816,275) | (1,418,890) |
| 93.02 | | 2,093,936 | 1,494,128 | 893,936 | 293,201 | (307,948) | (909,945) | (1,512,802) |
| 210 | | 2,000,909 | 1,400,901 | 800,708 | 199,759 | (401,618) | (1,003,682) | (1,606,715) |
| 230 | | 1,907,866 | 1,307,673 | 707,368 | 106,317 | (495,288) | (1,097,594) | (1,700,861) |
| 250 | | 1,814,638 | 1,214,446 | 613,926 | 12,876 | (588,958) | (1,191,507) | (1,795,030) |
| 270 | | 1,721,411 | 1,121,218 | 520,485 | (80,631) | (682,628) | (1,285,419) | (1,889,199) |
| 290 | | 1,628,183 | 1,027,991 | 427,043 | (174,301) | (776,298) | (1,379,331) | (1,983,368) |
| 310 | | 1,534,956 | 934,652 | 333,601 | (267,971) | (870,211) | (1,473,379) | (2,077,738) |
| 330 | | 1,441,729 | 841,210 | 240,159 | (361,641) | (964,123) | (1,567,548) | (2,172,178) |
| 350 | | 1,348,501 | 747,768 | 146,687 | (455,311) | (1,058,036) | (1,661,717) | (2,266,617) |
| 370 | | 1,255,274 | 654,327 | 53,017 | (548,981) | (1,151,948) | (1,755,886) | (2,361,057) |
| 390 | | 1,161,936 | 560,885 | (40,653) | (642,828) | (1,245,897) | (1,850,125) | (2,455,774) |
| 410 | | 1,068,494 | 467,443 | (134,324) | (736,740) | (1,340,066) | (1,944,564) | (2,550,498) |
| 430 | | 975,052 | 374,001 | (227,994) | (830,652) | (1,434,235) | (2,039,004) | (2,645,223) |
| 450 | | 881,611 | 280,334 | (321,664) | (924,565) | (1,528,404) | (2,133,443) | (2,740,111) |
| 470 | | 788,169 | 186,664 | (415,444) | (1,018,477) | (1,622,573) | (2,227,996) | (2,835,134) |
| 490 | | 694,727 | 92,994 | (509,357) | (1,112,584) | (1,716,951) | (2,322,720) | (2,930,158) |
| 510 | | 601,285 | (676) | (603,269) | (1,206,753) | (1,811,391) | (2,417,445) | (3,025,312) |
| 530 | | 507,651 | (94,346) | (697,181) | (1,300,922) | (1,905,830) | (2,512,169) | (3,120,650) |
| 550 | | 413,981 | (188,061) | (791,094) | (1,395,091) | (2,000,270) | (2,607,159) | (3,215,987) |
| 570 | | 320,311 | (281,973) | (885,102) | (1,489,338) | (2,094,943) | (2,702,182) | (3,311,504) |

TABLE 8

| Balance (RLV - BLV) | 1,345,996 | Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | |
|---------------------|-----------|---|-------------|-----------|-----------|-----------|-----------|-----------|
| | | 90% | 95% | 100% | 105% | 110% | 115% | 120% |
| 70 | | 12,453 | 732,877 | 1,453,254 | 2,173,121 | 2,892,988 | 3,612,855 | 4,332,468 |
| 90 | | (80,774) | 639,649 | 1,360,073 | 2,080,094 | 2,799,961 | 3,519,828 | 4,239,628 |
| 110 | | (174,180) | 546,422 | 1,266,846 | 1,987,067 | 2,706,934 | 3,426,801 | 4,146,668 |
| 130 | | (267,621) | 453,194 | 1,173,618 | 1,894,040 | 2,613,907 | 3,333,774 | 4,053,641 |
| 150 | | (361,063) | 359,967 | 1,080,391 | 1,800,814 | 2,520,880 | 3,240,747 | 3,960,614 |
| CIL £psm | | (454,505) | 266,594 | 987,163 | 1,707,587 | 2,427,853 | 3,147,720 | 3,867,587 |
| 93.02 | | (547,947) | 173,153 | 893,936 | 1,614,360 | 2,334,783 | 3,054,693 | 3,774,560 |
| 210 | | (641,411) | 79,711 | 800,708 | 1,521,132 | 2,241,556 | 2,961,666 | 3,681,533 |
| 230 | | (735,081) | (13,731) | 707,368 | 1,427,905 | 2,148,328 | 2,868,639 | 3,588,506 |
| 250 | | (828,751) | (107,173) | 613,926 | 1,334,677 | 2,055,101 | 2,775,525 | 3,495,479 |
| 270 | | (922,421) | (200,614) | 520,485 | 1,241,450 | 1,961,873 | 2,682,297 | 3,402,452 |
| 290 | | (1,016,091) | (294,197) | 427,043 | 1,148,142 | 1,868,646 | 2,589,070 | 3,309,425 |
| 310 | | (1,109,762) | (387,867) | 333,601 | 1,054,700 | 1,775,419 | 2,495,842 | 3,216,266 |
| 330 | | (1,203,675) | (481,537) | 240,159 | 961,259 | 1,682,191 | 2,402,615 | 3,123,039 |
| 350 | | (1,297,587) | (575,207) | 146,687 | 867,817 | 1,588,916 | 2,309,387 | 3,029,811 |
| 370 | | (1,391,500) | (668,877) | 53,017 | 774,375 | 1,495,474 | 2,216,160 | 2,936,584 |
| 390 | | (1,485,412) | (762,603) | (40,653) | 680,933 | 1,402,033 | 2,122,933 | 2,843,356 |
| 410 | | (1,579,439) | (856,516) | (134,324) | 587,492 | 1,308,591 | 2,029,690 | 2,750,129 |
| 430 | | (1,673,608) | (950,428) | (227,994) | 493,900 | 1,215,149 | 1,936,248 | 2,656,901 |
| 450 | | (1,767,777) | (1,044,340) | (321,664) | 400,230 | 1,121,707 | 1,842,806 | 2,563,674 |
| 470 | | (1,861,946) | (1,138,253) | (415,444) | 306,560 | 1,028,266 | 1,749,365 | 2,470,447 |
| 490 | | (1,956,208) | (1,232,271) | (509,357) | 212,890 | 934,784 | 1,655,923 | 2,377,022 |
| 510 | | (2,050,648) | (1,326,440) | (603,269) | 119,220 | 841,114 | 1,562,481 | 2,283,580 |
| 530 | | (2,145,087) | (1,420,608) | (697,181) | 25,550 | 747,444 | 1,469,039 | 2,190,139 |
| 550 | | (2,239,527) | (1,514,777) | (791,094) | (68,285) | 653,774 | 1,375,598 | 2,096,697 |
| 570 | | (2,334,148) | (1,608,966) | (885,102) | (162,198) | 560,104 | 1,281,998 | 2,003,255 |

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: Y
No Units: 90 **Location / Value Zone:** Higher **Development Scenario:** Brownfield
Notes:

[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: | Y |
| No Units: | 90 |
| Location / Value Zone: | Higher |
| Development Scenario: | Brownfield |
| Notes: | 0 |
| Total GDV (£) | 29,903,004 |
| 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) | 5,427.98 |
| CIL (£) | 488,518 |
| Site Specific S106 (£ per unit) | 7,000 |
| Site Specific S106 (£) | 630,000 |
| Sub-total CIL+S106 (£ per unit) | 12,428 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 12,428 |
| Total Developers Profit (£) | 4,850,230 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 16.22% |
| Developers Profit (% on costs) | 29.60% |
| RLV (£) | 7,572,916 |
| RLV (£/acre) | 1,021,572 |
| RLV (£/ha) | 2,524,305 |
| Balance for Plan VA: | |
| BLV (£) | 6,226,920 |
| BLV (£/acre) | 840,000 |
| BLV (£/ha) | 2,075,640 |
| Surplus/Deficit | 1,345,996 |
| Surplus/Deficit (£/acre) | 181,572 |
| Surplus/Deficit (£/ha) | 448,665 |
| 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: **Z**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|---|--|------------------------------|---|
| Total number of units in scheme | | | | 50 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 | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 10.0% | 3.3 | 15.0% | 2.6 | 12% | 5.9 |
| 2 bed House | 25.0% | 8.1 | 30.0% | 5.3 | 27% | 13.4 |
| 3 bed House | 35.0% | 11.4 | 40.0% | 7.0 | 37% | 18.4 |
| 4 bed House | 5.0% | 1.6 | 7.5% | 1.3 | 6% | 2.9 |
| 5 bed House | 5.0% | 1.6 | 7.5% | 1.3 | 6% | 2.9 |
| 1 bed Flat | 7.0% | 2.3 | 0.0% | 0.0 | 5% | 2.3 |
| 2 bed Flat | 13.0% | 4.2 | 0.0% | 0.0 | 8% | 4.2 |
| Total number of units | 100.0% | 32.5 | 100.0% | 17.5 | 100% | 50.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (sqm) | (sqft) | |
| 1 bed House | 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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqm) | (sqft) |
| 1 bed House | 202 | 2,169 | 163 | 1,752 | 364 | 3,921 |
| 2 bed House | 642 | 6,909 | 415 | 4,464 | 1,057 | 11,373 |
| 3 bed House | 1,138 | 12,244 | 700 | 7,535 | 1,838 | 19,779 |
| 4 bed House | 187 | 2,012 | 151 | 1,625 | 338 | 3,636 |
| 5 bed House | 268 | 2,886 | 217 | 2,331 | 485 | 5,217 |
| 1 bed Flat | 134 | 1,440 | 0 | 0 | 134 | 1,440 |
| 2 bed Flat | 348 | 3,745 | 0 | 0 | 348 | 3,745 |
| | 2,918 | 31,405 | 1,645 | 17,707 | 4,563 | 49,112 |
| AH % by floor area: | | | 36.05% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV (£) (no AH) | | |
| 1 bed House | 300,000 | 4,839 | 450 | 1,762,500 | | |
| 2 bed House | 350,000 | 4,430 | 412 | 4,681,250 | | |
| 3 bed House | 420,000 | 4,200 | 390 | 7,717,500 | | |
| 4 bed House | 500,000 | 4,348 | 404 | 1,468,750 | | |
| 5 bed House | 600,000 | 3,636 | 338 | 1,762,500 | | |
| 1 bed Flat | 235,200 | 4,704 | 437 | 535,080 | | |
| 2 bed Flat | 286,000 | 4,086 | 380 | 1,208,350 | | |
| | | | | 19,135,930 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 2 bed House | 210,000 | 60% | 154,000 | 44% | 266,000 | 76% |
| 3 bed House | 252,000 | 60% | 184,800 | 44% | 319,200 | 76% |
| 4 bed House | 300,000 | 60% | 220,000 | 44% | 380,000 | 76% |
| 5 bed House | 360,000 | 60% | 264,000 | 44% | 456,000 | 76% |
| 1 bed Flat | 141,120 | 60% | 103,488 | 44% | 178,752 | 76% |
| 2 bed Flat | 171,600 | 60% | 125,840 | 44% | 217,360 | 76% |

Scheme Ref: **Z**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | | |
|---|-----------|---|----------------------------------|--|-------------------|
| OMS GDV - (part houses due to % mix) | | | | | |
| 1 bed House | 3.3 | @ | 300,000 | | 975,000 |
| 2 bed House | 8.1 | @ | 350,000 | | 2,843,750 |
| 3 bed House | 11.4 | @ | 420,000 | | 4,777,500 |
| 4 bed House | 1.6 | @ | 500,000 | | 812,500 |
| 5 bed House | 1.6 | @ | 600,000 | | 975,000 |
| 1 bed Flat | 2.3 | @ | 235,200 | | 535,080 |
| 2 bed Flat | 4.2 | @ | 286,000 | | 1,208,350 |
| | 32.5 | | | | 12,127,180 |
| Affordable Rent GDV - | | | | | |
| 1 bed House | 2.0 | @ | 180,000 | | 354,375 |
| 2 bed House | 3.9 | @ | 210,000 | | 826,875 |
| 3 bed House | 5.3 | @ | 252,000 | | 1,323,000 |
| 4 bed House | 1.0 | @ | 300,000 | | 295,313 |
| 5 bed House | 1.0 | @ | 360,000 | | 354,375 |
| 1 bed Flat | 0.0 | @ | 141,120 | | - |
| 2 bed Flat | 0.0 | @ | 171,600 | | - |
| | 13.1 | | | | 3,153,938 |
| Social Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 132,000 | | - |
| 2 bed House | 0.0 | @ | 154,000 | | - |
| 3 bed House | 0.0 | @ | 184,800 | | - |
| 4 bed House | 0.0 | @ | 220,000 | | - |
| 5 bed House | 0.0 | @ | 264,000 | | - |
| 1 bed Flat | 0.0 | @ | 103,488 | | - |
| 2 bed Flat | 0.0 | @ | 125,840 | | - |
| | 0.0 | | | | - |
| Intermediate GDV - | | | | | |
| 1 bed House | 0.7 | @ | 228,000 | | 149,625 |
| 2 bed House | 1.3 | @ | 266,000 | | 349,125 |
| 3 bed House | 1.8 | @ | 319,200 | | 558,600 |
| 4 bed House | 0.3 | @ | 380,000 | | 124,688 |
| 5 bed House | 0.3 | @ | 456,000 | | 149,625 |
| 1 bed Flat | 0.0 | @ | 178,752 | | - |
| 2 bed Flat | 0.0 | @ | 217,360 | | - |
| | 4.4 | | | | 1,331,663 |
| Sub-total GDV Residential | 50 | | | | 16,612,780 |
| AH on-site cost analysis: | | | | EMV (no AH) less £GDV (inc. AH) | 2,523,150 |
| | | | 553 £ psm (total GIA sqm) | 50,463 £ per unit (total units) | |
| Grant | 50 | @ | 0 | | - |
| Total GDV | | | | | 16,612,780 |

| DEVELOPMENT COSTS | | | | | |
|---|-------------------------|-------------------------|--|-----------------------------------|------------------|
| Initial Payments - | | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | | (70,000) |
| Statutory Planning Fees (Residential) | | | | | (23,100) |
| CIL | | 2,918 sqm (Market only) | | 93.02 £ psm | (271,399) |
| CIL analysis: | | 1.63% % of GDV | | 5,428 £ 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 | 50 units @ | | 7,000 per unit | (350,000) |
| S106 analysis: | 210,000 £ per ha | 2.11% % of GDV | | 7,000 £ per unit (total ur | (350,000) |
| AH Commuted Sum | | 4,563 sqm (total) | | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | | |

Scheme Ref: **Z**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| | | | | | | |
|--|------------|------------------|-----------|-----------------------------------|---------------------------------------|---------------------|
| <i>cont/</i> | | | | | | |
| Construction Costs - | | | | | | |
| Site Clearance and Demolition | | 4.12 acres @ | | 50,000 £ per acre (if brownfield) | | (205,917) |
| 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 | 50 units @ | | 0 per unit | | - |
| Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | | 0 £ per unit (total ur | - | |
| 1 bed House | | 364 sqm @ | | 1,308 psm | | (476,439) |
| 2 bed House | | 1,057 sqm @ | | 1,308 psm | | (1,382,066) |
| 3 bed House | | 1,838 sqm @ | | 1,308 psm | | (2,403,450) |
| 4 bed House | | 338 sqm @ | | 1,308 psm | | (441,859) |
| 5 bed House | | 485 sqm @ | | 1,308 psm | | (633,971) |
| 1 bed Flat | | 134 sqm @ | | 1,439 psm | | (192,572) |
| 2 bed Flat | 4,563 | 348 sqm @ | | 1,439 psm | | (500,687) |
| External works | | 6,031,044 @ | | 15.0% 18,093 £ per unit | | (904,657) |
| M4(2) Category 2 Housing | Aff units | 18 units @ | 100% @ | 521 £ per unit | | (9,118) |
| M4(3) Category 3 Housing | Aff units | 18 units @ | 0% @ | 10,111 £ per unit | | - |
| M4(2) Category 2 Housing | Mrkt units | 33 units @ | 15% @ | 521 £ per unit | | (2,540) |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | | - |
| Water Efficiency additional cost | | 50 units @ | | 10 £ per unit | | (500) |
| Contingency | | 7,153,775 @ | | 3.0% | | (214,613) |
| Professional Fees | | 7,153,775 @ | | 6.5% | | (464,995) |
| Disposal Costs - | | | | | | |
| Residential Sales Agent Costs | | 12,127,180 OMS @ | | 1.00% | 2,425 £ per unit | (121,272) |
| Residential Sales Legal Costs | | 12,127,180 OMS @ | | 0.50% | 1,213 £ per unit | (60,636) |
| Marketing and Promotion | | 12,127,180 OMS @ | | 3.00% | 7,276 £ per unit 10,914 £ per unit | (363,815) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | | (52,541) |
| Developers Profit - | | | | | | |
| Margin on AH | | 4,485,600 | | 6.00% on AH values | | (269,136) |
| Profit on OMS | | 12,127,180 | | 20.00% | | (2,425,436) |
| Profit analysis: | | 9,146,146 | | 29.46% on costs | (2,694,572) | |
| | | 16,612,780 | | 16.22% blended | (2,694,572) | |
| TOTAL COSTS | | | | | | (11,840,718) |

| | | | | | | |
|----------------------------------|-------------------|--------------------|--|----------------------|--|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | | |
| Residual Land Value (gross) | | | | | | 4,772,062 |
| SDLT | | 4,772,062 @ | | (slabbed) | | (228,103) |
| Acquisition Agent fees | | 4,772,062 @ | | 1.0% | | (47,721) |
| Acquisition Legal fees | | 4,772,062 @ | | 0.5% | | (23,860) |
| Interest on Land | | 4,772,062 @ | | 6.25% | | (298,254) |
| Residual Land Value | | | | | | 4,174,124 |
| RLV analysis: | 83,482 £ per plot | 2,504,475 £ per ha | | 1,013,547 £ per acre | | |

| | | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|--|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | | |
| Residential Density | | 30.0 dph | | | | |
| Site Area (Net) | | 1.67 ha | | 4.12 acres | | |
| Density analysis: | | 2,738 sqm/ha | | 11,925 sqft/ac | | |
| Benchmark Land Value (Net) | 69,188 £ per plot | 2,075,640 £ per ha | | 840,000 £ per acre | | 3,459,400 |

| | | | | | | |
|-------------------|--|------------------|--|--------------------|--|----------------|
| BALANCE | | | | | | |
| Surplus/(Deficit) | | 428,835 £ per ha | | 173,547 £ per acre | | 714,724 |

Scheme Ref: **Z**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | | 714,724 | Affordable Housing - % on site 35% | | | | | |
|---------------------|-----------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|
| | | | 20% | 25% | 30% | 35% | 40% | 45% |
| CIL £psm 93.02 | 70 | 1,024,784 | 941,620 | 858,419 | 774,918 | 691,416 | 607,915 | 524,358 |
| | 90 | 960,172 | 881,046 | 801,920 | 722,621 | 643,143 | 563,664 | 484,186 |
| | 110 | 895,560 | 820,472 | 745,385 | 670,298 | 594,869 | 519,413 | 443,957 |
| | 130 | 830,948 | 759,899 | 688,850 | 617,800 | 546,595 | 475,162 | 403,729 |
| | 150 | 766,110 | 699,325 | 632,314 | 565,303 | 498,292 | 430,911 | 363,501 |
| | 170 | 701,234 | 638,659 | 575,779 | 512,806 | 449,833 | 386,660 | 323,272 |
| | 190 | 636,358 | 577,838 | 519,243 | 460,309 | 401,374 | 342,409 | 283,044 |
| | 210 | 571,483 | 517,018 | 462,553 | 407,812 | 352,915 | 298,019 | 242,816 |
| | 230 | 506,607 | 456,197 | 405,786 | 355,314 | 304,457 | 253,599 | 202,588 |
| | 250 | 441,505 | 395,376 | 349,020 | 302,665 | 255,998 | 209,178 | 162,358 |
| | 270 | 376,348 | 334,517 | 292,254 | 249,953 | 207,539 | 164,757 | 121,976 |
| | 290 | 311,192 | 273,433 | 235,488 | 197,242 | 158,996 | 120,337 | 81,593 |
| | 310 | 246,035 | 212,349 | 178,662 | 144,530 | 110,339 | 75,916 | 41,211 |
| | 330 | 180,785 | 151,264 | 121,650 | 91,819 | 61,682 | 31,495 | 828 |
| | 350 | 115,330 | 90,180 | 64,638 | 39,096 | 13,025 | (13,057) | (39,554) |
| | 370 | 49,875 | 28,958 | 7,626 | (13,844) | (35,632) | (57,659) | (79,936) |
| | 390 | (15,580) | (32,406) | (49,386) | (66,783) | (84,288) | (102,261) | (120,319) |
| | 410 | (81,128) | (93,770) | (106,506) | (119,723) | (133,048) | (146,863) | (160,780) |
| | 430 | (146,898) | (155,134) | (163,779) | (172,663) | (181,916) | (191,465) | (201,328) |
| | 450 | (212,669) | (216,597) | (221,052) | (225,606) | (230,783) | (236,067) | (241,875) |
| 470 | (278,439) | (278,257) | (278,325) | (278,788) | (279,651) | (280,759) | (282,422) | |
| 490 | (344,436) | (339,917) | (335,624) | (331,970) | (328,518) | (325,554) | (322,970) | |
| 510 | (410,540) | (401,577) | (393,174) | (385,152) | (377,433) | (370,349) | (363,517) | |
| 530 | (476,643) | (463,422) | (450,723) | (438,335) | (426,525) | (415,144) | (404,064) | |
| 550 | (542,747) | (525,394) | (508,272) | (491,647) | (475,616) | (459,940) | (444,759) | |
| 570 | (608,891) | (587,366) | (565,881) | (545,086) | (524,707) | (504,735) | (485,481) | |

TABLE 2

| Balance (RLV - BLV) | | 714,724 | Site Specific S106 (where 110% is a 10% increase etc.) | | | | | |
|---------------------|-----------|-----------|--|-----------|-----------|-----------|-----------|-----------|
| | | | 100% | 110% | 120% | 130% | 140% | 150% |
| CIL £psm 93.02 | 70 | 774,918 | 744,243 | 713,568 | 682,894 | 652,219 | 621,544 | 590,870 |
| | 90 | 722,621 | 691,946 | 661,272 | 630,597 | 599,922 | 569,247 | 538,573 |
| | 110 | 670,298 | 639,603 | 608,908 | 578,214 | 547,519 | 516,825 | 486,130 |
| | 130 | 617,800 | 587,106 | 556,411 | 525,717 | 495,022 | 464,328 | 433,633 |
| | 150 | 565,303 | 534,609 | 503,914 | 473,219 | 442,525 | 411,830 | 381,136 |
| | 170 | 512,806 | 482,111 | 451,417 | 420,722 | 390,028 | 359,333 | 328,639 |
| | 190 | 460,309 | 429,614 | 398,920 | 368,225 | 337,531 | 306,836 | 276,141 |
| | 210 | 407,812 | 377,117 | 346,423 | 315,728 | 285,033 | 254,339 | 223,644 |
| | 230 | 355,314 | 324,620 | 293,925 | 263,229 | 232,533 | 201,797 | 171,081 |
| | 250 | 302,665 | 271,949 | 241,233 | 210,517 | 179,801 | 149,085 | 118,370 |
| | 270 | 249,953 | 219,237 | 188,521 | 157,806 | 127,090 | 96,374 | 65,658 |
| | 290 | 197,242 | 166,526 | 135,810 | 105,094 | 74,378 | 43,662 | 12,947 |
| | 310 | 144,530 | 113,814 | 83,098 | 52,383 | 21,667 | (9,049) | (39,765) |
| | 330 | 91,819 | 61,103 | 30,387 | (329) | (31,045) | (61,761) | (92,476) |
| | 350 | 39,096 | 8,358 | (22,381) | (53,119) | (83,858) | (114,596) | (145,335) |
| | 370 | (13,844) | (44,582) | (75,321) | (106,059) | (136,797) | (167,536) | (198,274) |
| | 390 | (66,783) | (97,522) | (128,260) | (158,999) | (189,737) | (220,476) | (251,214) |
| | 410 | (119,723) | (150,462) | (181,200) | (211,939) | (242,677) | (273,416) | (304,154) |
| | 430 | (172,663) | (203,401) | (234,140) | (264,878) | (295,617) | (326,355) | (357,094) |
| | 450 | (225,606) | (256,369) | (287,131) | (317,893) | (348,656) | (379,418) | (410,181) |
| 470 | (278,788) | (309,551) | (340,313) | (371,076) | (401,838) | (432,601) | (463,363) | |
| 490 | (331,970) | (362,733) | (393,495) | (424,258) | (455,020) | (485,783) | (516,545) | |
| 510 | (385,152) | (415,915) | (446,677) | (477,440) | (508,202) | (538,965) | (569,727) | |
| 530 | (438,335) | (469,097) | (499,860) | (530,622) | (561,385) | (592,148) | (622,936) | |
| 550 | (491,647) | (522,435) | (553,223) | (584,011) | (614,799) | (645,587) | (676,375) | |
| 570 | (545,086) | (575,874) | (606,662) | (637,449) | (668,237) | (699,025) | (729,813) | |

Scheme Ref: **Z**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

TABLE 3

| Balance (RLV - BLV) | 714,724 | Infrastructure Costs | | | | | | |
|---------------------|---------|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 774,918 | 774,918 | 774,918 | 774,918 | 774,918 | 774,918 | 774,918 |
| | 90 | 722,621 | 722,621 | 722,621 | 722,621 | 722,621 | 722,621 | 722,621 |
| | 110 | 670,298 | 670,298 | 670,298 | 670,298 | 670,298 | 670,298 | 670,298 |
| | 130 | 617,800 | 617,800 | 617,800 | 617,800 | 617,800 | 617,800 | 617,800 |
| | 150 | 565,303 | 565,303 | 565,303 | 565,303 | 565,303 | 565,303 | 565,303 |
| CIL £psm | 170 | 512,806 | 512,806 | 512,806 | 512,806 | 512,806 | 512,806 | 512,806 |
| 93.02 | 190 | 460,309 | 460,309 | 460,309 | 460,309 | 460,309 | 460,309 | 460,309 |
| | 210 | 407,812 | 407,812 | 407,812 | 407,812 | 407,812 | 407,812 | 407,812 |
| | 230 | 355,314 | 355,314 | 355,314 | 355,314 | 355,314 | 355,314 | 355,314 |
| | 250 | 302,665 | 302,665 | 302,665 | 302,665 | 302,665 | 302,665 | 302,665 |
| | 270 | 249,953 | 249,953 | 249,953 | 249,953 | 249,953 | 249,953 | 249,953 |
| | 290 | 197,242 | 197,242 | 197,242 | 197,242 | 197,242 | 197,242 | 197,242 |
| | 310 | 144,530 | 144,530 | 144,530 | 144,530 | 144,530 | 144,530 | 144,530 |
| | 330 | 91,819 | 91,819 | 91,819 | 91,819 | 91,819 | 91,819 | 91,819 |
| | 350 | 39,096 | 39,096 | 39,096 | 39,096 | 39,096 | 39,096 | 39,096 |
| | 370 | (13,844) | (13,844) | (13,844) | (13,844) | (13,844) | (13,844) | (13,844) |
| | 390 | (66,783) | (66,783) | (66,783) | (66,783) | (66,783) | (66,783) | (66,783) |
| | 410 | (119,723) | (119,723) | (119,723) | (119,723) | (119,723) | (119,723) | (119,723) |
| | 430 | (172,663) | (172,663) | (172,663) | (172,663) | (172,663) | (172,663) | (172,663) |
| | 450 | (225,606) | (225,606) | (225,606) | (225,606) | (225,606) | (225,606) | (225,606) |
| | 470 | (278,788) | (278,788) | (278,788) | (278,788) | (278,788) | (278,788) | (278,788) |
| | 490 | (331,970) | (331,970) | (331,970) | (331,970) | (331,970) | (331,970) | (331,970) |
| | 510 | (385,152) | (385,152) | (385,152) | (385,152) | (385,152) | (385,152) | (385,152) |
| | 530 | (438,335) | (438,335) | (438,335) | (438,335) | (438,335) | (438,335) | (438,335) |
| | 550 | (491,647) | (491,647) | (491,647) | (491,647) | (491,647) | (491,647) | (491,647) |
| | 570 | (545,086) | (545,086) | (545,086) | (545,086) | (545,086) | (545,086) | (545,086) |

TABLE 4

| Balance (RLV - BLV) | 714,724 | Profit 20% | | | | | | |
|---------------------|---------|------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| | 70 | 1,303,966 | 1,198,156 | 1,092,347 | 986,537 | 880,727 | 774,918 | 669,108 |
| | 90 | 1,251,669 | 1,145,860 | 1,040,050 | 934,240 | 828,431 | 722,621 | 616,811 |
| | 110 | 1,199,346 | 1,093,536 | 987,727 | 881,917 | 776,107 | 670,298 | 564,488 |
| | 130 | 1,146,849 | 1,041,039 | 935,229 | 829,420 | 723,610 | 617,800 | 511,991 |
| | 150 | 1,094,351 | 988,542 | 882,732 | 776,923 | 671,113 | 565,303 | 459,494 |
| CIL £psm | 170 | 1,041,854 | 936,045 | 830,235 | 724,425 | 618,616 | 512,806 | 406,996 |
| 93.02 | 190 | 989,357 | 883,547 | 777,738 | 671,928 | 566,118 | 460,309 | 354,499 |
| | 210 | 936,860 | 831,050 | 725,241 | 619,431 | 513,621 | 407,812 | 302,002 |
| | 230 | 884,363 | 778,553 | 672,743 | 566,934 | 461,124 | 355,314 | 249,505 |
| | 250 | 831,713 | 725,903 | 620,094 | 514,284 | 408,474 | 302,665 | 196,855 |
| | 270 | 779,001 | 673,192 | 567,382 | 461,572 | 355,763 | 249,953 | 144,143 |
| | 290 | 726,290 | 620,480 | 514,671 | 408,861 | 303,051 | 197,242 | 91,432 |
| | 310 | 673,578 | 567,769 | 461,959 | 356,149 | 250,340 | 144,530 | 38,720 |
| | 330 | 620,867 | 515,057 | 409,248 | 303,438 | 197,628 | 91,819 | (13,991) |
| | 350 | 568,144 | 462,335 | 356,525 | 250,715 | 144,906 | 39,096 | (66,714) |
| | 370 | 515,205 | 409,395 | 303,585 | 197,776 | 91,966 | (13,844) | (119,653) |
| | 390 | 462,265 | 356,455 | 250,645 | 144,836 | 39,026 | (66,783) | (172,593) |
| | 410 | 409,325 | 303,515 | 197,706 | 91,896 | (13,914) | (119,723) | (225,533) |
| | 430 | 356,385 | 250,576 | 144,766 | 38,956 | (66,853) | (172,663) | (278,473) |
| | 450 | 303,442 | 197,633 | 91,823 | (13,987) | (119,796) | (225,606) | (331,416) |
| | 470 | 250,260 | 144,450 | 38,641 | (67,169) | (172,979) | (278,788) | (384,598) |
| | 490 | 197,078 | 91,268 | (14,541) | (120,351) | (226,161) | (331,970) | (437,780) |
| | 510 | 143,896 | 38,086 | (67,724) | (173,533) | (279,343) | (385,152) | (490,962) |
| | 530 | 90,714 | (15,096) | (120,906) | (226,715) | (332,525) | (438,335) | (544,144) |
| | 550 | 37,401 | (68,409) | (174,218) | (280,028) | (385,838) | (491,647) | (597,457) |
| | 570 | (16,038) | (121,847) | (227,657) | (333,466) | (439,276) | (545,086) | (650,895) |

Scheme Ref: **Z**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 714,724 | BLV (per acre) | | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
|---------------------|---------|----------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 300,000 | 400,000 | | | | | |
| 70 | | 2,998,818 | 2,586,984 | 2,175,151 | 1,763,318 | 1,351,484 | 939,651 | 527,818 |
| 90 | | 2,946,521 | 2,534,688 | 2,122,854 | 1,711,021 | 1,299,188 | 887,354 | 475,521 |
| 110 | | 2,894,198 | 2,482,364 | 2,070,531 | 1,658,698 | 1,246,864 | 835,031 | 423,198 |
| 130 | | 2,841,700 | 2,429,867 | 2,018,034 | 1,606,200 | 1,194,367 | 782,534 | 370,700 |
| 150 | | 2,789,203 | 2,377,370 | 1,965,537 | 1,553,703 | 1,141,870 | 730,037 | 318,203 |
| CIL £psm | | 2,736,706 | 2,324,873 | 1,913,039 | 1,501,206 | 1,089,373 | 677,539 | 265,706 |
| 93.02 | | 190 | 2,684,209 | 2,272,376 | 1,860,542 | 1,448,709 | 1,036,876 | 625,042 |
| | | 210 | 2,631,712 | 2,219,878 | 1,808,045 | 1,396,212 | 984,378 | 572,545 |
| | | 230 | 2,579,214 | 2,167,381 | 1,755,548 | 1,343,714 | 931,881 | 520,048 |
| | | 250 | 2,526,565 | 2,114,731 | 1,702,898 | 1,291,065 | 879,231 | 467,398 |
| | | 270 | 2,473,853 | 2,062,020 | 1,650,186 | 1,238,353 | 826,520 | 414,686 |
| | | 290 | 2,421,142 | 2,009,308 | 1,597,475 | 1,185,642 | 773,808 | 361,975 |
| | | 310 | 2,368,430 | 1,956,597 | 1,544,763 | 1,132,930 | 721,097 | 309,263 |
| | | 330 | 2,315,719 | 1,903,885 | 1,492,052 | 1,080,219 | 668,385 | 256,552 |
| | | 350 | 2,262,996 | 1,851,163 | 1,439,329 | 1,027,496 | 615,663 | 203,829 |
| | | 370 | 2,210,056 | 1,798,223 | 1,386,390 | 974,556 | 562,723 | 150,890 |
| | | 390 | 2,157,117 | 1,745,283 | 1,333,450 | 921,617 | 509,783 | 97,950 |
| | | 410 | 2,104,177 | 1,692,343 | 1,280,510 | 868,677 | 456,843 | 45,010 |
| | | 430 | 2,051,237 | 1,639,404 | 1,227,570 | 815,737 | 403,904 | (7,930) |
| | | 450 | 1,998,294 | 1,586,461 | 1,174,627 | 762,794 | 350,961 | (60,873) |
| | | 470 | 1,945,112 | 1,533,279 | 1,121,445 | 709,612 | 297,779 | (114,055) |
| | | 490 | 1,891,930 | 1,480,096 | 1,068,263 | 656,430 | 244,596 | (167,237) |
| | | 510 | 1,838,748 | 1,426,914 | 1,015,081 | 603,248 | 191,414 | (220,419) |
| | | 530 | 1,785,565 | 1,373,732 | 961,899 | 550,065 | 138,232 | (273,601) |
| | | 550 | 1,732,253 | 1,320,420 | 908,586 | 496,753 | 84,920 | (326,914) |
| | | 570 | 1,678,814 | 1,266,981 | 855,148 | 443,314 | 31,481 | (380,352) |

TABLE 6

| Balance (RLV - BLV) | 714,724 | Density (dph) | | 50 | 60 | 70 | 80 | 90 |
|---------------------|---------|---------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 30 | 40 | | | | | |
| 70 | | 774,918 | 1,691,678 | 2,241,735 | 2,608,439 | 2,870,370 | 3,066,819 | 3,219,612 |
| 90 | | 722,621 | 1,639,382 | 2,189,438 | 2,556,142 | 2,818,074 | 3,014,522 | 3,167,316 |
| 110 | | 670,298 | 1,587,085 | 2,137,141 | 2,503,845 | 2,765,777 | 2,962,226 | 3,115,019 |
| 130 | | 617,800 | 1,534,788 | 2,084,844 | 2,451,548 | 2,713,480 | 2,909,929 | 3,062,722 |
| 150 | | 565,303 | 1,482,315 | 2,032,522 | 2,399,252 | 2,661,183 | 2,857,632 | 3,010,425 |
| CIL £psm | | 512,806 | 1,429,818 | 1,980,025 | 2,346,829 | 2,608,832 | 2,805,335 | 2,958,129 |
| 93.02 | | 190 | 460,309 | 1,377,320 | 1,927,527 | 2,294,332 | 2,556,335 | 2,752,838 |
| | | 210 | 407,812 | 1,324,823 | 1,875,030 | 2,241,835 | 2,503,838 | 2,700,341 |
| | | 230 | 355,314 | 1,272,326 | 1,822,533 | 2,189,338 | 2,451,341 | 2,647,843 |
| | | 250 | 302,665 | 1,219,829 | 1,770,036 | 2,136,840 | 2,398,844 | 2,595,346 |
| | | 270 | 249,953 | 1,167,218 | 1,717,539 | 2,084,343 | 2,346,347 | 2,542,849 |
| | | 290 | 197,242 | 1,114,507 | 1,664,865 | 2,031,771 | 2,293,847 | 2,490,352 |
| | | 310 | 144,530 | 1,061,795 | 1,612,154 | 1,979,060 | 2,241,136 | 2,437,692 |
| | | 330 | 91,819 | 1,009,084 | 1,559,442 | 1,926,348 | 2,188,424 | 2,384,981 |
| | | 350 | 39,096 | 956,372 | 1,506,731 | 1,873,637 | 2,135,713 | 2,332,269 |
| | | 370 | (13,844) | 903,661 | 1,454,019 | 1,820,925 | 2,083,001 | 2,279,558 |
| | | 390 | (66,783) | 850,737 | 1,401,250 | 1,768,214 | 2,030,290 | 2,226,846 |
| | | 410 | (119,723) | 797,797 | 1,348,310 | 1,715,318 | 1,977,467 | 2,174,078 |
| | | 430 | (172,663) | 744,858 | 1,295,370 | 1,662,378 | 1,924,527 | 2,121,139 |
| | | 450 | (225,606) | 691,918 | 1,242,430 | 1,609,439 | 1,871,587 | 2,068,199 |
| | | 470 | (278,788) | 638,978 | 1,189,490 | 1,556,499 | 1,818,647 | 2,015,259 |
| | | 490 | (331,970) | 585,809 | 1,136,476 | 1,503,559 | 1,765,708 | 1,962,319 |
| | | 510 | (385,152) | 532,626 | 1,083,294 | 1,450,405 | 1,712,628 | 1,909,295 |
| | | 530 | (438,335) | 479,444 | 1,030,112 | 1,397,223 | 1,659,446 | 1,856,112 |
| | | 550 | (491,647) | 426,262 | 976,929 | 1,344,041 | 1,606,263 | 1,802,930 |
| | | 570 | (545,086) | 372,954 | 923,747 | 1,290,859 | 1,553,081 | 1,749,748 |

Scheme Ref: **Z**
 No Units: **50** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

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) | 714,724 | | | | | | | |
| | 70 | 1,443,313 | 1,109,288 | 774,918 | 440,151 | 105,010 | (230,931) | (567,532) |
| | 90 | 1,391,203 | 1,056,992 | 722,621 | 387,654 | 52,357 | (283,642) | (620,471) |
| | 110 | 1,339,065 | 1,004,695 | 670,298 | 335,156 | (354) | (336,465) | (673,436) |
| | 130 | 1,286,769 | 952,398 | 617,800 | 282,659 | (53,066) | (389,405) | (726,618) |
| | 150 | 1,234,472 | 900,101 | 565,303 | 230,162 | (105,777) | (442,345) | (779,800) |
| CIL £psm | 170 | 1,182,175 | 847,804 | 512,806 | 177,511 | (158,489) | (495,284) | (832,982) |
| | 93.02 | 190 | 1,129,878 | 795,450 | 460,309 | 124,800 | (211,278) | (548,224) |
| | 210 | 1,077,581 | 742,953 | 407,812 | 72,088 | (264,218) | (601,365) | (939,615) |
| | 230 | 1,025,285 | 690,456 | 355,314 | 19,377 | (317,158) | (654,547) | (993,054) |
| | 250 | 972,988 | 637,958 | 302,665 | (33,335) | (370,097) | (707,729) | (1,046,492) |
| | 270 | 920,602 | 585,461 | 249,953 | (86,091) | (423,037) | (760,911) | (1,100,039) |
| | 290 | 868,105 | 532,964 | 197,242 | (139,031) | (476,112) | (814,264) | (1,153,748) |
| | 310 | 815,608 | 480,467 | 144,530 | (191,970) | (529,294) | (867,702) | (1,207,457) |
| | 330 | 763,111 | 427,818 | 91,819 | (244,910) | (582,476) | (921,141) | (1,261,166) |
| | 350 | 710,614 | 375,107 | 39,096 | (297,850) | (635,658) | (974,579) | (1,314,962) |
| | 370 | 658,117 | 322,395 | (13,844) | (350,859) | (688,912) | (1,028,265) | (1,368,944) |
| | 390 | 605,619 | 269,684 | (66,783) | (404,041) | (742,350) | (1,081,974) | (1,422,925) |
| | 410 | 552,972 | 216,972 | (119,723) | (457,223) | (795,789) | (1,135,683) | (1,476,906) |
| | 430 | 500,260 | 164,261 | (172,663) | (510,405) | (849,228) | (1,189,393) | (1,530,959) |
| | 450 | 447,549 | 111,343 | (225,606) | (563,588) | (902,782) | (1,243,245) | (1,585,214) |
| | 470 | 394,837 | 58,404 | (278,788) | (616,999) | (956,491) | (1,297,226) | (1,639,468) |
| | 490 | 342,126 | 5,464 | (331,970) | (670,437) | (1,010,200) | (1,351,207) | (1,693,723) |
| | 510 | 289,414 | (47,476) | (385,152) | (723,876) | (1,063,909) | (1,405,188) | (1,748,039) |
| | 530 | 236,530 | (100,416) | (438,335) | (777,315) | (1,117,619) | (1,459,213) | (1,802,568) |
| | 550 | 183,591 | (153,535) | (491,647) | (831,008) | (1,171,527) | (1,513,468) | (1,857,098) |
| | 570 | 130,651 | (206,717) | (545,086) | (884,717) | (1,225,508) | (1,567,723) | (1,911,627) |

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) | 714,724 | | | | | | | |
| | 70 | (26,328) | 374,482 | 774,918 | 1,175,207 | 1,575,497 | 1,975,575 | 2,375,454 |
| | 90 | (78,825) | 321,985 | 722,621 | 1,122,911 | 1,523,200 | 1,923,465 | 2,323,344 |
| | 110 | (131,323) | 269,487 | 670,298 | 1,070,614 | 1,470,904 | 1,871,193 | 2,271,234 |
| | 130 | (183,948) | 216,990 | 617,800 | 1,018,317 | 1,418,607 | 1,818,897 | 2,219,124 |
| | 150 | (236,659) | 164,493 | 565,303 | 966,020 | 1,366,310 | 1,766,600 | 2,166,889 |
| CIL £psm | 170 | (289,371) | 111,996 | 512,806 | 913,616 | 1,314,013 | 1,714,303 | 2,114,593 |
| | 93.02 | 190 | (342,082) | 59,358 | 460,309 | 861,119 | 1,261,717 | 1,662,006 |
| | 210 | (394,794) | 6,647 | 407,812 | 808,622 | 1,209,420 | 1,609,709 | 2,009,999 |
| | 230 | (447,630) | (46,065) | 355,314 | 756,125 | 1,156,935 | 1,557,413 | 1,957,702 |
| | 250 | (500,569) | (98,776) | 302,665 | 703,627 | 1,104,438 | 1,505,116 | 1,905,406 |
| | 270 | (553,509) | (151,488) | 249,953 | 651,130 | 1,051,940 | 1,452,750 | 1,853,109 |
| | 290 | (606,449) | (204,267) | 197,242 | 598,633 | 999,443 | 1,400,253 | 1,800,812 |
| | 310 | (659,401) | (257,207) | 144,530 | 545,971 | 946,946 | 1,347,756 | 1,748,515 |
| | 330 | (712,583) | (310,146) | 91,819 | 493,259 | 894,449 | 1,295,259 | 1,696,069 |
| | 350 | (765,765) | (363,086) | 39,096 | 440,548 | 841,952 | 1,242,762 | 1,643,572 |
| | 370 | (818,948) | (416,026) | (13,844) | 387,836 | 789,277 | 1,190,265 | 1,591,075 |
| | 390 | (872,138) | (469,095) | (66,783) | 335,125 | 736,566 | 1,137,767 | 1,538,577 |
| | 410 | (925,577) | (522,277) | (119,723) | 282,413 | 683,854 | 1,085,270 | 1,486,080 |
| | 430 | (979,015) | (575,459) | (172,663) | 229,519 | 631,143 | 1,032,583 | 1,433,583 |
| | 450 | (1,032,454) | (628,641) | (225,606) | 176,579 | 578,431 | 979,872 | 1,381,086 |
| | 470 | (1,086,005) | (681,893) | (278,788) | 123,640 | 525,720 | 927,160 | 1,328,589 |
| | 490 | (1,139,714) | (735,331) | (331,970) | 70,700 | 472,882 | 874,449 | 1,275,890 |
| | 510 | (1,193,423) | (788,770) | (385,152) | 17,760 | 419,942 | 821,737 | 1,223,178 |
| | 530 | (1,247,133) | (842,208) | (438,335) | (35,299) | 367,002 | 769,026 | 1,170,467 |
| | 550 | (1,300,842) | (895,765) | (491,647) | (88,482) | 314,063 | 716,245 | 1,117,755 |
| | 570 | (1,354,794) | (949,474) | (545,086) | (141,664) | 261,123 | 663,305 | 1,065,044 |

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: **Z**
No Units: **50** **Location / Value Zone:** **Higher** **Development Scenario:** **Brownfield**
Notes:

[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: | Z |
| No Units: | 50 |
| Location / Value Zone: | Higher |
| Development Scenario: | Brownfield |
| Notes: | 0 |
| Total GDV (£) | 16,612,780 |
| 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) | 5,427.98 |
| CIL (£) | 271,399 |
| Site Specific S106 (£ per unit) | 7,000 |
| Site Specific S106 (£) | 350,000 |
| Sub-total CIL+S106 (£ per unit) | 12,428 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 12,428 |
| Total Developers Profit (£) | 2,694,572 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 16.22% |
| Developers Profit (% on costs) | 29.46% |
| RLV (£) | 4,174,124 |
| RLV (£/acre) | 1,013,547 |
| RLV (£/ha) | 2,504,475 |
| Balance for Plan VA: | |
| BLV (£) | 3,459,400 |
| BLV (£/acre) | 840,000 |
| BLV (£/ha) | 2,075,640 |
| Surplus/Deficit | 714,724 |
| Surplus/Deficit (£/acre) | 173,547 |
| Surplus/Deficit (£/ha) | 428,835 |
| 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: **AA**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|--|---------------------------|--|------------------------------------|---|
| Total number of units in scheme | | | | 9 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% | | |
| | | | | 93.02 £ psm | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | 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 | 57.0% | 5.1 | 0.0% | 0.0 | 57% | 5.1 |
| 5 bed House | 43.0% | 3.9 | 0.0% | 0.0 | 43% | 3.9 |
| 1 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| Total number of units | 100.0% | 9.0 | 0.0% | 0.0 | 100% | 9.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (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 | 85.0% | | 58.8 | 633 |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (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 | 85.0% | | 58.8 | 633 |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 bed House | 590 | 6,350 | 0 | 0 | 590 | 6,350 |
| 5 bed House | 639 | 6,873 | 0 | 0 | 639 | 6,873 |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| | 1,229 | 13,223 | 0 | 0 | 1,229 | 13,223 |
| AH % by floor area: | | 0.00% AH % by floor area due to mix | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | | total MV £ (no AH) | |
| 1 bed House | 300,000 | 4,839 | 450 | | 0 | |
| 2 bed House | 350,000 | 4,430 | 412 | | 0 | |
| 3 bed House | 420,000 | 4,200 | 390 | | 0 | |
| 4 bed House | 500,000 | 4,348 | 404 | | 2,565,000 | |
| 5 bed House | 600,000 | 3,636 | 338 | | 2,322,000 | |
| 1 bed Flat | 235,200 | 4,704 | 437 | | 0 | |
| 2 bed Flat | 286,000 | 4,086 | 380 | | 0 | |
| | | | | | 4,887,000 | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 2 bed House | 210,000 | 60% | 154,000 | 44% | 266,000 | 76% |
| 3 bed House | 252,000 | 60% | 184,800 | 44% | 319,200 | 76% |
| 4 bed House | 300,000 | 60% | 220,000 | 44% | 380,000 | 76% |
| 5 bed House | 360,000 | 60% | 264,000 | 44% | 456,000 | 76% |
| 1 bed Flat | 141,120 | 60% | 103,488 | 44% | 178,752 | 76% |
| 2 bed Flat | 171,600 | 60% | 125,840 | 44% | 217,360 | 76% |

Scheme Ref: **AA**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|---|--|----------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 300,000 | - |
| 2 bed House | 0.0 | @ | 350,000 | - |
| 3 bed House | 0.0 | @ | 420,000 | - |
| 4 bed House | 5.1 | @ | 500,000 | 2,565,000 |
| 5 bed House | 3.9 | @ | 600,000 | 2,322,000 |
| 1 bed Flat | 0.0 | @ | 235,200 | - |
| 2 bed Flat | 0.0 | @ | 286,000 | - |
| | 9.0 | | | 4,887,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 180,000 | - |
| 2 bed House | 0.0 | @ | 210,000 | - |
| 3 bed House | 0.0 | @ | 252,000 | - |
| 4 bed House | 0.0 | @ | 300,000 | - |
| 5 bed House | 0.0 | @ | 360,000 | - |
| 1 bed Flat | 0.0 | @ | 141,120 | - |
| 2 bed Flat | 0.0 | @ | 171,600 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 132,000 | - |
| 2 bed House | 0.0 | @ | 154,000 | - |
| 3 bed House | 0.0 | @ | 184,800 | - |
| 4 bed House | 0.0 | @ | 220,000 | - |
| 5 bed House | 0.0 | @ | 264,000 | - |
| 1 bed Flat | 0.0 | @ | 103,488 | - |
| 2 bed Flat | 0.0 | @ | 125,840 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 228,000 | - |
| 2 bed House | 0.0 | @ | 266,000 | - |
| 3 bed House | 0.0 | @ | 319,200 | - |
| 4 bed House | 0.0 | @ | 380,000 | - |
| 5 bed House | 0.0 | @ | 456,000 | - |
| 1 bed Flat | 0.0 | @ | 178,752 | - |
| 2 bed Flat | 0.0 | @ | 217,360 | - |
| | 0.0 | | | - |
| Sub-total GDV Residential | 9 | | | 4,887,000 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 9 | @ | 0 | - |
| Total GDV | | | | 4,887,000 |

| DEVELOPMENT COSTS | | | | |
|---|-------------------------|---------------------------------|----------------------------|-----------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (10,000) |
| Statutory Planning Fees (Residential) | | | | (4,158) |
| CIL | 1,229 sqm (Market only) | 93.02 £ psm | | (114,275) |
| CIL analysis: | 2.34% % of GDV | 12,697 £ 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 | 9 units @ | 2,500 per unit | (22,500) |
| S106 analysis: | 75,000 £ per ha | 0.46% % of GDV | 2,500 £ per unit (total ur | (22,500) |
| AH Commuted Sum | 1,229 sqm (total) | 0 £ psm | | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

Scheme Ref: **AA**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| | | | | | |
|--|------------|-----------------|-----------|--|--------------------|
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 0.74 acres @ | | 50,000 £ per acre (if brownfield) | (37,065) |
| 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 | 9 units @ | | 0 per unit | - |
| Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | | 0 £ per unit (total ur | - |
| 1 bed House | - | sqm @ | | 1,308 psm | - |
| 2 bed House | - | sqm @ | | 1,308 psm | - |
| 3 bed House | - | sqm @ | | 1,308 psm | - |
| 4 bed House | - | sqm @ | | 1,308 psm | (771,655) |
| 5 bed House | 639 | sqm @ | | 1,308 psm | (835,223) |
| 1 bed Flat | - | sqm @ | | 1,439 psm | - |
| 2 bed Flat | 1,229 | sqm @ | | 1,439 psm | - |
| External works | | 1,606,878 @ | | 15.0% 26,781 £ per unit | (241,032) |
| 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 | - units @ | 0% @ | 521 £ per unit | - |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | 9 units @ | | 10 £ per unit | (90) |
| Contingency | | 1,885,065 @ | | 3.0% | (56,552) |
| Professional Fees | | 1,885,065 @ | | 6.5% | (122,529) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 4,887,000 OMS @ | | 1.00% 5,430 £ per unit | (48,870) |
| Residential Sales Legal Costs | | 4,887,000 OMS @ | | 0.50% 2,715 £ per unit | (24,435) |
| Marketing and Promotion | | 4,887,000 OMS @ | | 3.00% 16,290 £ per unit 24,435 £ per unit | (146,610) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | (38,787) |
| Developers Profit - | | | | | |
| Margin on AH | | 0 | | 6.00% on AH values | - |
| Profit on OMS | | 4,887,000 | | 20.00% | (977,400) |
| Profit analysis: | | 2,473,781 | | 39.51% on costs | (977,400) |
| | | 4,887,000 | | 20.00% blended | (977,400) |
| TOTAL COSTS | | | | | (3,451,181) |

| | | | | | |
|----------------------------------|--------------------|--------------------|--|----------------------|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 1,435,819 |
| SDLT | | 1,435,819 @ | | (slabbed) | (61,291) |
| Acquisition Agent fees | | 1,435,819 @ | | 1.0% | (14,358) |
| Acquisition Legal fees | | 1,435,819 @ | | 0.5% | (7,179) |
| Interest on Land | | 1,435,819 @ | | 6.25% | (89,739) |
| Residual Land Value | | | | | 1,263,252 |
| RLV analysis: | 140,361 £ per plot | 4,210,841 £ per ha | | 1,704,104 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 0.30 ha | | 0.74 acres | |
| Density analysis: | | 4.095 sqm/ha | | 17.838 sqft/ac | |
| Benchmark Land Value (Net) | 69,188 £ per plot | 2,075,640 £ per ha | | 840,000 £ per acre | 622,692 |

| | | | | | |
|-------------------|--|--------------------|--|--------------------|----------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 2,135,201 £ per ha | | 864,104 £ per acre | 640,560 |

Scheme Ref: **AA**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | 640,560 | Affordable Housing - % on site 0% | | | | | | |
|---------------------|---------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | 70 | 395,768 | 328,015 | 260,262 | 192,509 | 124,756 | 57,003 | (10,750) |
| | 90 | 377,544 | 310,930 | 244,316 | 177,702 | 111,089 | 44,475 | (22,139) |
| | 110 | 359,321 | 293,846 | 228,371 | 162,896 | 97,421 | 31,946 | (33,529) |
| | 130 | 341,098 | 276,762 | 212,426 | 148,090 | 83,754 | 19,418 | (44,918) |
| | 150 | 322,874 | 259,677 | 196,480 | 133,283 | 70,086 | 6,889 | (56,308) |
| CIL £psm | 170 | 304,651 | 242,593 | 180,535 | 118,477 | 56,419 | (5,639) | (67,697) |
| 93.02 | 190 | 286,428 | 225,509 | 164,590 | 103,670 | 42,751 | (18,168) | (79,087) |
| | 210 | 268,205 | 208,424 | 148,644 | 88,864 | 29,084 | (30,696) | (90,477) |
| | 230 | 249,981 | 191,340 | 132,699 | 74,058 | 15,416 | (43,225) | (101,866) |
| | 250 | 231,758 | 174,256 | 116,753 | 59,251 | 1,749 | (55,767) | (113,296) |
| | 270 | 213,535 | 157,171 | 100,791 | 44,408 | (11,976) | (68,359) | (124,743) |
| | 290 | 195,243 | 140,004 | 84,765 | 29,527 | (25,712) | (80,951) | (136,190) |
| | 310 | 176,927 | 122,833 | 68,739 | 14,645 | (39,449) | (93,543) | (147,637) |
| | 330 | 158,612 | 105,663 | 52,713 | (236) | (53,186) | (106,135) | (159,085) |
| | 350 | 140,296 | 88,492 | 36,687 | (15,118) | (66,922) | (118,727) | (170,532) |
| | 370 | 121,981 | 71,321 | 20,661 | (29,999) | (80,659) | (131,319) | (181,979) |
| | 390 | 103,665 | 54,150 | 4,635 | (44,881) | (94,396) | (143,911) | (193,426) |
| | 410 | 85,350 | 36,979 | (11,391) | (59,762) | (108,132) | (156,503) | (204,873) |
| | 430 | 67,034 | 19,808 | (27,418) | (74,643) | (121,869) | (169,095) | (216,321) |
| | 450 | 48,718 | 2,637 | (43,444) | (89,525) | (135,606) | (181,687) | (227,768) |
| | 470 | 30,403 | (14,533) | (59,470) | (104,406) | (149,342) | (194,279) | (239,215) |
| | 490 | 12,087 | (31,704) | (75,496) | (119,288) | (163,079) | (206,871) | (250,662) |
| | 510 | (6,228) | (48,875) | (91,522) | (134,169) | (176,816) | (219,463) | (262,110) |
| | 530 | (24,544) | (66,046) | (107,548) | (149,050) | (190,553) | (232,078) | (273,605) |
| | 550 | (42,859) | (83,225) | (123,603) | (163,980) | (204,357) | (244,734) | (285,111) |
| | 570 | (61,257) | (100,483) | (139,710) | (178,936) | (218,163) | (257,389) | (296,616) |

TABLE 2

| Balance (RLV - BLV) | 640,560 | Site Specific S106 100% (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|---------|---|---------|---------|---------|---------|---------|---------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 666,779 | 664,805 | 662,830 | 660,855 | 658,881 | 656,906 | 654,932 |
| | 90 | 644,000 | 642,025 | 640,051 | 638,076 | 636,102 | 634,127 | 632,152 |
| | 110 | 621,221 | 619,246 | 617,272 | 615,297 | 613,323 | 611,348 | 609,373 |
| | 130 | 598,442 | 596,467 | 594,493 | 592,518 | 590,543 | 588,569 | 586,594 |
| | 150 | 575,663 | 573,688 | 571,714 | 569,739 | 567,764 | 565,790 | 563,815 |
| CIL £psm | 170 | 552,884 | 550,909 | 548,934 | 546,960 | 544,985 | 543,011 | 541,036 |
| 93.02 | 190 | 530,105 | 528,130 | 526,155 | 524,181 | 522,206 | 520,232 | 518,257 |
| | 210 | 507,325 | 505,351 | 503,376 | 501,402 | 499,427 | 497,452 | 495,478 |
| | 230 | 484,546 | 482,572 | 480,597 | 478,623 | 476,648 | 474,673 | 472,699 |
| | 250 | 461,767 | 459,793 | 457,818 | 455,843 | 453,869 | 451,894 | 449,920 |
| | 270 | 438,988 | 437,014 | 435,039 | 433,064 | 431,090 | 429,115 | 427,141 |
| | 290 | 416,198 | 414,222 | 412,246 | 410,270 | 408,294 | 406,318 | 404,342 |
| | 310 | 393,304 | 391,328 | 389,352 | 387,376 | 385,400 | 383,424 | 381,448 |
| | 330 | 370,410 | 368,433 | 366,457 | 364,481 | 362,505 | 360,529 | 358,553 |
| | 350 | 347,515 | 345,539 | 343,563 | 341,587 | 339,611 | 337,635 | 335,659 |
| | 370 | 324,621 | 322,645 | 320,668 | 318,692 | 316,716 | 314,740 | 312,764 |
| | 390 | 301,726 | 299,750 | 297,774 | 295,798 | 293,822 | 291,846 | 289,870 |
| | 410 | 278,832 | 276,856 | 274,880 | 272,904 | 270,927 | 268,951 | 266,975 |
| | 430 | 255,937 | 253,961 | 251,985 | 250,009 | 248,033 | 246,057 | 244,081 |
| | 450 | 233,043 | 231,067 | 229,091 | 227,115 | 225,139 | 223,162 | 221,186 |
| | 470 | 210,148 | 208,172 | 206,196 | 204,220 | 202,244 | 200,268 | 198,292 |
| | 490 | 187,254 | 185,278 | 183,302 | 181,326 | 179,350 | 177,374 | 175,398 |
| | 510 | 164,359 | 162,383 | 160,407 | 158,431 | 156,455 | 154,479 | 152,503 |
| | 530 | 141,465 | 139,489 | 137,513 | 135,537 | 133,561 | 131,585 | 129,609 |
| | 550 | 118,570 | 116,594 | 114,618 | 112,642 | 110,666 | 108,690 | 106,714 |
| | 570 | 95,649 | 93,672 | 91,694 | 89,716 | 87,739 | 85,761 | 83,784 |

Scheme Ref: **AA**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| Balance (RLV - BLV) | 640,560 | Infrastructure Costs | | | | | | |
|---------------------|---------|----------------------|---------|---------|---------|---------|---------|---------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 666,779 | 666,779 | 666,779 | 666,779 | 666,779 | 666,779 | 666,779 |
| | 90 | 644,000 | 644,000 | 644,000 | 644,000 | 644,000 | 644,000 | 644,000 |
| | 110 | 621,221 | 621,221 | 621,221 | 621,221 | 621,221 | 621,221 | 621,221 |
| | 130 | 598,442 | 598,442 | 598,442 | 598,442 | 598,442 | 598,442 | 598,442 |
| | 150 | 575,663 | 575,663 | 575,663 | 575,663 | 575,663 | 575,663 | 575,663 |
| CIL £psm | 170 | 552,884 | 552,884 | 552,884 | 552,884 | 552,884 | 552,884 | 552,884 |
| 93.02 | 190 | 530,105 | 530,105 | 530,105 | 530,105 | 530,105 | 530,105 | 530,105 |
| | 210 | 507,325 | 507,325 | 507,325 | 507,325 | 507,325 | 507,325 | 507,325 |
| | 230 | 484,546 | 484,546 | 484,546 | 484,546 | 484,546 | 484,546 | 484,546 |
| | 250 | 461,767 | 461,767 | 461,767 | 461,767 | 461,767 | 461,767 | 461,767 |
| | 270 | 438,988 | 438,988 | 438,988 | 438,988 | 438,988 | 438,988 | 438,988 |
| | 290 | 416,198 | 416,198 | 416,198 | 416,198 | 416,198 | 416,198 | 416,198 |
| | 310 | 393,304 | 393,304 | 393,304 | 393,304 | 393,304 | 393,304 | 393,304 |
| | 330 | 370,410 | 370,410 | 370,410 | 370,410 | 370,410 | 370,410 | 370,410 |
| | 350 | 347,515 | 347,515 | 347,515 | 347,515 | 347,515 | 347,515 | 347,515 |
| | 370 | 324,621 | 324,621 | 324,621 | 324,621 | 324,621 | 324,621 | 324,621 |
| | 390 | 301,726 | 301,726 | 301,726 | 301,726 | 301,726 | 301,726 | 301,726 |
| | 410 | 278,832 | 278,832 | 278,832 | 278,832 | 278,832 | 278,832 | 278,832 |
| | 430 | 255,937 | 255,937 | 255,937 | 255,937 | 255,937 | 255,937 | 255,937 |
| | 450 | 233,043 | 233,043 | 233,043 | 233,043 | 233,043 | 233,043 | 233,043 |
| | 470 | 210,148 | 210,148 | 210,148 | 210,148 | 210,148 | 210,148 | 210,148 |
| | 490 | 187,254 | 187,254 | 187,254 | 187,254 | 187,254 | 187,254 | 187,254 |
| | 510 | 164,359 | 164,359 | 164,359 | 164,359 | 164,359 | 164,359 | 164,359 |
| | 530 | 141,465 | 141,465 | 141,465 | 141,465 | 141,465 | 141,465 | 141,465 |
| | 550 | 118,570 | 118,570 | 118,570 | 118,570 | 118,570 | 118,570 | 118,570 |
| | 570 | 95,649 | 95,649 | 95,649 | 95,649 | 95,649 | 95,649 | 95,649 |

| Balance (RLV - BLV) | 640,560 | Profit 20% | | | | | | |
|---------------------|---------|------------|---------|---------|---------|---------|---------|---------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| | 70 | 879,974 | 837,335 | 794,696 | 752,057 | 709,418 | 666,779 | 624,140 |
| | 90 | 857,195 | 814,556 | 771,917 | 729,278 | 686,639 | 644,000 | 601,361 |
| | 110 | 834,416 | 791,777 | 749,138 | 706,499 | 663,860 | 621,221 | 578,582 |
| | 130 | 811,637 | 768,998 | 726,359 | 683,720 | 641,081 | 598,442 | 555,803 |
| | 150 | 788,858 | 746,219 | 703,580 | 660,941 | 618,302 | 575,663 | 533,024 |
| CIL £psm | 170 | 766,079 | 723,440 | 680,801 | 638,162 | 595,523 | 552,884 | 510,245 |
| 93.02 | 190 | 743,300 | 700,661 | 658,022 | 615,383 | 572,744 | 530,105 | 487,465 |
| | 210 | 720,521 | 677,882 | 635,243 | 592,604 | 549,965 | 507,325 | 464,686 |
| | 230 | 697,742 | 655,103 | 612,464 | 569,824 | 527,185 | 484,546 | 441,907 |
| | 250 | 674,963 | 632,324 | 589,684 | 547,045 | 504,406 | 461,767 | 419,128 |
| | 270 | 652,184 | 609,544 | 566,905 | 524,266 | 481,627 | 438,988 | 396,349 |
| | 290 | 629,394 | 586,755 | 544,116 | 501,477 | 458,838 | 416,198 | 373,559 |
| | 310 | 606,499 | 563,860 | 521,221 | 478,582 | 435,943 | 393,304 | 350,665 |
| | 330 | 583,605 | 540,966 | 498,327 | 455,688 | 413,049 | 370,410 | 327,770 |
| | 350 | 560,710 | 518,071 | 475,432 | 432,793 | 390,154 | 347,515 | 304,876 |
| | 370 | 537,816 | 495,177 | 452,538 | 409,899 | 367,260 | 324,621 | 281,982 |
| | 390 | 514,921 | 472,282 | 429,643 | 387,004 | 344,365 | 301,726 | 259,087 |
| | 410 | 492,027 | 449,388 | 406,749 | 364,110 | 321,471 | 278,832 | 236,193 |
| | 430 | 469,133 | 426,493 | 383,854 | 341,215 | 298,576 | 255,937 | 213,298 |
| | 450 | 446,238 | 403,599 | 360,960 | 318,321 | 275,682 | 233,043 | 190,404 |
| | 470 | 423,344 | 380,705 | 338,065 | 295,426 | 252,787 | 210,148 | 167,509 |
| | 490 | 400,449 | 357,810 | 315,171 | 272,532 | 229,893 | 187,254 | 144,615 |
| | 510 | 377,555 | 334,916 | 292,277 | 249,637 | 206,998 | 164,359 | 121,720 |
| | 530 | 354,660 | 312,021 | 269,382 | 226,743 | 184,104 | 141,465 | 98,826 |
| | 550 | 331,766 | 289,127 | 246,488 | 203,849 | 161,209 | 118,570 | 75,931 |
| | 570 | 308,845 | 266,205 | 223,566 | 180,927 | 138,288 | 95,649 | 53,010 |



Scheme Ref: **AA**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 640,560 | BLV (per acre) | | | | | | |
|---------------------|----------|----------------|---------|---------|---------|---------|---------|---------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| 70 | | 1,067,081 | 992,951 | 918,821 | 844,691 | 770,561 | 696,431 | 622,301 |
| 90 | | 1,044,302 | 970,172 | 896,042 | 821,912 | 747,782 | 673,652 | 599,522 |
| 110 | | 1,021,523 | 947,393 | 873,263 | 799,133 | 725,003 | 650,873 | 576,743 |
| 130 | | 998,744 | 924,614 | 850,484 | 776,354 | 702,224 | 628,094 | 553,964 |
| 150 | | 975,965 | 901,835 | 827,705 | 753,575 | 679,445 | 605,315 | 531,185 |
| 170 | CIL £psm | 953,186 | 879,056 | 804,926 | 730,796 | 656,666 | 582,536 | 508,406 |
| 190 | 93.02 | 930,407 | 856,277 | 782,147 | 708,017 | 633,887 | 559,757 | 485,627 |
| 210 | | 907,627 | 833,497 | 759,367 | 685,237 | 611,107 | 536,977 | 462,847 |
| 230 | | 884,848 | 810,718 | 736,588 | 662,458 | 588,328 | 514,198 | 440,068 |
| 250 | | 862,069 | 787,939 | 713,809 | 639,679 | 565,549 | 491,419 | 417,289 |
| 270 | | 839,290 | 765,160 | 691,030 | 616,900 | 542,770 | 468,640 | 394,510 |
| 290 | | 816,500 | 742,370 | 668,240 | 594,110 | 519,980 | 445,850 | 371,720 |
| 310 | | 793,606 | 719,476 | 645,346 | 571,216 | 497,086 | 422,956 | 348,826 |
| 330 | | 770,712 | 696,582 | 622,452 | 548,322 | 474,192 | 400,062 | 325,932 |
| 350 | | 747,817 | 673,687 | 599,557 | 525,427 | 451,297 | 377,167 | 303,037 |
| 370 | | 724,923 | 650,793 | 576,663 | 502,533 | 428,403 | 354,273 | 280,143 |
| 390 | | 702,028 | 627,898 | 553,768 | 479,638 | 405,508 | 331,378 | 257,248 |
| 410 | | 679,134 | 605,004 | 530,874 | 456,744 | 382,614 | 308,484 | 234,354 |
| 430 | | 656,239 | 582,109 | 507,979 | 433,849 | 359,719 | 285,589 | 211,459 |
| 450 | | 633,345 | 559,215 | 485,085 | 410,955 | 336,825 | 262,695 | 188,565 |
| 470 | | 610,450 | 536,320 | 462,190 | 388,060 | 313,930 | 239,800 | 165,670 |
| 490 | | 587,556 | 513,426 | 439,296 | 365,166 | 291,036 | 216,906 | 142,776 |
| 510 | | 564,661 | 490,531 | 416,401 | 342,271 | 268,141 | 194,011 | 119,881 |
| 530 | | 541,767 | 467,637 | 393,507 | 319,377 | 245,247 | 171,117 | 96,987 |
| 550 | | 518,872 | 444,742 | 370,612 | 296,482 | 222,352 | 148,222 | 74,092 |
| 570 | | 495,951 | 421,821 | 347,691 | 273,561 | 199,431 | 125,301 | 51,171 |

TABLE 6

| Balance (RLV - BLV) | 640,560 | Density (dph) | | | | | | |
|---------------------|----------|---------------|---------|---------|---------|-----------|-----------|-----------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| 70 | | 666,779 | 831,900 | 930,972 | 997,020 | 1,044,197 | 1,079,580 | 1,107,101 |
| 90 | | 644,000 | 809,121 | 908,193 | 974,241 | 1,021,418 | 1,056,801 | 1,084,321 |
| 110 | | 621,221 | 786,341 | 885,414 | 951,462 | 998,639 | 1,034,022 | 1,061,542 |
| 130 | | 598,442 | 763,562 | 862,635 | 928,683 | 975,860 | 1,011,243 | 1,038,763 |
| 150 | | 575,663 | 740,783 | 839,856 | 905,904 | 953,081 | 988,464 | 1,015,984 |
| 170 | CIL £psm | 552,884 | 718,004 | 817,076 | 883,125 | 930,302 | 965,685 | 993,205 |
| 190 | 93.02 | 530,105 | 695,225 | 794,297 | 860,346 | 907,523 | 942,906 | 970,426 |
| 210 | | 507,325 | 672,446 | 771,518 | 837,567 | 884,744 | 920,127 | 947,647 |
| 230 | | 484,546 | 649,667 | 748,739 | 814,787 | 861,965 | 897,348 | 924,868 |
| 250 | | 461,767 | 626,888 | 725,960 | 792,008 | 839,186 | 874,569 | 902,089 |
| 270 | | 438,988 | 604,109 | 703,181 | 769,229 | 816,407 | 851,789 | 879,310 |
| 290 | | 416,198 | 581,330 | 680,402 | 746,450 | 793,627 | 829,010 | 856,530 |
| 310 | | 393,304 | 558,472 | 657,573 | 723,641 | 770,832 | 806,225 | 833,751 |
| 330 | | 370,410 | 535,578 | 634,679 | 700,746 | 747,937 | 783,330 | 810,859 |
| 350 | | 347,515 | 512,683 | 611,784 | 677,852 | 725,043 | 760,436 | 787,964 |
| 370 | | 324,621 | 489,789 | 588,890 | 654,957 | 702,148 | 737,542 | 765,070 |
| 390 | | 301,726 | 466,894 | 565,996 | 632,063 | 679,254 | 714,647 | 742,175 |
| 410 | | 278,832 | 444,000 | 543,101 | 609,168 | 656,359 | 691,753 | 719,281 |
| 430 | | 255,937 | 421,106 | 520,207 | 586,274 | 633,465 | 668,858 | 696,386 |
| 450 | | 233,043 | 398,211 | 497,312 | 563,379 | 610,570 | 645,964 | 673,492 |
| 470 | | 210,148 | 375,317 | 474,418 | 540,485 | 587,676 | 623,069 | 650,597 |
| 490 | | 187,254 | 352,422 | 451,523 | 517,591 | 564,782 | 600,175 | 627,703 |
| 510 | | 164,359 | 329,528 | 428,629 | 494,696 | 541,887 | 577,280 | 604,808 |
| 530 | | 141,465 | 306,633 | 405,734 | 471,802 | 518,993 | 554,386 | 581,914 |
| 550 | | 118,570 | 283,739 | 382,840 | 448,907 | 496,098 | 531,491 | 559,019 |
| 570 | | 95,649 | 260,844 | 359,945 | 426,013 | 473,204 | 508,597 | 536,125 |



Scheme Ref: **AA**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

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) | 640,560 | | | | | | | |
| | 70 | 848,205 | 757,666 | 666,779 | 575,781 | 484,783 | 393,661 | 302,202 |
| | 90 | 825,541 | 734,998 | 644,000 | 553,002 | 462,004 | 370,767 | 279,308 |
| | 110 | 802,876 | 712,219 | 621,221 | 530,223 | 439,225 | 347,872 | 256,413 |
| | 130 | 780,212 | 689,440 | 598,442 | 507,444 | 416,436 | 324,978 | 233,519 |
| | 150 | 757,548 | 666,661 | 575,663 | 484,665 | 393,542 | 302,083 | 210,624 |
| CIL £psm | 170 | 734,880 | 643,882 | 552,884 | 461,886 | 370,648 | 279,189 | 187,730 |
| 93.02 | 190 | 712,100 | 621,103 | 530,105 | 439,107 | 347,753 | 256,294 | 164,835 |
| | 210 | 689,321 | 598,323 | 507,325 | 416,317 | 324,859 | 233,400 | 141,941 |
| | 230 | 666,542 | 575,544 | 484,546 | 393,423 | 301,964 | 210,505 | 119,046 |
| | 250 | 643,763 | 552,765 | 461,767 | 370,529 | 279,070 | 187,611 | 96,128 |
| | 270 | 620,984 | 529,986 | 438,988 | 347,634 | 256,175 | 164,716 | 73,117 |
| | 290 | 598,205 | 507,207 | 416,198 | 324,740 | 233,281 | 141,822 | 50,107 |
| | 310 | 575,426 | 484,428 | 393,304 | 301,845 | 210,386 | 118,927 | 27,096 |
| | 330 | 552,647 | 461,649 | 370,410 | 278,951 | 187,492 | 96,008 | 4,086 |
| | 350 | 529,868 | 438,870 | 347,515 | 256,056 | 164,597 | 72,998 | (18,924) |
| | 370 | 507,089 | 416,079 | 324,621 | 233,162 | 141,703 | 49,987 | (41,935) |
| | 390 | 484,310 | 393,185 | 301,726 | 210,267 | 118,808 | 26,977 | (64,945) |
| | 410 | 461,530 | 370,291 | 278,832 | 187,373 | 95,888 | 3,966 | (87,956) |
| | 430 | 438,751 | 347,396 | 255,937 | 164,478 | 72,878 | (19,044) | (110,966) |
| | 450 | 415,960 | 324,502 | 233,043 | 141,584 | 49,868 | (42,055) | (133,977) |
| | 470 | 393,066 | 301,607 | 210,148 | 118,689 | 26,857 | (65,065) | (156,987) |
| | 490 | 370,172 | 278,713 | 187,254 | 95,769 | 3,847 | (88,075) | (179,997) |
| | 510 | 347,277 | 255,818 | 164,359 | 72,758 | (19,164) | (111,086) | (203,008) |
| | 530 | 324,383 | 232,924 | 141,465 | 49,748 | (42,174) | (134,096) | (226,067) |
| | 550 | 301,488 | 210,029 | 118,570 | 26,738 | (65,185) | (157,107) | (249,194) |
| | 570 | 278,594 | 187,135 | 95,649 | 3,727 | (88,195) | (180,117) | (272,321) |

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) | 640,560 | | | | | | | |
| | 70 | 341,767 | 504,273 | 666,779 | 829,157 | 991,189 | 1,153,220 | 1,315,251 |
| | 90 | 318,987 | 481,494 | 644,000 | 806,493 | 968,524 | 1,130,556 | 1,292,587 |
| | 110 | 296,120 | 458,715 | 621,221 | 783,727 | 945,860 | 1,107,891 | 1,269,923 |
| | 130 | 273,226 | 435,936 | 598,442 | 760,948 | 923,196 | 1,085,227 | 1,247,258 |
| | 150 | 250,331 | 413,156 | 575,663 | 738,169 | 900,532 | 1,062,563 | 1,224,594 |
| CIL £psm | 170 | 227,437 | 390,377 | 552,884 | 715,390 | 877,867 | 1,039,898 | 1,201,930 |
| 93.02 | 190 | 204,543 | 367,598 | 530,105 | 692,611 | 855,117 | 1,017,234 | 1,179,265 |
| | 210 | 181,648 | 344,712 | 507,325 | 669,832 | 832,338 | 994,570 | 1,156,601 |
| | 230 | 158,754 | 321,818 | 484,546 | 647,053 | 809,559 | 971,906 | 1,133,937 |
| | 250 | 135,859 | 298,923 | 461,767 | 624,274 | 786,780 | 949,241 | 1,111,273 |
| | 270 | 112,965 | 276,029 | 438,988 | 601,494 | 764,001 | 926,507 | 1,088,608 |
| | 290 | 90,070 | 253,134 | 416,198 | 578,715 | 741,222 | 903,728 | 1,065,944 |
| | 310 | 67,176 | 230,240 | 393,304 | 555,936 | 718,443 | 880,949 | 1,043,280 |
| | 330 | 44,281 | 207,345 | 370,410 | 533,157 | 695,663 | 858,170 | 1,020,615 |
| | 350 | 21,353 | 184,451 | 347,515 | 510,378 | 672,884 | 835,391 | 997,897 |
| | 370 | (1,657) | 161,556 | 324,621 | 487,599 | 650,105 | 812,612 | 975,118 |
| | 390 | (24,667) | 138,662 | 301,726 | 464,790 | 627,326 | 789,832 | 952,339 |
| | 410 | (47,678) | 115,768 | 278,832 | 441,896 | 604,547 | 767,053 | 929,560 |
| | 430 | (70,688) | 92,873 | 255,937 | 419,001 | 581,768 | 744,274 | 906,781 |
| | 450 | (93,699) | 69,979 | 233,043 | 396,107 | 558,989 | 721,495 | 884,001 |
| | 470 | (116,709) | 46,996 | 210,148 | 373,212 | 536,210 | 698,716 | 861,222 |
| | 490 | (139,720) | 23,986 | 187,254 | 350,318 | 513,382 | 675,937 | 838,443 |
| | 510 | (162,730) | 975 | 164,359 | 327,423 | 490,488 | 653,158 | 815,664 |
| | 530 | (185,740) | (22,035) | 141,465 | 304,529 | 467,593 | 630,379 | 792,885 |
| | 550 | (208,751) | (45,046) | 118,570 | 281,635 | 444,699 | 607,600 | 770,106 |
| | 570 | (231,761) | (68,056) | 95,649 | 258,740 | 421,804 | 584,821 | 747,327 |

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

Scheme Ref: AA
No Units: 9
Location / Value Zone: Higher
Development Scenario: Brownfield
Notes:

[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: | AA |
| No Units: | 9 |
| Location / Value Zone: | Higher |
| Development Scenario: | Brownfield |
| Notes: | 0 |
| Total GDV (£) | 4,887,000 |
| 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) | 12,697.23 |
| CIL (£) | 114,275 |
| Site Specific S106 (£ per unit) | 2,500 |
| Site Specific S106 (£) | 22,500 |
| Sub-total CIL+S106 (£ per unit) | 15,197 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 15,197 |
| Total Developers Profit (£) | 977,400 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 20.00% |
| Developers Profit (% on costs) | 39.51% |
| RLV (£) | 1,263,252 |
| RLV (£/acre) | 1,704,104 |
| RLV (£/ha) | 4,210,841 |
| Balance for Plan VA: | |
| BLV (£) | 622,692 |
| BLV (£/acre) | 840,000 |
| BLV (£/ha) | 2,075,640 |
| Surplus/Deficit | 640,560 |
| Surplus/Deficit (£/acre) | 864,104 |
| Surplus/Deficit (£/ha) | 2,135,201 |
| 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: **AB**
 No Units: **3** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|-----------------------------|---|----------------------|
| Total number of units in scheme | | | 3 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 | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | 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 | 100.0% | 3.0 | 0.0% | 0.0 | 100% | 3.0 |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 1 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| Total number of units | 100.0% | 3.0 | 0.0% | 0.0 | 100% | 3.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqm) | (sqft) |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 bed House | 345 | 3,714 | 0 | 0 | 345 | 3,714 |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| | 345 | 3,714 | 0 | 0 | 345 | 3,714 |
| AH % by floor area: | | | 0.00% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 300,000 | 4,839 | 450 | 0 | | |
| 2 bed House | 350,000 | 4,430 | 412 | 0 | | |
| 3 bed House | 420,000 | 4,200 | 390 | 0 | | |
| 4 bed House | 500,000 | 4,348 | 404 | 1,500,000 | | |
| 5 bed House | 600,000 | 3,636 | 338 | 0 | | |
| 1 bed Flat | 235,200 | 4,704 | 437 | 0 | | |
| 2 bed Flat | 286,000 | 4,086 | 380 | 0 | | |
| | | | | 1,500,000 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 2 bed House | 210,000 | 60% | 154,000 | 44% | 266,000 | 76% |
| 3 bed House | 252,000 | 60% | 184,800 | 44% | 319,200 | 76% |
| 4 bed House | 300,000 | 60% | 220,000 | 44% | 380,000 | 76% |
| 5 bed House | 360,000 | 60% | 264,000 | 44% | 456,000 | 76% |
| 1 bed Flat | 141,120 | 60% | 103,488 | 44% | 178,752 | 76% |
| 2 bed Flat | 171,600 | 60% | 125,840 | 44% | 217,360 | 76% |

Scheme Ref: **AB**
 No Units: **3** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|---|--|----------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 300,000 | - |
| 2 bed House | 0.0 | @ | 350,000 | - |
| 3 bed House | 0.0 | @ | 420,000 | - |
| 4 bed House | 3.0 | @ | 500,000 | 1,500,000 |
| 5 bed House | 0.0 | @ | 600,000 | - |
| 1 bed Flat | 0.0 | @ | 235,200 | - |
| 2 bed Flat | 0.0 | @ | 286,000 | - |
| | 3.0 | | | 1,500,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 180,000 | - |
| 2 bed House | 0.0 | @ | 210,000 | - |
| 3 bed House | 0.0 | @ | 252,000 | - |
| 4 bed House | 0.0 | @ | 300,000 | - |
| 5 bed House | 0.0 | @ | 360,000 | - |
| 1 bed Flat | 0.0 | @ | 141,120 | - |
| 2 bed Flat | 0.0 | @ | 171,600 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 132,000 | - |
| 2 bed House | 0.0 | @ | 154,000 | - |
| 3 bed House | 0.0 | @ | 184,800 | - |
| 4 bed House | 0.0 | @ | 220,000 | - |
| 5 bed House | 0.0 | @ | 264,000 | - |
| 1 bed Flat | 0.0 | @ | 103,488 | - |
| 2 bed Flat | 0.0 | @ | 125,840 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 228,000 | - |
| 2 bed House | 0.0 | @ | 266,000 | - |
| 3 bed House | 0.0 | @ | 319,200 | - |
| 4 bed House | 0.0 | @ | 380,000 | - |
| 5 bed House | 0.0 | @ | 456,000 | - |
| 1 bed Flat | 0.0 | @ | 178,752 | - |
| 2 bed Flat | 0.0 | @ | 217,360 | - |
| | 0.0 | | | - |
| Sub-total GDV Residential | 3 | | | 1,500,000 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 3 | @ | 0 | - |
| Total GDV | | | | 1,500,000 |

| DEVELOPMENT COSTS | | | | |
|---|-----------------|-----------------------|---------------------------------|----------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (1,386) |
| Statutory Planning Fees (Residential) | | | | (32,092) |
| CIL | | 345 sqm (Market only) | 93.02 £ psm | |
| CIL analysis: | | 2.14% % of GDV | 10,697 £ 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 | 3 units @ | 2,500 per unit | (7,500) |
| S106 analysis: | 75,000 £ per ha | 0.50% % of GDV | 2,500 £ per unit (total ur) | (7,500) |
| AH Commuted Sum | | 345 sqm (total) | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

| | | | | | |
|--|------------|-------------------------------|---------------|--|--------------------|
| Scheme Ref: | AB | Location / Value Zone: | Higher | Development Scenario: | Brownfield |
| No Units: | 3 | | | | |
| Notes: | | | | | |
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 0.25 acres @ | | 50,000 £ per acre (if brownfield) | (12,355) |
| 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 | 3 units @ | | 0 per unit | - |
| Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | | 0 £ per unit (total ur | - |
| 1 bed House | - | sqm @ | | 1,308 psm | - |
| 2 bed House | - | sqm @ | | 1,308 psm | - |
| 3 bed House | - | sqm @ | | 1,308 psm | - |
| 4 bed House | 345 | sqm @ | | 1,308 psm | (451,260) |
| 5 bed House | - | sqm @ | | 1,308 psm | - |
| 1 bed Flat | - | sqm @ | | 1,439 psm | - |
| 2 bed Flat | 345 | sqm @ | | 1,439 psm | - |
| External works | | 451,260 @ | | 15.0% 22,563 £ per unit | (67,689) |
| 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 | - units @ | 0% @ | 521 £ per unit | - |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | 3 units @ | | 10 £ per unit | (30) |
| Contingency | | 531,334 @ | | 3.0% | (15,940) |
| Professional Fees | | 531,334 @ | | 6.5% | (34,537) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 1,500,000 OMS @ | | 1.00% 5,000 £ per unit | (15,000) |
| Residential Sales Legal Costs | | 1,500,000 OMS @ | | 0.50% 2,500 £ per unit | (7,500) |
| Marketing and Promotion | | 1,500,000 OMS @ | | 3.00% 15,000 £ per unit 22,500 £ per unit | (45,000) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | (12,541) |
| Developers Profit - | | | | | |
| Margin on AH | | 0 | | 6.00% on AH values | - |
| Profit on OMS | | 1,500,000 | | 20.00% | (300,000) |
| Profit analysis: | | 702,830 | | 42.68% on costs | (300,000) |
| | | 1,500,000 | | 20.00% blended | (300,000) |
| TOTAL COSTS | | | | | (1,002,830) |

| | | | | | |
|----------------------------------|---------------------------|---------------------------|--|-----------------------------|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 497,170 |
| SDLT | | 497,170 @ | | (slabbed) | (14,359) |
| Acquisition Agent fees | | 497,170 @ | | 1.0% | (4,972) |
| Acquisition Legal fees | | 497,170 @ | | 0.5% | (2,486) |
| Interest on Land | | 497,170 @ | | 6.25% | (31,073) |
| Residual Land Value | | | | | 444,281 |
| RLV analysis: | 148,094 £ per plot | 4,442,809 £ per ha | | 1,797,980 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 0.10 ha | | 0.25 acres | |
| Density analysis: | | 3,450 sqm/ha | | 15,029 sqft/ac | |
| Benchmark Land Value (Net) | 69,188 £ per plot | 2,075,640 £ per ha | | 840,000 £ per acre | 207,564 |

| | | | | | |
|-------------------|--|--------------------|--|--------------------|----------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 2,367,169 £ per ha | | 957,980 £ per acre | 236,717 |

Scheme Ref: **AB**
 No Units: **3** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

SENSITIVITY ANALYSIS

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

TABLE 1

| Balance (RLV - BLV) | | Affordable Housing - % on site 0% | | | | | | | |
|---------------------|---------|-----------------------------------|---------|---------|----------|----------|----------|----------|----------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% | |
| CIL £psm 93.02 | 236,717 | 70 | 151,449 | 128,296 | 105,143 | 81,990 | 58,838 | 35,685 | 12,532 |
| | | 90 | 146,345 | 123,511 | 100,677 | 77,843 | 55,009 | 32,175 | 9,341 |
| | | 110 | 141,240 | 118,725 | 96,211 | 73,696 | 51,181 | 28,666 | 6,151 |
| | | 130 | 136,136 | 113,940 | 91,744 | 69,548 | 47,352 | 25,157 | 2,961 |
| | | 150 | 131,031 | 109,154 | 87,278 | 65,401 | 43,524 | 21,647 | (230) |
| | | 170 | 125,927 | 104,369 | 82,811 | 61,253 | 39,696 | 18,138 | (3,420) |
| | | 190 | 120,822 | 99,584 | 78,345 | 57,106 | 35,867 | 14,629 | (6,610) |
| | | 210 | 115,718 | 94,798 | 73,878 | 52,959 | 32,039 | 11,119 | (9,801) |
| | | 230 | 110,613 | 90,013 | 69,412 | 48,811 | 28,211 | 7,610 | (12,991) |
| | | 250 | 105,509 | 85,227 | 64,945 | 44,664 | 24,382 | 4,101 | (16,181) |
| | | 270 | 100,404 | 80,442 | 60,479 | 40,516 | 20,554 | 588 | (19,382) |
| | | 290 | 95,300 | 75,656 | 56,008 | 36,359 | 16,710 | (2,939) | (22,589) |
| | | 310 | 90,196 | 70,847 | 51,519 | 32,190 | 12,862 | (6,466) | (25,795) |
| | | 330 | 85,046 | 66,038 | 47,030 | 28,022 | 9,014 | (9,994) | (29,001) |
| | | 350 | 79,915 | 61,228 | 42,541 | 23,854 | 5,166 | (13,521) | (32,208) |
| | | 370 | 74,785 | 56,418 | 38,052 | 19,685 | 1,319 | (17,048) | (35,414) |
| | | 390 | 69,655 | 51,609 | 33,563 | 15,517 | (2,529) | (20,575) | (38,621) |
| | | 410 | 64,524 | 46,799 | 29,074 | 11,348 | (6,377) | (24,102) | (41,827) |
| | | 430 | 59,394 | 41,989 | 24,585 | 7,180 | (10,225) | (27,629) | (45,034) |
| | | 450 | 54,264 | 37,180 | 20,096 | 3,012 | (14,072) | (31,156) | (48,240) |
| | 470 | 49,133 | 32,370 | 15,607 | (1,157) | (17,920) | (34,683) | (51,447) | |
| | 490 | 44,003 | 27,560 | 11,117 | (5,325) | (21,768) | (38,211) | (54,653) | |
| | 510 | 38,872 | 22,750 | 6,628 | (9,494) | (25,616) | (41,738) | (57,860) | |
| | 530 | 33,742 | 17,941 | 2,139 | (13,662) | (29,463) | (45,265) | (61,066) | |
| | 550 | 28,612 | 13,131 | (2,350) | (17,830) | (33,311) | (48,792) | (64,273) | |
| | 570 | 23,481 | 8,321 | (6,839) | (21,999) | (37,159) | (52,319) | (67,479) | |

TABLE 2

| Balance (RLV - BLV) | | Site Specific S106 (where 110% is a 10% increase etc.) | | | | | | | |
|---------------------|---------|--|---------|---------|---------|---------|---------|---------|---------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% | |
| CIL £psm 93.02 | 236,717 | 70 | 244,061 | 243,404 | 242,746 | 242,089 | 241,432 | 240,774 | 240,117 |
| | | 90 | 237,680 | 237,023 | 236,366 | 235,708 | 235,051 | 234,394 | 233,736 |
| | | 110 | 231,300 | 230,642 | 229,985 | 229,328 | 228,670 | 228,013 | 227,356 |
| | | 130 | 224,919 | 224,262 | 223,605 | 222,947 | 222,290 | 221,633 | 220,975 |
| | | 150 | 218,539 | 217,881 | 217,224 | 216,567 | 215,909 | 215,252 | 214,595 |
| | | 170 | 212,158 | 211,501 | 210,843 | 210,186 | 209,529 | 208,871 | 208,214 |
| | | 190 | 205,777 | 205,120 | 204,463 | 203,805 | 203,148 | 202,491 | 201,833 |
| | | 210 | 199,397 | 198,739 | 198,082 | 197,425 | 196,767 | 196,110 | 195,453 |
| | | 230 | 193,016 | 192,359 | 191,701 | 191,044 | 190,387 | 189,729 | 189,072 |
| | | 250 | 186,635 | 185,978 | 185,321 | 184,664 | 184,006 | 183,349 | 182,692 |
| | | 270 | 180,255 | 179,598 | 178,940 | 178,283 | 177,626 | 176,968 | 176,311 |
| | | 290 | 173,874 | 173,217 | 172,560 | 171,902 | 171,245 | 170,588 | 169,930 |
| | | 310 | 167,490 | 166,832 | 166,174 | 165,517 | 164,859 | 164,201 | 163,543 |
| | | 330 | 161,077 | 160,419 | 159,761 | 159,104 | 158,446 | 157,788 | 157,130 |
| | | 350 | 154,664 | 154,006 | 153,349 | 152,691 | 152,033 | 151,375 | 150,718 |
| | | 370 | 148,251 | 147,593 | 146,936 | 146,278 | 145,620 | 144,962 | 144,305 |
| | | 390 | 141,838 | 141,180 | 140,523 | 139,865 | 139,207 | 138,549 | 137,892 |
| | | 410 | 135,425 | 134,767 | 134,110 | 133,452 | 132,794 | 132,136 | 131,479 |
| | | 430 | 129,012 | 128,355 | 127,697 | 127,039 | 126,381 | 125,724 | 125,066 |
| | | 450 | 122,599 | 121,942 | 121,284 | 120,626 | 119,968 | 119,311 | 118,653 |
| | 470 | 116,186 | 115,529 | 114,871 | 114,213 | 113,555 | 112,898 | 112,240 | |
| | 490 | 109,773 | 109,116 | 108,458 | 107,800 | 107,142 | 106,485 | 105,827 | |
| | 510 | 103,361 | 102,703 | 102,045 | 101,387 | 100,730 | 100,072 | 99,414 | |
| | 530 | 96,948 | 96,290 | 95,632 | 94,974 | 94,317 | 93,659 | 93,001 | |
| | 550 | 90,535 | 89,877 | 89,219 | 88,561 | 87,904 | 87,246 | 86,588 | |
| | 570 | 84,122 | 83,464 | 82,806 | 82,149 | 81,491 | 80,833 | 80,175 | |

Scheme Ref: **AB**
 No Units: **3** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| TABLE 3 | | Infrastructure Costs | 100% (where 110% is a 10% increase etc.) | | | | | |
|---------------------|---------|----------------------|--|---------|---------|---------|---------|---------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| Balance (RLV - BLV) | 236,717 | | | | | | | |
| | 70 | 244,061 | 244,061 | 244,061 | 244,061 | 244,061 | 244,061 | 244,061 |
| | 90 | 237,680 | 237,680 | 237,680 | 237,680 | 237,680 | 237,680 | 237,680 |
| | 110 | 231,300 | 231,300 | 231,300 | 231,300 | 231,300 | 231,300 | 231,300 |
| | 130 | 224,919 | 224,919 | 224,919 | 224,919 | 224,919 | 224,919 | 224,919 |
| | 150 | 218,539 | 218,539 | 218,539 | 218,539 | 218,539 | 218,539 | 218,539 |
| CIL £psm | 170 | 212,158 | 212,158 | 212,158 | 212,158 | 212,158 | 212,158 | 212,158 |
| | 93.02 | 190 | 205,777 | 205,777 | 205,777 | 205,777 | 205,777 | 205,777 |
| | 210 | 199,397 | 199,397 | 199,397 | 199,397 | 199,397 | 199,397 | 199,397 |
| | 230 | 193,016 | 193,016 | 193,016 | 193,016 | 193,016 | 193,016 | 193,016 |
| | 250 | 186,635 | 186,635 | 186,635 | 186,635 | 186,635 | 186,635 | 186,635 |
| | 270 | 180,255 | 180,255 | 180,255 | 180,255 | 180,255 | 180,255 | 180,255 |
| | 290 | 173,874 | 173,874 | 173,874 | 173,874 | 173,874 | 173,874 | 173,874 |
| | 310 | 167,490 | 167,490 | 167,490 | 167,490 | 167,490 | 167,490 | 167,490 |
| | 330 | 161,077 | 161,077 | 161,077 | 161,077 | 161,077 | 161,077 | 161,077 |
| | 350 | 154,664 | 154,664 | 154,664 | 154,664 | 154,664 | 154,664 | 154,664 |
| | 370 | 148,251 | 148,251 | 148,251 | 148,251 | 148,251 | 148,251 | 148,251 |
| | 390 | 141,838 | 141,838 | 141,838 | 141,838 | 141,838 | 141,838 | 141,838 |
| | 410 | 135,425 | 135,425 | 135,425 | 135,425 | 135,425 | 135,425 | 135,425 |
| | 430 | 129,012 | 129,012 | 129,012 | 129,012 | 129,012 | 129,012 | 129,012 |
| | 450 | 122,599 | 122,599 | 122,599 | 122,599 | 122,599 | 122,599 | 122,599 |
| | 470 | 116,186 | 116,186 | 116,186 | 116,186 | 116,186 | 116,186 | 116,186 |
| | 490 | 109,773 | 109,773 | 109,773 | 109,773 | 109,773 | 109,773 | 109,773 |
| | 510 | 103,361 | 103,361 | 103,361 | 103,361 | 103,361 | 103,361 | 103,361 |
| | 530 | 96,948 | 96,948 | 96,948 | 96,948 | 96,948 | 96,948 | 96,948 |
| | 550 | 90,535 | 90,535 | 90,535 | 90,535 | 90,535 | 90,535 | 90,535 |
| | 570 | 84,122 | 84,122 | 84,122 | 84,122 | 84,122 | 84,122 | 84,122 |

| TABLE 4 | | Profit 20% | | | | | | |
|---------------------|---------|------------|---------|---------|---------|---------|---------|---------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| Balance (RLV - BLV) | 236,717 | | | | | | | |
| | 70 | 309,498 | 296,411 | 283,323 | 270,236 | 257,148 | 244,061 | 230,973 |
| | 90 | 303,118 | 290,030 | 276,943 | 263,855 | 250,768 | 237,680 | 224,593 |
| | 110 | 296,737 | 283,650 | 270,562 | 257,475 | 244,387 | 231,300 | 218,212 |
| | 130 | 290,357 | 277,269 | 264,182 | 251,094 | 238,007 | 224,919 | 211,832 |
| | 150 | 283,976 | 270,889 | 257,801 | 244,714 | 231,626 | 218,539 | 205,451 |
| CIL £psm | 170 | 277,595 | 264,508 | 251,420 | 238,333 | 225,245 | 212,158 | 199,070 |
| | 93.02 | 190 | 271,215 | 258,127 | 245,040 | 231,952 | 218,865 | 205,777 |
| | 210 | 264,834 | 251,747 | 238,659 | 225,572 | 212,484 | 199,397 | 186,309 |
| | 230 | 258,454 | 245,366 | 232,279 | 219,191 | 206,104 | 193,016 | 179,929 |
| | 250 | 252,073 | 238,985 | 225,898 | 212,810 | 199,723 | 186,635 | 173,548 |
| | 270 | 245,692 | 232,605 | 219,517 | 206,430 | 193,342 | 180,255 | 167,167 |
| | 290 | 239,312 | 226,224 | 213,137 | 200,049 | 186,962 | 173,874 | 160,787 |
| | 310 | 232,927 | 219,840 | 206,752 | 193,665 | 180,577 | 167,490 | 154,402 |
| | 330 | 226,544 | 213,457 | 200,369 | 187,282 | 174,194 | 161,077 | 147,989 |
| | 350 | 220,161 | 207,074 | 193,986 | 180,899 | 167,811 | 154,664 | 141,576 |
| | 370 | 213,776 | 200,689 | 187,601 | 174,514 | 161,426 | 148,251 | 135,164 |
| | 390 | 207,392 | 194,305 | 181,217 | 168,129 | 155,041 | 141,838 | 128,751 |
| | 410 | 200,999 | 187,899 | 174,799 | 161,600 | 148,513 | 135,425 | 122,338 |
| | 430 | 194,606 | 181,486 | 168,379 | 155,187 | 142,100 | 129,012 | 115,925 |
| | 450 | 188,213 | 175,073 | 161,862 | 148,774 | 135,687 | 122,599 | 109,512 |
| | 470 | 181,820 | 168,680 | 155,449 | 142,361 | 129,274 | 116,186 | 103,099 |
| | 490 | 175,427 | 162,287 | 149,036 | 135,948 | 122,861 | 109,773 | 96,686 |
| | 510 | 169,034 | 155,894 | 142,623 | 129,536 | 116,448 | 103,361 | 90,273 |
| | 530 | 162,641 | 149,501 | 136,210 | 123,123 | 110,035 | 96,948 | 83,860 |
| | 550 | 156,248 | 143,108 | 129,797 | 116,710 | 103,622 | 90,535 | 77,447 |
| | 570 | 149,855 | 136,715 | 123,384 | 110,297 | 97,209 | 84,122 | 71,034 |

Scheme Ref: **AB**
 No Units: **3** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

TABLE 5

| Balance (RLV - BLV) | 236,717 | BLV (per acre) | | | | | | |
|---------------------|---------|----------------|---------|---------|---------|---------|---------|---------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| CIL £psm 93.02 | 70 | 377,495 | 352,785 | 328,075 | 303,365 | 278,655 | 253,945 | 229,235 |
| | 90 | 371,114 | 346,404 | 321,694 | 296,984 | 272,274 | 247,564 | 222,854 |
| | 110 | 364,734 | 340,024 | 315,314 | 290,604 | 265,894 | 241,184 | 216,474 |
| | 130 | 358,353 | 333,643 | 308,933 | 284,223 | 259,513 | 234,803 | 210,093 |
| | 150 | 351,973 | 327,263 | 302,553 | 277,843 | 253,133 | 228,423 | 203,713 |
| | 170 | 345,592 | 320,882 | 296,172 | 271,462 | 246,752 | 222,042 | 197,332 |
| | 190 | 339,211 | 314,501 | 289,791 | 265,081 | 240,371 | 215,661 | 190,951 |
| | 210 | 332,831 | 308,121 | 283,411 | 258,701 | 233,991 | 209,281 | 184,571 |
| | 230 | 326,450 | 301,740 | 277,030 | 252,320 | 227,610 | 202,900 | 178,190 |
| | 250 | 320,069 | 295,359 | 270,649 | 245,939 | 221,229 | 196,519 | 171,809 |
| | 270 | 313,689 | 288,979 | 264,269 | 239,559 | 214,849 | 190,139 | 165,429 |
| | 290 | 307,308 | 282,598 | 257,888 | 233,178 | 208,468 | 183,758 | 159,048 |
| | 310 | 300,924 | 276,214 | 251,504 | 226,794 | 202,084 | 177,374 | 152,664 |
| | 330 | 294,511 | 269,801 | 245,091 | 220,381 | 195,671 | 170,961 | 146,251 |
| | 350 | 288,098 | 263,388 | 238,678 | 213,968 | 189,258 | 164,548 | 139,838 |
| | 370 | 281,685 | 256,975 | 232,265 | 207,555 | 182,845 | 158,135 | 133,425 |
| | 390 | 275,272 | 250,562 | 225,852 | 201,142 | 176,432 | 151,722 | 127,012 |
| | 410 | 268,859 | 244,149 | 219,439 | 194,729 | 170,019 | 145,309 | 120,599 |
| | 430 | 262,446 | 237,736 | 213,026 | 188,316 | 163,606 | 138,896 | 114,186 |
| | 450 | 256,033 | 231,323 | 206,613 | 181,903 | 157,193 | 132,483 | 107,773 |
| 470 | 249,620 | 224,910 | 200,200 | 175,490 | 150,780 | 126,070 | 101,360 | |
| 490 | 243,207 | 218,497 | 193,787 | 169,077 | 144,367 | 119,657 | 94,947 | |
| 510 | 236,795 | 212,085 | 187,375 | 162,665 | 137,955 | 113,245 | 88,535 | |
| 530 | 230,382 | 205,672 | 180,962 | 156,252 | 131,542 | 106,832 | 82,122 | |
| 550 | 223,969 | 199,259 | 174,549 | 149,839 | 125,129 | 100,419 | 75,709 | |
| 570 | 217,556 | 192,846 | 168,136 | 143,426 | 118,716 | 94,006 | 69,296 | |

TABLE 6

| Balance (RLV - BLV) | 236,717 | Density (dph) | | | | | | |
|---------------------|---------|---------------|---------|---------|---------|---------|---------|---------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| CIL £psm 93.02 | 70 | 244,061 | 299,071 | 332,078 | 354,082 | 369,799 | 381,587 | 390,756 |
| | 90 | 237,680 | 292,691 | 325,697 | 347,701 | 363,419 | 375,207 | 384,375 |
| | 110 | 231,300 | 286,310 | 319,317 | 341,321 | 357,038 | 368,826 | 377,994 |
| | 130 | 224,919 | 279,930 | 312,936 | 334,940 | 350,657 | 362,445 | 371,614 |
| | 150 | 218,539 | 273,549 | 306,555 | 328,560 | 344,277 | 356,065 | 365,233 |
| | 170 | 212,158 | 267,168 | 300,175 | 322,179 | 337,896 | 349,684 | 358,853 |
| | 190 | 205,777 | 260,788 | 293,794 | 315,798 | 331,516 | 343,304 | 352,472 |
| | 210 | 199,397 | 254,407 | 287,413 | 309,418 | 325,135 | 336,923 | 346,091 |
| | 230 | 193,016 | 248,027 | 281,033 | 303,037 | 318,754 | 330,542 | 339,711 |
| | 250 | 186,635 | 241,646 | 274,652 | 296,656 | 312,374 | 324,162 | 333,330 |
| | 270 | 180,255 | 235,265 | 268,272 | 290,276 | 305,993 | 317,781 | 326,949 |
| | 290 | 173,874 | 228,885 | 261,891 | 283,895 | 299,612 | 311,400 | 320,569 |
| | 310 | 167,490 | 222,504 | 255,510 | 277,515 | 293,232 | 305,020 | 314,188 |
| | 330 | 161,077 | 216,103 | 249,119 | 271,130 | 286,851 | 298,639 | 307,808 |
| | 350 | 154,664 | 209,690 | 242,706 | 264,717 | 280,438 | 292,230 | 301,401 |
| | 370 | 148,251 | 203,277 | 236,293 | 258,304 | 274,025 | 285,817 | 294,988 |
| | 390 | 141,838 | 196,864 | 229,880 | 251,891 | 267,613 | 279,404 | 288,575 |
| | 410 | 135,425 | 190,451 | 223,467 | 245,478 | 261,200 | 272,991 | 282,162 |
| | 430 | 129,012 | 184,039 | 217,054 | 239,065 | 254,787 | 266,578 | 275,749 |
| | 450 | 122,599 | 177,626 | 210,641 | 232,652 | 248,374 | 260,165 | 269,336 |
| 470 | 116,186 | 171,213 | 204,228 | 226,239 | 241,961 | 253,752 | 262,923 | |
| 490 | 109,773 | 164,800 | 197,816 | 219,826 | 235,548 | 247,339 | 256,510 | |
| 510 | 103,361 | 158,387 | 191,403 | 213,413 | 229,135 | 240,926 | 250,097 | |
| 530 | 96,948 | 151,974 | 184,990 | 207,000 | 222,722 | 234,513 | 243,684 | |
| 550 | 90,535 | 145,561 | 178,577 | 200,587 | 216,309 | 228,100 | 237,271 | |
| 570 | 84,122 | 139,148 | 172,164 | 194,174 | 209,896 | 221,687 | 230,859 | |

Scheme Ref: **AB**
 No Units: **3** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| Balance (RLV - BLV) | 236,717 | Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | |
|---------------------|---------|--|---------|---------|---------|---------|---------|----------|
| | | 90% | 95% | 100% | 105% | 110% | 115% | 120% |
| 70 | 295,040 | 269,550 | 244,061 | 218,572 | 193,082 | 167,590 | 141,971 | |
| 90 | 288,659 | 263,170 | 237,680 | 212,191 | 186,702 | 161,177 | 135,559 | |
| 110 | 282,278 | 256,789 | 231,300 | 205,810 | 180,321 | 154,764 | 129,146 | |
| 130 | 275,898 | 250,408 | 224,919 | 199,430 | 173,941 | 148,351 | 122,733 | |
| 150 | 269,517 | 244,028 | 218,539 | 193,049 | 167,557 | 141,938 | 116,320 | |
| CIL £psm | 263,137 | 237,647 | 212,158 | 186,669 | 161,144 | 135,525 | 109,907 | |
| 93.02 | 190 | 256,756 | 231,267 | 205,777 | 180,288 | 154,731 | 129,112 | 103,494 |
| | 210 | 250,375 | 224,886 | 199,397 | 173,907 | 148,318 | 122,699 | 97,081 |
| | 230 | 243,995 | 218,505 | 193,016 | 167,523 | 141,905 | 116,286 | 90,668 |
| | 250 | 237,614 | 212,125 | 186,635 | 161,110 | 135,492 | 109,873 | 84,255 |
| | 270 | 231,233 | 205,744 | 180,255 | 154,697 | 129,079 | 103,461 | 77,842 |
| | 290 | 224,853 | 199,364 | 173,874 | 148,284 | 122,666 | 97,048 | 71,429 |
| | 310 | 218,472 | 192,983 | 167,490 | 141,871 | 116,253 | 90,635 | 65,016 |
| | 330 | 212,092 | 186,602 | 161,077 | 135,459 | 109,840 | 84,222 | 58,603 |
| | 350 | 205,711 | 180,222 | 154,664 | 129,046 | 103,427 | 77,809 | 52,190 |
| | 370 | 199,330 | 173,841 | 148,251 | 122,633 | 97,014 | 71,396 | 45,777 |
| | 390 | 192,950 | 167,457 | 141,838 | 116,220 | 90,601 | 64,983 | 39,355 |
| | 410 | 186,569 | 161,044 | 135,425 | 109,807 | 84,188 | 58,570 | 32,909 |
| | 430 | 180,188 | 154,631 | 129,012 | 103,394 | 77,775 | 52,157 | 26,464 |
| | 450 | 173,808 | 148,218 | 122,599 | 96,981 | 71,363 | 45,744 | 20,018 |
| | 470 | 167,423 | 141,805 | 116,186 | 90,568 | 64,950 | 39,321 | 13,573 |
| | 490 | 161,010 | 135,392 | 109,773 | 84,155 | 58,537 | 32,876 | 7,127 |
| | 510 | 154,597 | 128,979 | 103,361 | 77,742 | 52,124 | 26,430 | 682 |
| | 530 | 148,184 | 122,566 | 96,948 | 71,329 | 45,711 | 19,985 | (5,763) |
| | 550 | 141,771 | 116,153 | 90,535 | 64,916 | 39,288 | 13,539 | (12,209) |
| | 570 | 135,359 | 109,740 | 84,122 | 58,503 | 32,842 | 7,094 | (18,654) |

| Balance (RLV - BLV) | 236,717 | Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | |
|---------------------|---------|---|---------|---------|---------|---------|---------|---------|
| | | 90% | 95% | 100% | 105% | 110% | 115% | 120% |
| 70 | 144,697 | 194,379 | 244,061 | 293,743 | 343,425 | 392,990 | 442,547 | |
| 90 | 138,316 | 187,998 | 237,680 | 287,362 | 337,045 | 386,641 | 436,199 | |
| 110 | 131,936 | 181,618 | 231,300 | 280,982 | 330,664 | 380,293 | 429,850 | |
| 130 | 125,527 | 175,237 | 224,919 | 274,601 | 324,283 | 373,944 | 423,502 | |
| 150 | 119,114 | 168,856 | 218,539 | 268,221 | 317,903 | 367,585 | 417,153 | |
| CIL £psm | 112,701 | 162,476 | 212,158 | 261,840 | 311,522 | 361,204 | 410,805 | |
| 93.02 | 190 | 106,288 | 156,095 | 205,777 | 255,459 | 305,141 | 354,824 | 404,456 |
| | 210 | 99,875 | 149,715 | 199,397 | 249,079 | 298,761 | 348,443 | 398,108 |
| | 230 | 93,462 | 143,302 | 193,016 | 242,698 | 292,380 | 342,062 | 391,744 |
| | 250 | 87,049 | 136,889 | 186,635 | 236,318 | 286,000 | 335,682 | 385,364 |
| | 270 | 80,636 | 130,476 | 180,255 | 229,937 | 279,619 | 329,301 | 378,983 |
| | 290 | 74,223 | 124,063 | 173,874 | 223,556 | 273,238 | 322,920 | 372,602 |
| | 310 | 67,810 | 117,650 | 167,490 | 217,176 | 266,858 | 316,540 | 366,222 |
| | 330 | 61,397 | 111,237 | 161,077 | 210,795 | 260,477 | 310,159 | 359,841 |
| | 350 | 54,985 | 104,824 | 154,664 | 204,414 | 254,097 | 303,779 | 353,461 |
| | 370 | 48,572 | 98,411 | 148,251 | 198,034 | 247,716 | 297,398 | 347,080 |
| | 390 | 42,159 | 91,998 | 141,838 | 191,653 | 241,335 | 291,017 | 340,699 |
| | 410 | 35,746 | 85,585 | 135,425 | 185,265 | 234,955 | 284,637 | 334,319 |
| | 430 | 29,333 | 79,173 | 129,012 | 178,852 | 228,574 | 278,256 | 327,938 |
| | 450 | 22,920 | 72,760 | 122,599 | 172,439 | 222,193 | 271,875 | 321,558 |
| | 470 | 16,505 | 66,347 | 116,186 | 166,026 | 215,813 | 265,495 | 315,177 |
| | 490 | 10,059 | 59,934 | 109,773 | 159,613 | 209,432 | 259,114 | 308,796 |
| | 510 | 3,614 | 53,521 | 103,361 | 153,200 | 203,040 | 252,734 | 302,416 |
| | 530 | (2,831) | 47,108 | 96,948 | 146,787 | 196,627 | 246,353 | 296,035 |
| | 550 | (9,277) | 40,695 | 90,535 | 140,374 | 190,214 | 239,972 | 289,654 |
| | 570 | (15,722) | 34,282 | 84,122 | 133,961 | 183,801 | 233,592 | 283,274 |

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: AB
No Units: 3 **Location / Value Zone:** Higher **Development Scenario:** Brownfield
Notes:

[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: | AB |
|---|------------|
| No Units: | 3 |
| Location / Value Zone: | Higher |
| Development Scenario: | Brownfield |
| Notes: | 0 |
| Total GDV (£) | 1,500,000 |
| 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) | 10,697.30 |
| CIL (£) | 32,092 |
| Site Specific S106 (£ per unit) | 2,500 |
| Site Specific S106 (£) | 7,500 |
| Sub-total CIL+S106 (£ per unit) | 13,197 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 13,197 |
| Total Developers Profit (£) | 300,000 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 20.00% |
| Developers Profit (% on costs) | 42.68% |
| RLV (£) | 444,281 |
| RLV (£/acre) | 1,797,980 |
| RLV (£/ha) | 4,442,809 |
| Balance for Plan VA: | |
| BLV (£) | 207,564 |
| BLV (£/acre) | 840,000 |
| BLV (£/ha) | 2,075,640 |
| Surplus/Deficit | 236,717 |
| Surplus/Deficit (£/acre) | 957,980 |
| Surplus/Deficit (£/ha) | 2,367,169 |
| 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: **AC**
 No Units: **1** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|--|---------------------------|--|------------------------------------|---|
| Total number of units in scheme | | | | 1 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% | | |
| | | | | 93.02 £ psm | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | 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 | 100.0% | 1.0 | 0.0% | 0.0 | 100% | 1.0 |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 1 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| Total number of units | 100.0% | 1.0 | 0.0% | 0.0 | 100% | 1.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (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 | 85.0% | | 58.8 | 633 |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (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 | 85.0% | | 58.8 | 633 |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 bed House | 115 | 1,238 | 0 | 0 | 115 | 1,238 |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| | 115 | 1,238 | 0 | 0 | 115 | 1,238 |
| AH % by floor area: | | 0.00% AH % by floor area due to mix | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | | total MV £ (no AH) | |
| 1 bed House | 300,000 | 4,839 | 450 | | 0 | |
| 2 bed House | 350,000 | 4,430 | 412 | | 0 | |
| 3 bed House | 420,000 | 4,200 | 390 | | 0 | |
| 4 bed House | 500,000 | 4,348 | 404 | | 500,000 | |
| 5 bed House | 600,000 | 3,636 | 338 | | 0 | |
| 1 bed Flat | 235,200 | 4,704 | 437 | | 0 | |
| 2 bed Flat | 286,000 | 4,086 | 380 | | 0 | |
| | | | | | 500,000 | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 2 bed House | 210,000 | 60% | 154,000 | 44% | 266,000 | 76% |
| 3 bed House | 252,000 | 60% | 184,800 | 44% | 319,200 | 76% |
| 4 bed House | 300,000 | 60% | 220,000 | 44% | 380,000 | 76% |
| 5 bed House | 360,000 | 60% | 264,000 | 44% | 456,000 | 76% |
| 1 bed Flat | 141,120 | 60% | 103,488 | 44% | 178,752 | 76% |
| 2 bed Flat | 171,600 | 60% | 125,840 | 44% | 217,360 | 76% |

Scheme Ref: **AC**
 No Units: **1** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|---|--|----------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 300,000 | - |
| 2 bed House | 0.0 | @ | 350,000 | - |
| 3 bed House | 0.0 | @ | 420,000 | - |
| 4 bed House | 1.0 | @ | 500,000 | 500,000 |
| 5 bed House | 0.0 | @ | 600,000 | - |
| 1 bed Flat | 0.0 | @ | 235,200 | - |
| 2 bed Flat | 0.0 | @ | 286,000 | - |
| | 1.0 | | | 500,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 180,000 | - |
| 2 bed House | 0.0 | @ | 210,000 | - |
| 3 bed House | 0.0 | @ | 252,000 | - |
| 4 bed House | 0.0 | @ | 300,000 | - |
| 5 bed House | 0.0 | @ | 360,000 | - |
| 1 bed Flat | 0.0 | @ | 141,120 | - |
| 2 bed Flat | 0.0 | @ | 171,600 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 132,000 | - |
| 2 bed House | 0.0 | @ | 154,000 | - |
| 3 bed House | 0.0 | @ | 184,800 | - |
| 4 bed House | 0.0 | @ | 220,000 | - |
| 5 bed House | 0.0 | @ | 264,000 | - |
| 1 bed Flat | 0.0 | @ | 103,488 | - |
| 2 bed Flat | 0.0 | @ | 125,840 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 228,000 | - |
| 2 bed House | 0.0 | @ | 266,000 | - |
| 3 bed House | 0.0 | @ | 319,200 | - |
| 4 bed House | 0.0 | @ | 380,000 | - |
| 5 bed House | 0.0 | @ | 456,000 | - |
| 1 bed Flat | 0.0 | @ | 178,752 | - |
| 2 bed Flat | 0.0 | @ | 217,360 | - |
| | 0.0 | | | - |
| Sub-total GDV Residential | 1 | | | 500,000 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 1 | @ | 0 | - |
| Total GDV | | | | 500,000 |

| DEVELOPMENT COSTS | | | | |
|---|------------------------|-----------------------|-----------------------------------|----------------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | - |
| Statutory Planning Fees (Residential) | | | | (462) |
| CIL | | 115 sqm (Market only) | 93.02 £ psm | (10,697) |
| CIL analysis: | | 2.14% % of GDV | 10,697 £ 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 | 1 units @ | 2,500 per unit | (2,500) |
| S106 analysis: | 75,000 £ per ha | 0.50% % of GDV | 2,500 £ per unit (total ur | (2,500) |
| AH Commuted Sum | | 115 sqm (total) | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

Scheme Ref: **AC**
 No Units: **1** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| | | | | | |
|--|------------|----------------|-----------|--|------------------|
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 0.08 acres @ | | 50,000 £ per acre (if brownfield) | (4,118) |
| 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 | 1 units @ | | 0 per unit | - |
| Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | | 0 £ per unit (total ur | - |
| 1 bed House | - | sqm @ | | 1,308 psm | - |
| 2 bed House | - | sqm @ | | 1,308 psm | - |
| 3 bed House | - | sqm @ | | 1,308 psm | - |
| 4 bed House | 115 | sqm @ | | 1,308 psm | (150,420) |
| 5 bed House | - | sqm @ | | 1,308 psm | - |
| 1 bed Flat | - | sqm @ | | 1,439 psm | - |
| 2 bed Flat | 115 | sqm @ | | 1,439 psm | - |
| External works | | 150,420 @ | | 15.0% 22,563 £ per unit | (22,563) |
| 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 | - units @ | 0% @ | 521 £ per unit | - |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | 1 units @ | | 10 £ per unit | (10) |
| Contingency | | 177,111 @ | | 3.0% | (5,313) |
| Professional Fees | | 177,111 @ | | 6.5% | (11,512) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 500,000 OMS @ | | 1.00% 5,000 £ per unit | (5,000) |
| Residential Sales Legal Costs | | 500,000 OMS @ | | 0.50% 2,500 £ per unit | (2,500) |
| Marketing and Promotion | | 500,000 OMS @ | | 3.00% 15,000 £ per unit 22,500 £ per unit | (15,000) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | (5,039) |
| Developers Profit - | | | | | |
| Margin on AH | | 0 | | 6.00% on AH values | - |
| Profit on OMS | | 500,000 | | 20.00% | (100,000) |
| Profit analysis: | | 235,135 | | 42.53% on costs | (100,000) |
| | | 500,000 | | 20.00% blended | (100,000) |
| TOTAL COSTS | | | | | (335,135) |

| | | | | | |
|----------------------------------|---------------------------|---------------------------|--|-----------------------------|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 164,865 |
| SDLT | | 164,865 @ | | (slabbed) | 2,257 |
| Acquisition Agent fees | | 164,865 @ | | 1.0% | (1,649) |
| Acquisition Legal fees | | 164,865 @ | | 0.5% | (824) |
| Interest on Land | | 164,865 @ | | 6.25% | (10,304) |
| Residual Land Value | | | | | 154,345 |
| RLV analysis: | 154,345 £ per plot | 4,630,342 £ per ha | | 1,873,874 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|---------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 0.03 ha | | 0.08 acres | |
| Density analysis: | | 3.450 sqm/ha | | 15.029 sqft/ac | |
| Benchmark Land Value (Net) | 69,188 £ per plot | 2,075,640 £ per ha | | 840,000 £ per acre | 69,188 |

| | | | | | |
|-------------------|--|--------------------|--|----------------------|---------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 2,554,702 £ per ha | | 1,033,874 £ per acre | 85,157 |

Scheme Ref: **AC**
 No Units: **1** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

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

TABLE 1

| Balance (RLV - BLV) | 85,157 | Affordable Housing - % on site 0% | | | | | | |
|---------------------|--------|-----------------------------------|--------|--------|--------|---------|----------|----------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | 70 | 56,893 | 49,213 | 41,534 | 33,855 | 26,175 | 18,496 | 10,816 |
| | 90 | 55,187 | 47,614 | 40,041 | 32,469 | 24,896 | 17,323 | 9,750 |
| | 110 | 53,481 | 46,015 | 38,549 | 31,083 | 23,616 | 16,150 | 8,684 |
| | 130 | 51,776 | 44,416 | 37,056 | 29,697 | 22,337 | 14,977 | 7,618 |
| | 150 | 50,070 | 42,817 | 35,564 | 28,311 | 21,058 | 13,805 | 6,552 |
| CIL £psm | 170 | 48,364 | 41,218 | 34,071 | 26,925 | 19,778 | 12,632 | 5,486 |
| 93.02 | 190 | 46,658 | 39,619 | 32,579 | 25,539 | 18,499 | 11,459 | 4,420 |
| | 210 | 44,953 | 38,019 | 31,086 | 24,153 | 17,220 | 10,287 | 3,353 |
| | 230 | 43,247 | 36,420 | 29,594 | 22,767 | 15,941 | 9,114 | 2,287 |
| | 250 | 41,541 | 34,821 | 28,101 | 21,381 | 14,661 | 7,941 | 1,221 |
| | 270 | 39,835 | 33,222 | 26,609 | 19,995 | 13,382 | 6,769 | 155 |
| | 290 | 38,130 | 31,623 | 25,116 | 18,609 | 12,103 | 5,596 | (911) |
| | 310 | 36,424 | 30,024 | 23,624 | 17,223 | 10,823 | 4,423 | (1,977) |
| | 330 | 34,718 | 28,425 | 22,131 | 15,838 | 9,544 | 3,250 | (3,043) |
| | 350 | 33,012 | 26,825 | 20,639 | 14,452 | 8,265 | 2,078 | (4,109) |
| | 370 | 31,307 | 25,226 | 19,146 | 13,066 | 6,985 | 905 | (5,175) |
| | 390 | 29,601 | 23,627 | 17,653 | 11,680 | 5,706 | (268) | (6,241) |
| | 410 | 27,895 | 22,028 | 16,161 | 10,294 | 4,427 | (1,440) | (7,308) |
| | 430 | 26,189 | 20,429 | 14,668 | 8,908 | 3,147 | (2,613) | (8,374) |
| | 450 | 24,484 | 18,830 | 13,176 | 7,522 | 1,868 | (3,786) | (9,440) |
| | 470 | 22,778 | 17,231 | 11,683 | 6,136 | 589 | (4,959) | (10,506) |
| | 490 | 21,072 | 15,631 | 10,191 | 4,750 | (691) | (6,131) | (11,572) |
| | 510 | 19,366 | 14,032 | 8,698 | 3,364 | (1,970) | (7,304) | (12,638) |
| | 530 | 17,661 | 12,433 | 7,206 | 1,978 | (3,249) | (8,477) | (13,704) |
| | 550 | 15,955 | 10,834 | 5,713 | 592 | (4,529) | (9,652) | (14,775) |
| | 570 | 14,249 | 9,233 | 4,217 | (799) | (5,815) | (10,831) | (15,847) |

TABLE 2

| Balance (RLV - BLV) | 85,157 | Site Specific S106 100% (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|--------|---|--------|--------|--------|--------|--------|--------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 87,611 | 87,392 | 87,173 | 86,954 | 86,735 | 86,516 | 86,297 |
| | 90 | 85,479 | 85,260 | 85,041 | 84,822 | 84,603 | 84,384 | 84,165 |
| | 110 | 83,347 | 83,128 | 82,909 | 82,690 | 82,471 | 82,252 | 82,033 |
| | 130 | 81,214 | 80,995 | 80,776 | 80,557 | 80,338 | 80,119 | 79,900 |
| | 150 | 79,082 | 78,863 | 78,644 | 78,425 | 78,206 | 77,987 | 77,768 |
| CIL £psm | 170 | 76,950 | 76,731 | 76,512 | 76,293 | 76,074 | 75,855 | 75,636 |
| 93.02 | 190 | 74,818 | 74,599 | 74,380 | 74,161 | 73,942 | 73,723 | 73,504 |
| | 210 | 72,686 | 72,467 | 72,248 | 72,029 | 71,810 | 71,591 | 71,372 |
| | 230 | 70,553 | 70,334 | 70,115 | 69,896 | 69,677 | 69,458 | 69,240 |
| | 250 | 68,421 | 68,202 | 67,983 | 67,764 | 67,545 | 67,326 | 67,107 |
| | 270 | 66,289 | 66,070 | 65,851 | 65,632 | 65,413 | 65,194 | 64,975 |
| | 290 | 64,157 | 63,938 | 63,719 | 63,500 | 63,281 | 63,062 | 62,843 |
| | 310 | 62,025 | 61,806 | 61,587 | 61,368 | 61,149 | 60,930 | 60,711 |
| | 330 | 59,892 | 59,673 | 59,454 | 59,235 | 59,017 | 58,798 | 58,579 |
| | 350 | 57,760 | 57,541 | 57,322 | 57,103 | 56,884 | 56,665 | 56,446 |
| | 370 | 55,628 | 55,409 | 55,190 | 54,971 | 54,752 | 54,533 | 54,314 |
| | 390 | 53,496 | 53,277 | 53,058 | 52,839 | 52,620 | 52,401 | 52,182 |
| | 410 | 51,364 | 51,145 | 50,926 | 50,707 | 50,488 | 50,269 | 50,050 |
| | 430 | 49,231 | 49,012 | 48,794 | 48,575 | 48,356 | 48,137 | 47,918 |
| | 450 | 47,099 | 46,880 | 46,661 | 46,442 | 46,223 | 46,004 | 45,785 |
| | 470 | 44,967 | 44,748 | 44,529 | 44,310 | 44,091 | 43,872 | 43,653 |
| | 490 | 42,835 | 42,616 | 42,397 | 42,178 | 41,959 | 41,740 | 41,521 |
| | 510 | 40,703 | 40,484 | 40,265 | 40,046 | 39,827 | 39,608 | 39,389 |
| | 530 | 38,571 | 38,352 | 38,133 | 37,914 | 37,695 | 37,476 | 37,257 |
| | 550 | 36,438 | 36,219 | 36,000 | 35,781 | 35,562 | 35,343 | 35,124 |
| | 570 | 34,306 | 34,087 | 33,868 | 33,649 | 33,430 | 33,211 | 32,992 |



Scheme Ref: **AC**
 No Units: **1** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| | | Infrastructure Costs | 100% (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|----------|----------------------|--|--------|--------|--------|--------|--------|--------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% | |
| Balance (RLV - BLV) | 85,157 | | | | | | | | |
| | 70 | 87,611 | 87,611 | 87,611 | 87,611 | 87,611 | 87,611 | 87,611 | |
| | 90 | 85,479 | 85,479 | 85,479 | 85,479 | 85,479 | 85,479 | 85,479 | |
| | 110 | 83,347 | 83,347 | 83,347 | 83,347 | 83,347 | 83,347 | 83,347 | |
| | 130 | 81,214 | 81,214 | 81,214 | 81,214 | 81,214 | 81,214 | 81,214 | |
| | 150 | 79,082 | 79,082 | 79,082 | 79,082 | 79,082 | 79,082 | 79,082 | |
| | CIL £psm | 170 | 76,950 | 76,950 | 76,950 | 76,950 | 76,950 | 76,950 | 76,950 |
| | | 190 | 74,818 | 74,818 | 74,818 | 74,818 | 74,818 | 74,818 | 74,818 |
| | | 210 | 72,686 | 72,686 | 72,686 | 72,686 | 72,686 | 72,686 | 72,686 |
| | | 230 | 70,553 | 70,553 | 70,553 | 70,553 | 70,553 | 70,553 | 70,553 |
| | | 250 | 68,421 | 68,421 | 68,421 | 68,421 | 68,421 | 68,421 | 68,421 |
| | | 270 | 66,289 | 66,289 | 66,289 | 66,289 | 66,289 | 66,289 | 66,289 |
| | | 290 | 64,157 | 64,157 | 64,157 | 64,157 | 64,157 | 64,157 | 64,157 |
| | | 310 | 62,025 | 62,025 | 62,025 | 62,025 | 62,025 | 62,025 | 62,025 |
| | | 330 | 59,892 | 59,892 | 59,892 | 59,892 | 59,892 | 59,892 | 59,892 |
| | | 350 | 57,760 | 57,760 | 57,760 | 57,760 | 57,760 | 57,760 | 57,760 |
| | | 370 | 55,628 | 55,628 | 55,628 | 55,628 | 55,628 | 55,628 | 55,628 |
| | | 390 | 53,496 | 53,496 | 53,496 | 53,496 | 53,496 | 53,496 | 53,496 |
| | | 410 | 51,364 | 51,364 | 51,364 | 51,364 | 51,364 | 51,364 | 51,364 |
| | | 430 | 49,231 | 49,231 | 49,231 | 49,231 | 49,231 | 49,231 | 49,231 |
| | | 450 | 47,099 | 47,099 | 47,099 | 47,099 | 47,099 | 47,099 | 47,099 |
| | | 470 | 44,967 | 44,967 | 44,967 | 44,967 | 44,967 | 44,967 | 44,967 |
| | | 490 | 42,835 | 42,835 | 42,835 | 42,835 | 42,835 | 42,835 | 42,835 |
| | | 510 | 40,703 | 40,703 | 40,703 | 40,703 | 40,703 | 40,703 | 40,703 |
| | | 530 | 38,571 | 38,571 | 38,571 | 38,571 | 38,571 | 38,571 | 38,571 |
| | | 550 | 36,438 | 36,438 | 36,438 | 36,438 | 36,438 | 36,438 | 36,438 |
| | | 570 | 34,306 | 34,306 | 34,306 | 34,306 | 34,306 | 34,306 | 34,306 |

| | | Profit 20% | | | | | | | |
|---------------------|----------|------------|---------|---------|--------|--------|--------|--------|--------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% | |
| Balance (RLV - BLV) | 85,157 | | | | | | | | |
| | 70 | 109,423 | 105,061 | 100,698 | 96,336 | 91,973 | 87,611 | 83,248 | |
| | 90 | 107,291 | 102,929 | 98,566 | 94,204 | 89,841 | 85,479 | 81,116 | |
| | 110 | 105,159 | 100,797 | 96,434 | 92,072 | 87,709 | 83,347 | 78,984 | |
| | 130 | 103,027 | 98,664 | 94,302 | 89,939 | 85,577 | 81,214 | 76,852 | |
| | 150 | 100,895 | 96,532 | 92,170 | 87,807 | 83,445 | 79,082 | 74,720 | |
| | CIL £psm | 170 | 98,762 | 94,400 | 90,037 | 85,675 | 81,312 | 76,950 | 72,587 |
| | | 190 | 96,630 | 92,268 | 87,905 | 83,543 | 79,180 | 74,818 | 70,455 |
| | | 210 | 94,498 | 90,136 | 85,773 | 81,411 | 77,048 | 72,686 | 68,323 |
| | | 230 | 92,366 | 88,003 | 83,641 | 79,278 | 74,916 | 70,553 | 66,191 |
| | | 250 | 90,234 | 85,871 | 81,509 | 77,146 | 72,784 | 68,421 | 64,059 |
| | | 270 | 88,101 | 83,739 | 79,376 | 75,014 | 70,651 | 66,289 | 61,926 |
| | | 290 | 85,969 | 81,607 | 77,244 | 72,882 | 68,519 | 64,157 | 59,794 |
| | | 310 | 83,837 | 79,475 | 75,112 | 70,750 | 66,387 | 62,025 | 57,662 |
| | | 330 | 81,705 | 77,342 | 72,980 | 68,617 | 64,255 | 59,892 | 55,530 |
| | | 350 | 79,573 | 75,210 | 70,848 | 66,485 | 62,123 | 57,760 | 53,398 |
| | | 370 | 77,441 | 73,078 | 68,716 | 64,353 | 59,991 | 55,628 | 51,266 |
| | | 390 | 75,308 | 70,946 | 66,583 | 62,221 | 57,858 | 53,496 | 49,133 |
| | | 410 | 73,176 | 68,814 | 64,451 | 60,089 | 55,726 | 51,364 | 47,001 |
| | | 430 | 71,044 | 66,681 | 62,319 | 57,956 | 53,594 | 49,231 | 44,869 |
| | | 450 | 68,912 | 64,549 | 60,187 | 55,824 | 51,462 | 47,099 | 42,737 |
| | | 470 | 66,780 | 62,417 | 58,055 | 53,692 | 49,330 | 44,967 | 40,605 |
| | | 490 | 64,647 | 60,285 | 55,922 | 51,560 | 47,197 | 42,835 | 38,472 |
| | | 510 | 62,515 | 58,153 | 53,790 | 49,428 | 45,065 | 40,703 | 36,340 |
| | | 530 | 60,383 | 56,021 | 51,658 | 47,296 | 42,933 | 38,571 | 34,208 |
| | | 550 | 58,251 | 53,888 | 49,526 | 45,163 | 40,801 | 36,438 | 32,076 |
| | | 570 | 56,119 | 51,756 | 47,394 | 43,031 | 38,669 | 34,306 | 29,944 |

Scheme Ref: **AC**
 No Units: **1** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

| Balance (RLV - BLV) | 85,157 | BLV (per acre) | | | | | | |
|---------------------|--------|----------------|---------|---------|---------|---------|---------|---------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| | 70 | 132,089 | 123,852 | 115,616 | 107,379 | 99,142 | 90,906 | 82,669 |
| | 90 | 129,957 | 121,720 | 113,483 | 105,247 | 97,010 | 88,773 | 80,537 |
| | 110 | 127,825 | 119,588 | 111,351 | 103,115 | 94,878 | 86,641 | 78,405 |
| | 130 | 125,692 | 117,456 | 109,219 | 100,982 | 92,746 | 84,509 | 76,272 |
| | 150 | 123,560 | 115,323 | 107,087 | 98,850 | 90,613 | 82,377 | 74,140 |
| CIL £psm | 170 | 121,428 | 113,191 | 104,955 | 96,718 | 88,481 | 80,245 | 72,008 |
| 93.02 | 190 | 119,296 | 111,059 | 102,822 | 94,586 | 86,349 | 78,112 | 69,876 |
| | 210 | 117,164 | 108,927 | 100,690 | 92,454 | 84,217 | 75,980 | 67,744 |
| | 230 | 115,031 | 106,795 | 98,558 | 90,321 | 82,085 | 73,848 | 65,611 |
| | 250 | 112,899 | 104,663 | 96,426 | 88,189 | 79,953 | 71,716 | 63,479 |
| | 270 | 110,767 | 102,530 | 94,294 | 86,057 | 77,820 | 69,584 | 61,347 |
| | 290 | 108,635 | 100,398 | 92,161 | 83,925 | 75,688 | 67,451 | 59,215 |
| | 310 | 106,503 | 98,266 | 90,029 | 81,793 | 73,556 | 65,319 | 57,083 |
| | 330 | 104,370 | 96,134 | 87,897 | 79,660 | 71,424 | 63,187 | 54,950 |
| | 350 | 102,238 | 94,002 | 85,765 | 77,528 | 69,292 | 61,055 | 52,818 |
| | 370 | 100,106 | 91,869 | 83,633 | 75,396 | 67,159 | 58,923 | 50,686 |
| | 390 | 97,974 | 89,737 | 81,501 | 73,264 | 65,027 | 56,791 | 48,554 |
| | 410 | 95,842 | 87,605 | 79,368 | 71,132 | 62,895 | 54,658 | 46,422 |
| | 430 | 93,709 | 85,473 | 77,236 | 68,999 | 60,763 | 52,526 | 44,289 |
| | 450 | 91,577 | 83,341 | 75,104 | 66,867 | 58,631 | 50,394 | 42,157 |
| | 470 | 89,445 | 81,208 | 72,972 | 64,735 | 56,498 | 48,262 | 40,025 |
| | 490 | 87,313 | 79,076 | 70,840 | 62,603 | 54,366 | 46,130 | 37,893 |
| | 510 | 85,181 | 76,944 | 68,707 | 60,471 | 52,234 | 43,997 | 35,761 |
| | 530 | 83,049 | 74,812 | 66,575 | 58,339 | 50,102 | 41,865 | 33,629 |
| | 550 | 80,916 | 72,680 | 64,443 | 56,206 | 47,970 | 39,733 | 31,496 |
| | 570 | 78,784 | 70,547 | 62,311 | 54,074 | 45,837 | 37,601 | 29,364 |

| Balance (RLV - BLV) | 85,157 | Density (dph) | | | | | | |
|---------------------|--------|---------------|---------|---------|---------|---------|---------|---------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| | 70 | 87,611 | 105,943 | 116,942 | 124,275 | 129,513 | 133,442 | 136,497 |
| | 90 | 85,479 | 103,811 | 114,810 | 122,143 | 127,381 | 131,309 | 134,365 |
| | 110 | 83,347 | 101,679 | 112,678 | 120,011 | 125,249 | 129,177 | 132,233 |
| | 130 | 81,214 | 99,547 | 110,546 | 117,879 | 123,117 | 127,045 | 130,100 |
| | 150 | 79,082 | 97,414 | 108,414 | 115,747 | 120,984 | 124,913 | 127,968 |
| CIL £psm | 170 | 76,950 | 95,282 | 106,282 | 113,614 | 118,852 | 122,781 | 125,836 |
| 93.02 | 190 | 74,818 | 93,150 | 104,149 | 111,482 | 116,720 | 120,648 | 123,704 |
| | 210 | 72,686 | 91,018 | 102,017 | 109,350 | 114,588 | 118,516 | 121,572 |
| | 230 | 70,553 | 88,886 | 99,885 | 107,218 | 112,456 | 116,384 | 119,439 |
| | 250 | 68,421 | 86,753 | 97,753 | 105,086 | 110,323 | 114,252 | 117,307 |
| | 270 | 66,289 | 84,621 | 95,621 | 102,953 | 108,191 | 112,120 | 115,175 |
| | 290 | 64,157 | 82,489 | 93,488 | 100,821 | 106,059 | 109,987 | 113,043 |
| | 310 | 62,025 | 80,357 | 91,356 | 98,689 | 103,927 | 107,855 | 110,911 |
| | 330 | 59,892 | 78,225 | 89,224 | 96,557 | 101,795 | 105,723 | 108,778 |
| | 350 | 57,760 | 76,092 | 87,092 | 94,425 | 99,663 | 103,591 | 106,646 |
| | 370 | 55,628 | 73,960 | 84,960 | 92,293 | 97,530 | 101,459 | 104,514 |
| | 390 | 53,496 | 71,828 | 82,827 | 90,160 | 95,398 | 99,326 | 102,382 |
| | 410 | 51,364 | 69,696 | 80,695 | 88,028 | 93,266 | 97,194 | 100,250 |
| | 430 | 49,231 | 67,564 | 78,563 | 85,896 | 91,134 | 95,062 | 98,117 |
| | 450 | 47,099 | 65,432 | 76,431 | 83,764 | 89,002 | 92,930 | 95,985 |
| | 470 | 44,967 | 63,299 | 74,299 | 81,632 | 86,869 | 90,798 | 93,853 |
| | 490 | 42,835 | 61,167 | 72,166 | 79,499 | 84,737 | 88,666 | 91,721 |
| | 510 | 40,703 | 59,035 | 70,034 | 77,367 | 82,605 | 86,533 | 89,589 |
| | 530 | 38,571 | 56,903 | 67,902 | 75,235 | 80,473 | 84,401 | 87,457 |
| | 550 | 36,438 | 54,771 | 65,770 | 73,103 | 78,341 | 82,269 | 85,324 |
| | 570 | 34,306 | 52,638 | 63,638 | 70,971 | 76,208 | 80,137 | 83,192 |

Scheme Ref: **AC**
 No Units: **1** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes:

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) | 85,157 | | | | | | | |
| | 70 | 104,591 | 96,116 | 87,611 | 79,093 | 70,576 | 62,058 | 53,540 |
| | 90 | 102,469 | 93,995 | 85,479 | 76,961 | 68,443 | 59,926 | 51,408 |
| | 110 | 100,348 | 91,864 | 83,347 | 74,829 | 66,311 | 57,793 | 49,276 |
| | 130 | 98,226 | 89,732 | 81,214 | 72,697 | 64,179 | 55,661 | 47,144 |
| | 150 | 96,105 | 87,600 | 79,082 | 70,564 | 62,047 | 53,529 | 45,011 |
| CIL £psm | 170 | 93,984 | 85,468 | 76,950 | 68,432 | 59,915 | 51,397 | 42,879 |
| 93.02 | 190 | 91,853 | 83,335 | 74,818 | 66,300 | 57,782 | 49,265 | 40,747 |
| | 210 | 89,721 | 81,203 | 72,686 | 64,168 | 55,650 | 47,133 | 38,615 |
| | 230 | 87,589 | 79,071 | 70,553 | 62,036 | 53,518 | 45,000 | 36,483 |
| | 250 | 85,457 | 76,939 | 68,421 | 59,903 | 51,386 | 42,868 | 34,350 |
| | 270 | 83,324 | 74,807 | 66,289 | 57,771 | 49,254 | 40,736 | 32,214 |
| | 290 | 81,192 | 72,674 | 64,157 | 55,639 | 47,121 | 38,604 | 30,071 |
| | 310 | 79,060 | 70,542 | 62,025 | 53,507 | 44,989 | 36,472 | 27,928 |
| | 330 | 76,928 | 68,410 | 59,892 | 51,375 | 42,857 | 34,339 | 25,785 |
| | 350 | 74,796 | 66,278 | 57,760 | 49,243 | 40,725 | 32,203 | 23,642 |
| | 370 | 72,663 | 64,146 | 55,628 | 47,110 | 38,593 | 30,060 | 21,499 |
| | 390 | 70,531 | 62,014 | 53,496 | 44,978 | 36,460 | 27,917 | 19,356 |
| | 410 | 68,399 | 59,881 | 51,364 | 42,846 | 34,328 | 25,774 | 17,213 |
| | 430 | 66,267 | 57,749 | 49,231 | 40,714 | 32,192 | 23,631 | 15,070 |
| | 450 | 64,135 | 55,617 | 47,099 | 38,582 | 30,049 | 21,488 | 12,927 |
| | 470 | 62,002 | 53,485 | 44,967 | 36,449 | 27,906 | 19,345 | 10,784 |
| | 490 | 59,870 | 51,353 | 42,835 | 34,317 | 25,763 | 17,202 | 8,641 |
| | 510 | 57,738 | 49,220 | 40,703 | 32,181 | 23,620 | 15,059 | 6,498 |
| | 530 | 55,606 | 47,088 | 38,571 | 30,038 | 21,477 | 12,916 | 4,355 |
| | 550 | 53,474 | 44,956 | 36,438 | 27,895 | 19,334 | 10,773 | 2,212 |
| | 570 | 51,341 | 42,824 | 34,306 | 25,752 | 17,191 | 8,630 | 69 |

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) | 85,157 | | | | | | | |
| | 70 | 54,522 | 71,066 | 87,611 | 104,141 | 120,642 | 137,142 | 153,642 |
| | 90 | 52,389 | 68,934 | 85,479 | 102,020 | 118,520 | 135,020 | 151,520 |
| | 110 | 50,257 | 66,802 | 83,347 | 99,891 | 116,399 | 132,899 | 149,399 |
| | 130 | 48,125 | 64,670 | 81,214 | 97,759 | 114,277 | 130,777 | 147,278 |
| | 150 | 45,993 | 62,537 | 79,082 | 95,627 | 112,156 | 128,656 | 145,156 |
| CIL £psm | 170 | 43,861 | 60,405 | 76,950 | 93,495 | 110,034 | 126,534 | 143,035 |
| 93.02 | 190 | 41,728 | 58,273 | 74,818 | 91,362 | 107,907 | 124,413 | 140,913 |
| | 210 | 39,596 | 56,141 | 72,686 | 89,230 | 105,775 | 122,292 | 138,792 |
| | 230 | 37,464 | 54,009 | 70,553 | 87,098 | 103,643 | 120,170 | 136,670 |
| | 250 | 35,332 | 51,877 | 68,421 | 84,966 | 101,510 | 118,049 | 134,549 |
| | 270 | 33,200 | 49,744 | 66,289 | 82,834 | 99,378 | 115,923 | 132,427 |
| | 290 | 31,068 | 47,612 | 64,157 | 80,701 | 97,246 | 113,791 | 130,306 |
| | 310 | 28,935 | 45,480 | 62,025 | 78,569 | 95,114 | 111,659 | 128,184 |
| | 330 | 26,803 | 43,348 | 59,892 | 76,437 | 92,982 | 109,526 | 126,063 |
| | 350 | 24,671 | 41,216 | 57,760 | 74,305 | 90,849 | 107,394 | 123,939 |
| | 370 | 22,533 | 39,083 | 55,628 | 72,173 | 88,717 | 105,262 | 121,807 |
| | 390 | 20,390 | 36,951 | 53,496 | 70,040 | 86,585 | 103,130 | 119,674 |
| | 410 | 18,247 | 34,819 | 51,364 | 67,908 | 84,453 | 100,998 | 117,542 |
| | 430 | 16,104 | 32,687 | 49,231 | 65,776 | 82,321 | 98,865 | 115,410 |
| | 450 | 13,961 | 30,555 | 47,099 | 63,644 | 80,189 | 96,733 | 113,278 |
| | 470 | 11,818 | 28,422 | 44,967 | 61,512 | 78,056 | 94,601 | 111,146 |
| | 490 | 9,675 | 26,280 | 42,835 | 59,380 | 75,924 | 92,469 | 109,013 |
| | 510 | 7,532 | 24,137 | 40,703 | 57,247 | 73,792 | 90,337 | 106,881 |
| | 530 | 5,389 | 21,994 | 38,571 | 55,115 | 71,660 | 88,204 | 104,749 |
| | 550 | 3,246 | 19,851 | 36,438 | 52,983 | 69,528 | 86,072 | 102,617 |
| | 570 | 1,103 | 17,708 | 34,306 | 50,851 | 67,395 | 83,940 | 100,485 |

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: AC
No Units: 1 **Location / Value Zone:** Higher **Development Scenario:** Brownfield
Notes:

[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: | AC |
|---|------------|
| No Units: | 1 |
| Location / Value Zone: | Higher |
| Development Scenario: | Brownfield |
| Notes: | 0 |
| Total GDV (£) | 500,000 |
| 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) | 10,697.30 |
| CIL (£) | 10,697 |
| Site Specific S106 (£ per unit) | 2,500 |
| Site Specific S106 (£) | 2,500 |
| Sub-total CIL+S106 (£ per unit) | 13,197 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 13,197 |
| Total Developers Profit (£) | 100,000 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 20.00% |
| Developers Profit (% on costs) | 42.53% |
| RLV (£) | 154,345 |
| RLV (£/acre) | 1,873,874 |
| RLV (£/ha) | 4,630,342 |
| Balance for Plan VA: | |
| BLV (£) | 69,188 |
| BLV (£/acre) | 840,000 |
| BLV (£/ha) | 2,075,640 |
| Surplus/Deficit | 85,157 |
| Surplus/Deficit (£/acre) | 1,033,874 |
| Surplus/Deficit (£/ha) | 2,554,702 |
| 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 |

190311 VOWH Residential Appraisals_X_AC_v3 - Summary Table

| Scheme Ref: | X | Y | Z | AA | AB | AC |
|---|------------|------------|------------|------------|------------|------------|
| No Units: | 170 | 90 | 50 | 9 | 3 | 1 |
| Location / Value Zone: | Higher | Higher | Higher | Higher | Higher | Higher |
| Development Scenario: | Brownfield | Brownfield | Brownfield | Brownfield | Brownfield | Brownfield |
| Notes: | | | | | | |
| Total GDV (£) | 56,483,452 | 29,903,004 | 16,612,780 | 4,887,000 | 1,500,000 | 500,000 |
| AH % | 35% | 35% | 35% | 0% | 0% | 0% |
| Affordable Rent: | 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% |
| Intermediate (LCHO/Sub-Market/Starter etc.): | 25.00% | 25.00% | 25.00% | 25.00% | 25.00% | 25.00% |
| CIL (£ psm) | 93.02 | 93.02 | 93.02 | 93.02 | 93.02 | 93.02 |
| CIL (£ per unit) | 5,427.98 | 5,427.98 | 5,427.98 | 12,697.23 | 10,697.30 | 10,697.30 |
| CIL (£) | 922,756 | 488,518 | 271,399 | 114,275 | 32,092 | 10,697 |
| Site Specific S106 (£ per unit) | 7,000 | 7,000 | 7,000 | 2,500 | 2,500 | 2,500 |
| Site Specific S106 (£) | 1,190,000 | 630,000 | 350,000 | 22,500 | 7,500 | 2,500 |
| Sub-total CIL+S106 (£ per unit) | 12,428 | 12,428 | 12,428 | 15,197 | 13,197 | 13,197 |
| Strategic Infrastructure (£ per unit) | - | - | - | - | - | - |
| Strategic Infrastructure (£) | - | - | - | - | - | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 12,428 | 12,428 | 12,428 | 15,197 | 13,197 | 13,197 |
| Total Developers Profit (£) | 9,161,545 | 4,850,230 | 2,694,572 | 977,400 | 300,000 | 100,000 |
| Developers Profit (% on OMS) | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% |
| Developers Profit (% on AH) | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% |
| Developers Profit (% blended) | 16.22% | 16.22% | 16.22% | 20.00% | 20.00% | 20.00% |
| Developers Profit (% on costs) | 32.72% | 29.60% | 29.46% | 39.51% | 42.68% | 42.53% |
| RLV (£) | 16,865,624 | 7,572,916 | 4,174,124 | 1,263,252 | 444,281 | 154,345 |
| RLV (£/acre) | 1,204,487 | 1,021,572 | 1,013,547 | 1,704,104 | 1,797,980 | 1,873,874 |
| RLV (£/ha) | 2,976,287 | 2,524,305 | 2,504,475 | 4,210,841 | 4,442,809 | 4,630,342 |
| Balance for Plan VA: | | | | | | |
| BLV (£) | 11,761,960 | 6,226,920 | 3,459,400 | 622,692 | 207,564 | 69,188 |
| BLV (£/acre) | 840,000 | 840,000 | 840,000 | 840,000 | 840,000 | 840,000 |
| BLV (£/ha) | 2,075,640 | 2,075,640 | 2,075,640 | 2,075,640 | 2,075,640 | 2,075,640 |
| Surplus/Deficit | 5,103,664 | 1,345,996 | 714,724 | 640,560 | 236,717 | 85,157 |
| Surplus/Deficit (£/acre) | 364,487 | 181,572 | 173,547 | 864,104 | 957,980 | 1,033,874 |
| Surplus/Deficit (£/ha) | 900,647 | 448,665 | 428,835 | 2,135,201 | 2,367,169 | 2,554,702 |
| Plan Viability comments | Viabile | Viabile | Viabile | Viabile | Viabile | Viabile |

190311 VOWH Residential Appraisals_AD_AG_v3 - Version Notes

| Date | Version | Comments |
|------|---------|----------|
|------|---------|----------|

| | | |
|--------|----|--|
| 190311 | v3 | |
|--------|----|--|

Scheme Ref: **AD**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: **Apartment Scheme**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|-----------------------------|---|----------------------|
| Total number of units in scheme | | | 9 Units | | | |
| AH Policy requirement (% Target) | | | 0% | | | |
| AH tenure split % | | | Affordable Rent: | 75.0% | 75.0% % Rented | |
| | | | Social Rent: | 0.0% | | |
| | | | 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% | | | |
| | | | 93.02 £ psm | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | 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 | 33.3% | 3.0 | 0.0% | 0.0 | 33% | 3.0 |
| 2 bed Flat | 66.7% | 6.0 | 0.0% | 0.0 | 67% | 6.0 |
| Total number of units | 100.0% | 9.0 | 0.0% | 0.0 | 100% | 9.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqm) | (sqft) |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 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 | 176 | 1,898 | 0 | 0 | 176 | 1,898 |
| 2 bed Flat | 494 | 5,321 | 0 | 0 | 494 | 5,321 |
| | 671 | 7,219 | 0 | 0 | 671 | 7,219 |
| AH % by floor area: | | | 0.00% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 240,000 | 3,871 | 360 | 0 | | |
| 2 bed House | 300,000 | 3,797 | 353 | 0 | | |
| 3 bed House | 365,000 | 3,650 | 339 | 0 | | |
| 4 bed House | 400,000 | 3,478 | 323 | 0 | | |
| 5 bed House | 525,000 | 3,182 | 296 | 0 | | |
| 1 bed Flat | 200,000 | 4,000 | 372 | 599,400 | | |
| 2 bed Flat | 255,000 | 3,643 | 338 | 1,530,765 | | |
| | | | | 2,130,165 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% |

Scheme Ref: **AD**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: **Apartment Scheme**

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|---|--|----------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 240,000 | - |
| 2 bed House | 0.0 | @ | 300,000 | - |
| 3 bed House | 0.0 | @ | 365,000 | - |
| 4 bed House | 0.0 | @ | 400,000 | - |
| 5 bed House | 0.0 | @ | 525,000 | - |
| 1 bed Flat | 3.0 | @ | 200,000 | 599,400 |
| 2 bed Flat | 6.0 | @ | 255,000 | 1,530,765 |
| | 9.0 | | | 2,130,165 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 144,000 | - |
| 2 bed House | 0.0 | @ | 180,000 | - |
| 3 bed House | 0.0 | @ | 219,000 | - |
| 4 bed House | 0.0 | @ | 240,000 | - |
| 5 bed House | 0.0 | @ | 315,000 | - |
| 1 bed Flat | 0.0 | @ | 120,000 | - |
| 2 bed Flat | 0.0 | @ | 153,000 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 105,600 | - |
| 2 bed House | 0.0 | @ | 132,000 | - |
| 3 bed House | 0.0 | @ | 160,600 | - |
| 4 bed House | 0.0 | @ | 176,000 | - |
| 5 bed House | 0.0 | @ | 231,000 | - |
| 1 bed Flat | 0.0 | @ | 88,000 | - |
| 2 bed Flat | 0.0 | @ | 112,200 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 182,400 | - |
| 2 bed House | 0.0 | @ | 228,000 | - |
| 3 bed House | 0.0 | @ | 277,400 | - |
| 4 bed House | 0.0 | @ | 304,000 | - |
| 5 bed House | 0.0 | @ | 399,000 | - |
| 1 bed Flat | 0.0 | @ | 152,000 | - |
| 2 bed Flat | 0.0 | @ | 193,800 | - |
| | 0.0 | | | - |
| Sub-total GDV Residential | 9 | | | 2,130,165 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 9 | @ | 0 | - |
| Total GDV | | | | 2,130,165 |

| DEVELOPMENT COSTS | | | | |
|---|------------------|-----------------------|--------------------------------|----------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (10,000) |
| Statutory Planning Fees (Residential) | | | | (4,158) |
| CIL | | 671 sqm (Market only) | 93.02 £ psm | (62,385) |
| CIL analysis: | | 2.93% % of GDV | 6,932 £ 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 | 9 units @ | 2,500 per unit | (22,500) |
| S106 analysis: | 225,000 £ per ha | 1.06% % of GDV | 2,500 £ per unit (total ur | (22,500) |
| AH Commuted Sum | | 671 sqm (total) | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

Scheme Ref: AD
No Units: 9
Location / Value Zone: Lower
Development Scenario: Brownfield
Notes: Apartment Scheme

| | | | | | |
|--|------------|-----------------|-----------|---|--------------------|
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 0.25 acres @ | | 50,000 £ per acre (if brownfield) 1,439 | (12,355) |
| 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 | 9 units @ | | 0 per unit | - |
| Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | | 0 £ per unit (total ur | - |
| 1 bed House | - | sqm @ | | 1,308 psm | - |
| 2 bed House | - | sqm @ | | 1,308 psm | - |
| 3 bed House | - | sqm @ | | 1,308 psm | - |
| 4 bed House | - | sqm @ | | 1,308 psm | - |
| 5 bed House | - | sqm @ | | 1,308 psm | - |
| 1 bed Flat | | 176 sqm @ | | 1,439 psm | (253,687) |
| 2 bed Flat | 671 | 494 sqm @ | | 1,439 psm | (711,391) |
| External works | | 965,078 @ | | 15.0% 16,085 £per unit | (144,762) |
| 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 | - units @ | 0% @ | 521 £ per unit | - |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | 9 units @ | | 10 £ per unit | (90) |
| Contingency | | 1,122,285 @ | | 3.0% | (33,669) |
| Professional Fees | | 1,122,285 @ | | 6.5% | (72,949) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 2,130,165 OMS @ | | 1.00% 2,367 £ per unit | (21,302) |
| Residential Sales Legal Costs | | 2,130,165 OMS @ | | 0.50% 1,183 £ per unit | (10,651) |
| Marketing and Promotion | | 2,130,165 OMS @ | | 3.00% 7,101 £ per unit 10,651 £ per unit | (63,905) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | (30,500) |
| Developers Profit - | | | | | |
| Margin on AH | | 0 | | 6.00% on AH values | - |
| Profit on OMS | | 2,130,165 | | 20.00% | (426,033) |
| Profit analysis: | | 1,454,302 | | 29.29% on costs | (426,033) |
| | | 2,130,165 | | 20.00% blended | (426,033) |
| TOTAL COSTS | | | | | (1,880,335) |

| | | | | | |
|----------------------------------|-------------------|--------------------|--|--------------------|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 249,830 |
| SDLT | | 249,830 @ | | (slabbed) | (1,991) |
| Acquisition Agent fees | | 249,830 @ | | 1.0% | (2,498) |
| Acquisition Legal fees | | 249,830 @ | | 0.5% | (1,249) |
| Interest on Land | | 249,830 @ | | 6.25% | (15,614) |
| Residual Land Value | | | | | 228,477 |
| RLV analysis: | 25,386 £ per plot | 2,284,767 £ per ha | | 924,632 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 90.0 dph | | | |
| Site Area (Net) | | 0.10 ha | | 0.25 acres | |
| Density analysis: | | 6.707 sqm/ha | | 29,215 sqft/ac | |
| Benchmark Land Value (Net) | 14,826 £ per plot | 1,334,340 £ per ha | | 540,000 £ per acre | 133,434 |

| | | | | | |
|-------------------|--|------------------|--|--------------------|---------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 950,427 £ per ha | | 384,632 £ per acre | 95,043 |

Scheme Ref: **AD**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: **Apartment Scheme**

SENSITIVITY ANALYSIS

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

TABLE 1

| | | Affordable Housing - % on site 0% | | | | | | | |
|---------------------|-----|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV) | | 95,043 | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| CIL £psm 93.02 | 70 | | 52,766 | 38,583 | 24,399 | 10,215 | (3,969) | (18,152) | (32,336) |
| | 90 | | 42,717 | 29,161 | 15,606 | 2,050 | (11,506) | (25,061) | (38,617) |
| | 110 | | 32,667 | 19,740 | 6,812 | (6,115) | (19,043) | (31,970) | (44,898) |
| | 130 | | 22,618 | 10,319 | (1,981) | (14,280) | (26,580) | (38,879) | (51,187) |
| | 150 | | 12,569 | 897 | (10,774) | (22,446) | (34,129) | (45,814) | (57,499) |
| | 170 | | 2,510 | (8,544) | (19,597) | (30,651) | (41,705) | (52,758) | (63,812) |
| | 190 | | (7,590) | (18,013) | (28,435) | (38,857) | (49,280) | (59,702) | (70,125) |
| | 210 | | (17,690) | (27,482) | (37,273) | (47,064) | (56,855) | (66,646) | (76,438) |
| | 230 | | (27,791) | (36,951) | (46,111) | (55,271) | (64,430) | (73,590) | (82,750) |
| | 250 | | (37,891) | (46,420) | (54,948) | (63,477) | (72,006) | (80,534) | (89,063) |
| | 270 | | (47,991) | (55,889) | (63,786) | (71,684) | (79,581) | (87,478) | (95,376) |
| | 290 | | (58,092) | (65,358) | (72,624) | (79,890) | (87,156) | (94,422) | (101,688) |
| | 310 | | (68,192) | (74,827) | (81,462) | (88,097) | (94,731) | (101,366) | (108,001) |
| | 330 | | (78,292) | (84,296) | (90,300) | (96,303) | (102,307) | (108,310) | (114,314) |
| | 350 | | (88,393) | (93,765) | (99,137) | (104,510) | (109,882) | (115,254) | (120,636) |
| | 370 | | (98,493) | (103,234) | (107,975) | (112,717) | (117,472) | (122,227) | (127,572) |
| | 390 | | (108,605) | (112,725) | (116,845) | (120,966) | (125,400) | (130,122) | (134,844) |
| 410 | | (118,757) | (122,242) | (126,136) | (130,131) | (134,126) | (138,121) | (142,116) | |
| 430 | | (129,781) | (133,049) | (136,317) | (139,585) | (142,852) | (146,120) | (149,388) | |
| 450 | | (141,416) | (143,957) | (146,497) | (149,038) | (151,579) | (154,119) | (156,660) | |
| 470 | | (153,051) | (154,865) | (156,678) | (158,491) | (160,305) | (162,118) | (163,932) | |
| 490 | | (164,686) | (165,772) | (166,859) | (167,945) | (169,031) | (170,117) | (171,203) | |
| 510 | | (176,321) | (176,680) | (177,039) | (177,398) | (177,757) | (178,116) | (178,475) | |
| 530 | | (187,956) | (187,588) | (187,220) | (186,852) | (186,483) | (186,115) | (185,747) | |
| 550 | | (199,591) | (198,495) | (197,400) | (196,305) | (195,210) | (194,114) | (193,019) | |
| 570 | | (211,226) | (209,403) | (207,581) | (205,758) | (203,936) | (202,113) | (200,307) | |

TABLE 2

| | | Site Specific S106 100% (where 110% is a 10% increase etc.) | | | | | | | |
|---------------------|-----|---|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV) | | 95,043 | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| CIL £psm 93.02 | 70 | | 109,501 | 107,524 | 105,546 | 103,569 | 101,591 | 99,613 | 97,636 |
| | 90 | | 96,939 | 94,962 | 92,984 | 91,007 | 89,029 | 87,052 | 85,074 |
| | 110 | | 84,378 | 82,400 | 80,423 | 78,445 | 76,467 | 74,490 | 72,512 |
| | 130 | | 71,816 | 69,838 | 67,861 | 65,883 | 63,906 | 61,928 | 59,950 |
| | 150 | | 59,254 | 57,277 | 55,299 | 53,321 | 51,344 | 49,366 | 47,389 |
| | 170 | | 46,692 | 44,715 | 42,737 | 40,760 | 38,782 | 36,804 | 34,827 |
| | 190 | | 34,100 | 32,120 | 30,141 | 28,162 | 26,183 | 24,203 | 22,224 |
| | 210 | | 21,474 | 19,495 | 17,516 | 15,537 | 13,557 | 11,578 | 9,599 |
| | 230 | | 8,849 | 6,870 | 4,890 | 2,911 | 932 | (1,047) | (3,027) |
| | 250 | | (3,777) | (5,756) | (7,735) | (9,714) | (11,694) | (13,673) | (15,652) |
| | 270 | | (16,402) | (18,381) | (20,360) | (22,340) | (24,319) | (26,298) | (28,277) |
| | 290 | | (29,027) | (31,007) | (32,986) | (34,965) | (36,944) | (38,924) | (40,903) |
| | 310 | | (41,653) | (43,632) | (45,611) | (47,590) | (49,570) | (51,549) | (53,528) |
| | 330 | | (54,278) | (56,257) | (58,237) | (60,216) | (62,195) | (64,174) | (66,154) |
| | 350 | | (66,904) | (68,883) | (70,862) | (72,841) | (74,821) | (76,800) | (78,779) |
| | 370 | | (79,529) | (81,508) | (83,487) | (85,467) | (87,446) | (89,425) | (91,404) |
| | 390 | | (92,154) | (94,134) | (96,113) | (98,092) | (100,071) | (102,051) | (104,030) |
| 410 | | (104,814) | (106,795) | (108,776) | (110,757) | (112,738) | (114,719) | (116,700) | |
| 430 | | (117,504) | (119,485) | (121,465) | (123,446) | (125,427) | (127,408) | (129,389) | |
| 450 | | (131,254) | (133,234) | (135,215) | (137,196) | (139,177) | (141,158) | (143,139) | |
| 470 | | (145,797) | (148,068) | (150,338) | (152,609) | (154,879) | (157,149) | (159,420) | |
| 490 | | (160,341) | (162,611) | (164,882) | (167,152) | (169,423) | (171,693) | (173,964) | |
| 510 | | (174,885) | (177,155) | (179,426) | (181,696) | (183,966) | (186,237) | (188,507) | |
| 530 | | (189,428) | (191,699) | (193,969) | (196,240) | (198,510) | (200,780) | (203,051) | |
| 550 | | (203,972) | (206,242) | (208,513) | (210,783) | (213,054) | (215,324) | (217,595) | |
| 570 | | (218,516) | (220,786) | (223,057) | (225,327) | (227,597) | (229,868) | (232,138) | |

Scheme Ref: **AD**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: **Apartment Scheme**

TABLE 3

| | | Infrastructure Costs 100% (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|--------|---|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| Balance (RLV - BLV) | 95,043 | | | | | | | |
| | 70 | 109,501 | 109,501 | 109,501 | 109,501 | 109,501 | 109,501 | 109,501 |
| | 90 | 96,939 | 96,939 | 96,939 | 96,939 | 96,939 | 96,939 | 96,939 |
| | 110 | 84,378 | 84,378 | 84,378 | 84,378 | 84,378 | 84,378 | 84,378 |
| | 130 | 71,816 | 71,816 | 71,816 | 71,816 | 71,816 | 71,816 | 71,816 |
| | 150 | 59,254 | 59,254 | 59,254 | 59,254 | 59,254 | 59,254 | 59,254 |
| CIL £psm | 170 | 46,692 | 46,692 | 46,692 | 46,692 | 46,692 | 46,692 | 46,692 |
| | 93.02 | 190 | 34,100 | 34,100 | 34,100 | 34,100 | 34,100 | 34,100 |
| | 210 | 21,474 | 21,474 | 21,474 | 21,474 | 21,474 | 21,474 | 21,474 |
| | 230 | 8,849 | 8,849 | 8,849 | 8,849 | 8,849 | 8,849 | 8,849 |
| | 250 | (3,777) | (3,777) | (3,777) | (3,777) | (3,777) | (3,777) | (3,777) |
| | 270 | (16,402) | (16,402) | (16,402) | (16,402) | (16,402) | (16,402) | (16,402) |
| | 290 | (29,027) | (29,027) | (29,027) | (29,027) | (29,027) | (29,027) | (29,027) |
| | 310 | (41,653) | (41,653) | (41,653) | (41,653) | (41,653) | (41,653) | (41,653) |
| | 330 | (54,278) | (54,278) | (54,278) | (54,278) | (54,278) | (54,278) | (54,278) |
| | 350 | (66,904) | (66,904) | (66,904) | (66,904) | (66,904) | (66,904) | (66,904) |
| | 370 | (79,529) | (79,529) | (79,529) | (79,529) | (79,529) | (79,529) | (79,529) |
| | 390 | (92,154) | (92,154) | (92,154) | (92,154) | (92,154) | (92,154) | (92,154) |
| | 410 | (104,814) | (104,814) | (104,814) | (104,814) | (104,814) | (104,814) | (104,814) |
| | 430 | (117,504) | (117,504) | (117,504) | (117,504) | (117,504) | (117,504) | (117,504) |
| | 450 | (131,254) | (131,254) | (131,254) | (131,254) | (131,254) | (131,254) | (131,254) |
| | 470 | (145,797) | (145,797) | (145,797) | (145,797) | (145,797) | (145,797) | (145,797) |
| | 490 | (160,341) | (160,341) | (160,341) | (160,341) | (160,341) | (160,341) | (160,341) |
| | 510 | (174,885) | (174,885) | (174,885) | (174,885) | (174,885) | (174,885) | (174,885) |
| | 530 | (189,428) | (189,428) | (189,428) | (189,428) | (189,428) | (189,428) | (189,428) |
| | 550 | (203,972) | (203,972) | (203,972) | (203,972) | (203,972) | (203,972) | (203,972) |
| | 570 | (218,516) | (218,516) | (218,516) | (218,516) | (218,516) | (218,516) | (218,516) |

TABLE 4

| | | Profit 20% | | | | | | |
|---------------------|--------|------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| Balance (RLV - BLV) | 95,043 | | | | | | | |
| | 70 | 202,430 | 183,844 | 165,258 | 146,673 | 128,087 | 109,501 | 90,916 |
| | 90 | 189,868 | 171,282 | 152,697 | 134,111 | 115,525 | 96,939 | 78,354 |
| | 110 | 177,306 | 158,720 | 140,135 | 121,549 | 102,963 | 84,378 | 65,792 |
| | 130 | 164,744 | 146,159 | 127,573 | 108,987 | 90,402 | 71,816 | 53,230 |
| | 150 | 152,183 | 133,597 | 115,011 | 96,426 | 77,840 | 59,254 | 40,668 |
| CIL £psm | 170 | 139,621 | 121,035 | 102,449 | 83,864 | 65,278 | 46,692 | 28,107 |
| | 93.02 | 190 | 127,028 | 108,442 | 89,857 | 71,271 | 52,685 | 34,100 |
| | 210 | 114,403 | 95,817 | 77,231 | 58,646 | 40,060 | 21,474 | 2,889 |
| | 230 | 101,777 | 83,192 | 64,606 | 46,020 | 27,434 | 8,849 | (9,737) |
| | 250 | 89,152 | 70,566 | 51,980 | 33,395 | 14,809 | (3,777) | (22,362) |
| | 270 | 76,526 | 57,941 | 39,355 | 20,769 | 2,184 | (16,402) | (34,988) |
| | 290 | 63,901 | 45,315 | 26,730 | 8,144 | (10,442) | (29,027) | (47,613) |
| | 310 | 51,276 | 32,690 | 14,104 | (4,481) | (23,067) | (41,653) | (60,239) |
| | 330 | 38,650 | 20,065 | 1,479 | (17,107) | (35,693) | (54,278) | (72,864) |
| | 350 | 26,025 | 7,439 | (11,147) | (29,732) | (48,318) | (66,904) | (85,489) |
| | 370 | 13,399 | (5,186) | (23,772) | (42,358) | (60,943) | (79,529) | (98,115) |
| | 390 | 774 | (17,812) | (36,397) | (54,983) | (73,569) | (92,154) | (110,740) |
| | 410 | (11,886) | (30,471) | (49,057) | (67,643) | (86,229) | (104,814) | (123,468) |
| | 430 | (24,575) | (43,161) | (61,747) | (80,332) | (98,918) | (117,504) | (138,012) |
| | 450 | (37,264) | (55,850) | (74,436) | (93,022) | (111,607) | (131,254) | (152,555) |
| | 470 | (49,954) | (68,540) | (87,125) | (105,711) | (124,496) | (145,797) | (167,099) |
| | 490 | (62,643) | (81,229) | (99,815) | (118,400) | (139,039) | (160,341) | (181,643) |
| | 510 | (75,333) | (93,918) | (112,504) | (132,281) | (153,583) | (174,885) | (196,186) |
| | 530 | (88,022) | (106,608) | (125,523) | (146,825) | (168,127) | (189,428) | (210,730) |
| | 550 | (100,711) | (119,297) | (140,067) | (161,369) | (182,670) | (203,972) | (225,274) |
| | 570 | (113,401) | (133,309) | (154,611) | (175,912) | (197,214) | (218,516) | (239,817) |

Scheme Ref: **AD**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: **Apartment Scheme**

TABLE 5

| | | BLV (per acre) | | | | | | |
|---------------------|--------|----------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| Balance (RLV - BLV) | 95,043 | | | | | | | |
| | 70 | 168,805 | 144,095 | 119,385 | 94,675 | 69,965 | 45,255 | 20,545 |
| | 90 | 156,243 | 131,533 | 106,823 | 82,113 | 57,403 | 32,693 | 7,983 |
| | 110 | 143,682 | 118,972 | 94,262 | 69,552 | 44,842 | 20,132 | (4,578) |
| | 130 | 131,120 | 106,410 | 81,700 | 56,990 | 32,280 | 7,570 | (17,140) |
| | 150 | 118,558 | 93,848 | 69,138 | 44,428 | 19,718 | (4,992) | (29,702) |
| CIL £psm | 170 | 105,996 | 81,286 | 56,576 | 31,866 | 7,156 | (17,554) | (42,264) |
| | 93.02 | 190 | 93,404 | 68,694 | 43,984 | 19,274 | (5,436) | (30,146) |
| | 210 | 80,778 | 56,068 | 31,358 | 6,648 | (18,062) | (42,772) | (67,482) |
| | 230 | 68,153 | 43,443 | 18,733 | (5,977) | (30,687) | (55,397) | (80,107) |
| | 250 | 55,527 | 30,817 | 6,107 | (18,603) | (43,313) | (68,023) | (92,733) |
| | 270 | 42,902 | 18,192 | (6,518) | (31,228) | (55,938) | (80,648) | (105,358) |
| | 290 | 30,277 | 5,567 | (19,143) | (43,853) | (68,563) | (93,273) | (117,983) |
| | 310 | 17,651 | (7,059) | (31,769) | (56,479) | (81,189) | (105,899) | (130,609) |
| | 330 | 5,026 | (19,684) | (44,394) | (69,104) | (93,814) | (118,524) | (143,234) |
| | 350 | (7,600) | (32,310) | (57,020) | (81,730) | (106,440) | (131,150) | (155,860) |
| | 370 | (20,225) | (44,935) | (69,645) | (94,355) | (119,065) | (143,775) | (168,485) |
| | 390 | (32,850) | (57,560) | (82,270) | (106,980) | (131,690) | (156,400) | (181,110) |
| | 410 | (45,510) | (70,220) | (94,930) | (119,640) | (144,350) | (169,060) | (193,770) |
| | 430 | (58,200) | (82,910) | (107,620) | (132,330) | (157,040) | (181,750) | (206,460) |
| | 450 | (71,950) | (96,660) | (121,370) | (146,080) | (170,790) | (195,500) | (220,210) |
| | 470 | (86,493) | (111,203) | (135,913) | (160,623) | (185,333) | (210,043) | (234,753) |
| | 490 | (101,037) | (125,747) | (150,457) | (175,167) | (199,877) | (224,587) | (249,297) |
| | 510 | (115,581) | (140,291) | (165,001) | (189,711) | (214,421) | (239,131) | (263,841) |
| | 530 | (130,124) | (154,834) | (179,544) | (204,254) | (228,964) | (253,674) | (278,384) |
| | 550 | (144,668) | (169,378) | (194,088) | (218,798) | (243,508) | (268,218) | (292,928) |
| | 570 | (159,212) | (183,922) | (208,632) | (233,342) | (258,052) | (282,762) | (307,472) |

TABLE 6

| | | Density (dph) | | | | | | |
|---------------------|--------|---------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| Balance (RLV - BLV) | 95,043 | | | | | | | |
| | 70 | (182,816) | (73,197) | (7,426) | 36,422 | 67,742 | 91,231 | 109,501 |
| | 90 | (195,378) | (85,759) | (19,987) | 23,860 | 55,180 | 78,670 | 96,939 |
| | 110 | (207,940) | (98,321) | (32,549) | 11,298 | 42,618 | 66,108 | 84,378 |
| | 130 | (220,501) | (110,882) | (45,111) | (1,263) | 30,056 | 53,546 | 71,816 |
| | 150 | (233,096) | (123,444) | (57,673) | (13,825) | 17,495 | 40,984 | 59,254 |
| CIL £psm | 170 | (245,721) | (136,054) | (70,253) | (26,387) | 4,933 | 28,423 | 46,692 |
| | 93.02 | 190 | (258,347) | (148,679) | (82,879) | (39,012) | (7,678) | 15,822 |
| | 210 | (270,972) | (161,305) | (95,504) | (51,637) | (20,304) | 3,196 | 21,474 |
| | 230 | (283,597) | (173,930) | (108,130) | (64,263) | (32,929) | (9,429) | 8,849 |
| | 250 | (296,223) | (186,555) | (120,755) | (76,888) | (45,555) | (22,054) | (3,777) |
| | 270 | (308,848) | (199,181) | (133,380) | (89,514) | (58,180) | (34,680) | (16,402) |
| | 290 | (321,474) | (211,806) | (146,006) | (102,139) | (70,805) | (47,305) | (29,027) |
| | 310 | (334,099) | (224,432) | (158,631) | (114,764) | (83,431) | (59,931) | (41,653) |
| | 330 | (346,724) | (237,057) | (171,257) | (127,390) | (96,056) | (72,556) | (54,278) |
| | 350 | (359,350) | (249,682) | (183,882) | (140,015) | (108,682) | (85,182) | (66,904) |
| | 370 | (372,011) | (262,308) | (196,507) | (152,641) | (121,307) | (97,807) | (79,529) |
| | 390 | (384,701) | (274,985) | (209,155) | (165,269) | (133,932) | (110,432) | (92,154) |
| | 410 | (398,499) | (287,674) | (221,845) | (177,958) | (146,611) | (123,100) | (104,814) |
| | 430 | (413,042) | (301,918) | (235,243) | (190,793) | (159,300) | (135,790) | (117,504) |
| | 450 | (427,586) | (316,461) | (249,787) | (205,337) | (173,587) | (149,774) | (131,254) |
| | 470 | (442,130) | (331,005) | (264,330) | (219,880) | (188,131) | (164,318) | (145,797) |
| | 490 | (456,673) | (345,549) | (278,874) | (234,424) | (202,674) | (178,862) | (160,341) |
| | 510 | (471,217) | (360,092) | (293,418) | (248,968) | (217,218) | (193,405) | (174,885) |
| | 530 | (485,761) | (374,636) | (307,961) | (263,511) | (231,762) | (207,949) | (189,428) |
| | 550 | (500,304) | (389,180) | (322,505) | (278,055) | (246,305) | (222,493) | (203,972) |
| | 570 | (514,848) | (403,723) | (337,049) | (292,599) | (260,849) | (237,036) | (218,516) |

Scheme Ref: **AD**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Brownfield**
 Notes: **Apartment Scheme**

TABLE 7

| | | Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | |
|---------------------|--------|--|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 95% | 90% | 100% | 105% | 110% | 115% | 120% |
| Balance (RLV - BLV) | 95,043 | | | | | | | |
| | 70 | 219,708 | 164,709 | 109,501 | 54,294 | (1,123) | (56,610) | (112,169) |
| | 90 | 207,209 | 152,147 | 96,939 | 41,732 | (13,748) | (69,235) | (125,139) |
| | 110 | 194,711 | 139,585 | 84,378 | 29,114 | (26,373) | (81,861) | (139,683) |
| | 130 | 182,212 | 127,024 | 71,816 | 16,489 | (38,999) | (94,486) | (154,226) |
| | 150 | 169,669 | 114,462 | 59,254 | 3,863 | (51,624) | (107,158) | (168,770) |
| CIL £psm | 170 | 157,108 | 101,900 | 46,692 | (8,762) | (64,250) | (119,847) | (183,314) |
| 93.02 | 190 | 144,546 | 89,338 | 34,100 | (21,388) | (76,875) | (133,940) | (197,857) |
| | 210 | 131,984 | 76,776 | 21,474 | (34,013) | (89,500) | (148,483) | (212,401) |
| | 230 | 119,422 | 64,215 | 8,849 | (46,638) | (102,147) | (163,027) | (226,945) |
| | 250 | 106,861 | 51,653 | (3,777) | (59,264) | (114,836) | (177,571) | (241,488) |
| | 270 | 94,299 | 39,085 | (16,402) | (71,889) | (128,196) | (192,114) | (256,049) |
| | 290 | 81,737 | 26,460 | (29,027) | (84,515) | (142,740) | (206,658) | (270,666) |
| | 310 | 69,175 | 13,834 | (41,653) | (97,140) | (157,284) | (221,202) | (285,283) |
| | 330 | 56,613 | 1,209 | (54,278) | (109,825) | (171,827) | (235,745) | (299,901) |
| | 350 | 44,052 | (11,416) | (66,904) | (122,515) | (186,371) | (250,289) | (314,518) |
| | 370 | 31,446 | (24,042) | (79,529) | (136,997) | (200,915) | (264,894) | (329,135) |
| | 390 | 18,820 | (36,667) | (92,154) | (151,541) | (215,458) | (279,511) | (343,753) |
| | 410 | 6,195 | (49,293) | (104,814) | (166,084) | (230,002) | (294,128) | (358,370) |
| | 430 | (6,431) | (61,918) | (117,504) | (180,628) | (244,546) | (308,746) | (372,987) |
| | 450 | (19,056) | (74,543) | (131,254) | (195,172) | (259,121) | (323,363) | (387,605) |
| | 470 | (31,681) | (87,169) | (145,797) | (209,715) | (273,739) | (337,980) | (402,222) |
| | 490 | (44,307) | (99,803) | (160,341) | (224,259) | (288,356) | (352,598) | (416,868) |
| | 510 | (56,932) | (112,493) | (174,885) | (238,803) | (302,973) | (367,215) | (431,559) |
| | 530 | (69,558) | (125,511) | (189,428) | (253,349) | (317,591) | (381,832) | (446,250) |
| | 550 | (82,183) | (140,054) | (203,972) | (267,966) | (332,208) | (396,450) | (460,942) |
| | 570 | (94,808) | (154,598) | (218,516) | (282,584) | (346,825) | (411,067) | (475,633) |

TABLE 8

| | | Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) | | | | | | |
|---------------------|--------|---|-----------|-----------|-----------|----------|---------|---------|
| | | 95% | 90% | 100% | 105% | 110% | 115% | 120% |
| Balance (RLV - BLV) | 95,043 | | | | | | | |
| | 70 | (33,493) | 38,145 | 109,501 | 180,858 | 252,003 | 323,080 | 394,157 |
| | 90 | (46,118) | 25,554 | 96,939 | 168,296 | 239,505 | 310,582 | 381,659 |
| | 110 | (58,744) | 12,929 | 84,378 | 155,734 | 227,006 | 298,083 | 369,160 |
| | 130 | (71,369) | 303 | 71,816 | 143,172 | 214,508 | 285,585 | 356,662 |
| | 150 | (83,994) | (12,322) | 59,254 | 130,611 | 201,967 | 273,086 | 344,163 |
| CIL £psm | 170 | (96,620) | (24,947) | 46,692 | 118,049 | 189,405 | 260,588 | 331,665 |
| 93.02 | 190 | (109,281) | (37,573) | 34,100 | 105,487 | 176,844 | 248,089 | 319,166 |
| | 210 | (121,971) | (50,198) | 21,474 | 92,925 | 164,282 | 235,591 | 306,668 |
| | 230 | (136,373) | (62,824) | 8,849 | 80,364 | 151,720 | 223,076 | 294,169 |
| | 250 | (150,917) | (75,449) | (3,777) | 67,802 | 139,158 | 210,515 | 281,671 |
| | 270 | (165,461) | (88,074) | (16,402) | 55,240 | 126,596 | 197,953 | 269,172 |
| | 290 | (180,004) | (100,703) | (29,027) | 42,645 | 114,035 | 185,391 | 256,674 |
| | 310 | (194,548) | (113,392) | (41,653) | 30,020 | 101,473 | 172,829 | 244,175 |
| | 330 | (209,092) | (126,542) | (54,278) | 17,394 | 88,911 | 160,268 | 231,624 |
| | 350 | (223,635) | (141,085) | (66,904) | 4,769 | 76,349 | 147,706 | 219,062 |
| | 370 | (238,179) | (155,629) | (79,529) | (7,857) | 63,788 | 135,144 | 206,500 |
| | 390 | (252,779) | (170,173) | (92,154) | (20,482) | 51,190 | 122,582 | 193,939 |
| | 410 | (267,396) | (184,716) | (104,814) | (33,107) | 38,565 | 110,020 | 181,377 |
| | 430 | (282,013) | (199,260) | (117,504) | (45,733) | 25,940 | 97,459 | 168,815 |
| | 450 | (296,631) | (213,804) | (131,254) | (58,358) | 13,314 | 84,897 | 156,253 |
| | 470 | (311,248) | (228,347) | (145,797) | (70,984) | 889 | 72,335 | 143,692 |
| | 490 | (325,865) | (242,891) | (160,341) | (83,609) | (11,937) | 59,736 | 131,130 |
| | 510 | (340,483) | (257,486) | (174,885) | (96,236) | (24,562) | 47,110 | 118,568 |
| | 530 | (355,100) | (272,104) | (189,428) | (108,925) | (37,188) | 34,485 | 106,006 |
| | 550 | (369,717) | (286,721) | (203,972) | (121,615) | (49,813) | 21,859 | 93,444 |
| | 570 | (384,335) | (301,338) | (218,516) | (135,966) | (62,438) | 9,234 | 80,883 |

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: AD
No Units: 9 **Location / Value Zone:** Lower **Development Scenario:** Brownfield
Notes: Apartment Scheme

[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: | AD |
| No Units: | 9 |
| Location / Value Zone: | Lower |
| Development Scenario: | Brownfield |
| Notes: | Apartment Scheme |
| Total GDV (£) | 2,130,165 |
| 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) | 6,931.63 |
| CIL (£) | 62,385 |
| Site Specific S106 (£ per unit) | 2,500 |
| Site Specific S106 (£) | 22,500 |
| Sub-total CIL+S106 (£ per unit) | 9,432 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 9,432 |
| Total Developers Profit (£) | 426,033 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 20.00% |
| Developers Profit (% on costs) | 29.29% |
| RLV (£) | 228,477 |
| RLV (£/acre) | 924,632 |
| RLV (£/ha) | 2,284,767 |
| Balance for Plan VA: | |
| BLV (£) | 133,434 |
| BLV (£/acre) | 540,000 |
| BLV (£/ha) | 1,334,340 |
| Surplus/Deficit | 95,043 |
| Surplus/Deficit (£/acre) | 384,632 |
| Surplus/Deficit (£/ha) | 950,427 |
| 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: **AE**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: **Apartment Scheme**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|-------------------|------------------------------------|----------------------|
| Total number of units in scheme | | | 9 Units | | | |
| AH Policy requirement (% Target) | | | 0% | | | |
| AH tenure split % | | | Affordable Rent: | | 75.0% | |
| | | | Social Rent: | | 0.0% | |
| | | | Intermediate (LCHO/Sub-Market/Starter etc.): | | 25.0% | |
| Open Market Sale (OMS) housing | | | 100% | | | |
| CIL Rate (£ psm) | | | 100% | | | |
| | | | 93.02 £ psm | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | 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 | 33.3% | 3.0 | 0.0% | 0.0 | 33% | 3.0 |
| 2 bed Flat | 66.7% | 6.0 | 0.0% | 0.0 | 67% | 6.0 |
| Total number of units | 100.0% | 9.0 | 0.0% | 0.0 | 100% | 9.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (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 | 85.0% | | 58.8 | 633 |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (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 | 85.0% | | 58.8 | 633 |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 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 | 176 | 1,898 | 0 | 0 | 176 | 1,898 |
| 2 bed Flat | 494 | 5,321 | 0 | 0 | 494 | 5,321 |
| | 671 | 7,219 | 0 | 0 | 671 | 7,219 |
| AH % by floor area: | | | 0.00% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | | total MV £ (no AH) | |
| 1 bed House | 300,000 | 4,839 | 450 | | 0 | |
| 2 bed House | 350,000 | 4,430 | 412 | | 0 | |
| 3 bed House | 420,000 | 4,200 | 390 | | 0 | |
| 4 bed House | 500,000 | 4,348 | 404 | | 0 | |
| 5 bed House | 600,000 | 3,636 | 338 | | 0 | |
| 1 bed Flat | 235,200 | 4,704 | 437 | | 704,894 | |
| 2 bed Flat | 286,000 | 4,086 | 380 | | 1,716,858 | |
| | | | | | 2,421,752 | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 2 bed House | 210,000 | 60% | 154,000 | 44% | 266,000 | 76% |
| 3 bed House | 252,000 | 60% | 184,800 | 44% | 319,200 | 76% |
| 4 bed House | 300,000 | 60% | 220,000 | 44% | 380,000 | 76% |
| 5 bed House | 360,000 | 60% | 264,000 | 44% | 456,000 | 76% |
| 1 bed Flat | 141,120 | 60% | 103,488 | 44% | 178,752 | 76% |
| 2 bed Flat | 171,600 | 60% | 125,840 | 44% | 217,360 | 76% |

Scheme Ref: **AE**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: **Apartment Scheme**

| GROSS DEVELOPMENT VALUE | | | | | |
|---|----------|---|--------------------------------|--|------------------|
| OMS GDV - (part houses due to % mix) | | | | | |
| 1 bed House | 0.0 | @ | 300,000 | - | |
| 2 bed House | 0.0 | @ | 350,000 | - | |
| 3 bed House | 0.0 | @ | 420,000 | - | |
| 4 bed House | 0.0 | @ | 500,000 | - | |
| 5 bed House | 0.0 | @ | 600,000 | - | |
| 1 bed Flat | 3.0 | @ | 235,200 | - | 704,894 |
| 2 bed Flat | 6.0 | @ | 286,000 | - | 1,716,858 |
| | 9.0 | | | | 2,421,752 |
| Affordable Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 180,000 | - | |
| 2 bed House | 0.0 | @ | 210,000 | - | |
| 3 bed House | 0.0 | @ | 252,000 | - | |
| 4 bed House | 0.0 | @ | 300,000 | - | |
| 5 bed House | 0.0 | @ | 360,000 | - | |
| 1 bed Flat | 0.0 | @ | 141,120 | - | |
| 2 bed Flat | 0.0 | @ | 171,600 | - | |
| | 0.0 | | | | |
| Social Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 132,000 | - | |
| 2 bed House | 0.0 | @ | 154,000 | - | |
| 3 bed House | 0.0 | @ | 184,800 | - | |
| 4 bed House | 0.0 | @ | 220,000 | - | |
| 5 bed House | 0.0 | @ | 264,000 | - | |
| 1 bed Flat | 0.0 | @ | 103,488 | - | |
| 2 bed Flat | 0.0 | @ | 125,840 | - | |
| | 0.0 | | | | |
| Intermediate GDV - | | | | | |
| 1 bed House | 0.0 | @ | 228,000 | - | |
| 2 bed House | 0.0 | @ | 266,000 | - | |
| 3 bed House | 0.0 | @ | 319,200 | - | |
| 4 bed House | 0.0 | @ | 380,000 | - | |
| 5 bed House | 0.0 | @ | 456,000 | - | |
| 1 bed Flat | 0.0 | @ | 178,752 | - | |
| 2 bed Flat | 0.0 | @ | 217,360 | - | |
| | 0.0 | | | | |
| Sub-total GDV Residential | 9 | | | | 2,421,752 |
| AH on-site cost analysis: | | | | EMV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) | |
| Grant | 9 | @ | 0 | | |
| Total GDV | | | | | 2,421,752 |

| DEVELOPMENT COSTS | | | | | |
|---|-------------------------|-----------------------|-----------------------------------|-----------------|----------|
| Initial Payments - | | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | | (10,000) |
| Statutory Planning Fees (Residential) | | | | | (4,158) |
| CIL | | 671 sqm (Market only) | 93.02 £ psm | | (62,385) |
| CIL analysis: | | 2.58% % of GDV | 6,932 £ 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 | 9 units @ | 2,500 per unit | | (22,500) |
| S106 analysis: | 225,000 £ per ha | 0.93% % of GDV | 2,500 £ per unit (total ur | (22,500) | |
| AH Commuted Sum | | 671 sqm (total) | 0 £ psm | | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | | |

Scheme Ref: **AE**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: **Apartment Scheme**

| | | | | | |
|--|------------|-----------------|-----------|---|--------------------|
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 0.25 acres @ | | 50,000 £ per acre (if brownfield) | (12,355) |
| 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 | 9 units @ | | 0 per unit | - |
| Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | | 0 £ per unit (total ur | - |
| 1 bed House | - | sqm @ | | 1,308 psm | - |
| 2 bed House | - | sqm @ | | 1,308 psm | - |
| 3 bed House | - | sqm @ | | 1,308 psm | - |
| 4 bed House | - | sqm @ | | 1,308 psm | - |
| 5 bed House | - | sqm @ | | 1,308 psm | - |
| 1 bed Flat | 176 | sqm @ | | 1,439 psm | (253,687) |
| 2 bed Flat | 671 | 494 sqm @ | | 1,439 psm | (711,391) |
| External works | | 965,078 @ | | 15.0% 16,085 £per unit | (144,762) |
| 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 | - units @ | 0% @ | 521 £ per unit | - |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | 9 units @ | | 10 £ per unit | (90) |
| Contingency | | 1,122,285 @ | | 3.0% | (33,669) |
| Professional Fees | | 1,122,285 @ | | 6.5% | (72,949) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 2,421,752 OMS @ | | 1.00% 2,691 £ per unit | (24,218) |
| Residential Sales Legal Costs | | 2,421,752 OMS @ | | 0.50% 1,345 £ per unit | (12,109) |
| Marketing and Promotion | | 2,421,752 OMS @ | | 3.00% 8,073 £ per unit 12,109 £ per unit | (72,653) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | (27,144) |
| Developers Profit - | | | | | |
| Margin on AH | | 0 | | 6.00% on AH values | - |
| Profit on OMS | | 2,421,752 | | 20.00% | (484,350) |
| Profit analysis: | | 1,464,067 | | 33.08% on costs | (484,350) |
| | | 2,421,752 | | 20.00% blended | (484,350) |
| TOTAL COSTS | | | | | (1,948,418) |

| | | | | | |
|----------------------------------|-------------------|--------------------|--|----------------------|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 473,335 |
| SDLT | | 473,335 @ | | (slabbed) | (13,167) |
| Acquisition Agent fees | | 473,335 @ | | 1.0% | (4,733) |
| Acquisition Legal fees | | 473,335 @ | | 0.5% | (2,367) |
| Interest on Land | | 473,335 @ | | 6.25% | (29,583) |
| Residual Land Value | | | | | 423,485 |
| RLV analysis: | 47,054 £ per plot | 4,234,846 £ per ha | | 1,713,819 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 90.0 dph | | | |
| Site Area (Net) | | 0.10 ha | | 0.25 acres | |
| Density analysis: | | 6.707 sqm/ha | | 29,215 sqft/ac | |
| Benchmark Land Value (Net) | 23,063 £ per plot | 2,075,640 £ per ha | | 840,000 £ per acre | 207,564 |

| | | | | | |
|-------------------|--|--------------------|--|--------------------|----------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 2,159,206 £ per ha | | 873,819 £ per acre | 215,921 |

Scheme Ref: **AE**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: **Apartment Scheme**

SENSITIVITY ANALYSIS

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

TABLE 1

| | | Affordable Housing - % on site 0% | | | | | | | |
|---------------------|---------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% | |
| CIL £psm 93.02 | 215,921 | 70 | 134,619 | 110,697 | 86,776 | 62,854 | 38,932 | 15,010 | (8,912) |
| | | 90 | 124,620 | 101,324 | 78,027 | 54,730 | 31,433 | 8,136 | (15,161) |
| | | 110 | 114,622 | 91,950 | 69,278 | 46,606 | 23,934 | 1,262 | (21,410) |
| | | 130 | 104,623 | 82,576 | 60,529 | 38,482 | 16,435 | (5,612) | (27,659) |
| | | 150 | 94,624 | 73,202 | 51,780 | 30,358 | 8,936 | (12,486) | (33,913) |
| | | 170 | 84,625 | 63,828 | 43,031 | 22,234 | 1,427 | (19,383) | (40,194) |
| | | 190 | 74,622 | 54,439 | 34,256 | 14,073 | (6,110) | (26,292) | (46,475) |
| | | 210 | 64,572 | 45,018 | 25,463 | 5,908 | (13,647) | (33,201) | (52,756) |
| | | 230 | 54,523 | 35,596 | 16,670 | (2,257) | (21,184) | (40,110) | (59,037) |
| | | 250 | 44,473 | 26,175 | 7,876 | (10,422) | (28,721) | (47,019) | (65,318) |
| | | 270 | 34,424 | 16,754 | (917) | (18,587) | (36,258) | (53,928) | (71,599) |
| | | 290 | 24,375 | 7,332 | (9,710) | (26,753) | (43,795) | (60,837) | (77,880) |
| | | 310 | 14,325 | (2,089) | (18,503) | (34,918) | (51,332) | (67,746) | (84,161) |
| | | 330 | 4,276 | (11,510) | (27,297) | (43,083) | (58,869) | (74,655) | (90,441) |
| | | 350 | (5,774) | (20,932) | (36,090) | (51,248) | (66,406) | (81,564) | (96,722) |
| | | 370 | (15,823) | (30,353) | (44,883) | (59,413) | (73,943) | (88,473) | (103,003) |
| | | 390 | (25,872) | (39,774) | (53,676) | (67,578) | (81,480) | (95,382) | (109,284) |
| | | 410 | (35,922) | (49,196) | (62,470) | (75,743) | (89,017) | (102,297) | (115,586) |
| | | 430 | (45,971) | (58,617) | (71,266) | (83,924) | (96,582) | (109,241) | (121,899) |
| | | 450 | (56,051) | (68,077) | (80,104) | (92,131) | (104,158) | (116,184) | (128,211) |
| | 470 | (66,151) | (77,546) | (88,942) | (100,337) | (111,733) | (123,128) | (134,524) | |
| | 490 | (76,251) | (87,015) | (97,780) | (108,544) | (119,308) | (130,072) | (140,837) | |
| | 510 | (86,351) | (96,484) | (106,617) | (116,750) | (126,883) | (137,016) | (147,149) | |
| | 530 | (96,452) | (105,954) | (115,455) | (124,957) | (134,459) | (143,960) | (153,462) | |
| | 550 | (106,552) | (115,423) | (124,293) | (133,163) | (142,034) | (150,904) | (159,775) | |
| | 570 | (116,652) | (124,892) | (133,131) | (141,370) | (149,609) | (157,848) | (166,087) | |

TABLE 2

| | | Site Specific S106 100% (where 110% is a 10% increase etc.) | | | | | | | |
|---------------------|---------|---|----------|----------|----------|----------|----------|----------|----------|
| Balance (RLV - BLV) | | 100% | 110% | 120% | 130% | 140% | 150% | 160% | |
| CIL £psm 93.02 | 215,921 | 70 | 230,306 | 228,330 | 226,354 | 224,378 | 222,402 | 220,426 | 218,450 |
| | | 90 | 217,808 | 215,832 | 213,856 | 211,880 | 209,904 | 207,928 | 205,952 |
| | | 110 | 205,309 | 203,333 | 201,357 | 199,381 | 197,405 | 195,429 | 193,453 |
| | | 130 | 192,811 | 190,835 | 188,859 | 186,883 | 184,907 | 182,931 | 180,955 |
| | | 150 | 180,312 | 178,336 | 176,360 | 174,384 | 172,408 | 170,432 | 168,456 |
| | | 170 | 167,814 | 165,838 | 163,862 | 161,886 | 159,910 | 157,934 | 155,958 |
| | | 190 | 155,316 | 153,339 | 151,363 | 149,387 | 147,411 | 145,435 | 143,459 |
| | | 210 | 142,791 | 140,814 | 138,836 | 136,859 | 134,881 | 132,903 | 130,926 |
| | | 230 | 130,229 | 128,252 | 126,274 | 124,297 | 122,319 | 120,342 | 118,364 |
| | | 250 | 117,668 | 115,690 | 113,713 | 111,735 | 109,757 | 107,780 | 105,802 |
| | | 270 | 105,106 | 103,128 | 101,151 | 99,173 | 97,196 | 95,218 | 93,240 |
| | | 290 | 92,544 | 90,567 | 88,589 | 86,611 | 84,634 | 82,656 | 80,679 |
| | | 310 | 79,982 | 78,005 | 76,027 | 74,050 | 72,072 | 70,094 | 68,117 |
| | | 330 | 67,421 | 65,443 | 63,465 | 61,488 | 59,510 | 57,533 | 55,555 |
| | | 350 | 54,859 | 52,881 | 50,904 | 48,926 | 46,948 | 44,971 | 42,993 |
| | | 370 | 42,297 | 40,319 | 38,342 | 36,364 | 34,387 | 32,409 | 30,432 |
| | | 390 | 29,735 | 27,758 | 25,780 | 23,803 | 21,825 | 19,847 | 17,870 |
| | | 410 | 17,173 | 15,196 | 13,218 | 11,241 | 9,263 | 7,286 | 5,308 |
| | | 430 | 4,612 | 2,634 | 657 | (1,321) | (3,299) | (5,276) | (7,254) |
| | | 450 | (7,950) | (9,928) | (11,905) | (13,883) | (15,860) | (17,839) | (19,819) |
| | 470 | (20,569) | (22,548) | (24,527) | (26,506) | (28,486) | (30,465) | (32,444) | |
| | 490 | (33,194) | (35,173) | (37,153) | (39,132) | (41,111) | (43,090) | (45,069) | |
| | 510 | (45,820) | (47,799) | (49,778) | (51,757) | (53,736) | (55,716) | (57,695) | |
| | 530 | (58,445) | (60,424) | (62,403) | (64,383) | (66,362) | (68,341) | (70,320) | |
| | 550 | (71,070) | (73,050) | (75,029) | (77,008) | (78,987) | (80,966) | (82,946) | |
| | 570 | (83,696) | (85,675) | (87,654) | (89,633) | (91,613) | (93,592) | (95,571) | |

Scheme Ref: **AE**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: **Apartment Scheme**

TABLE 3

| Balance (RLV - BLV) | 215,921 | Infrastructure Costs 100% (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|---------|---|----------|----------|----------|----------|----------|----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| 70 | 230,306 | 230,306 | 230,306 | 230,306 | 230,306 | 230,306 | 230,306 | 230,306 |
| 90 | 217,808 | 217,808 | 217,808 | 217,808 | 217,808 | 217,808 | 217,808 | 217,808 |
| 110 | 205,309 | 205,309 | 205,309 | 205,309 | 205,309 | 205,309 | 205,309 | 205,309 |
| 130 | 192,811 | 192,811 | 192,811 | 192,811 | 192,811 | 192,811 | 192,811 | 192,811 |
| 150 | 180,312 | 180,312 | 180,312 | 180,312 | 180,312 | 180,312 | 180,312 | 180,312 |
| CIL £psm | 167,814 | 167,814 | 167,814 | 167,814 | 167,814 | 167,814 | 167,814 | 167,814 |
| 93.02 | 190 | 155,316 | 155,316 | 155,316 | 155,316 | 155,316 | 155,316 | 155,316 |
| | 210 | 142,791 | 142,791 | 142,791 | 142,791 | 142,791 | 142,791 | 142,791 |
| | 230 | 130,229 | 130,229 | 130,229 | 130,229 | 130,229 | 130,229 | 130,229 |
| | 250 | 117,668 | 117,668 | 117,668 | 117,668 | 117,668 | 117,668 | 117,668 |
| | 270 | 105,106 | 105,106 | 105,106 | 105,106 | 105,106 | 105,106 | 105,106 |
| | 290 | 92,544 | 92,544 | 92,544 | 92,544 | 92,544 | 92,544 | 92,544 |
| | 310 | 79,982 | 79,982 | 79,982 | 79,982 | 79,982 | 79,982 | 79,982 |
| | 330 | 67,421 | 67,421 | 67,421 | 67,421 | 67,421 | 67,421 | 67,421 |
| | 350 | 54,859 | 54,859 | 54,859 | 54,859 | 54,859 | 54,859 | 54,859 |
| | 370 | 42,297 | 42,297 | 42,297 | 42,297 | 42,297 | 42,297 | 42,297 |
| | 390 | 29,735 | 29,735 | 29,735 | 29,735 | 29,735 | 29,735 | 29,735 |
| | 410 | 17,173 | 17,173 | 17,173 | 17,173 | 17,173 | 17,173 | 17,173 |
| | 430 | 4,612 | 4,612 | 4,612 | 4,612 | 4,612 | 4,612 | 4,612 |
| | 450 | (7,950) | (7,950) | (7,950) | (7,950) | (7,950) | (7,950) | (7,950) |
| | 470 | (20,569) | (20,569) | (20,569) | (20,569) | (20,569) | (20,569) | (20,569) |
| | 490 | (33,194) | (33,194) | (33,194) | (33,194) | (33,194) | (33,194) | (33,194) |
| | 510 | (45,820) | (45,820) | (45,820) | (45,820) | (45,820) | (45,820) | (45,820) |
| | 530 | (58,445) | (58,445) | (58,445) | (58,445) | (58,445) | (58,445) | (58,445) |
| | 550 | (71,070) | (71,070) | (71,070) | (71,070) | (71,070) | (71,070) | (71,070) |
| | 570 | (83,696) | (83,696) | (83,696) | (83,696) | (83,696) | (83,696) | (83,696) |

TABLE 4

| Balance (RLV - BLV) | 215,921 | Profit 20% | | | | | | |
|---------------------|---------|------------|---------|----------|----------|----------|----------|-----------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| 70 | 335,955 | 314,826 | 293,696 | 272,566 | 251,436 | 230,306 | 209,177 | |
| 90 | 323,457 | 302,327 | 281,197 | 260,067 | 238,938 | 217,808 | 196,678 | |
| 110 | 310,958 | 289,829 | 268,699 | 247,569 | 226,439 | 205,309 | 184,180 | |
| 130 | 298,460 | 277,330 | 256,200 | 235,071 | 213,941 | 192,811 | 171,681 | |
| 150 | 285,961 | 264,832 | 243,702 | 222,572 | 201,442 | 180,312 | 159,183 | |
| CIL £psm | 170 | 273,463 | 252,333 | 231,203 | 210,074 | 188,944 | 167,814 | 146,684 |
| 93.02 | 190 | 260,964 | 239,835 | 218,705 | 197,575 | 176,445 | 155,316 | 134,186 |
| | 210 | 248,440 | 227,310 | 206,181 | 185,051 | 163,921 | 142,791 | 121,661 |
| | 230 | 235,878 | 214,749 | 193,619 | 172,489 | 151,359 | 130,229 | 109,100 |
| | 250 | 223,317 | 202,187 | 181,057 | 159,927 | 138,798 | 117,668 | 96,538 |
| | 270 | 210,755 | 189,625 | 168,495 | 147,366 | 126,236 | 105,106 | 83,976 |
| | 290 | 198,193 | 177,063 | 155,934 | 134,804 | 113,674 | 92,544 | 71,414 |
| | 310 | 185,631 | 164,502 | 143,372 | 122,242 | 101,112 | 79,982 | 58,853 |
| | 330 | 173,070 | 151,940 | 130,810 | 109,680 | 88,550 | 67,421 | 46,291 |
| | 350 | 160,508 | 139,378 | 118,248 | 97,118 | 75,989 | 54,859 | 33,729 |
| | 370 | 147,946 | 126,816 | 105,686 | 84,557 | 63,427 | 42,297 | 21,167 |
| | 390 | 135,384 | 114,254 | 93,125 | 71,995 | 50,865 | 29,735 | 8,605 |
| | 410 | 122,822 | 101,693 | 80,563 | 59,433 | 38,303 | 17,173 | (3,956) |
| | 430 | 110,261 | 89,131 | 68,001 | 46,871 | 25,741 | 4,612 | (16,518) |
| | 450 | 97,699 | 76,569 | 55,439 | 34,310 | 13,180 | (7,950) | (29,080) |
| | 470 | 85,080 | 63,950 | 42,821 | 21,691 | 561 | (20,569) | (41,699) |
| | 490 | 72,455 | 51,325 | 30,195 | 9,065 | (12,064) | (33,194) | (54,324) |
| | 510 | 59,829 | 38,700 | 17,570 | (3,560) | (24,690) | (45,820) | (66,949) |
| | 530 | 47,204 | 26,074 | 4,944 | (16,185) | (37,315) | (58,445) | (79,575) |
| | 550 | 34,579 | 13,449 | (7,681) | (28,811) | (49,941) | (71,070) | (92,200) |
| | 570 | 21,953 | 823 | (20,306) | (41,436) | (62,566) | (83,696) | (104,826) |



Scheme Ref: **AE**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: **Apartment Scheme**

TABLE 5

| | | BLV (per acre) 840,000 | | | | | | | |
|---------------------|-----|------------------------|---------|---------|---------|----------|----------|----------|----------|
| Balance (RLV - BLV) | | 215,921 | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| | 70 | | 363,740 | 339,030 | 314,320 | 289,610 | 264,900 | 240,190 | 215,480 |
| | 90 | | 351,242 | 326,532 | 301,822 | 277,112 | 252,402 | 227,692 | 202,982 |
| | 110 | | 338,743 | 314,033 | 289,323 | 264,613 | 239,903 | 215,193 | 190,483 |
| | 130 | | 326,245 | 301,535 | 276,825 | 252,115 | 227,405 | 202,695 | 177,985 |
| | 150 | | 313,746 | 289,036 | 264,326 | 239,616 | 214,906 | 190,196 | 165,486 |
| | 170 | | 301,248 | 276,538 | 251,828 | 227,118 | 202,408 | 177,698 | 152,988 |
| | 190 | | 288,750 | 264,040 | 239,330 | 214,620 | 189,910 | 165,200 | 140,490 |
| | 210 | | 276,252 | 251,542 | 226,832 | 202,092 | 177,382 | 152,672 | 127,965 |
| | 230 | | 263,754 | 239,044 | 214,344 | 189,534 | 164,824 | 140,114 | 115,403 |
| | 250 | | 251,256 | 226,546 | 201,846 | 176,976 | 152,266 | 127,556 | 102,842 |
| | 270 | | 238,758 | 214,048 | 189,348 | 164,418 | 139,708 | 114,998 | 90,280 |
| | 290 | | 226,260 | 201,550 | 176,850 | 151,858 | 127,138 | 102,428 | 77,718 |
| | 310 | | 213,762 | 189,052 | 164,352 | 139,298 | 114,578 | 89,868 | 65,156 |
| | 330 | | 201,264 | 176,554 | 151,854 | 126,798 | 102,018 | 77,308 | 52,595 |
| | 350 | | 188,766 | 164,056 | 139,356 | 114,298 | 89,458 | 64,748 | 40,033 |
| | 370 | | 176,268 | 151,558 | 126,858 | 101,798 | 76,898 | 52,188 | 27,471 |
| | 390 | | 163,770 | 139,060 | 114,360 | 89,298 | 64,328 | 39,618 | 14,909 |
| | 410 | | 151,272 | 126,562 | 101,862 | 76,798 | 51,768 | 27,058 | 2,347 |
| | 430 | | 138,774 | 114,064 | 89,364 | 63,298 | 39,208 | 14,498 | (10,214) |
| | 450 | | 126,276 | 101,566 | 76,866 | 51,798 | 26,648 | 1,938 | (22,776) |
| | 470 | | 113,778 | 89,068 | 64,368 | 38,298 | 14,028 | (10,685) | (35,395) |
| | 490 | | 101,280 | 76,570 | 51,870 | 26,798 | 1,400 | (23,310) | (48,020) |
| | 510 | | 88,782 | 64,072 | 39,372 | 13,298 | (11,226) | (35,936) | (60,646) |
| | 530 | | 76,284 | 51,574 | 26,874 | 1,798 | (23,851) | (48,561) | (73,271) |
| | 550 | | 63,786 | 39,076 | 14,376 | (9,624) | (36,476) | (61,186) | (85,896) |
| | 570 | | 51,288 | 26,578 | 2,878 | (24,392) | (49,102) | (73,812) | (98,522) |

TABLE 6

| | | Density (dph) 90 | | | | | | | |
|---------------------|-----|------------------|-----------|-----------|-----------|-----------|-----------|-----------|----------|
| Balance (RLV - BLV) | | 215,921 | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| | 70 | | (210,143) | (44,974) | 54,127 | 120,194 | 167,385 | 202,778 | 230,306 |
| | 90 | | (222,641) | (57,473) | 41,628 | 107,696 | 154,887 | 190,280 | 217,808 |
| | 110 | | (235,140) | (69,971) | 29,130 | 95,197 | 142,388 | 177,781 | 205,309 |
| | 130 | | (247,638) | (82,470) | 16,631 | 82,699 | 129,890 | 165,283 | 192,811 |
| | 150 | | (260,137) | (94,968) | 4,133 | 70,200 | 117,391 | 152,784 | 180,312 |
| | 170 | | (272,636) | (107,467) | (8,366) | 57,702 | 104,893 | 140,286 | 167,814 |
| | 190 | | (285,135) | (120,008) | (20,878) | 45,203 | 92,394 | 127,787 | 155,316 |
| | 210 | | (297,634) | (132,507) | (33,440) | 32,647 | 79,852 | 115,255 | 142,791 |
| | 230 | | (310,133) | (145,006) | (46,001) | 20,085 | 67,290 | 102,693 | 130,229 |
| | 250 | | (322,632) | (157,505) | (58,563) | 7,523 | 54,728 | 90,132 | 117,668 |
| | 270 | | (335,131) | (170,004) | (71,125) | (5,038) | 42,166 | 77,570 | 105,106 |
| | 290 | | (348,030) | (182,503) | (83,687) | (17,600) | 29,605 | 65,008 | 92,544 |
| | 310 | | (360,929) | (195,002) | (96,249) | (30,162) | 17,043 | 52,446 | 79,982 |
| | 330 | | (373,828) | (207,501) | (108,811) | (42,724) | 4,481 | 39,885 | 67,421 |
| | 350 | | (385,727) | (220,000) | (121,372) | (55,285) | (8,081) | 27,323 | 54,859 |
| | 370 | | (398,626) | (232,499) | (133,934) | (67,847) | (20,643) | 14,761 | 42,297 |
| | 390 | | (410,525) | (245,000) | (146,496) | (80,409) | (33,204) | 2,199 | 29,735 |
| | 410 | | (423,424) | (257,500) | (159,057) | (92,971) | (45,766) | (10,363) | 17,173 |
| | 430 | | (436,323) | (270,000) | (171,619) | (105,533) | (58,328) | (22,924) | 4,612 |
| | 450 | | (448,222) | (282,500) | (184,181) | (118,100) | (70,901) | (35,487) | (7,950) |
| | 470 | | (461,121) | (295,000) | (196,743) | (130,662) | (83,463) | (48,113) | (20,569) |
| | 490 | | (473,020) | (307,500) | (209,305) | (143,224) | (96,025) | (60,675) | (33,194) |
| | 510 | | (485,919) | (320,000) | (221,867) | (155,786) | (108,587) | (73,237) | (45,820) |
| | 530 | | (498,818) | (332,500) | (234,429) | (168,348) | (121,149) | (85,799) | (58,445) |
| | 550 | | (511,717) | (345,000) | (247,000) | (181,000) | (133,711) | (98,361) | (71,070) |
| | 570 | | (524,616) | (357,500) | (259,562) | (193,562) | (146,273) | (111,000) | (83,696) |



Scheme Ref: **AE**
 No Units: **9** Location / Value Zone: **Higher** Development Scenario: **Brownfield**
 Notes: **Apartment Scheme**

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) | 215,921 | | | | | | | |
| | 70 | 339,989 | 285,236 | 230,306 | 175,377 | 120,308 | 65,101 | 9,893 |
| | 90 | 327,553 | 272,737 | 217,808 | 162,878 | 107,747 | 52,539 | (2,669) |
| | 110 | 315,118 | 260,239 | 205,309 | 150,380 | 95,185 | 39,977 | (15,261) |
| | 130 | 302,670 | 247,740 | 192,811 | 137,831 | 82,623 | 27,415 | (27,886) |
| | 150 | 290,171 | 235,242 | 180,312 | 125,269 | 70,061 | 14,854 | (40,511) |
| CIL £psm | 170 | 277,673 | 222,743 | 167,814 | 112,707 | 57,499 | 2,292 | (53,137) |
| | 93.02 | 190 | 265,174 | 210,245 | 155,316 | 100,145 | 44,938 | (10,275) |
| | 210 | 252,676 | 197,746 | 142,791 | 87,584 | 32,376 | (22,900) | (78,388) |
| | 230 | 240,177 | 185,248 | 130,229 | 75,022 | 19,814 | (35,526) | (91,013) |
| | 250 | 227,679 | 172,750 | 117,668 | 62,460 | 7,252 | (48,151) | (103,638) |
| | 270 | 215,181 | 160,251 | 105,106 | 49,898 | (5,309) | (60,777) | (116,264) |
| | 290 | 202,682 | 147,752 | 92,544 | 37,336 | (17,915) | (73,402) | (128,889) |
| | 310 | 190,184 | 135,190 | 79,982 | 24,775 | (30,540) | (86,027) | (141,515) |
| | 330 | 177,685 | 122,628 | 67,421 | 12,213 | (43,166) | (98,653) | (154,140) |
| | 350 | 165,187 | 110,066 | 54,859 | (349) | (55,791) | (111,278) | (166,767) |
| | 370 | 152,688 | 97,505 | 42,297 | (12,929) | (68,416) | (123,904) | (179,456) |
| | 390 | 140,151 | 84,943 | 29,735 | (25,554) | (81,042) | (136,529) | (192,146) |
| | 410 | 127,589 | 72,381 | 17,173 | (38,180) | (93,667) | (149,154) | (205,971) |
| | 430 | 115,027 | 59,819 | 4,612 | (50,805) | (106,293) | (161,780) | (220,514) |
| | 450 | 102,465 | 47,258 | (7,950) | (63,431) | (118,918) | (174,445) | (235,058) |
| | 470 | 89,903 | 34,696 | (20,569) | (76,056) | (131,543) | (187,135) | (249,602) |
| | 490 | 77,342 | 22,134 | (33,194) | (88,681) | (144,169) | (200,228) | (264,145) |
| | 510 | 64,780 | 9,572 | (45,820) | (101,307) | (156,794) | (214,771) | (278,689) |
| | 530 | 52,218 | (2,990) | (58,445) | (113,932) | (169,435) | (229,315) | (293,233) |
| | 550 | 39,656 | (15,583) | (71,070) | (126,558) | (182,124) | (243,859) | (307,776) |
| | 570 | 27,095 | (28,208) | (83,696) | (139,183) | (194,813) | (258,402) | (322,320) |

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) | 215,921 | | | | | | | |
| | 70 | 68,476 | 149,500 | 230,306 | 311,113 | 391,743 | 472,273 | 552,803 |
| | 90 | 55,914 | 137,001 | 217,808 | 298,614 | 379,308 | 459,838 | 540,368 |
| | 110 | 43,352 | 124,476 | 205,309 | 286,116 | 366,872 | 447,402 | 527,932 |
| | 130 | 30,790 | 111,914 | 192,811 | 273,617 | 354,424 | 434,967 | 515,497 |
| | 150 | 18,228 | 99,353 | 180,312 | 261,119 | 341,925 | 422,531 | 503,061 |
| CIL £psm | 170 | 5,667 | 86,791 | 167,814 | 248,620 | 329,427 | 410,096 | 490,626 |
| | 93.02 | 190 | (6,895) | 74,229 | 155,316 | 236,122 | 316,928 | 397,660 |
| | 210 | (19,457) | 61,667 | 142,791 | 223,623 | 304,430 | 385,225 | 465,755 |
| | 230 | (32,030) | 49,105 | 130,229 | 211,125 | 291,931 | 372,738 | 453,319 |
| | 250 | (44,656) | 36,544 | 117,668 | 198,627 | 279,433 | 360,239 | 440,884 |
| | 270 | (57,281) | 23,982 | 105,106 | 186,128 | 266,934 | 347,741 | 428,448 |
| | 290 | (69,907) | 11,420 | 92,544 | 173,630 | 254,436 | 335,242 | 416,013 |
| | 310 | (82,532) | (1,142) | 79,982 | 161,106 | 241,937 | 322,744 | 403,550 |
| | 330 | (95,157) | (13,703) | 67,421 | 148,545 | 229,439 | 310,245 | 391,052 |
| | 350 | (107,783) | (26,300) | 54,859 | 135,983 | 216,941 | 297,747 | 378,553 |
| | 370 | (120,408) | (38,925) | 42,297 | 123,421 | 204,442 | 285,248 | 366,055 |
| | 390 | (133,034) | (51,550) | 29,735 | 110,859 | 191,944 | 272,750 | 353,556 |
| | 410 | (145,659) | (64,176) | 17,173 | 98,298 | 179,422 | 260,252 | 341,058 |
| | 430 | (158,284) | (76,801) | 4,612 | 85,736 | 166,860 | 247,753 | 328,559 |
| | 450 | (170,910) | (89,427) | (7,950) | 73,174 | 154,298 | 235,255 | 316,061 |
| | 470 | (183,536) | (102,052) | (20,569) | 60,612 | 141,736 | 222,756 | 303,563 |
| | 490 | (196,161) | (114,677) | (33,194) | 48,050 | 129,175 | 210,258 | 291,064 |
| | 510 | (210,787) | (127,303) | (45,820) | 35,489 | 116,613 | 197,737 | 278,566 |
| | 530 | (225,412) | (139,928) | (58,445) | 22,927 | 104,051 | 185,175 | 266,067 |
| | 550 | (239,037) | (152,554) | (71,070) | 10,365 | 91,489 | 172,613 | 253,569 |
| | 570 | (252,662) | (165,179) | (83,696) | (2,213) | 78,927 | 160,052 | 241,070 |

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: AE
No Units: 9 **Location / Value Zone:** Higher **Development Scenario:** Brownfield
Notes: Apartment Scheme

[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: | AE |
| No Units: | 9 |
| Location / Value Zone: | Higher |
| Development Scenario: | Brownfield |
| Notes: | Apartment Scheme |
| Total GDV (£) | 2,421,752 |
| 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) | 6,931.63 |
| CIL (£) | 62,385 |
| Site Specific S106 (£ per unit) | 2,500 |
| Site Specific S106 (£) | 22,500 |
| Sub-total CIL+S106 (£ per unit) | 9,432 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 9,432 |
| Total Developers Profit (£) | 484,350 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 20.00% |
| Developers Profit (% on costs) | 33.08% |
| RLV (£) | 423,485 |
| RLV (£/acre) | 1,713,819 |
| RLV (£/ha) | 4,234,846 |
| Balance for Plan VA: | |
| BLV (£) | 207,564 |
| BLV (£/acre) | 840,000 |
| BLV (£/ha) | 2,075,640 |
| Surplus/Deficit | 215,921 |
| Surplus/Deficit (£/acre) | 873,819 |
| Surplus/Deficit (£/ha) | 2,159,206 |
| 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: **AF**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **RES site 100% AH**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|------------------------------|--|----------------------|
| Total number of units in scheme | | | 9 Units | | | |
| AH Policy requirement (% Target) | | | 100% | | | |
| AH tenure split % | | | Affordable Rent: | 75.0% | 75.0% % Rented | |
| | | | Social Rent: | 0.0% | | |
| | | | Intermediate (LCHO/Sub-Market/Starter etc.): | 25.0% | 25.0% % of total (>10% for HWP (Feb 2017)) | |
| Open Market Sale (OMS) housing | | | 0% | | | |
| CIL Rate (£ psm) | | | 100% | | | |
| | | | 0.00 £ psm | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | 0.0% | 0.0 | 40.0% | 3.6 | 40% | 3.6 |
| 3 bed House | 0.0% | 0.0 | 50.0% | 4.5 | 50% | 4.5 |
| 4 bed House | 0.0% | 0.0 | 10.0% | 0.9 | 10% | 0.9 |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 1 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| Total number of units | 0.0% | 0.0 | 100.0% | 9.0 | 100% | 9.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA | Total GIA (all units) | | |
| | | | (sqm) (sqft) | (sqm) | (sqft) | |
| 1 bed House | 0 | 0 | 0 0 | 0 | 0 | |
| 2 bed House | 0 | 0 | 284 3,061 | 284 | 3,061 | |
| 3 bed House | 0 | 0 | 450 4,844 | 450 | 4,844 | |
| 4 bed House | 0 | 0 | 104 1,114 | 104 | 1,114 | |
| 5 bed House | 0 | 0 | 0 0 | 0 | 0 | |
| 1 bed Flat | 0 | 0 | 0 0 | 0 | 0 | |
| 2 bed Flat | 0 | 0 | 0 0 | 0 | 0 | |
| | 0 | 0 | 838 9,019 | 838 | 9,019 | |
| AH % by floor area: | | | 100.00% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 240,000 | 3,871 | 360 | 0 | | |
| 2 bed House | 300,000 | 3,797 | 353 | 1,080,000 | | |
| 3 bed House | 365,000 | 3,650 | 339 | 1,642,500 | | |
| 4 bed House | 400,000 | 3,478 | 323 | 360,000 | | |
| 5 bed House | 525,000 | 3,182 | 296 | 0 | | |
| 1 bed Flat | 200,000 | 4,000 | 372 | 0 | | |
| 2 bed Flat | 255,000 | 3,643 | 338 | 0 | | |
| | | | | 3,082,500 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% |

Scheme Ref: **AF**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **RES site 100% AH**

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|---|--|----------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 240,000 | - |
| 2 bed House | 0.0 | @ | 300,000 | - |
| 3 bed House | 0.0 | @ | 365,000 | - |
| 4 bed House | 0.0 | @ | 400,000 | - |
| 5 bed House | 0.0 | @ | 525,000 | - |
| 1 bed Flat | 0.0 | @ | 200,000 | - |
| 2 bed Flat | 0.0 | @ | 255,000 | - |
| | 0.0 | | | - |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 144,000 | - |
| 2 bed House | 2.7 | @ | 180,000 | 486,000 |
| 3 bed House | 3.4 | @ | 219,000 | 739,125 |
| 4 bed House | 0.7 | @ | 240,000 | 162,000 |
| 5 bed House | 0.0 | @ | 315,000 | - |
| 1 bed Flat | 0.0 | @ | 120,000 | - |
| 2 bed Flat | 0.0 | @ | 153,000 | - |
| | 6.8 | | | 1,387,125 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 105,600 | - |
| 2 bed House | 0.0 | @ | 132,000 | - |
| 3 bed House | 0.0 | @ | 160,600 | - |
| 4 bed House | 0.0 | @ | 176,000 | - |
| 5 bed House | 0.0 | @ | 231,000 | - |
| 1 bed Flat | 0.0 | @ | 88,000 | - |
| 2 bed Flat | 0.0 | @ | 112,200 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 182,400 | - |
| 2 bed House | 0.9 | @ | 228,000 | 205,200 |
| 3 bed House | 1.1 | @ | 277,400 | 312,075 |
| 4 bed House | 0.2 | @ | 304,000 | 68,400 |
| 5 bed House | 0.0 | @ | 399,000 | - |
| 1 bed Flat | 0.0 | @ | 152,000 | - |
| 2 bed Flat | 0.0 | @ | 193,800 | - |
| | 2.3 | | | 585,675 |
| Sub-total GDV Residential | 9 | | | 1,972,800 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 1,109,700 |
| | | | 1,324 £ psm (total GIA sqm) | 123,300 £ per unit (total units) |
| Grant | 9 | @ | 0 | - |
| Total GDV | | | | 1,972,800 |

| DEVELOPMENT COSTS | | | | |
|---|-----------------|---------------------|-----------------------------|----------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (10,000) |
| Statutory Planning Fees (Residential) | | | | (4,158) |
| CIL | | 0 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 | 9 units @ | 2,500 per unit | (22,500) |
| S106 analysis: | 75,000 £ per ha | 1.14% % of GDV | 2,500 £ per unit (total ur) | (22,500) |
| AH Commuted Sum | | 838 sqm (total) | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

Scheme Ref: **AF**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **RES site 100% AH**

| | | | | | |
|--|------------|----------------|-----------|------------------------------|--------------------|
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 0.74 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 | | 9 units @ | 0 per unit | - |
| Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | | 0 £ per unit (total ur | - |
| 1 bed House | - | sqm @ | | 1,308 psm | - |
| 2 bed House | 284 | sqm @ | | 1,308 psm | (371,995) |
| 3 bed House | 450 | sqm @ | | 1,308 psm | (588,600) |
| 4 bed House | 104 | sqm @ | | 1,308 psm | (135,378) |
| 5 bed House | - | sqm @ | | 1,308 psm | - |
| 1 bed Flat | - | sqm @ | | 1,439 psm | - |
| 2 bed Flat | 838 | sqm @ | | 1,439 psm | - |
| External works | | 1,095,973 @ | | 15.0% 18,266 £per unit | (164,396) |
| M4(2) Category 2 Housing | Aff units | 9 units @ | 100% @ | 521 £ per unit | (4,689) |
| M4(3) Category 3 Housing | Aff units | 9 units @ | 0% @ | 10,111 £ per unit | - |
| M4(2) Category 2 Housing | Mrkt units | - units @ | 0% @ | 521 £ per unit | - |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | 9 units @ | | 10 £ per unit | (90) |
| Contingency | | 1,265,148 @ | | 3.0% | (37,954) |
| Professional Fees | | 1,265,148 @ | | 6.5% | (82,235) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | - | OMS @ | | 1.00% 0 £ per unit | - |
| Residential Sales Legal Costs | - | OMS @ | | 0.50% 0 £ per unit | - |
| Marketing and Promotion | - | OMS @ | | 3.00% 0 £ per unit | - |
| Interest (on Development Costs) - | | 6.25% APR | | 0.506% pcm | (3,433) |
| Developers Profit - | | | | | |
| Margin on AH | | 1,972,800 | | 6.00% on AH values | (118,368) |
| Profit on OMS | | 0 | | 20.00% | - |
| Profit analysis: | | 1,425,429 | | 8.30% on costs | (118,368) |
| | | 1,972,800 | | 6.00% blended | (118,368) |
| TOTAL COSTS | | | | | (1,543,797) |

| | | | | | |
|----------------------------------|-------------------|--------------------|--|--------------------|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 429,003 |
| SDLT | | 429,003 @ | | (slabbed) | (10,950) |
| Acquisition Agent fees | | 429,003 @ | | 1.0% | (4,290) |
| Acquisition Legal fees | | 429,003 @ | | 0.5% | (2,145) |
| Interest on Land | | 429,003 @ | | 6.25% | (26,813) |
| Residual Land Value | | | | | 384,805 |
| RLV analysis: | 42,756 £ per plot | 1,282,684 £ per ha | | 519,095 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|------------------|--|--------------------|---------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 0.30 ha | | 0.74 acres | |
| Density analysis: | | 2.793 sqm/ha | | 12.167 sqft/ac | |
| Benchmark Land Value (Net) | 10,000 £ per plot | 300,000 £ per ha | | 121,408 £ per acre | 90,000 |

| | | | | | |
|-------------------|--|------------------|--|--------------------|----------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 982,684 £ per ha | | 397,687 £ per acre | 294,805 |

Scheme Ref: **AF**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **RES site 100% AH**

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 100% | | | | | | |
|---------------------|----------|-------------------------------------|----------|--------|--------|--------|--------|--------|
| Balance (RLV - BLV) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| CIL £psm 0.00 | 294,805 | | | | | | | |
| | 70 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| | 90 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| | 110 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| | 130 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| | 150 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| | 170 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| | 190 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| | 210 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| | 230 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| | 250 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| | 270 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| | 290 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| | 310 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| | 330 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| | 350 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| | 370 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| | 390 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| | 410 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| | 430 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 |
| 450 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 | |
| 470 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 | |
| 490 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 | |
| 510 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 | |
| 530 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 | |
| 550 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 | |
| 570 | (31,236) | (10,853) | 9,531 | 29,915 | 50,299 | 70,681 | 91,056 | |

TABLE 2

| | | Site Specific S106 100% (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|---------|---|---------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV) | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| CIL £psm 0.00 | 294,805 | | | | | | | |
| | 70 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| | 90 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| | 110 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| | 130 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| | 150 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| | 170 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| | 190 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| | 210 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| | 230 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| | 250 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| | 270 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| | 290 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| | 310 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| | 330 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| | 350 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| | 370 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| | 390 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| | 410 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| | 430 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 |
| 450 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 | |
| 470 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 | |
| 490 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 | |
| 510 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 | |
| 530 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 | |
| 550 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 | |
| 570 | 294,805 | 292,838 | 290,870 | 288,902 | 286,934 | 284,967 | 282,999 | |



Scheme Ref: **AF**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **RES site 100% AH**

| Balance (RLV - BLV) | 294,805 | Infrastructure Costs 100% (where 110% is a 10% increase etc.) | | | | | | |
|---------------------|---------|---|---------|---------|---------|---------|---------|---------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| 70 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| 90 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| 110 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| 130 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| 150 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| CIL £psm | 170 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| 0.00 | 190 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 210 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 230 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 250 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 270 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 290 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 310 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 330 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 350 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 370 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 390 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 410 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 430 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 450 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 470 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 490 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 510 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 530 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 550 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 570 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |

| Balance (RLV - BLV) | 294,805 | Profit 20% | | | | | | |
|---------------------|---------|------------|---------|---------|---------|---------|---------|---------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| 70 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| 90 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| 110 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| 130 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| 150 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| CIL £psm | 170 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| 0.00 | 190 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 210 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 230 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 250 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 270 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 290 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 310 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 330 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 350 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 370 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 390 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 410 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 430 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 450 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 470 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 490 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 510 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 530 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 550 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 570 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |

Scheme Ref: **AF**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **RES site 100% AH**

| Balance (RLV - BLV) | 294,805 | BLV (per acre) | | | | | | |
|---------------------|---------|----------------|---------|----------|-----------|-----------|-----------|-----------|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
| CIL £psm 0.00 | 70 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 90 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 110 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 130 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 150 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 170 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 190 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 210 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 230 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 250 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 270 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 290 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 310 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 330 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 350 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 370 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 390 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 410 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 430 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| | 450 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) |
| 470 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) | |
| 490 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) | |
| 510 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) | |
| 530 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) | |
| 550 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) | |
| 570 | 162,415 | 88,285 | 14,155 | (59,975) | (134,105) | (208,235) | (282,365) | |

| Balance (RLV - BLV) | 294,805 | Density (dph) | | | | | | |
|---------------------|---------|---------------|---------|---------|---------|---------|---------|---------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| CIL £psm 0.00 | 70 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 90 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 110 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 130 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 150 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 170 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 190 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 210 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 230 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 250 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 270 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 290 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 310 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 330 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 350 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 370 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 390 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 410 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 430 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| | 450 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 |
| 470 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 | |
| 490 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 | |
| 510 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 | |
| 530 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 | |
| 550 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 | |
| 570 | 294,805 | 317,305 | 330,805 | 339,805 | 346,234 | 351,055 | 354,805 | |



Scheme Ref: **AF**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **RES site 100% AH**

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) | 294,805 | | | | | | | |
| | 70 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 90 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 110 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 130 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 150 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| CIL £psm | 170 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 0.00 | 190 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 |
| | 210 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 230 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 250 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 270 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 290 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 310 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 330 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 350 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 370 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 390 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 410 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 430 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 450 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 470 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 490 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 510 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 530 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 550 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |
| | 570 | 415,815 | 355,353 | 294,805 | 234,186 | 173,443 | 112,473 | 51,172 |

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) | 294,805 | | | | | | | |
| | 70 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 90 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 110 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 130 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 150 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| CIL £psm | 170 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 0.00 | 190 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 210 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 230 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 250 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 270 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 290 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 310 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 330 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 350 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 370 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 390 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 410 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 430 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 450 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 470 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 490 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 510 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 530 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 550 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |
| | 570 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 | 294,805 |

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: **AF**
No Units: **9** **Location / Value Zone:** **Lower** **Development Scenario:** **Greenfield**
Notes: **RES site 100% AH**

[KPIs 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 KPIs that you would like carried forward to the Summary Table]

| | |
|---|------------------|
| Scheme Ref: | AF |
| No Units: | 9 |
| Location / Value Zone: | Lower |
| Development Scenario: | Greenfield |
| Notes: | RES site 100% AH |
| Total GDV (£) | 1,972,800 |
| AH % | 100% |
| 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) | 2,500 |
| Site Specific S106 (£) | 22,500 |
| Sub-total CIL+S106 (£ per unit) | 2,500 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 2,500 |
| Total Developers Profit (£) | 118,368 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 6.00% |
| Developers Profit (% on costs) | 8.30% |
| RLV (£) | 384,805 |
| RLV (£/acre) | 519,095 |
| RLV (£/ha) | 1,282,684 |
| Balance for Plan VA: | |
| BLV (£) | 90,000 |
| BLV (£/acre) | 121,408 |
| BLV (£/ha) | 300,000 |
| Surplus/Deficit | 294,805 |
| Surplus/Deficit (£/acre) | 397,687 |
| Surplus/Deficit (£/ha) | 982,684 |
| 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: **AG**
 No Units: **6** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **AONB**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|-----------------------------|------------------------------|----------------------|
| Total number of units in scheme | | | 6 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 | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | 0.0% | 0.0 | 40.0% | 0.8 | 14% | 0.8 |
| 3 bed House | 0.0% | 0.0 | 50.0% | 1.1 | 18% | 1.1 |
| 4 bed House | 60.0% | 2.3 | 10.0% | 0.2 | 43% | 2.6 |
| 5 bed House | 40.0% | 1.6 | 0.0% | 0.0 | 26% | 1.6 |
| 1 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| Total number of units | 100.0% | 3.9 | 100.0% | 2.1 | 100% | 6.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqm) | (sqft) |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 0 | 0 | 66 | 714 | 66 | 714 |
| 3 bed House | 0 | 0 | 105 | 1,130 | 105 | 1,130 |
| 4 bed House | 269 | 2,897 | 24 | 260 | 293 | 3,157 |
| 5 bed House | 257 | 2,771 | 0 | 0 | 257 | 2,771 |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| | 527 | 5,667 | 196 | 2,104 | 722 | 7,772 |
| AH % by floor area: | | | 27.08% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 240,000 | 3,871 | 360 | 0 | | |
| 2 bed House | 300,000 | 3,797 | 353 | 252,000 | | |
| 3 bed House | 365,000 | 3,650 | 339 | 383,250 | | |
| 4 bed House | 400,000 | 3,478 | 323 | 1,020,000 | | |
| 5 bed House | 525,000 | 3,182 | 296 | 819,000 | | |
| 1 bed Flat | 200,000 | 4,000 | 372 | 0 | | |
| 2 bed Flat | 255,000 | 3,643 | 338 | 0 | | |
| | | | | 2,474,250 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% |

Scheme Ref: **AG**
 No Units: **6** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **AONB**

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|---|--|---------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 240,000 | - |
| 2 bed House | 0.0 | @ | 300,000 | - |
| 3 bed House | 0.0 | @ | 365,000 | - |
| 4 bed House | 2.3 | @ | 400,000 | 936,000 |
| 5 bed House | 1.6 | @ | 525,000 | 819,000 |
| 1 bed Flat | 0.0 | @ | 200,000 | - |
| 2 bed Flat | 0.0 | @ | 255,000 | - |
| | 3.9 | | | 1,755,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 144,000 | - |
| 2 bed House | 0.6 | @ | 180,000 | 113,400 |
| 3 bed House | 0.8 | @ | 219,000 | 172,463 |
| 4 bed House | 0.2 | @ | 240,000 | 37,800 |
| 5 bed House | 0.0 | @ | 315,000 | - |
| 1 bed Flat | 0.0 | @ | 120,000 | - |
| 2 bed Flat | 0.0 | @ | 153,000 | - |
| | 1.6 | | | 323,663 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 105,600 | - |
| 2 bed House | 0.0 | @ | 132,000 | - |
| 3 bed House | 0.0 | @ | 160,600 | - |
| 4 bed House | 0.0 | @ | 176,000 | - |
| 5 bed House | 0.0 | @ | 231,000 | - |
| 1 bed Flat | 0.0 | @ | 88,000 | - |
| 2 bed Flat | 0.0 | @ | 112,200 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 182,400 | - |
| 2 bed House | 0.2 | @ | 228,000 | 47,880 |
| 3 bed House | 0.3 | @ | 277,400 | 72,818 |
| 4 bed House | 0.1 | @ | 304,000 | 15,960 |
| 5 bed House | 0.0 | @ | 399,000 | - |
| 1 bed Flat | 0.0 | @ | 152,000 | - |
| 2 bed Flat | 0.0 | @ | 193,800 | - |
| | 0.5 | | | 136,658 |
| Sub-total GDV Residential | 6 | | | 2,215,320 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 258,930 |
| | | | 359 £ psm (total GIA sqm) | 43,155 £ per unit (total units) |
| Grant | 6 | @ | 0 | - |
| Total GDV | | | | 2,215,320 |

| DEVELOPMENT COSTS | | | | |
|---|-----------------|-----------------------|---------------------------------|----------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (10,000) |
| Statutory Planning Fees (Residential) | | | | (2,772) |
| CIL | | 527 sqm (Market only) | 131.33 £ psm | (69,145) |
| CIL analysis: | | 3.12% % of GDV | 11,524 £ 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 | 6 units @ | 2,500 per unit | (15,000) |
| S106 analysis: | 75,000 £ per ha | 0.68% % of GDV | 2,500 £ per unit (total ur | (15,000) |
| AH Commuted Sum | | 722 sqm (total) | 0 £ psm | - |
| Comm. Sum analysis: | | 0.00% % of GDV | | |

| | | | | | |
|--|-------------------|-------------------------------|--------------|--|--------------------|
| Scheme Ref: | AG | Location / Value Zone: | Lower | Development Scenario: | Greenfield |
| No Units: | 6 | | | | |
| Notes: | AONB | | | | |
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 0.49 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 | 6 units @ | | 0 per unit | - |
| Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | | 0 £ per unit (total ur | - |
| 1 bed House | - | sqm @ | | 1,308 psm | - |
| 2 bed House | 66 | sqm @ | | 1,308 psm | (86,799) |
| 3 bed House | 105 | sqm @ | | 1,308 psm | (137,340) |
| 4 bed House | 293 | sqm @ | | 1,308 psm | (383,571) |
| 5 bed House | 257 | sqm @ | | 1,308 psm | (336,679) |
| 1 bed Flat | - | sqm @ | | 1,439 psm | - |
| 2 bed Flat | 722 | sqm @ | | 1,439 psm | - |
| External works | | 944,389 @ | | 15.0% 23,610 £ per unit | (141,658) |
| M4(2) Category 2 Housing | Aff units | 2 units @ | 100% @ | 521 £ per unit | (1,094) |
| M4(3) Category 3 Housing | Aff units | 2 units @ | 0% @ | 10,111 £ per unit | - |
| M4(2) Category 2 Housing | Mrkt units | - units @ | 0% @ | 521 £ per unit | - |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | 6 units @ | | 10 £ per unit | (60) |
| Contingency | | 1,087,202 @ | | 3.0% | (32,616) |
| Professional Fees | | 1,087,202 @ | | 6.5% | (70,668) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 1,755,000 OMS @ | | 1.00% 2,925 £ per unit | (17,550) |
| Residential Sales Legal Costs | | 1,755,000 OMS @ | | 0.50% 1,463 £ per unit | (8,775) |
| Marketing and Promotion | | 1,755,000 OMS @ | | 3.00% 8,775 £ per unit 13,163 £ per unit | (52,650) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | (18,910) |
| Developers Profit - | | | | | |
| Margin on AH | | 460,320 | | 6.00% on AH values | (27,619) |
| Profit on OMS | | 1,755,000 | | 20.00% | (351,000) |
| Profit analysis: | | 1,385,288 | | 27.33% on costs | (378,619) |
| | | 2,215,320 | | 17.09% blended | (378,619) |
| TOTAL COSTS | | | | | (1,763,907) |
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 451,413 |
| SDLT | | 451,413 @ | | (slabbed) | (12,071) |
| Acquisition Agent fees | | 451,413 @ | | 1.0% | (4,514) |
| Acquisition Legal fees | | 451,413 @ | | 0.5% | (2,257) |
| Interest on Land | | 451,413 @ | | 6.25% | (28,213) |
| Residual Land Value | | | | | 404,358 |
| RLV analysis: | 67,393 £ per plot | 2,021,789 £ per ha | | 818,207 £ per acre | |
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 0.20 ha | | 0.49 acres | |
| Density analysis: | | 3.610 sqm/ha | | 15.726 sqft/ac | |
| Benchmark Land Value (Net) | 41,183 £ per plot | 1,235,500 £ per ha | | 500,000 £ per acre | 247,100 |
| BALANCE | | | | | |
| Surplus/(Deficit) | | 786,289 £ per ha | | 318,207 £ per acre | 157,258 |

Scheme Ref: **AG**
 No Units: **6** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **AONB**

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) | | 157,258 | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| CIL £psm | 131.33 | 70 | 340,625 | 320,572 | 300,520 | 280,467 | 260,414 | 240,279 | 220,031 |
| | | 90 | 322,602 | 303,676 | 284,749 | 265,823 | 246,897 | 227,951 | 208,823 |
| | | 110 | 304,579 | 286,779 | 268,979 | 251,179 | 233,380 | 215,580 | 197,616 |
| | | 130 | 286,504 | 269,882 | 253,209 | 236,536 | 219,862 | 203,189 | 186,408 |
| | | 150 | 268,390 | 252,986 | 237,439 | 221,892 | 206,345 | 190,798 | 175,200 |
| | | 170 | 250,276 | 236,028 | 221,669 | 207,248 | 192,828 | 178,407 | 163,987 |
| | | 190 | 232,161 | 219,046 | 205,899 | 192,605 | 179,311 | 166,017 | 152,723 |
| | | 210 | 214,047 | 202,064 | 190,081 | 177,961 | 165,793 | 153,626 | 141,458 |
| | | 230 | 195,933 | 185,082 | 174,231 | 163,317 | 152,276 | 141,235 | 130,194 |
| | | 250 | 177,819 | 168,100 | 158,381 | 148,662 | 138,759 | 128,844 | 118,929 |
| | | 270 | 159,704 | 151,117 | 142,531 | 133,944 | 125,242 | 116,453 | 107,665 |
| | | 290 | 141,590 | 134,135 | 126,681 | 119,226 | 111,724 | 104,062 | 96,401 |
| | | 310 | 123,476 | 117,153 | 110,831 | 104,508 | 98,185 | 91,672 | 85,136 |
| | | 330 | 105,361 | 100,171 | 94,981 | 89,790 | 84,600 | 79,281 | 73,872 |
| | | 350 | 87,247 | 83,189 | 79,131 | 75,072 | 71,014 | 66,890 | 62,607 |
| | | 370 | 69,045 | 66,207 | 63,280 | 60,354 | 57,428 | 54,499 | 51,343 |
| | | 390 | 50,839 | 49,216 | 47,430 | 45,637 | 43,843 | 42,049 | 40,079 |
| | | 410 | 32,633 | 32,147 | 31,580 | 30,919 | 30,257 | 29,595 | 28,814 |
| | | 430 | 14,427 | 15,079 | 15,730 | 16,201 | 16,671 | 17,141 | 17,550 |
| | | 450 | (3,779) | (1,989) | (199) | 1,483 | 3,085 | 4,688 | 6,285 |
| 470 | (21,985) | (19,057) | (16,129) | (13,235) | (10,500) | (7,766) | (5,031) | | |
| 490 | (40,191) | (36,125) | (32,060) | (27,994) | (24,086) | (20,219) | (16,353) | | |
| 510 | (58,397) | (53,193) | (47,990) | (42,786) | (37,672) | (32,673) | (27,674) | | |
| 530 | (76,603) | (70,262) | (63,920) | (57,579) | (51,258) | (45,126) | (38,995) | | |
| 550 | (94,809) | (87,330) | (79,850) | (72,371) | (64,892) | (57,580) | (50,317) | | |
| 570 | (113,015) | (104,398) | (95,781) | (87,164) | (78,546) | (70,034) | (61,638) | | |

TABLE 2

| | | Site Specific S106 100% (where 110% is a 10% increase etc.) | | | | | | | |
|---------------------|----------|---|----------|----------|----------|----------|----------|---------|----------|
| Balance (RLV - BLV) | | 157,258 | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| CIL £psm | 131.33 | 70 | 280,467 | 278,492 | 276,518 | 274,543 | 272,568 | 270,594 | 268,619 |
| | | 90 | 265,823 | 263,849 | 261,874 | 259,899 | 257,925 | 255,950 | 253,976 |
| | | 110 | 251,179 | 249,205 | 247,230 | 245,256 | 243,281 | 241,306 | 239,332 |
| | | 130 | 236,536 | 234,561 | 232,587 | 230,612 | 228,637 | 226,663 | 224,688 |
| | | 150 | 221,892 | 219,917 | 217,943 | 215,968 | 213,994 | 212,019 | 210,044 |
| | | 170 | 207,248 | 205,274 | 203,299 | 201,325 | 199,350 | 197,375 | 195,401 |
| | | 190 | 192,605 | 190,630 | 188,655 | 186,681 | 184,706 | 182,732 | 180,757 |
| | | 210 | 177,961 | 175,986 | 174,012 | 172,037 | 170,063 | 168,088 | 166,113 |
| | | 230 | 163,317 | 161,343 | 159,368 | 157,393 | 155,419 | 153,444 | 151,470 |
| | | 250 | 148,672 | 146,698 | 144,723 | 142,748 | 140,773 | 138,798 | 136,823 |
| | | 270 | 133,944 | 131,968 | 129,992 | 128,016 | 126,040 | 124,064 | 122,088 |
| | | 290 | 119,226 | 117,250 | 115,274 | 113,298 | 111,322 | 109,346 | 107,370 |
| | | 310 | 104,508 | 102,532 | 100,556 | 98,580 | 96,604 | 94,628 | 92,652 |
| | | 330 | 89,790 | 87,814 | 85,838 | 83,862 | 81,886 | 79,910 | 77,934 |
| | | 350 | 75,072 | 73,096 | 71,120 | 69,144 | 67,168 | 65,192 | 63,216 |
| | | 370 | 60,354 | 58,378 | 56,402 | 54,426 | 52,450 | 50,474 | 48,498 |
| | | 390 | 45,637 | 43,660 | 41,684 | 39,708 | 37,732 | 35,756 | 33,780 |
| | | 410 | 30,919 | 28,943 | 26,967 | 24,991 | 23,014 | 21,038 | 19,062 |
| | | 430 | 16,201 | 14,225 | 12,249 | 10,273 | 8,297 | 6,321 | 4,345 |
| | | 450 | 1,483 | (493) | (2,469) | (4,445) | (6,421) | (8,397) | (10,373) |
| 470 | (13,235) | (15,211) | (17,187) | (19,163) | (21,139) | (23,115) | (25,091) | | |
| 490 | (27,994) | (29,971) | (31,949) | (33,927) | (35,904) | (37,882) | (39,859) | | |
| 510 | (42,786) | (44,764) | (46,741) | (48,719) | (50,697) | (52,674) | (54,652) | | |
| 530 | (57,579) | (59,556) | (61,534) | (63,511) | (65,489) | (67,467) | (69,444) | | |
| 550 | (72,371) | (74,349) | (76,326) | (78,304) | (80,281) | (82,259) | (84,237) | | |
| 570 | (87,164) | (89,141) | (91,119) | (93,096) | (95,074) | (97,051) | (99,029) | | |

Scheme Ref: **AG**
 No Units: **6** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **AONB**

| Balance (RLV - BLV) | 157,258 | Infrastructure Costs | | | | | | |
|---------------------|---------|----------------------|----------|----------|----------|----------|----------|----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 280,467 | 280,467 | 280,467 | 280,467 | 280,467 | 280,467 | 280,467 |
| | 90 | 265,823 | 265,823 | 265,823 | 265,823 | 265,823 | 265,823 | 265,823 |
| | 110 | 251,179 | 251,179 | 251,179 | 251,179 | 251,179 | 251,179 | 251,179 |
| | 130 | 236,536 | 236,536 | 236,536 | 236,536 | 236,536 | 236,536 | 236,536 |
| | 150 | 221,892 | 221,892 | 221,892 | 221,892 | 221,892 | 221,892 | 221,892 |
| CIL £psm | 170 | 207,248 | 207,248 | 207,248 | 207,248 | 207,248 | 207,248 | 207,248 |
| 131.33 | 190 | 192,605 | 192,605 | 192,605 | 192,605 | 192,605 | 192,605 | 192,605 |
| | 210 | 177,961 | 177,961 | 177,961 | 177,961 | 177,961 | 177,961 | 177,961 |
| | 230 | 163,317 | 163,317 | 163,317 | 163,317 | 163,317 | 163,317 | 163,317 |
| | 250 | 148,662 | 148,662 | 148,662 | 148,662 | 148,662 | 148,662 | 148,662 |
| | 270 | 133,944 | 133,944 | 133,944 | 133,944 | 133,944 | 133,944 | 133,944 |
| | 290 | 119,226 | 119,226 | 119,226 | 119,226 | 119,226 | 119,226 | 119,226 |
| | 310 | 104,508 | 104,508 | 104,508 | 104,508 | 104,508 | 104,508 | 104,508 |
| | 330 | 89,790 | 89,790 | 89,790 | 89,790 | 89,790 | 89,790 | 89,790 |
| | 350 | 75,072 | 75,072 | 75,072 | 75,072 | 75,072 | 75,072 | 75,072 |
| | 370 | 60,354 | 60,354 | 60,354 | 60,354 | 60,354 | 60,354 | 60,354 |
| | 390 | 45,637 | 45,637 | 45,637 | 45,637 | 45,637 | 45,637 | 45,637 |
| | 410 | 30,919 | 30,919 | 30,919 | 30,919 | 30,919 | 30,919 | 30,919 |
| | 430 | 16,201 | 16,201 | 16,201 | 16,201 | 16,201 | 16,201 | 16,201 |
| | 450 | 1,483 | 1,483 | 1,483 | 1,483 | 1,483 | 1,483 | 1,483 |
| | 470 | (13,235) | (13,235) | (13,235) | (13,235) | (13,235) | (13,235) | (13,235) |
| | 490 | (27,994) | (27,994) | (27,994) | (27,994) | (27,994) | (27,994) | (27,994) |
| | 510 | (42,786) | (42,786) | (42,786) | (42,786) | (42,786) | (42,786) | (42,786) |
| | 530 | (57,579) | (57,579) | (57,579) | (57,579) | (57,579) | (57,579) | (57,579) |
| | 550 | (72,371) | (72,371) | (72,371) | (72,371) | (72,371) | (72,371) | (72,371) |
| | 570 | (87,164) | (87,164) | (87,164) | (87,164) | (87,164) | (87,164) | (87,164) |

| Balance (RLV - BLV) | 157,258 | Profit 20% | | | | | | |
|---------------------|---------|------------|---------|----------|----------|----------|----------|-----------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| | 70 | 395,310 | 372,341 | 349,373 | 326,404 | 303,435 | 280,467 | 257,498 |
| | 90 | 380,666 | 357,697 | 334,729 | 311,760 | 288,792 | 265,823 | 242,855 |
| | 110 | 366,022 | 343,054 | 320,085 | 297,117 | 274,148 | 251,179 | 228,211 |
| | 130 | 351,379 | 328,410 | 305,441 | 282,473 | 259,504 | 236,536 | 213,567 |
| | 150 | 336,735 | 313,766 | 290,798 | 267,829 | 244,861 | 221,892 | 198,923 |
| CIL £psm | 170 | 322,091 | 299,123 | 276,154 | 253,185 | 230,217 | 207,248 | 184,280 |
| 131.33 | 190 | 307,447 | 284,479 | 261,510 | 238,542 | 215,573 | 192,605 | 169,636 |
| | 210 | 292,804 | 269,835 | 246,867 | 223,898 | 200,929 | 177,961 | 154,992 |
| | 230 | 278,160 | 255,191 | 232,223 | 209,254 | 186,286 | 163,317 | 140,349 |
| | 250 | 263,504 | 240,536 | 217,567 | 194,599 | 171,630 | 148,662 | 125,693 |
| | 270 | 248,787 | 225,818 | 202,849 | 179,881 | 156,912 | 133,944 | 110,975 |
| | 290 | 234,069 | 211,100 | 188,132 | 165,163 | 142,194 | 119,226 | 96,257 |
| | 310 | 219,351 | 196,382 | 173,414 | 150,445 | 127,477 | 104,508 | 81,539 |
| | 330 | 204,633 | 181,664 | 158,696 | 135,727 | 112,759 | 89,790 | 66,822 |
| | 350 | 189,915 | 166,947 | 143,978 | 121,009 | 98,041 | 75,072 | 52,104 |
| | 370 | 175,197 | 152,229 | 129,260 | 106,292 | 83,323 | 60,354 | 37,386 |
| | 390 | 160,479 | 137,511 | 114,542 | 91,574 | 68,605 | 45,637 | 22,668 |
| | 410 | 145,761 | 122,793 | 99,824 | 76,856 | 53,887 | 30,919 | 7,950 |
| | 430 | 131,044 | 108,075 | 85,106 | 62,138 | 39,169 | 16,201 | (6,768) |
| | 450 | 116,326 | 93,357 | 70,389 | 47,420 | 24,451 | 1,483 | (21,486) |
| | 470 | 101,608 | 78,639 | 55,671 | 32,702 | 9,734 | (13,235) | (36,204) |
| | 490 | 86,849 | 63,880 | 40,912 | 17,943 | (5,025) | (27,994) | (50,962) |
| | 510 | 72,057 | 49,088 | 26,119 | 3,151 | (19,818) | (42,786) | (65,755) |
| | 530 | 57,264 | 34,296 | 11,327 | (11,642) | (34,610) | (57,579) | (80,547) |
| | 550 | 42,472 | 19,503 | (3,465) | (26,434) | (49,403) | (72,371) | (95,340) |
| | 570 | 27,679 | 4,711 | (18,258) | (41,226) | (64,195) | (87,164) | (110,132) |



Scheme Ref: **AG**
 No Units: **6** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **AONB**

TABLE 5

| Balance (RLV - BLV) | 157,258 | BLV (per acre) | | 500,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 |
|---------------------|---------|----------------|----------|----------|-----------|-----------|-----------|-----------|---------|
| | | 300,000 | 400,000 | | | | | | |
| CIL £psm 131.33 | 70 | 428,727 | 354,597 | 280,467 | 206,337 | 132,207 | 58,077 | (16,053) | |
| | 90 | 414,083 | 339,953 | 265,823 | 191,693 | 117,563 | 43,433 | (30,697) | |
| | 110 | 399,439 | 325,309 | 251,179 | 177,049 | 102,919 | 28,789 | (45,341) | |
| | 130 | 384,796 | 310,666 | 236,536 | 162,406 | 88,276 | 14,146 | (59,984) | |
| | 150 | 370,152 | 296,022 | 221,892 | 147,762 | 73,632 | (498) | (74,628) | |
| | 170 | 355,508 | 281,378 | 207,248 | 133,118 | 58,988 | (15,142) | (89,272) | |
| | 190 | 340,865 | 266,735 | 192,605 | 118,475 | 44,345 | (29,785) | (103,915) | |
| | 210 | 326,221 | 252,091 | 177,961 | 103,831 | 29,701 | (44,429) | (118,559) | |
| | 230 | 311,577 | 237,447 | 163,317 | 89,187 | 15,057 | (59,073) | (133,203) | |
| | 250 | 296,922 | 222,792 | 148,662 | 74,532 | 402 | (73,728) | (147,858) | |
| | 270 | 282,204 | 208,074 | 133,944 | 59,814 | (14,316) | (88,446) | (162,576) | |
| | 290 | 267,486 | 193,356 | 119,226 | 45,096 | (29,034) | (103,164) | (177,294) | |
| | 310 | 252,768 | 178,638 | 104,508 | 30,378 | (43,752) | (117,882) | (192,012) | |
| | 330 | 238,050 | 163,920 | 89,790 | 15,660 | (58,470) | (132,600) | (206,730) | |
| | 350 | 223,332 | 149,202 | 75,072 | 942 | (73,188) | (147,318) | (221,448) | |
| | 370 | 208,614 | 134,484 | 60,354 | (13,776) | (87,906) | (162,036) | (236,166) | |
| | 390 | 193,897 | 119,767 | 45,637 | (28,493) | (102,623) | (176,753) | (250,883) | |
| | 410 | 179,179 | 105,049 | 30,919 | (43,211) | (117,341) | (191,471) | (265,601) | |
| | 430 | 164,461 | 90,331 | 16,201 | (57,929) | (132,059) | (206,189) | (280,319) | |
| | 450 | 149,743 | 75,613 | 1,483 | (72,647) | (146,777) | (220,907) | (295,037) | |
| | 470 | 135,025 | 60,895 | (13,235) | (87,365) | (161,495) | (235,625) | (309,755) | |
| | 490 | 120,266 | 46,136 | (27,994) | (102,124) | (176,254) | (250,384) | (324,514) | |
| | 510 | 105,474 | 31,344 | (42,786) | (116,916) | (191,046) | (265,176) | (339,306) | |
| | 530 | 90,681 | 16,551 | (57,579) | (131,709) | (205,839) | (279,969) | (354,099) | |
| | 550 | 75,889 | 1,759 | (72,371) | (146,501) | (220,631) | (294,761) | (368,891) | |
| | 570 | 61,096 | (13,034) | (87,164) | (161,294) | (235,424) | (309,554) | (383,684) | |

TABLE 6

| Balance (RLV - BLV) | 157,258 | Density (dph) | | | | | | |
|---------------------|---------|---------------|---------|---------|---------|---------|---------|---------|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 |
| CIL £psm 131.33 | 70 | 280,467 | 373,129 | 428,727 | 465,792 | 492,267 | 512,123 | 527,567 |
| | 90 | 265,823 | 358,486 | 414,083 | 451,148 | 477,623 | 497,479 | 512,923 |
| | 110 | 251,179 | 343,842 | 399,439 | 436,504 | 462,979 | 482,836 | 498,279 |
| | 130 | 236,536 | 329,198 | 384,796 | 421,861 | 448,336 | 468,192 | 483,636 |
| | 150 | 221,892 | 314,555 | 370,152 | 407,217 | 433,692 | 453,548 | 468,992 |
| | 170 | 207,248 | 299,911 | 355,508 | 392,573 | 419,048 | 438,905 | 454,348 |
| | 190 | 192,605 | 285,267 | 340,865 | 377,930 | 404,405 | 424,261 | 439,705 |
| | 210 | 177,961 | 270,623 | 326,221 | 363,286 | 389,761 | 409,617 | 425,061 |
| | 230 | 163,317 | 255,980 | 311,577 | 348,642 | 375,117 | 394,973 | 410,417 |
| | 250 | 148,662 | 241,324 | 296,922 | 333,987 | 360,462 | 380,318 | 395,762 |
| | 270 | 133,944 | 226,606 | 282,204 | 319,269 | 345,744 | 365,600 | 381,044 |
| | 290 | 119,226 | 211,888 | 267,486 | 304,551 | 331,026 | 350,882 | 366,326 |
| | 310 | 104,508 | 197,171 | 252,768 | 289,833 | 316,308 | 336,164 | 351,608 |
| | 330 | 89,790 | 182,453 | 238,050 | 275,115 | 301,590 | 321,446 | 336,890 |
| | 350 | 75,072 | 167,735 | 223,332 | 260,397 | 286,872 | 306,729 | 322,172 |
| | 370 | 60,354 | 153,017 | 208,614 | 245,679 | 272,154 | 292,011 | 307,454 |
| | 390 | 45,637 | 138,299 | 193,897 | 230,962 | 257,437 | 277,293 | 292,737 |
| | 410 | 30,919 | 123,581 | 179,179 | 216,244 | 242,719 | 262,575 | 278,019 |
| | 430 | 16,201 | 108,863 | 164,461 | 201,526 | 228,001 | 247,857 | 263,301 |
| | 450 | 1,483 | 94,145 | 149,743 | 186,808 | 213,283 | 233,139 | 248,583 |
| | 470 | (13,235) | 79,428 | 135,025 | 172,090 | 198,565 | 218,421 | 233,865 |
| | 490 | (27,994) | 64,669 | 120,266 | 157,331 | 183,806 | 203,662 | 219,106 |
| | 510 | (42,786) | 49,876 | 105,474 | 142,539 | 169,014 | 188,870 | 204,314 |
| | 530 | (57,579) | 35,084 | 90,681 | 127,746 | 154,221 | 174,078 | 189,521 |
| | 550 | (72,371) | 20,291 | 75,889 | 112,954 | 139,429 | 159,285 | 174,729 |
| | 570 | (87,164) | 5,499 | 61,096 | 98,161 | 124,636 | 144,493 | 159,936 |



Scheme Ref: **AG**
 No Units: **6** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **AONB**

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) | 157,258 | | | | | | | |
| | 70 | 440,410 | 360,593 | 280,467 | 200,245 | 119,867 | 39,239 | (41,498) |
| | 90 | 425,840 | 346,023 | 265,823 | 185,602 | 105,149 | 24,521 | (56,290) |
| | 110 | 411,270 | 331,401 | 251,179 | 170,958 | 90,431 | 9,803 | (71,083) |
| | 130 | 396,701 | 316,757 | 236,536 | 156,314 | 75,713 | (4,915) | (85,875) |
| | 150 | 382,131 | 302,114 | 221,892 | 141,623 | 60,995 | (19,633) | (100,668) |
| CIL £psm | 170 | 367,561 | 287,470 | 207,248 | 126,905 | 46,277 | (34,424) | (115,460) |
| 131.33 | 190 | 352,991 | 272,826 | 192,605 | 112,187 | 31,560 | (49,216) | (130,253) |
| | 210 | 338,404 | 258,182 | 177,961 | 97,470 | 16,842 | (64,009) | (145,045) |
| | 230 | 323,760 | 243,539 | 163,317 | 82,752 | 2,124 | (78,801) | (159,837) |
| | 250 | 309,117 | 228,895 | 148,662 | 68,034 | (12,594) | (93,594) | (174,630) |
| | 270 | 294,473 | 214,251 | 133,944 | 53,316 | (27,350) | (108,386) | (189,422) |
| | 290 | 279,829 | 199,608 | 119,226 | 38,598 | (42,142) | (123,178) | (204,283) |
| | 310 | 265,185 | 184,964 | 104,508 | 23,880 | (56,935) | (137,971) | (219,150) |
| | 330 | 250,542 | 170,320 | 89,790 | 9,162 | (71,727) | (152,763) | (234,018) |
| | 350 | 235,898 | 155,677 | 75,072 | (5,556) | (86,519) | (167,556) | (248,885) |
| | 370 | 221,254 | 140,982 | 60,354 | (20,276) | (101,312) | (182,348) | (263,752) |
| | 390 | 206,611 | 126,264 | 45,637 | (35,068) | (116,104) | (197,173) | (278,620) |
| | 410 | 191,967 | 111,547 | 30,919 | (49,860) | (130,897) | (212,040) | (293,487) |
| | 430 | 177,323 | 96,829 | 16,201 | (64,653) | (145,689) | (226,908) | (308,354) |
| | 450 | 162,680 | 82,111 | 1,483 | (79,445) | (160,481) | (241,775) | (323,222) |
| | 470 | 148,021 | 67,393 | (13,235) | (94,238) | (175,274) | (256,642) | (338,089) |
| | 490 | 133,303 | 52,675 | (27,994) | (109,030) | (190,066) | (271,510) | (352,956) |
| | 510 | 118,585 | 37,957 | (42,786) | (123,823) | (204,930) | (286,377) | (368,981) |
| | 530 | 103,867 | 23,239 | (57,579) | (138,615) | (219,798) | (301,244) | (386,107) |
| | 550 | 89,149 | 8,521 | (72,371) | (153,407) | (234,665) | (316,112) | (403,234) |
| | 570 | 74,431 | (6,196) | (87,164) | (168,200) | (249,532) | (330,979) | (420,360) |

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) | 157,258 | | | | | | | |
| | 70 | 105,391 | 192,929 | 280,467 | 368,005 | 455,340 | 542,622 | 629,904 |
| | 90 | 90,728 | 178,285 | 265,823 | 353,361 | 440,770 | 528,052 | 615,334 |
| | 110 | 76,010 | 163,642 | 251,179 | 338,717 | 426,200 | 513,482 | 600,764 |
| | 130 | 61,292 | 148,998 | 236,536 | 324,074 | 411,612 | 498,912 | 586,194 |
| | 150 | 46,574 | 134,354 | 221,892 | 309,430 | 396,968 | 484,342 | 571,624 |
| CIL £psm | 170 | 31,856 | 119,695 | 207,248 | 294,786 | 382,324 | 469,772 | 557,054 |
| 131.33 | 190 | 17,138 | 104,977 | 192,605 | 280,143 | 367,680 | 455,202 | 542,484 |
| | 210 | 2,421 | 90,259 | 177,961 | 265,499 | 353,037 | 440,575 | 527,915 |
| | 230 | (12,297) | 75,541 | 163,317 | 250,855 | 338,393 | 425,931 | 513,345 |
| | 250 | (27,015) | 60,823 | 148,662 | 236,211 | 323,749 | 411,287 | 498,775 |
| | 270 | (41,733) | 46,105 | 133,944 | 221,568 | 309,106 | 396,644 | 484,181 |
| | 290 | (56,451) | 31,387 | 119,226 | 206,924 | 294,462 | 382,000 | 469,538 |
| | 310 | (71,230) | 16,670 | 104,508 | 192,280 | 279,818 | 367,356 | 454,894 |
| | 330 | (86,022) | 1,952 | 89,790 | 177,629 | 265,175 | 352,712 | 440,250 |
| | 350 | (100,814) | (12,766) | 75,072 | 162,911 | 250,531 | 338,069 | 425,607 |
| | 370 | (115,607) | (27,484) | 60,354 | 148,193 | 235,887 | 323,425 | 410,963 |
| | 390 | (130,399) | (42,216) | 45,637 | 133,475 | 221,243 | 308,781 | 396,319 |
| | 410 | (145,192) | (57,008) | 30,919 | 118,757 | 206,595 | 294,138 | 381,676 |
| | 430 | (159,984) | (71,800) | 16,201 | 104,039 | 191,878 | 279,494 | 367,032 |
| | 450 | (174,777) | (86,593) | 1,483 | 89,321 | 177,160 | 264,850 | 352,388 |
| | 470 | (189,569) | (101,385) | (13,235) | 74,603 | 162,442 | 250,207 | 337,744 |
| | 490 | (204,361) | (116,178) | (27,994) | 59,886 | 147,724 | 235,562 | 323,101 |
| | 510 | (219,185) | (130,970) | (42,786) | 45,168 | 133,006 | 220,845 | 308,457 |
| | 530 | (234,053) | (145,762) | (57,579) | 30,450 | 118,288 | 206,127 | 293,813 |
| | 550 | (248,920) | (160,555) | (72,371) | 15,732 | 103,570 | 191,409 | 279,170 |
| | 570 | (263,787) | (175,347) | (87,164) | 1,014 | 88,852 | 176,691 | 264,526 |

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: **AG**
No Units: **6** **Location / Value Zone:** **Lower** **Development Scenario:** **Greenfield**
Notes: **AONB**

[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: | AG |
| No Units: | 6 |
| Location / Value Zone: | Lower |
| Development Scenario: | Greenfield |
| Notes: | AONB |
| Total GDV (£) | 2,215,320 |
| 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) | 11,524.21 |
| CIL (£) | 69,145 |
| Site Specific S106 (£ per unit) | 2,500 |
| Site Specific S106 (£) | 15,000 |
| Sub-total CIL+S106 (£ per unit) | 14,024 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 14,024 |
| Total Developers Profit (£) | 378,619 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 17.09% |
| Developers Profit (% on costs) | 27.33% |
| RLV (£) | 404,358 |
| RLV (£/acre) | 818,207 |
| RLV (£/ha) | 2,021,789 |
| Balance for Plan VA: | |
| BLV (£) | 247,100 |
| BLV (£/acre) | 500,000 |
| BLV (£/ha) | 1,235,500 |
| Surplus/Deficit | 157,258 |
| Surplus/Deficit (£/acre) | 318,207 |
| Surplus/Deficit (£/ha) | 786,289 |
| 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: **AG - Commuted Sum**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **AONB**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | |
|--|--------------------------------|-------------------|--|-----------------------------|---|----------------------|
| Total number of units in scheme | | | 9 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% | | | |
| | | | 131.11 £ psm | | | |
| Unit mix - | Mkt Units mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | 0.0% | 0.0 | 40.0% | 0.0 | 0% | 0.0 |
| 3 bed House | 0.0% | 0.0 | 50.0% | 0.0 | 0% | 0.0 |
| 4 bed House | 60.0% | 5.4 | 10.0% | 0.0 | 60% | 5.4 |
| 5 bed House | 40.0% | 3.6 | 0.0% | 0.0 | 40% | 3.6 |
| 1 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| Total number of units | 100.0% | 9.0 | 100.0% | 0.0 | 100% | 9.0 |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | |
| | | | % | (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 | 85.0% | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | |
| Total Gross Floor areas - | Mkt Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) | |
| | | | | | (sqm) | (sqft) |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 bed House | 621 | 6,684 | 0 | 0 | 621 | 6,684 |
| 5 bed House | 594 | 6,394 | 0 | 0 | 594 | 6,394 |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 |
| | 1,215 | 13,078 | 0 | 0 | 1,215 | 13,078 |
| AH % by floor area: | | | 0.00% AH % by floor area due to mix | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £psm | £psf | total MV £ (no AH) | | |
| 1 bed House | 240,000 | 3,871 | 360 | 0 | | |
| 2 bed House | 300,000 | 3,797 | 353 | 0 | | |
| 3 bed House | 365,000 | 3,650 | 339 | 0 | | |
| 4 bed House | 400,000 | 3,478 | 323 | 2,160,000 | | |
| 5 bed House | 525,000 | 3,182 | 296 | 1,890,000 | | |
| 1 bed Flat | 200,000 | 4,000 | 372 | 0 | | |
| 2 bed Flat | 255,000 | 3,643 | 338 | 0 | | |
| | | | | 4,050,000 | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | Intermediate £ | % of MV |
| 1 bed House | 144,000 | 60% | 105,600 | 44% | 182,400 | 76% |
| 2 bed House | 180,000 | 60% | 132,000 | 44% | 228,000 | 76% |
| 3 bed House | 219,000 | 60% | 160,600 | 44% | 277,400 | 76% |
| 4 bed House | 240,000 | 60% | 176,000 | 44% | 304,000 | 76% |
| 5 bed House | 315,000 | 60% | 231,000 | 44% | 399,000 | 76% |
| 1 bed Flat | 120,000 | 60% | 88,000 | 44% | 152,000 | 76% |
| 2 bed Flat | 153,000 | 60% | 112,200 | 44% | 193,800 | 76% |

Scheme Ref: **AG - Commuted Sum**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **AONB**

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|---|--|----------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 240,000 | - |
| 2 bed House | 0.0 | @ | 300,000 | - |
| 3 bed House | 0.0 | @ | 365,000 | - |
| 4 bed House | 5.4 | @ | 400,000 | 2,160,000 |
| 5 bed House | 3.6 | @ | 525,000 | 1,890,000 |
| 1 bed Flat | 0.0 | @ | 200,000 | - |
| 2 bed Flat | 0.0 | @ | 255,000 | - |
| | 9.0 | | | 4,050,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 144,000 | - |
| 2 bed House | 0.0 | @ | 180,000 | - |
| 3 bed House | 0.0 | @ | 219,000 | - |
| 4 bed House | 0.0 | @ | 240,000 | - |
| 5 bed House | 0.0 | @ | 315,000 | - |
| 1 bed Flat | 0.0 | @ | 120,000 | - |
| 2 bed Flat | 0.0 | @ | 153,000 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 105,600 | - |
| 2 bed House | 0.0 | @ | 132,000 | - |
| 3 bed House | 0.0 | @ | 160,600 | - |
| 4 bed House | 0.0 | @ | 176,000 | - |
| 5 bed House | 0.0 | @ | 231,000 | - |
| 1 bed Flat | 0.0 | @ | 88,000 | - |
| 2 bed Flat | 0.0 | @ | 112,200 | - |
| | 0.0 | | | - |
| Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 182,400 | - |
| 2 bed House | 0.0 | @ | 228,000 | - |
| 3 bed House | 0.0 | @ | 277,400 | - |
| 4 bed House | 0.0 | @ | 304,000 | - |
| 5 bed House | 0.0 | @ | 399,000 | - |
| 1 bed Flat | 0.0 | @ | 152,000 | - |
| 2 bed Flat | 0.0 | @ | 193,800 | - |
| | 0.0 | | | - |
| Sub-total GDV Residential | 9 | | | 4,050,000 |
| AH on-site cost analysis: | | | EMV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 9 | @ | 0 | - |
| Total GDV | | | | 4,050,000 |

| DEVELOPMENT COSTS | | | | |
|---|-----------------|-------------------------|---------------------------------|-----------|
| Initial Payments - | | | | |
| Planning Application Professional Fees, Surveys and reports | | | | (10,000) |
| Statutory Planning Fees (Residential) | | | | (4,158) |
| CIL | | 1,215 sqm (Market only) | 131.11 £ psm | (159,299) |
| CIL analysis: | | 3.93% % of GDV | 17,700 £ 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 | 9 units @ | 2,500 per unit | (22,500) |
| S106 analysis: | 75,000 £ per ha | 0.56% % of GDV | 2,500 £ per unit (total ur | (22,500) |
| AH Commuted Sum | | 1,215 sqm (total) | 168 £ psm | (203,714) |
| Comm. Sum analysis: | | 5.03% % of GDV | | |

Scheme Ref: **AG - Commuted Sum**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **AONB**

| | | | | | |
|--|------------|-----------------|----------------|--|--------------------|
| <i>cont/</i> | | | | | |
| Construction Costs - | | | | | |
| Site Clearance and Demolition | | 0.74 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 | | 9 units @ | 0 per unit | - |
| Infra. Costs analysis: | - £ per ha | | 0.00% % of GDV | 0 £ per unit (total ur | - |
| 1 bed House | | - sqm @ | | 1,308 psm | - |
| 2 bed House | | - sqm @ | | 1,308 psm | - |
| 3 bed House | | - sqm @ | | 1,308 psm | - |
| 4 bed House | | 621 sqm @ | | 1,308 psm | (812,268) |
| 5 bed House | | 594 sqm @ | | 1,308 psm | (776,952) |
| 1 bed Flat | | - sqm @ | | 1,439 psm | - |
| 2 bed Flat | 1,215 | - sqm @ | | 1,439 psm | - |
| External works | | 1,589,220 @ | | 15.0% 26,487 £per unit | (238,383) |
| 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 | - units @ | 0% @ | 521 £ per unit | - |
| M4(3) Category 3 Housing | Mrkt units | - units @ | 0% @ | 10,111 £ per unit | - |
| Water Efficiency additional cost | | 9 units @ | | 10 £ per unit | (90) |
| Contingency | | 1,827,693 @ | | 3.0% | (54,831) |
| Professional Fees | | 1,827,693 @ | | 6.5% | (118,800) |
| Disposal Costs - | | | | | |
| Residential Sales Agent Costs | | 4,050,000 OMS @ | | 1.00% 4,500 £ per unit | (40,500) |
| Residential Sales Legal Costs | | 4,050,000 OMS @ | | 0.50% 2,250 £ per unit | (20,250) |
| Marketing and Promotion | | 4,050,000 OMS @ | | 3.00% 13,500 £ per unit 20,250 £ per unit | (121,500) |
| Interest (on Development Costs) - | | | 6.25% APR | 0.506% pcm | (63,738) |
| Developers Profit - | | | | | |
| Margin on AH | | 0 | | 6.00% on AH values | - |
| Profit on OMS | | 4,050,000 | | 20.00% | (810,000) |
| Profit analysis: | | 2,646,982 | | 30.60% on costs | (810,000) |
| | | 4,050,000 | | 20.00% blended | (810,000) |
| TOTAL COSTS | | | | | (3,456,982) |

| | | | | | |
|----------------------------------|--------------------------|---------------------------|--|---------------------------|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 593,018 |
| SDLT | | 593,018 @ | | (slabbed) | (19,151) |
| Acquisition Agent fees | | 593,018 @ | | 1.0% | (5,930) |
| Acquisition Legal fees | | 593,018 @ | | 0.5% | (2,965) |
| Interest on Land | | 593,018 @ | | 6.25% | (37,064) |
| Residual Land Value | | | | | 527,908 |
| RLV analysis: | 58,656 £ per plot | 1,759,693 £ per ha | | 712,138 £ per acre | |

| | | | | | |
|-----------------------------------|-------------------|--------------------|--|--------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 30.0 dph | | | |
| Site Area (Net) | | 0.30 ha | | 0.74 acres | |
| Density analysis: | | 4.050 sqm/ha | | 17.642 sqft/ac | |
| Benchmark Land Value (Net) | 41,183 £ per plot | 1,235,500 £ per ha | | 500,000 £ per acre | 370,650 |

| | | | | | |
|-------------------|--|------------------|--|--------------------|----------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 524,193 £ per ha | | 212,138 £ per acre | 157,258 |

Scheme Ref: **AG - Commuted Sum**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **AONB**

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) | 157,258 | Affordable Housing - % on site 0% | | | | | | |
|---------------------|---------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | 70 | 183,266 | 165,965 | 148,664 | 131,363 | 114,004 | 96,545 | 79,086 |
| | 90 | 165,152 | 148,983 | 132,814 | 116,645 | 100,476 | 84,154 | 67,822 |
| | 110 | 147,037 | 132,001 | 116,964 | 101,927 | 86,891 | 71,763 | 56,558 |
| | 130 | 128,923 | 115,018 | 101,114 | 87,209 | 73,305 | 59,372 | 45,293 |
| | 150 | 110,809 | 98,036 | 85,264 | 72,491 | 59,719 | 46,947 | 34,029 |
| CIL £psm | 170 | 92,694 | 81,054 | 69,414 | 57,774 | 46,133 | 34,493 | 22,764 |
| 131.11 | 190 | 74,520 | 64,072 | 53,564 | 43,056 | 32,548 | 22,039 | 11,500 |
| | 210 | 56,314 | 47,070 | 37,714 | 28,338 | 18,962 | 9,586 | 210 |
| | 230 | 38,108 | 30,002 | 21,864 | 13,620 | 5,376 | (2,868) | (11,112) |
| | 250 | 19,902 | 12,934 | 5,966 | (1,098) | (8,210) | (15,321) | (22,433) |
| | 270 | 1,696 | (4,134) | (9,965) | (15,816) | (21,795) | (27,775) | (33,754) |
| | 290 | (16,510) | (21,202) | (25,895) | (30,588) | (35,381) | (40,228) | (45,076) |
| | 310 | (34,716) | (38,271) | (41,825) | (45,380) | (48,967) | (52,682) | (56,397) |
| | 330 | (52,922) | (55,339) | (57,756) | (60,173) | (62,589) | (65,136) | (67,719) |
| | 350 | (71,128) | (72,407) | (73,686) | (74,965) | (76,244) | (77,589) | (79,040) |
| | 370 | (89,334) | (89,475) | (89,616) | (89,757) | (89,898) | (90,043) | (90,362) |
| | 390 | (107,540) | (106,543) | (105,547) | (104,550) | (103,553) | (102,556) | (101,683) |
| | 410 | (125,755) | (123,611) | (121,477) | (119,342) | (117,208) | (115,073) | (113,004) |
| | 430 | (144,053) | (140,680) | (137,407) | (134,135) | (130,862) | (127,590) | (124,326) |
| | 450 | (162,352) | (157,806) | (153,337) | (148,927) | (144,517) | (140,106) | (135,696) |
| | 470 | (180,650) | (174,961) | (169,272) | (163,719) | (158,171) | (152,623) | (147,075) |
| | 490 | (198,948) | (192,115) | (185,283) | (178,512) | (171,826) | (165,140) | (158,453) |
| | 510 | (217,246) | (209,270) | (201,294) | (193,317) | (185,480) | (177,656) | (169,832) |
| | 530 | (235,545) | (226,425) | (217,305) | (208,185) | (199,135) | (190,173) | (181,211) |
| | 550 | (253,843) | (243,579) | (233,316) | (223,052) | (212,789) | (202,690) | (192,590) |
| | 570 | (272,141) | (260,734) | (249,327) | (237,919) | (226,512) | (215,206) | (203,969) |

TABLE 2

| Balance (RLV - BLV) | 157,258 | Site Specific S106 | | | | | | |
|---------------------|---------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 252,470 | 250,494 | 248,518 | 246,542 | 244,566 | 242,590 | 240,614 |
| | 90 | 229,827 | 227,851 | 225,875 | 223,899 | 221,923 | 219,947 | 217,971 |
| | 110 | 207,079 | 205,101 | 203,124 | 201,146 | 199,168 | 197,191 | 195,213 |
| | 130 | 184,321 | 182,344 | 180,366 | 178,388 | 176,411 | 174,433 | 172,456 |
| | 150 | 161,564 | 159,586 | 157,608 | 155,631 | 153,653 | 151,676 | 149,698 |
| CIL £psm | 170 | 138,806 | 136,828 | 134,851 | 132,873 | 130,896 | 128,918 | 126,941 |
| 131.11 | 190 | 116,049 | 114,071 | 112,093 | 110,116 | 108,138 | 106,161 | 104,183 |
| | 210 | 93,291 | 91,313 | 89,336 | 87,358 | 85,381 | 83,403 | 81,425 |
| | 230 | 70,533 | 68,556 | 66,578 | 64,601 | 62,623 | 60,645 | 58,668 |
| | 250 | 47,776 | 45,798 | 43,821 | 41,843 | 39,865 | 37,888 | 35,910 |
| | 270 | 25,018 | 23,041 | 21,063 | 19,086 | 17,108 | 15,130 | 13,153 |
| | 290 | 2,261 | 283 | (1,694) | (3,672) | (5,650) | (7,627) | (9,605) |
| | 310 | (20,497) | (22,474) | (24,452) | (26,430) | (28,407) | (30,385) | (32,362) |
| | 330 | (43,296) | (45,276) | (47,255) | (49,234) | (51,213) | (53,192) | (55,172) |
| | 350 | (66,169) | (68,148) | (70,128) | (72,107) | (74,086) | (76,065) | (78,045) |
| | 370 | (89,042) | (91,021) | (93,000) | (94,980) | (96,959) | (98,938) | (100,917) |
| | 390 | (111,915) | (113,894) | (115,873) | (117,852) | (119,832) | (121,811) | (123,790) |
| | 410 | (134,788) | (136,767) | (138,746) | (140,725) | (142,705) | (144,684) | (146,663) |
| | 430 | (157,660) | (159,640) | (161,619) | (163,598) | (165,577) | (167,557) | (169,536) |
| | 450 | (180,533) | (182,513) | (184,492) | (186,471) | (188,450) | (190,429) | (192,409) |
| | 470 | (203,406) | (205,385) | (207,365) | (209,344) | (211,323) | (213,302) | (215,281) |
| | 490 | (226,279) | (228,258) | (230,237) | (232,217) | (234,196) | (236,175) | (238,154) |
| | 510 | (249,152) | (251,131) | (253,110) | (255,089) | (257,069) | (259,048) | (261,027) |
| | 530 | (272,025) | (274,004) | (275,983) | (277,962) | (279,941) | (281,921) | (283,900) |
| | 550 | (294,897) | (296,877) | (298,856) | (300,835) | (302,814) | (304,794) | (306,773) |
| | 570 | (317,771) | (319,752) | (321,733) | (323,714) | (325,694) | (327,675) | (329,656) |

Scheme Ref: **AG - Commuted Sum**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **AONB**

TABLE 3

| Balance (RLV - BLV) | 157,258 | Infrastructure Costs | | | | | | |
|---------------------|---------|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 100% | 110% | 120% | 130% | 140% | 150% | 160% |
| | 70 | 252,470 | 252,470 | 252,470 | 252,470 | 252,470 | 252,470 | 252,470 |
| | 90 | 229,827 | 229,827 | 229,827 | 229,827 | 229,827 | 229,827 | 229,827 |
| | 110 | 207,079 | 207,079 | 207,079 | 207,079 | 207,079 | 207,079 | 207,079 |
| | 130 | 184,321 | 184,321 | 184,321 | 184,321 | 184,321 | 184,321 | 184,321 |
| | 150 | 161,564 | 161,564 | 161,564 | 161,564 | 161,564 | 161,564 | 161,564 |
| CIL £psm | 170 | 138,806 | 138,806 | 138,806 | 138,806 | 138,806 | 138,806 | 138,806 |
| 131.11 | 190 | 116,049 | 116,049 | 116,049 | 116,049 | 116,049 | 116,049 | 116,049 |
| | 210 | 93,291 | 93,291 | 93,291 | 93,291 | 93,291 | 93,291 | 93,291 |
| | 230 | 70,533 | 70,533 | 70,533 | 70,533 | 70,533 | 70,533 | 70,533 |
| | 250 | 47,776 | 47,776 | 47,776 | 47,776 | 47,776 | 47,776 | 47,776 |
| | 270 | 25,018 | 25,018 | 25,018 | 25,018 | 25,018 | 25,018 | 25,018 |
| | 290 | 2,261 | 2,261 | 2,261 | 2,261 | 2,261 | 2,261 | 2,261 |
| | 310 | (20,497) | (20,497) | (20,497) | (20,497) | (20,497) | (20,497) | (20,497) |
| | 330 | (43,296) | (43,296) | (43,296) | (43,296) | (43,296) | (43,296) | (43,296) |
| | 350 | (66,169) | (66,169) | (66,169) | (66,169) | (66,169) | (66,169) | (66,169) |
| | 370 | (89,042) | (89,042) | (89,042) | (89,042) | (89,042) | (89,042) | (89,042) |
| | 390 | (111,915) | (111,915) | (111,915) | (111,915) | (111,915) | (111,915) | (111,915) |
| | 410 | (134,788) | (134,788) | (134,788) | (134,788) | (134,788) | (134,788) | (134,788) |
| | 430 | (157,660) | (157,660) | (157,660) | (157,660) | (157,660) | (157,660) | (157,660) |
| | 450 | (180,533) | (180,533) | (180,533) | (180,533) | (180,533) | (180,533) | (180,533) |
| | 470 | (203,406) | (203,406) | (203,406) | (203,406) | (203,406) | (203,406) | (203,406) |
| | 490 | (226,279) | (226,279) | (226,279) | (226,279) | (226,279) | (226,279) | (226,279) |
| | 510 | (249,152) | (249,152) | (249,152) | (249,152) | (249,152) | (249,152) | (249,152) |
| | 530 | (272,025) | (272,025) | (272,025) | (272,025) | (272,025) | (272,025) | (272,025) |
| | 550 | (294,897) | (294,897) | (294,897) | (294,897) | (294,897) | (294,897) | (294,897) |
| | 570 | (317,871) | (317,871) | (317,871) | (317,871) | (317,871) | (317,871) | (317,871) |

TABLE 4

| Balance (RLV - BLV) | 157,258 | Profit 20% | | | | | | |
|---------------------|---------|------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 15% | 16% | 17% | 18% | 19% | 20% | 21% |
| | 70 | 429,151 | 393,815 | 358,479 | 323,142 | 287,806 | 252,470 | 217,134 |
| | 90 | 406,508 | 371,172 | 335,836 | 300,500 | 265,163 | 229,827 | 194,491 |
| | 110 | 383,760 | 348,424 | 313,088 | 277,751 | 242,415 | 207,079 | 171,743 |
| | 130 | 361,002 | 325,666 | 290,330 | 254,994 | 219,657 | 184,321 | 148,985 |
| | 150 | 338,245 | 302,909 | 267,572 | 232,236 | 196,900 | 161,564 | 126,227 |
| CIL £psm | 170 | 315,487 | 280,151 | 244,815 | 209,479 | 174,142 | 138,806 | 103,470 |
| 131.11 | 190 | 292,730 | 257,394 | 222,057 | 186,721 | 151,385 | 116,049 | 80,712 |
| | 210 | 269,972 | 234,636 | 199,300 | 163,963 | 128,627 | 93,291 | 57,955 |
| | 230 | 247,215 | 211,878 | 176,542 | 141,206 | 105,870 | 70,533 | 35,197 |
| | 250 | 224,457 | 189,121 | 153,785 | 118,448 | 83,112 | 47,776 | 12,440 |
| | 270 | 201,700 | 166,363 | 131,027 | 95,691 | 60,355 | 25,018 | (10,318) |
| | 290 | 178,942 | 143,606 | 108,269 | 72,933 | 37,597 | 2,261 | (33,076) |
| | 310 | 156,184 | 120,848 | 85,512 | 50,176 | 14,839 | (20,497) | (55,833) |
| | 330 | 133,385 | 98,049 | 62,712 | 27,376 | (7,960) | (43,296) | (78,633) |
| | 350 | 110,512 | 75,176 | 39,840 | 4,503 | (30,833) | (66,169) | (101,505) |
| | 370 | 87,639 | 52,303 | 16,967 | (18,369) | (53,706) | (89,042) | (124,378) |
| | 390 | 64,766 | 29,430 | (5,906) | (41,242) | (76,579) | (111,915) | (147,251) |
| | 410 | 41,894 | 6,557 | (28,779) | (64,115) | (99,451) | (134,788) | (170,124) |
| | 430 | 19,021 | (16,315) | (51,652) | (86,988) | (122,324) | (157,660) | (192,997) |
| | 450 | (3,852) | (39,188) | (74,525) | (109,861) | (145,197) | (180,533) | (215,870) |
| | 470 | (26,725) | (62,061) | (97,397) | (132,734) | (168,070) | (203,406) | (238,742) |
| | 490 | (49,598) | (84,934) | (120,270) | (155,606) | (190,943) | (226,279) | (261,615) |
| | 510 | (72,471) | (107,807) | (143,143) | (178,479) | (213,816) | (249,152) | (284,488) |
| | 530 | (95,343) | (130,680) | (166,016) | (201,352) | (236,688) | (272,025) | (307,361) |
| | 550 | (118,216) | (153,552) | (188,889) | (224,225) | (259,561) | (294,897) | (330,234) |
| | 570 | (141,189) | (176,526) | (211,862) | (247,198) | (282,534) | (317,871) | (353,207) |



Scheme Ref: **AG - Commuted Sum**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **AONB**

TABLE 5

| Balance (RLV - BLV) | 157,258 | BLV (per acre) | | | | | | | |
|---------------------|---------|----------------|-----------|-----------|-----------|-----------|-----------|-----------|--|
| | | 300,000 | 400,000 | 500,000 | 600,000 | 700,000 | 800,000 | 900,000 | |
| | 70 | 400,730 | 326,600 | 252,470 | 178,340 | 104,210 | 30,080 | (44,050) | |
| | 90 | 378,087 | 303,957 | 229,827 | 155,697 | 81,567 | 7,437 | (66,693) | |
| | 110 | 355,339 | 281,209 | 207,079 | 132,949 | 58,819 | (15,311) | (89,441) | |
| | 130 | 332,581 | 258,451 | 184,321 | 110,191 | 36,061 | (38,069) | (112,199) | |
| | 150 | 309,824 | 235,694 | 161,564 | 87,434 | 13,304 | (60,826) | (134,956) | |
| CIL £psm | 170 | 287,066 | 212,936 | 138,806 | 64,676 | (9,454) | (83,584) | (157,714) | |
| 131.11 | 190 | 264,309 | 190,179 | 116,049 | 41,919 | (32,211) | (106,341) | (180,471) | |
| | 210 | 241,551 | 167,421 | 93,291 | 19,161 | (54,969) | (129,099) | (203,229) | |
| | 230 | 218,793 | 144,663 | 70,533 | (3,597) | (77,727) | (151,857) | (225,987) | |
| | 250 | 196,036 | 121,906 | 47,776 | (26,354) | (100,484) | (174,614) | (248,744) | |
| | 270 | 173,278 | 99,148 | 25,018 | (49,112) | (123,242) | (197,372) | (271,502) | |
| | 290 | 150,521 | 76,391 | 2,261 | (71,869) | (145,999) | (220,129) | (294,259) | |
| | 310 | 127,763 | 53,633 | (20,497) | (94,627) | (168,757) | (242,887) | (317,017) | |
| | 330 | 104,964 | 30,834 | (43,296) | (117,426) | (191,556) | (265,686) | (339,816) | |
| | 350 | 82,091 | 7,961 | (66,169) | (140,299) | (214,429) | (288,559) | (362,689) | |
| | 370 | 59,218 | (14,912) | (89,042) | (163,172) | (237,302) | (311,432) | (385,562) | |
| | 390 | 36,345 | (37,785) | (111,915) | (186,045) | (260,175) | (334,305) | (408,435) | |
| | 410 | 13,472 | (60,658) | (134,788) | (208,918) | (283,048) | (357,178) | (431,308) | |
| | 430 | (9,400) | (83,530) | (157,660) | (231,790) | (305,920) | (380,050) | (454,180) | |
| | 450 | (32,273) | (106,403) | (180,533) | (254,663) | (328,793) | (402,923) | (477,053) | |
| | 470 | (55,146) | (129,276) | (203,406) | (277,536) | (351,666) | (425,796) | (499,926) | |
| | 490 | (78,019) | (152,149) | (226,279) | (300,409) | (374,539) | (448,669) | (522,799) | |
| | 510 | (100,892) | (175,022) | (249,152) | (323,282) | (397,412) | (471,542) | (545,672) | |
| | 530 | (123,765) | (197,895) | (272,025) | (346,155) | (420,285) | (494,415) | (568,545) | |
| | 550 | (146,637) | (220,767) | (294,897) | (369,027) | (443,157) | (517,287) | (591,417) | |
| | 570 | (169,611) | (243,741) | (317,871) | (392,001) | (466,131) | (540,261) | (614,391) | |

TABLE 6

| Balance (RLV - BLV) | 157,258 | Density (dph) | | | | | | | |
|---------------------|---------|---------------|-----------|-----------|-----------|-----------|----------|----------|--|
| | | 30 | 40 | 50 | 60 | 70 | 80 | 90 | |
| | 70 | 252,470 | 345,132 | 400,730 | 437,795 | 464,270 | 484,126 | 499,570 | |
| | 90 | 229,827 | 322,490 | 378,087 | 415,152 | 441,627 | 461,483 | 476,927 | |
| | 110 | 207,079 | 299,741 | 355,339 | 392,404 | 418,879 | 438,735 | 454,179 | |
| | 130 | 184,321 | 276,984 | 332,581 | 369,646 | 396,121 | 415,977 | 431,421 | |
| | 150 | 161,564 | 254,226 | 309,824 | 346,889 | 373,364 | 393,220 | 408,664 | |
| CIL £psm | 170 | 138,806 | 231,469 | 287,066 | 324,131 | 350,606 | 370,462 | 385,906 | |
| 131.11 | 190 | 116,049 | 208,711 | 264,309 | 301,374 | 327,849 | 347,705 | 363,149 | |
| | 210 | 93,291 | 185,953 | 241,551 | 278,616 | 305,091 | 324,947 | 340,391 | |
| | 230 | 70,533 | 163,196 | 218,793 | 255,858 | 282,333 | 302,190 | 317,633 | |
| | 250 | 47,776 | 140,438 | 196,036 | 233,101 | 259,576 | 279,432 | 294,876 | |
| | 270 | 25,018 | 117,681 | 173,278 | 210,343 | 236,818 | 256,675 | 272,118 | |
| | 290 | 2,261 | 94,923 | 150,521 | 187,586 | 214,061 | 233,917 | 249,361 | |
| | 310 | (20,497) | 72,166 | 127,763 | 164,828 | 191,303 | 211,159 | 226,603 | |
| | 330 | (43,296) | 49,366 | 104,964 | 142,029 | 168,504 | 188,360 | 203,804 | |
| | 350 | (66,169) | 26,493 | 82,091 | 119,156 | 145,631 | 165,487 | 180,931 | |
| | 370 | (89,042) | 3,621 | 59,218 | 96,283 | 122,758 | 142,614 | 158,058 | |
| | 390 | (111,915) | (19,252) | 36,345 | 73,410 | 99,885 | 119,741 | 135,185 | |
| | 410 | (134,788) | (42,125) | 13,472 | 50,537 | 77,012 | 96,869 | 112,312 | |
| | 430 | (157,660) | (64,998) | (9,400) | 27,665 | 54,140 | 73,996 | 89,440 | |
| | 450 | (180,533) | (87,871) | (32,273) | 4,792 | 31,267 | 51,123 | 66,567 | |
| | 470 | (203,406) | (110,744) | (55,146) | (18,081) | 8,394 | 28,250 | 43,694 | |
| | 490 | (226,279) | (133,616) | (78,019) | (40,954) | (14,479) | 5,377 | 20,821 | |
| | 510 | (249,152) | (156,489) | (100,892) | (63,827) | (37,352) | (17,496) | (2,052) | |
| | 530 | (272,025) | (179,362) | (123,765) | (86,700) | (60,225) | (40,368) | (24,925) | |
| | 550 | (294,897) | (202,235) | (146,637) | (109,572) | (83,097) | (63,241) | (47,797) | |
| | 570 | (317,871) | (225,208) | (169,611) | (132,546) | (106,071) | (86,214) | (70,771) | |

Scheme Ref: **AG - Commuted Sum**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **AONB**

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) | 157,258 | | | | | | | |
| | 70 | 433,378 | 342,924 | 252,470 | 161,682 | 70,770 | (20,142) | (111,439) |
| | 90 | 410,735 | 320,281 | 229,827 | 138,924 | 48,012 | (42,940) | (134,312) |
| | 110 | 388,092 | 297,638 | 207,079 | 116,167 | 25,255 | (65,812) | (157,185) |
| | 130 | 365,449 | 274,995 | 184,321 | 93,409 | 2,497 | (88,685) | (180,058) |
| | 150 | 342,806 | 252,352 | 161,564 | 70,652 | (20,260) | (111,558) | (202,931) |
| CIL £psm | 170 | 320,163 | 229,709 | 138,806 | 47,894 | (43,059) | (134,431) | (225,803) |
| | 131.11 | 190 | 297,520 | 206,960 | 116,049 | 25,137 | (65,931) | (157,304) |
| | 210 | 274,877 | 184,203 | 93,291 | 2,379 | (88,804) | (180,177) | (271,549) |
| | 230 | 252,235 | 161,445 | 70,533 | (20,379) | (111,677) | (203,049) | (294,422) |
| | 250 | 229,592 | 138,688 | 47,776 | (43,177) | (134,550) | (225,922) | (317,393) |
| | 270 | 206,842 | 115,930 | 25,018 | (66,050) | (157,423) | (248,795) | (340,381) |
| | 290 | 184,085 | 93,173 | 2,261 | (88,923) | (180,296) | (271,668) | (363,841) |
| | 310 | 161,327 | 70,415 | (20,497) | (111,796) | (203,168) | (294,541) | (390,189) |
| | 330 | 138,569 | 47,658 | (43,296) | (134,669) | (226,041) | (317,512) | (416,537) |
| | 350 | 115,812 | 24,900 | (66,169) | (157,542) | (248,914) | (340,501) | (442,885) |
| | 370 | 93,054 | 2,142 | (89,042) | (180,414) | (271,787) | (363,978) | (469,233) |
| | 390 | 70,297 | (20,615) | (111,915) | (203,287) | (294,660) | (390,326) | (495,581) |
| | 410 | 47,539 | (43,415) | (134,788) | (226,160) | (317,632) | (416,674) | (521,929) |
| | 430 | 24,782 | (66,288) | (157,660) | (249,033) | (340,620) | (443,022) | (548,277) |
| | 450 | 2,024 | (89,161) | (180,533) | (271,906) | (364,114) | (469,370) | (574,625) |
| | 470 | (20,733) | (112,034) | (203,406) | (294,779) | (390,463) | (495,718) | (601,027) |
| | 490 | (43,534) | (134,907) | (226,279) | (317,751) | (416,811) | (522,066) | (627,509) |
| | 510 | (66,407) | (157,779) | (249,152) | (340,740) | (443,159) | (548,414) | (653,990) |
| | 530 | (89,280) | (180,652) | (272,025) | (364,251) | (469,507) | (574,762) | (680,472) |
| | 550 | (112,153) | (203,525) | (294,897) | (390,600) | (495,855) | (601,165) | (706,953) |
| | 570 | (135,025) | (226,398) | (317,871) | (416,948) | (522,203) | (627,646) | (733,435) |

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) | 157,258 | | | | | | | |
| | 70 | (18,741) | 116,927 | 252,470 | 387,606 | 522,742 | 657,693 | 792,367 |
| | 90 | (41,498) | 94,169 | 229,827 | 364,963 | 500,099 | 635,164 | 769,838 |
| | 110 | (64,256) | 71,411 | 207,079 | 342,320 | 477,456 | 612,592 | 747,309 |
| | 130 | (87,104) | 48,654 | 184,321 | 319,677 | 454,813 | 589,949 | 724,780 |
| | 150 | (109,977) | 25,896 | 161,564 | 297,034 | 432,170 | 567,306 | 702,252 |
| CIL £psm | 170 | (132,849) | 3,139 | 138,806 | 274,392 | 409,528 | 544,664 | 679,723 |
| | 131.11 | 190 | (155,722) | (19,619) | 116,049 | 251,716 | 386,885 | 522,021 |
| | 210 | (178,595) | (42,376) | 93,291 | 228,958 | 364,242 | 499,378 | 634,514 |
| | 230 | (201,468) | (65,200) | 70,533 | 206,201 | 341,599 | 476,735 | 611,871 |
| | 250 | (224,341) | (88,073) | 47,776 | 183,443 | 318,956 | 454,092 | 589,228 |
| | 270 | (247,214) | (110,946) | 25,018 | 160,686 | 296,313 | 431,449 | 566,585 |
| | 290 | (270,086) | (133,819) | 2,261 | 137,928 | 273,595 | 408,806 | 543,942 |
| | 310 | (292,959) | (156,691) | (20,497) | 115,170 | 250,838 | 386,163 | 521,299 |
| | 330 | (315,883) | (179,564) | (43,296) | 92,413 | 228,080 | 363,521 | 498,657 |
| | 350 | (338,872) | (202,437) | (66,169) | 69,655 | 205,323 | 340,878 | 476,014 |
| | 370 | (362,110) | (225,310) | (89,042) | 46,898 | 182,565 | 318,232 | 453,371 |
| | 390 | (388,458) | (248,183) | (111,915) | 24,140 | 159,807 | 295,475 | 430,728 |
| | 410 | (414,806) | (271,056) | (134,788) | 1,383 | 137,050 | 272,717 | 408,085 |
| | 430 | (441,154) | (293,928) | (157,660) | (21,393) | 114,292 | 249,960 | 385,442 |
| | 450 | (467,502) | (316,877) | (180,533) | (44,265) | 91,535 | 227,202 | 362,799 |
| | 470 | (493,850) | (339,865) | (203,406) | (67,138) | 68,777 | 204,444 | 340,112 |
| | 490 | (520,198) | (363,249) | (226,279) | (90,011) | 46,020 | 181,687 | 317,354 |
| | 510 | (546,547) | (389,597) | (249,152) | (112,884) | 23,262 | 158,929 | 294,597 |
| | 530 | (572,914) | (415,945) | (272,025) | (135,757) | 505 | 136,172 | 271,839 |
| | 550 | (599,395) | (442,293) | (294,897) | (158,630) | (22,362) | 113,414 | 249,082 |
| | 570 | (625,877) | (468,641) | (317,871) | (181,502) | (45,234) | 90,657 | 226,324 |

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: **AG - Commuted Sum**
 No Units: **9** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: **AONB**

[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: | AG - Commuted Sum |
|---|-------------------|
| No Units: | 9 |
| Location / Value Zone: | Lower |
| Development Scenario: | Greenfield |
| Notes: | AONB |
| Total GDV (£) | 4,050,000 |
| AH % | 0% |
| Affordable Rent: | 75.00% |
| Social Rent: | 0.00% |
| Intermediate (LCHO/Sub-Market/Starter etc.): | 25.00% |
| CIL (£ psm) | 131.11 |
| CIL (£ per unit) | 17,699.85 |
| CIL (£) | 159,299 |
| Site Specific S106 (£ per unit) | 2,500 |
| Site Specific S106 (£) | 22,500 |
| Sub-total CIL+S106 (£ per unit) | 20,200 |
| Strategic Infrastructure (£ per unit) | - |
| Strategic Infrastructure (£) | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 20,200 |
| Total Developers Profit (£) | 810,000 |
| Developers Profit (% on OMS) | 20.0% |
| Developers Profit (% on AH) | 6.0% |
| Developers Profit (% blended) | 20.00% |
| Developers Profit (% on costs) | 30.60% |
| RLV (£) | 527,908 |
| RLV (£/acre) | 712,138 |
| RLV (£/ha) | 1,759,693 |
| Balance for Plan VA: | |
| BLV (£) | 370,650 |
| BLV (£/acre) | 500,000 |
| BLV (£/ha) | 1,235,500 |
| Surplus/Deficit | 157,258 |
| Surplus/Deficit (£/acre) | 212,138 |
| Surplus/Deficit (£/ha) | 524,193 |
| Plan Viability comments | Viable |
| Commuted Sum (£ psm) | £168 |
| Commuted Sum (£) | £203,714 |

| | |
|------------|-----------------------------------|
| 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_AD_AG_v3 - Summary Table

| Scheme Ref: | AD | AE | AF | AG | AG - Commuted Sum |
|---|------------------|------------------|------------------|------------|-------------------|
| No Units: | 9 | 9 | 9 | 6 | 9 |
| Location / Value Zone: | Lower | Higher | Lower | Lower | Lower |
| Development Scenario: | Brownfield | Brownfield | Greenfield | Greenfield | Greenfield |
| Notes: | Apartment Scheme | Apartment Scheme | RES site 100% AH | ACONB | ACONB |
| Total GDV (£) | 2,130,165 | 2,421,752 | 1,972,800 | 2,215,320 | 4,050,000 |
| AH % | 0% | 0% | 100% | 35% | 0% |
| Affordable Rent: | 75.00% | 75.00% | 75.00% | 75.00% | 75.00% |
| Social Rent: | 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% |
| CIL (£ psm) | 93.02 | 93.02 | - | 131.33 | 131.11 |
| CIL (£ per unit) | 6,931.63 | 6,931.63 | - | 11,524.21 | 17,699.85 |
| CIL (£) | 62,385 | 62,385 | - | 69,145 | 159,299 |
| Site Specific S106 (£ per unit) | 2,500 | 2,500 | 2,500 | 2,500 | 2,500 |
| Site Specific S106 (£) | 22,500 | 22,500 | 22,500 | 15,000 | 22,500 |
| Sub-total CIL+S106 (£ per unit) | 9,432 | 9,432 | 2,500 | 14,024 | 20,200 |
| Strategic Infrastructure (£ per unit) | - | - | - | - | - |
| Strategic Infrastructure (£) | - | - | - | - | - |
| Sub-total CIL+S106+Strat. Infra. (£ per unit) | 9,432 | 9,432 | 2,500 | 14,024 | 20,200 |
| Total Developers Profit (£) | 426,033 | 484,350 | 118,368 | 378,619 | 810,000 |
| Developers Profit (% on OMS) | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% |
| Developers Profit (% on AH) | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% |
| Developers Profit (% blended) | 20.00% | 20.00% | 6.00% | 17.09% | 20.00% |
| Developers Profit (% on costs) | 29.29% | 33.08% | 8.30% | 27.33% | 30.60% |
| RLV (£) | 228,477 | 423,485 | 384,805 | 404,358 | 527,908 |
| RLV (£/acre) | 924,632 | 1,713,819 | 519,095 | 818,207 | 712,138 |
| RLV (£/ha) | 2,284,767 | 4,234,846 | 1,282,684 | 2,021,789 | 1,759,693 |
| Balance for Plan VA: | | | | | |
| BLV (£) | 133,434 | 207,564 | 90,000 | 247,100 | 370,650 |
| BLV (£/acre) | 540,000 | 840,000 | 121,408 | 500,000 | 500,000 |
| BLV (£/ha) | 1,334,340 | 2,075,640 | 300,000 | 1,235,500 | 1,235,500 |
| Surplus/Deficit | 95,043 | 215,921 | 294,805 | 157,258 | 157,258 |
| Surplus/Deficit (£/acre) | 384,632 | 873,819 | 397,687 | 318,207 | 212,138 |
| Surplus/Deficit (£/ha) | 950,427 | 2,159,206 | 982,684 | 786,289 | 524,193 |
| Plan Viability comments | Viable | Viable | Viable | Viable | Viable |
| Commuted Sum (£ psm) | | | | | £168 |
| Commuted Sum (£) | | | | | £203,714 |